

MICHIGAN TRADESMAN

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VOL. XII

GRAND RAPIDS, DECEMBER 12, 1894.

NO. 586



Umbrellas

== FOR HOLIDAY GIFTS,

For Ladies and Gents.

The largest and most complete line of Umbrellas ever shown in the state, mostly our own make. The "Two-in-Hand" (Umbrella and Cane combined) is one of our latest novelties.

Gold and Silver Headed CANES.

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COAL, WOOD, LIME, CEMENT, LATH, SEWER PIPE and BRICK.

Right Prices.
Right Qualities.

S. A. MORMAN & CO.,

Office 19 Lyon St.

Telephone 455.

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SEE QUOTATIONS.



WE SELL

Boston Belting Co.'s	=	Rubber Belts, Etc.,
H. Disston & Sons'	=	Saws,
E. C. Atkins & Co.'s	=	Saws,
H. R. Warthington's,	=	Steam Pumps,
A. G. Spalding & Bros.'	=	Sporting Goods,
L. Candee & Co.'s	=	Rubber Boots and Shoes.

Mill and Fire Department Supplies.

Manufacturers of Pure Oak Short-lap Leather Belting.

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STUDLEY & BARCLAY, Grand Rapids, Mich.
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MANUFACTURERS OF

BRUSHES

GRAND RAPIDS MICH

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EDWARD A. MOSELEY,
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Established 1876

MOSELEY BROS.

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SEEDS BEANS, PEAS, POTATOES, ORANGES and LEMONS.

Egg Cases and Fillers a Specialty.

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To the Retail Shoe Dealers===

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

Our Wales-Goodyear Rubbers are great trade winners.

Mail orders given prompt attention.

HEROLD-BERTSCH SHOE CO,
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PERKINS & HESS,

DEALERS IN

Hides, Furs, Wool & Tallow,

Nos. 122 and 124 Louis Street, Grand Rapids, Michigan.

WE CARRY A STOCK OF CAME TALLOW FOR MILL USE.



This is Our Latest Furniture Photo Case.

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Manufacturer of

TRUNKS, TRAVELING BAGS,
SAMPLE TRUNKS and
SAMPLE CASES

Of any description to order on short notice.

50 Canal St., 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.

Oyster Crackers

Are now in season. We manufacture } All Kinds.

SEARS' SALTINE WAFER or SQUARE OYSTER,

A rich, tender and crisp cracker packed in 1 lb. cartoons with neat and attractive label. Is one of the most popular packages we have ever put out.

Try Our

ENGLISH FRUIT CAKES

Handsome embossed packages, { 1 lb. \$2.40 per doz.
packed 2 doz. in case { 2 lb. \$4.80 per doz.

These goods are positively the finest produced and we guarantee entire satisfaction.

SEND US YOUR HOLIDAY ORDERS.

New York Biscuit Co.,
S. A. SEARS, Manager,
GRAND RAPIDS, MICH.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

Dress Goods, Shawls, Cloaks,
Notions, Ribbons, Hosiery,
Gloves, Underwear, Woolens,
Flannels, Blankets, Gingham,
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We invite the attention of the trade to our complete and well assorted stock at lowest market prices.

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LEMON & WHEELER COMPANY.

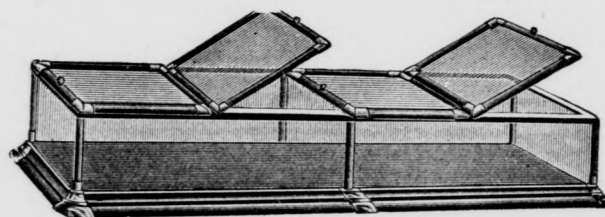
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Wholesale Grocers

Grand Rapids.

HEYMAN COMPANY,

Manufacturers of Show Cases of Every Description.



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Standard Oil Co.,

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DEALERS IN

Illuminating and Lubricating

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GRAND RAPIDS,
BIG RAPIDS,
ALLEGAN,

MUSKEGON,
GRAND HAVEN,
HOWARD CITY,

MANISTEE,
TRAVERSE CITY,
PETOSKEY.

CADILLAC,
LUDINGTON,

Highest Price Paid for

EMPTY CARBON & GASOLINE BARRELS.

MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, DECEMBER 12, 1894.

NO. 586

THE MICHIGAN TRUST CO., Grand Rapids, Mich.

Makes a Specialty of acting as

**Executor of Wills,
Administrator of Estates,
Guardian of Minors and In-
competent Persons,
Trustee or Agent**

in the management of any business which may be entrusted to it.

Any information desired will be cheerfully furnished.

**Lewis H. Withey, Pres.
Anton G. Hodenpyl, Sec'y.**

Township Bonds.
Cash Paid for Township and County Warrants.

Special attention given to examining and directing proceedings for bond issues.

CHAS. E. TEMPLE, Grand Rapids.
827 Michigan Trust Co. Bldg.

**MICHIGAN
Fire & Marine Insurance Co.**

Organized 1881.
DETROIT, MICHIGAN.

THE Grand Rapids FIRE INS. CO.
PROMPT, CONSERVATIVE, SAFE.
J. W. CHAMPLIN, Pres.
W. FRED McBAIN, Sec.

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Reference Books issued quarterly. Collections attended to throughout United States and Canada.

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65 MONROE ST.
Have on file all reports kept by Cooper's Commercial Agency and Union Credit Co. and are constantly revising and adding to them. Also handle collections of all kinds for members.
Telephone 166 and 1030 for particulars.
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Wholesale Shipper
Cement, Lime, Coal, Sewer Pipe, Etc.
CARLOTS AND LESS
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.

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.

PECK'S HEADACHE POWDERS
Pay the best profit. Order from your jobber

THE BACK OFFICE.

THE MICHIGAN TRADESMAN has taken me in, after seeing me hanging around the door at one hundred Saint Louis street, until he could stand it no longer, and, doubtless observing, from the signal that demands a patch, that I am not wholly prepared for cold weather, his charity got the better of his judgment and he let me come in to get warm. The unexpected kindness so far overcame my prejudices against labor that I offered to return the favor with an item now and then for the paper. The offer was accepted. And here, in the Back Office, I hope to materialize gray matter enough to make my company better than my room.

RICHARD MALCOM STRONG.

The outline of the Postmaster-general's policy, as indicated in his last report, is a proof that his collar is bigger than his hatband. Two years ago, when everybody voted for a change—and got it—it might have been a matter of some concern if this recommendation of revising the postal law pertaining to second-class matter had been made; it can be easily understood how the ganglia of national life at the country crossroads and on the farm might have been sensitive on hearing that "the change" would put a stop to free delivery in the country, and the surprise, expressed everywhere at the increased postal facilities recommended in cities and towns where so much has already been done, would have then made something of a stir; but now, with public opinion overwhelmingly against such recommendation, the report will be as harmless as the amusement it will create.

If there has been one movement more marked than another during the last twenty-five years, it is the rush from the country to the town. The city has absorbed—and is still absorbing—in crowds the village and the farm life. They are after the facilities which they do not and cannot have in country lanes and by-ways. A daily paper is a necessity in the city, but the man in town does not need the news any more than the man on the farm. A letter for Bridget O'Hearn is no more important than one for Mary Smith, but Bridget gets hers an hour after its arrival at the city post office, while Mary's lays for days—it may be for weeks—in the country post office.

Now, if this rush for the city is to be stopped—and that it should be seems to be the prevailing opinion—it is submitted that cutting off the very facilities that check the movement towards the town is hardly the proper thing to do. What the country needs more than anything else is development—the good things which people, wherever they are, not only want but need. With every means of rapid communication the country may hope to keep within hailing distance of the city—and that is near enough—but without that communication the countryman will continue to be the hayseed that he has been willing to be so long—a reproach to himself and to that kind of statesmanship whose chief characteristics are a

little hatband, a big collar and a double chin.

* * *

The price of flour has declined very materially during the past decade, but the bakers have maintained the same retail price for their product.—*New England Grocer.*

While not in the baking business myself, and knowing nothing of its ins and outs, I acknowledge considerable sympathy for the under dog, and propose to stand by and see this fight out. It must be admitted that his grip is simply tremendous, and in all the changes of this financially transitory life that dog has adhered to his purpose with a grip that nothing has been able to relax. The odds are against him, but he clings. He knows a good thing when he gets hold of it, and then, like any other dog, he settles right down to business. Kicks and blows amount to nothing. The hose of public opinion has been turned on with full force and with extra pressure at the waterworks, but to no effect. The traditional dipper of scalding water alone remains untried, and in the meantime the dog doesn't let go.

By chance, or by calculation, the price of the breadloaf ten years ago was fixed at five cents. The price of flour went down, but the unfickle loaf, true to its trust, stood firm. At a nickel or nothing remained the price of bread. Why not? Grant that, ten years ago, with flour at a certain price, bread was sold for five cents. Grant that, to-day, according to this Atwater man, bread can be sold at a fair profit for two cents, the weight of the loaf constantly diminishing. Two from five—that makes a difference of three cents. Who's goin' to have that three cents? I guess, mother, you'll have to bring on your billin' water!

* * *

"Remember that organized labor has two effective weapons which are beyond the power of capital; they are the ballot and the label."

And remember, too—and you had better wait until the mental machinery is in good working order—that labor, organized or unorganized, has never accomplished—and never will accomplish—anything for that cause—or for any other cause—without some organized brain work behind it. There isn't a doubt that grievances, and a good many of them, too, exist in the working world, and there isn't a doubt that the public sympathizes heartily with the workingmen; but, just as the public are getting ready to lend a helping hand, some Smart Aleck with just wit enough to make a fool of himself is pushed to the van of the labor army, and that's the last of that movement.

Capital, in this country at least, hasn't so much to brag of in the way of brains. Many, if not most, of the capitalists of to-day were workmen in the ranks twenty-five years ago; but the strong point about the capitalist is that in certain lines he knows that he "don't know nuthin'," and he puts his case into the most skillful hands he can find. Not so with labor; all he wants is a chance. He "hain't be'n t' school t'ay t' speak

on," but, put him up in front of this labor movement, "n' he'll patch it up so's 'twill run." Patching, however, isn't statesmanship, and, while the union man is remembering "the ballot" and "the label," he might just as well put down that patching business and give it a "chewing over."

* * *

"Shoot the militia!" says a union paper which has drifted into the Back Office. But we just "dassen't" do it! We had some of that promiscuous warfare last summer and it didn't work. A few cars were burned and a few shots were fired, just to scare the crowd, you know; and then, I'll be everlastingly kicked, if the boys didn't bring up plump against some United States bayonets! Shoot the militia? Don't le's. Le's bang away at suthin' else.

* * *

"There never was a strike that was a complete failure."

That's right. Of course, there are people starving at such times—by thousands if the strike is a good big one. The wives and children of men who ought to be at work, and would be if the strike had not been ordered, suffer more or less from hunger and cold, but, for all that, no strike was ever "a complete failure." There is a principle, you see, underlying the strike; and when George M. Pullman was finally brought to time and compelled to make a showing, it didn't amount to much, but it saved the strike—the biggest thing of the kind on record—from being "a complete failure." And there, it may be added by way of round-up, is where the strike differs from its leaders—as complete failures as ever crawled into notice to be laughed at after they get there!

* * *

Sec. 5. Bread, when sold, shall be weighed in presence of the buyer, and, if found deficient in weight, bread shall be added to make up the legal weight.

The above is Massachusetts law and it won't work. If it can't be gotten around in any other way, every establishment in Yankeeedom will turn out bread too heavy to be digested—the baker is determined to come out ahead.

* * *

Eli says that a young man who will not think is a failure from the start, and he might as well settle down in life on the theory that he will never amount to much, because of his own indifference. Settle? He is settled already, and has been from the foundation of the world. A lump of putty has more chance of a rise in the world than he. Push him, and he stays pushed. Punch him, and the finger doesn't find resistance enough to feel it. Kick him, and he besmears the shoe. The only thing to be done is to put him out with the rest of the lumber in the back shed; and even then, if one isn't careful, he will always be right in the way. A young man who doesn't think! The world has no use for him.

* * *

There is mischief brewing at the Homestead Works in Pennsylvania. They have put in a machine which places the

ingots in the heating furnaces and with draws them, which is all right so far, but the machine does away with the services of quite a number of skilled workmen, a fact that will raise a howl from one end of the country to the other. See if it doesn't!

Right in the face of the depression from which it was hoped the country was emerging, the United States Labor Commissioner comes out with a statement to the effect that there has been a remarkable improvement in the condition of the wage earner during the last half century! That Commissioner has been rooting up turnips in the wrong field.

They had a little practical astronomy in Philadelphia, the other day. A young woman was knocked down while crossing the track at Norristown at half past six in the morning. She called for damages, which the railroad company refused to give, on the ground that it is light at that hour. The astronomers were called in and declared that it was pitch-dark at that time in the morning. The \$25,000 which the jury rendered as a verdict in the young woman's favor will probably open the eyes of the unthinking world to the fact that there is something practical, after all, in this stargazing business which it may be just as well to look up.

WOMAN'S FIELD OF INDUSTRY.

She Is Actively Competing With Man in Chicago.

The Chicago Tribune has taken the trouble to hunt out the women of the city who are earning a living in the various ways which used to be man's exclusive property, and it would seem, from the result, that what woman cannot do in the field of employment is much more simple than what she can accomplish.

The first on the list is that of a woman undertaker, who has been in the business fifteen years. Several other women are engaged in the same unattractive employment. They make their offices cosy and homelike with dainty things, hiding the gruesome reality of their work as much as possible, and in most cases they make a success of the business.

A dozen different barber shops are conducted by women, with women assistants, and most of their customers are men. Again, woman's daintiness and taste in making the surroundings attractive are an advantage over man's conservative ideas, and her business prospers accordingly.

Women engaged in art of various degrees of excellence are legion. Now and then one masters the art of photography, and Chicago has several successfully employed in this business. One secret of their success is their appreciation of the fact that photographs must flatter to be quite satisfactory, and another is their winning way of making each man believe he is a perfect Adonis. Each one has gotten into the business by studying it from the ground up.

Dentistry is found to be a lucrative business for a dozen women, and they express their confidence in woman's skill in this profession with a great deal of assurance. Many of their patients are children, for women succeed better than men in winning their confidence.

Miss Sara Steenberg is an insurance broker, the only one in Chicago. The elements of woman's success in this

CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
	Cases	Bbls.	Pails.
Standard, per lb.		6 1/4	7 1/4
" H. H.		6 1/4	7 1/4
" Twist		6 1/4	7 1/4
Boston Cream	9		
Cut Loaf			9
Extra H. H.	9		

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

FANCY-In 5 lb. boxes.			
		Per Box	
Lemon Drops		55	
Sour Drops		55	
Peppermint Drops		60	
Chocolate Drops		75	
H. M. Chocolate Drops		80	
Gum Drops		40@50	
Licorice Drops		1 00	
A. B. Licorice Drops		80	
Lozenges, plain		65	
" printed		65	
Imperial		70	
Motives		55	
Cream Bar		55	
Molasses Bar		55	
Hand Made Creams		85@95	
Plain Creams		80	
Decorated Creams		90	
String Rock		65	
Burnt Almonds		1 00	
Wintergreen Berries		60	

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

ORANGES.			
Floridas, Fancy Brights, 125		2 25	
Floridas, Fancy Brights, 150		2 40	
Floridas, Fancy Brights, 175, 200, 216		2 50	
Floridas, Golden Russets, 125		2 15	
Floridas, Golden Russets, 150, 175, 200, 216		2 25	

LEMONS.			
Floridas, 250		4 00	
Fancy Messinas, 300 new		4 25	
Fancy Messinas, 60, new		4 00	

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

OTHER FOREIGN FRUITS.			
Figs, fancy layers 16 lb		12	
" " 30 lb.		24	
" extra " 14 lb.		11	
" bags		6 1/2	
Dates, Ford, 10 lb. box		2 7	
" " 50 lb. "		2 5 1/2	
" Persian, 50 lb. box		6 1/2	
" 1 lb Royals		6 1/2	

NUTS.			
Almonds, Tarragona		2 15	
" Ivaca		2 14	
California, soft shelled		2 12 1/2	
Brazils, new		2 7 1/2	
Filberts		2 10	
Walnuts, Grenoble		2 12	
" French		2 10	
" Calif.		2 12 1/2	
Soft Shelled Calif.		2 14	
Table Nuts, fancy		2 10 1/2	
" choice		2 9	
Pecans, Texas, H. P.		6 2 7/4	
Chestnuts		4 00	
Hickory Nuts per bu		4 00	
Cocoanuts, full sacks		4 00	

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

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

PORK.			
Dressed		5 @ 5 1/4	
Loins		7 1/4	
Shoulders		4 1/4	
Leaf Lard		7	

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

VEAL.			
Carcass		6 @ 7 1/4	

SEND US A

Photograph of your Mother-in-Law

OR THE BABY
YOUR PET DOG
YOUR STORE FRONT
THE OLD HORSE
THAT STRING OF FISH
(You didn't catch)
YOUR OWN "PHYS."

YOU
ARE NOTHING
NOW-A-DAYS
IF YOU
ARE NOT
ORIGINAL.

ANYTHING

You would like to hand out to your friends or customers on January 1st. We will reproduce it and get you up a Calendar with an individuality that won't need a trademark or a patent.

WE ALSO HAVE A VARIETY OF DESIGNS IN STOCK WHICH WE CAN FURNISH ON IMMEDIATE NOTICE.

Don't Hang Fire! Talk Now!

TRADESMAN COMPANY,
Getters-up of Original Printing.

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.

Use Tradesman's Wants Column.
It Brings Good Returns.

business are a thorough knowledge of insurance law, a clear head, ability to grasp details, and a disposition not to ask for business simply because she is a woman.

Another woman is in pension agent, and has been looking after soldiers' pensions for years.

Chicago claims more women lawyers than any other city in the Union, and these number nearly a dozen. The representative woman in the profession is the wife of a lawyer, and co-operates with his firm to such an extent as is customary among lawyers who find it to their advantage to work together.

Women in the medical profession are so numerous and well established that they are accepted as a matter of course in every city, and Chicago has her proportion. In connection with them are the professional nurses, who are employed in hospitals, sanitariums, and private families; and the demand for teachers in nursing schools is a growing one.

Physical culture furnishes a wide field for woman's work, and parlors filled with all the appliances of a first-class gymnasium are successfully conducted by women who direct the exercises scientifically with specific results in each case. They have taken a regular medical course, have made a special study of the anatomy of women and understand the effect of all they teach.

The laundry business is not one which suggests ease and pretty surroundings or possible fame, yet a great many women in Chicago are making a nice living out of it. Each one has a specialty—curtains, fine laces, linens—and that gives her a clientele. Their places of business are filled with modern machinery, and in some of them women are employed to the exclusion of men.

A few women have ventured into the caterers' field, and the making of pies, cakes, bread, preserves and jellies is a profitable business for many others.

One woman in the suburbs of Chicago has a butcher's shop, and another one has a milk route; still another carries on the largest cooperage business in the city.

Brewing is certainly a unique employment for women; yet one woman was left by her husband's death with this business and some boys to care for, and with the aid of a foreman she has carried it on for many years. Now the sons have the management, and she is the proud possessor of a handsome home and a fine property.

A number of women are in the boot and shoe business, and in big department stores there are many women occupying responsible places as buyers. It seems, in fact, that there are very few branches of commercial life in which women are not engaged. Women druggists are plentiful enough and one woman owns a wholesale drug business. There are women florists, who own their establishments, women furriers, dealers in musical instruments, grocers, hardware merchants, commission merchants, and women who deal in almost everything, from furnaces to cigarettes.

The dimensions of the I. M. Clark Grocery Company's new building can be foreseen by the excavation, now completed. The old buildings were moved away by the Grand Rapids Heavy Moving Company and one of them went up the entire length of Cherry street hill.

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. (Thirty 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 excellencies 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. Krippene, 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 dispatch in properly preparing 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 had 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.

The Hannah & Lay Mercantile 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.

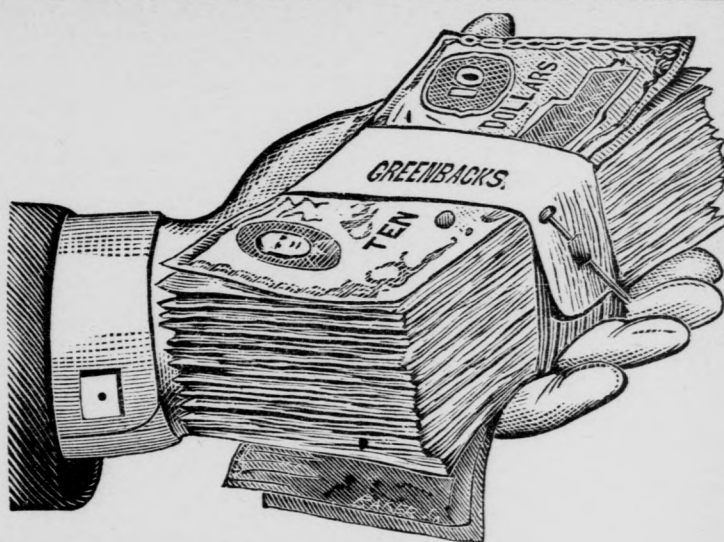
Kanter Bros., Holland, Mich.

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

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

For further particulars address

Majestic Manufacturing Co.,
St. Louis, Mo.



\$20,000

Twenty thousand dollars is a tidy little sum, but we have that amount invested in machinery alone, just to make

Candy

We turn out goods in proportion with the investment, too. We make a full line and to get fine fresh-made goods at rock bottom prices come to us or tell your jobber you want our make.

The Putnam Candy Co.

G. H. BEHNKE,

WHOLESALE

Flour, Feed, Grain, Hay, Straw, Etc.

CAR LOTS A SPECIALTY.

Will make up mixed Cars on Application. First Quality Goods at Lowest Prices Guaranteed.

Try my **Fancy Straight Flour.**

It's the newest thing. Contains more nutriment and makes whiter bread than any other flour.

Thoroughbred Poultry Stock and Eggs. Poultry Supplies.

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

Xmas Goods.

Handkerchiefs, Mufflers, Neckties, Ribbons.

Wash and Filo Silks, Plush Caps, Fancy Goods

General Line of Novelties as Jewelry and

Perfumes for Christmas trade.

Our line of LINENS and TOWELS has never been excelled.

Prices are always the lowest.

P. Steketee & Sons,

Grand Rapids, Mich.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Hastings—Mead & Co. have opened a new meat market.

Tanner—L. F. Hall has opened a new grocery store here.

Amble—G. C. Ward has put in a small stock of boots and shoes.

Alto—Hunsicker & Scott succeed McCarty Bros. in general trade.

Albion—W. Groff has enlarged the capacity of his wagon factory at this place.

Ionla—Oscar Whorley is succeeded by Whorley & Reynolds in the meat business.

Coldwater—M. W. Brainerd succeeds Brainerd & Perry in the grocery business.

Galesburg—L. K. Townsend, of Townsend & Zinn, millers at this place, is dead.

Traverse City—W. W. Miller has opened a new grocery store on State street.

Muskegon—H. L. Patrick will shortly open a meat market at 22 West Clay avenue.

Jonesville—Gilbert & Hix, hardware dealers, have dissolved, Fred Hix succeeding.

Manistee—E. H. Gardner & Co. have sold their grocery business to Fagan & McEvoy.

Edmore—Heath & Sanderson succeed Frank Heath in the drug and stationery business.

Menominee—John Payne succeeds Thompson & Payne in the butter and egg business.

Pentwater—L. D. Pollard succeeds C. C. Ambler in the book and stationery business.

Big Rapids—Chas. Hangstorfer has purchased the meat business of Wm. C. Hangstorfer.

Port Huron—Smith Bros. have purchased the grocery business of Chas. Grieb & Son.

Petoskey—Henry Leisner & Randall succeed Henry Leisner in the flour and feed business.

New Era—Martin Vanderveen has purchased the store and general stock of John Achterhoff.

Davison—Mapes & Carpenter, of Lapeer, have opened a branch clothing store at this place.

Ovid—A. M. Eaton succeeds Eaton & Pearl in the carriage and agricultural implement business.

Loomis—O. Bennett has leased S. C. Zeiter's shingle mill here and is operating it to its full capacity.

Quincy—James Baird, formerly of Lansing, succeeds Robert Hyslop in the drug and grocery business.

Homer—E. B. Smith, formerly engaged in general trade of Seneca, has embarked in the grocery business at this place.

Seneca—E. B. Smith has sold his stock of general merchandise to Rothfuss & Bodine, who will continue the business.

Davison—C. L. Worden, whose grocery stock was destroyed by fire last April, has opened a grocery and crockery store at this place.

Quincy—Emmett J. Condra has embarked in the drug and grocery business in the store building just vacated by Robert Hyslop.

Mt. Morris—W. H. Durham, formerly of the firm of Durham & Bush, whose general stock was destroyed by fire a year ago, has opened a new grocery store here.

Bendon—F. O. Pratt has sold his general stock to H. W. Carpenter.

Filer City—John Roseman has purchased the grocery stock of John McAnley and will continue the business at the same location.

Davison—Thos. Dugan will re-engage in the drug business in the new Griffin block Dec. 15, his stock having been destroyed by fire last spring.

Ashland Center—Pollard & McKinley's store and general stock were entirely destroyed by fire December 1. The loss is estimated at \$5,000, with no insurance.

Albion—Francis Hogmire has removed his stock of groceries from Cass street to the north half of the store building now occupied by Young & Co.'s meat market.

Davison—Geo. H. Moss, whose grocery stock was destroyed in the recent fire at this place, has erected a new two-story brick store, which he will occupy with a stock of general merchandise Dec. 15.

Saranac—Daniel E. Rogers, who has been engaged in the meat business at Clarksville for the past two years, has removed to this place and embarked in buying and shipping of produce and poultry.

Henrietta—W. C. Loomis has purchased the general stock of Geo. J. Kirdendall, at Charlesworth, and will shortly remove his general stock to that place and consolidate it with the stock he has purchased.

Rockford—Geo. A. Dockeray has retired from the wholesale produce firm of Towne & Dockeray and purchased the lumber yard of S. Fincham. The produce business will be continued by the remaining partner.

Detroit—The entire interest of the Henry A. Newland estate and of the estate of James Burns in the wholesale fur store of H. A. Newland & Co. has been purchased by Charles Montague, of Caro, to take effect January 1.

Grant Station—W. N. Hutchinson, who has conducted a furniture store here for the past twelve years and a hardware store for the past ten years, has sold both stocks to Alexander J. McKinley and will retire from business.

Traverse City—The officers of the Hamilton Clothing Co. are as follows: President, Frank Hamilton; Vice-President, J. W. Milliken; Secretary, Thos. H. Sherman; Treasurer, Eva Hamilton; Assistant Manager, B. H. Bracken.

Detroit—N. Burton & Co., clothiers at 90 Woodward avenue, have given a chattel mortgage on their stock and fixtures for \$16,053.04, and a mortgage of \$9,000 on their real estate. The Union National Bank, whose claim is \$6,000, is the largest creditor.

Detroit—The Consumers' Grocery Co., which has demoralized the farmers' trade in many localities in this State by claiming to sell goods to gullible agriculturists at wholesale prices, has evidently reached the end of its rope, having been attached by an anxious creditor for \$450.

St. Johns—A. A. Chick, formerly traveling representative for the St. Johns Mercantile Co., has formed a copartnership with Mr. Dubois, who was connected with the wholesale department of the same house, and the two have opened a grocery store here under the style of Chick & Dubois.

Lansing—The butchers of this city are greatly agitated over the recent exposure of the methods of one their number who fed raw horseflesh to hogs, which were then killed and placed on the market.

They are talking of getting up a manifesto, signing their names to it, and in this way let the public know that all but one are down upon this uncivilized custom.

Riverdale—G. W. Saunders recently sold his drug stock at this place to Dr. C. P. Sayles, of Kalamazoo, taking in payment two notes secured by a second mortgage on real estate in Grand Rapids, which Mr. Sayles claimed to own. A day or two after the transaction was made, Mr. Sayles is alleged to have sold the stock at an advance of \$50 over the purchase price to a man named Kingsbury, who is alleged to have reached Riverdale on the same train which brought the Doctor here. A day or two later, Mr. Kingsbury began packing up the stock preparatory to removing it to another location, whereupon Mr. Saunders became alarmed and went to Grand Rapids for the purpose of looking up the real estate on which he had taken security for the stock. He learned, so it is claimed, that Dr. Sayles sold the property a couple of years ago, and, therefore, had no right, title or interest therein. Mr. Saunders thereupon began proceedings to secure the return of his stock.

MANUFACTURING MATTERS.

Port Crescent—J. Atkinson, of Bad Axe, is putting up a small sawmill near this place.

West Branch—F. W. Freeman & Co. will start their shingle mill here shortly after Jan. 1.

Evart—Shore Bros., of Hartwick, have leased the Cox sawmill at this place and will stock and run the mill during the winter.

Manistee—P. H. Sheridan has purchased the half interest of Margaret Stronach in the North Side planing mill and now owns the entire plant.

Saginaw—The Melchers & Nerreter sawmill has gone out of commission and has been dismantled. The cut of this mill last season was less than 4,000,000 feet.

Edenville—Wellman Bros. & Co., who operate a small sawmill at this place, have put in planing machinery. The product of the mill is hauled to Averill for shipment.

Grand Ledge—The chair company here has broken ground for an addition to their already large factory. This makes the second addition so far this year. Considerable building has been going on here and a careful estimate shows that a total of \$26,000 has been spent in this way.

Detroit—Articles of association of the Port Huron Fiber Garment Manufacturing Co. have been filed with the County Clerk. The capital stock of the company is \$5,000, divided into 500 shares. The paid up capital is \$1,000, and the incorporators are Thomas Hunter, Enoch C. Bowling, Craig S. Bowling, of Detroit, and James S. Hastings, Jr., of Port Huron.

Manistee—The low price at which hemlock lumber has sold all the season has been rather disastrous to the small operators. It has gotten so on this river that hemlock is about the only timber that can be picked up from the farmers and small jobbers, and at the price paid for logs, \$3.25 on the river, there was very little profit the past season unless one could work in some bill stuff or else get an extra price for his long.

Manistee—The sawmills of the Peters Salt & Lumber Co., the Canfield Salt & Lumber Co. and Filer & Sons are the only ones now in operation. The weather is as fine as though it were September instead of December, and with no snow or ice in sight the logs come into the mills as clean and fit for sawing as at any time during the season, and just as good work can be done now as in summer. Filer & Sons will probably run for at least two weeks yet, and the Canfield and Peters mills as long, if not longer. It is doubtful if the White & Friant mills will be operated next season. They have been sawing for the past two years for Ward & Root, who have sorted out all their stock for rail shipment. However, they have decided not to operate any this winter, and have sold what logs they have—about 3,000,000 feet—in the river to the Union Lumber Co. It is rumored that the price paid is about \$13, delivered at the mill. Ward & Root say they will probably only skip one year and let the prices of lumber get back to their normal condition, when they will begin operating again. They still have about 4,000,000 feet of lumber on stick here, which they will ship out by rail.

Wolverine Oysters.

This brand of oysters is not excelled by anything offered to Michigan buyers. Every day new inquiries come into Oscar Allyn's for this brand from merchants whose customers have repeatedly asked for them and will take no others. The Wolverine may not have the oldest reputation, but, perhaps, they have the best. The wholesale trade for these favorite oysters, White Plume celery and choice poultry is cared for at 106 Canal street, or telephone 1,001.

Want Choice Onions for 40c? If so, mail your order at once to H. J. Vinckelmuider, 445 South Division 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—Price ranges from \$1.24 per 100, according to size and quality.

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

Celery—Is held by dealers at 10@12c 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 15c.

Grapes—Tokays, \$2.50 and \$3.75 per crate, according to size. Malagas, \$6.50 per 50-lb. keg.

Lettuce—12@14c per lb.

Onions—Red Weatherfields and Yellow Danvers command 40c per bu. Spanish stock, \$1 per box.

Parsnips—40c per bu.

Parsley—25c per doz.

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

Potatoes—The demand is more general and the market is a little stronger than a week ago. Local handlers pay 38c, holding at 40c in carlots and 45c in small quantities.

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

Rye—Small stocks and relatively high prices have resulted in a total cessation of exports. During the first ten months of the present year these were next to nothing at barely 23c bushels against about 750,000 bushels a year ago.

Sweet Potatoes—Illinois Jerseys are the only variety still in market. They command \$3 per bbl.

Squash—Hubbard brings 1½c per lb.

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

GRAND RAPIDS GOSSIP.

B. J. Launier has closed his meat market on West Bridge street and retired from the business.

Chas. A. Loughlin has removed his produce and commission business from 290 South Division street to 412 South Division street.

John D. Wickham has sold his meat market at 117 Butterworth avenue to Bert Hatch, formerly in the employ of the Consolidated Street Railway Co.

The Palmer hardware stock at 676 Wealthy avenue has been purchased by Jacob Dykema, formerly a clerk for Jos. Berles, the Canal street hardware dealer.

Frank E. Winsor, formerly engaged in the grocery business at 152 North Division street, has opened a grocery store at 24 Fountain street. The I. M. Clark Grocery Co. furnished the stock.

Peter VanKolken, formerly with the Atlantic & Pacific Tea Co., has formed a copartnership with Paul Tanis, of Chicago, and the two will shortly embark in the tea and coffee business at Holland.

The Musselman Grocer Co. took possession of the G. L. White & Son grocery stock, at Mancelona, last week, by virtue of a bill of sale, subsequently transferring the stock to Wisler & Co., who consolidated the stock with their own.

THE TRADESMAN gladly gives place this week to an excellent paper on the "Progress of Pharmacy," prepared and read before the last meeting of the Michigan State Pharmaceutical Association by Dorian M. Russell, of the Thum Bros. & Riechel pharmacy, of this city.

The Standard Oil Co., which has occupied rooms in the Hawkins block for the past ten years, will shortly remove to the fifth floor of the Michigan Trust Company building, where it will occupy rooms 503, 505, 507 and 509. The principal reason for removing is to secure vault room, which could not be had in the present location.

Pollard & McKinley, whose general stock at Ashland Center was recently destroyed by fire, have placed orders with local jobbers for new lines. Foster, Stevens & Co. capture the hardware order, the I. M. Clark Grocery Co. furnish the groceries, P. Steketee & Sons supply the dry goods and Rindge, Kalmbach & Co. put in the boots and shoes.

Geo. N. Davis is agitating the matter of organizing a stock company with a cash capital of \$40,000 for the purpose of erecting and conducting a mammoth cold storage warehouse, using ammonia refrigeration instead of ice. A location has been selected on the West side, pending the conclusion of negotiations now under way for the exclusive use of the process of refrigeration in this city.

A good many of the retail grocers of the city appear to be of the opinion that the oil trade has been ruined by the peddlers. Has it ever occurred to them that it might be a good idea to sell oil at cost for a few weeks and thus drive the peddlers out of business? Such an expedient has been adopted in other cities with success, and THE TRADESMAN sees no reason why such a measure would not work advantageously in this city.

The stockholders of the Sintz Gas Engine Co. have voted to increase the capital stock of the corporation from \$30,000 to \$100,000, and a portion of the new stock has already been spoken for. The increased capital will enable the company to push the sale of its gasoline engines, both stationery and marine, and also enable it to increase its output of boats of all sizes and varieties. This enterprise has worked up a considerable business without special effort in the way of advertising or the employment of traveling representatives, but the stockholders have reached the conclusion that they have something worth pushing and augmented capital will enable them to put this idea into practice.

There is a proposition now before the Common Council of this city to enforce the use of the union label on all municipal printing. The measure is clearly a violation of the charter, which provides that all work of the kind shall be let to the lowest bidder; but there are probably a half dozen members of the Council who owe their position to the machinations of unions and who will violate their honor as men and their oaths as public officers to secure this approval of the allied interests of unionism and rum. The business public, however, expect honest men to do their duty in such an emergency and will note the vote on this question with watchful interest, as it will indicate the exact position of each member on the question of perpetuating monopolies.

The Grocery Market.

Sugar—The course of the market is a conundrum on which no one appears to be willing to venture a prediction. On Monday the refiners reduced cut loaf and domino $\frac{1}{4}$ c and the remainder of the list $\frac{1}{8}$ c, but later in the day a slight advance occurred in New York. It is the general opinion that the refiners are holding the price of refined down below living figures so as to purchase the Louisiana sugars at a low valuation and be in shape to scoop the Cuban crop of raws in the same manner a little later on.

Molasses—The low prices prevailing for Louisiana sugars have, naturally, caused a material decline in all grades of New Orleans molasses, which are badly demoralized. Syrups are rather firm on account of scarcity of low grade goods, which are most in demand.

Fruits—Currants in barrels are a little stronger. Large arrivals of dates have tended to weaken the market. Figs are expected to advance materially before the new crop arrives. French prunes are stronger, owing to firmer advices from Bordeaux. California prunes are without change. California raisins are in good request and reports from handlers are to the effect that supplies of really desirable grades are not large. Valentias are without particular change.

Oranges—The local market is full of oranges, and very low prices are being made to move them. All of our dealers are confident of a heavy trade before Christmas, and it is safe to say that no market in the country can, or does, give better prices than ours. Prices range all the way from \$2@2.50 for Fancy Brights and from \$1.75@2.25 for Golden Russets.

Lemons—The new Messinas which have reached this market are somewhat streaked with green, but are entirely sound and are packed very fancy.

Prices, as quoted elsewhere this week, will undoubtedly be 50c lower inside of ten days. We advise the trade to buy just as their needs require, instead of stocking up with fruit which is slightly green.

Bananas—Two cars came into our market this week, one from New York and one from New Orleans. Prices are rather firmer than previous quotations, owing to the fact that there is not much competition. The trade take hold of them very sparingly, however, and extreme prices will not be realized.

Foreign Nuts—Are easy and dealers report that there is not such a brisk demand as had been expected just previous to the holidays.

Peanuts—No change to speak of this week, and prices, as quoted, will be shaded to best trade.

Candy—The usual rush for this article which always comes just before the holidays is now on and manufacturers throughout the country are working full forces, and, in some cases, extra hours.

The Grain Market.

There is absolutely nothing new. Prices on wheat are a trifle lower than last week, although all signs point to a higher level of prices, but it seems hard work to lift prices at present with the enormous visible supply—probably over 86,000,000 bushels—while receipts all over seem to fall off. Shipments, owing to high ocean rates, are also much less than they would be were the rates lower, but, owing to the lack of vessel room, rates remain high. Investments in wheat have been reduced to a minimum, as investors seem to be waiting until after the holidays, and they also want to see the visible reduced somewhat before making new investments.

Corn holds it own. Some traders are looking for lower prices.

Oats are still firm with about 1 cent advance.

Receipts for the past week were wheat, 81 cars; corn, 20 cars; oats, 1 car—rather more than usual amount received. Especially is this true of corn.

C. G. A. VOIGT.

Phoenix Block Transfer.

The largest real estate transfer which has been consummated in this city in the past two years was recently negotiated with much skill by Chas. E. Mercer. The Phoenix block, valued at \$45,000, which is generally considered to be gilt-edged property, owned by L. G. Dunton, was exchanged for the famous Spoon farm of 800 acres, near Nunica, which is valued at \$35,000, and \$10,000 in cash and personal property.

Hides, Pelts and Furs.

Hides and calf skins are stronger, owing to better demand on the part of the tanners, due to a scarcity of hides.

Tallow is stronger and a little higher. Wool is weaker—in fact, "dead" about expresses it.

The Whitney-Marvin Music Co., which recently opened an office at 25 and 27 South Division street, this city, was induced to use a 4-inch advertisement in THE TRADESMAN last week and reports four sales to merchants outside of Grand Rapids. This, naturally, leads the W.-M. Music Co. to believe that it pays to advertise in THE TRADESMAN.

Florida expects to ship 5,000,000 boxes of oranges this year.

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—A WELL SELECTED DRUG stock and first-class fixtures in good order; also store building with hall overhead, located at Bradley, one of the best trading points in Allegan county. Reason for selling, present owner is not a druggist. Excellent opening for good man. M. A. Ross, South Monterey, Mich. 644

FOR SALE—FOR CASH ONLY, NEW, WELL assorted stock of hardware. Only store in town of 70; surrounded by good farming country, doing paying cash business. A snap. Good reasons for selling. Will take small grocery stock. Write at once. Address No. 643 care Michigan Tradesman. 643

TO EXCHANGE—FOR STOCK GENERAL merchandise or clothing, fruit farm in Oceana county. Address No. 642, care Michigan Tradesman. 642

FOR SALE OR RENT—BLACKSMITH SHOP in small village and in good farming country, seven miles from the nearest shop. Address J. H. Purvis, Ironton, Mich. 641

FOR SALE—CLEAN DRUG STOCK FINELY located in a prosperous Northern Michigan Lake Shore town of 8,500 population. Involve from \$3,000 to \$4,000. Address No. 640, care Michigan Tradesman. 640

FOR SALE—PIONEER DRUG STORE AND \$900 stock in Copemish, Mich. Established five years. Must be sold by Christmas. Gibb & Co. 639

WILL SELL STOCK OF CLOTHING CHEAP for cash. Good location in good town. Address No. 638 care Michigan Tradesman. 638

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

BRICK STORE TO RENT; LIVING ROOMS above; good trading point, surrounded by good farming lands; abundance of fruit; reasonable terms. Address A. L. Power, Kent City, Mich. 630

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

MISCELLANEOUS.

WANTED—WE WISH TO LEASE A 15-horse power portable engine and boiler, with or without engineer, during the ice cutting season. Consumers' Ice Co., Grand Rapids. 645

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. Lamport, 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.

Of Course

you are going to the

Travelers' Ball?

and you may need a

Suit of Clothes.

If you want a

Stylish Suit

at

Living Figures

call on

FRANK M. WILLIAMS,

139-141 Monroe St.,
Cor. Div.

DEPARTMENT STORES.

Views of the Veteran Editor of the "American Grocer."

The question involved in the department store is not a simple, but a complex one. It involves principles which are at the foundation of the great changes that are being worked out in the economy of our times. The local dealer gives to the community in which he is located a needed service; his store is a local convenience, doing for each of its customers a work at less expenditure of time, trouble and expense than if people attempted to do the same work for themselves. If there were no stores opened voluntarily by those who saw the need of a place and forestalled the demand, the community would be quick to take steps to secure the needed service, even at considerable cost. Every store is the center around which a fixed trade revolves, which trade is arbitrary and exacting in its demands. It insists that from daylight until late at night the local dealer shall be prepared to meet certain demands, for which patrons should be willing to pay a fair price. Competition from outside, more or less irregular in character, comes in, not to perform all of the service demanded of the local store, but only such portion of it as the competitor selects, and naturally he strives for that which will be the most easily handled and pay the best profit. Local dealers resent interference, and they are right in taking every legitimate measure to check, and if possible to stop, the inroads upon their business, which in all fairness is entitled to the undivided support of the section or community served. When the jobbers encroached and sold goods to consumers, the grocers formed associations and demanded that the jobbers should choose between their trade and that of the consumer. The equity, the fairness of the retailers' position, was not challenged, and the jobbers, in recognition of a just demand, made an imperative rule not to sell consumers. Now, the territory and the rights of the retailer are invaded by a modern leviathan, a giant octopus, the department store, and some portions of the trade are greatly exercised thereby and demand that the jobbers, the manufacturers, the importers, shall choose between service to a score of department stores, and 300,000 honest, hard working, poorly compensated distributors of food. The majority of the importers, manufacturers and jobbers, recognizing the equities in the position of the retailers and the fact that the retailers helped build them up and sustain them, positively refuse to sell department stores. One looks in vain for certain brands of goods in department stores, while others are there because obtained in some underhanded or irregular manner. The retailers do not object so much to the department stores as to their methods. They claim that they misrepresent quality, sell some things at or below cost and others at high prices, but convey the impression that all are cheap, and make misstatements as to the comparative value of goods sold by them and the best retail stores, as for instance: "Oolong tea at 35 cents, equal to that sold in regular stores at 60 cents." There is much of truth in the charge. The methods of the department store demoralize the trade of the local dealers, whose customers compare prices, do not discriminate as to quality or brand, and make complaint that excess-

Dry Goods Price Current.

UNBLEACHED COTTONS.		DEMINS.	
Adriatic	7	Amoskeag	12
Argyle	5 1/2	" 9 oz.	14
Atlanta AA	6 1/2	" brown	14
Atlantic H	6 1/2	Andover	11 1/2
" P	6	Beaver Creek AA	10
" D	6	" BB	9
" LL	4 1/2	Boston Mfg Co. br.	7
Amory	6 1/2	" CC	12 1/2
Archery Bunting	4 1/2	" d & twist 10 1/2	10 1/2
Beaver Dam A A	4 1/2	Columbian XXX br 10	8
Blackstone O. 32	5	" XXX bl 10	8
Black Crow	6	GINGHAMS.	
Black Rock	6	Amoskeag	5
Boot, A L	5 1/2	" Persian dress 6 1/2	5
Capital A	5 1/2	" Canton	7
Cavanat V	5 1/2	" AFC	6 1/2
Chapman cheese cl.	3 1/2	" Teazle	10 1/2
Clifton C R	5 1/2	" Angola	10 1/2
Comet	5 1/2	" Persian	7
Dwight Star	6 1/2	Arlington staple	6 1/2
Clifton CCC	5 1/2	Arassapha fancy	4 1/2
BLEACHED COTTONS.		Bates Warwick dress	7 1/2
A B C	8 1/2	Centennial staples	6
Amazon	8	Criterion	10 1/2
Amsburg	6	Cumberland staple	6 1/2
Art Cambric	10	Cumberland	5
Blackstone A A	6 1/2	Essex	4 1/2
Beats All	4	Elfin	7 1/2
Boston	12	Everett classics	8 1/2
Cabot	6 1/2	Exposition	7 1/2
Charter Oak	3 1/2	Glenarie	6 1/2
Conway W	7 1/2	Glenarven	6 1/2
Cleveland	6	Glenwood	7 1/2
Dwight Anchor	7 1/2	Hampton	5
" shorts	8	Johnson Chalou cl	5
Edwards	6	" indigo blue 9 1/2	6 1/2
Empire	7	" zephyr	16
Farwell	6 1/2	GRAIN BAGS.	
Fruit of the Loom	7 1/2	Amoskeag	12 1/2
Fitchville	6	Stark	16 1/2
First Prize	6	American	12 1/2
Fruit of the Loom	7 1/2	THREADS.	
Fairmount	4 1/2	Clark's Mile End	45
Full Value	3 1/2	Coats, J. & P.	45
HALF BLEACHED COTTONS.		Holyoke	22 1/2
Cabot	6 1/2	KNITTING COTTON.	
Farwell	7 1/2	No. 6	33
CANTON FLANNEL.		" 8	34
Unbleached	5 1/2	" 10	35
Housewife A	5 1/2	" 12	36
" B	5 1/2	CAMBRICS.	
" C	5 1/2	Slater	4
" D	5 1/2	White Star	4
" E	5 1/2	Kid Glove	4
" F	5 1/2	Newmarket	4
" G	5 1/2	RED FLANNEL.	
" H	5 1/2	Fireman	27
" I	5 1/2	Creedmore	24
" J	5 1/2	Talbot XXX	30
" K	5 1/2	Nameless	27 1/2
" L	5 1/2	MIXED FLANNEL.	
" M	5 1/2	Red & Blue, plaid	40
" N	5 1/2	Union R	22 1/2
" O	5 1/2	Windsor	18 1/2
" P	5 1/2	6 oz Western	20
CAMPBELL WARP.		Union B	23 1/2
Peerless, white	13 1/2	DOMET FLANNEL.	
" colored	13 1/2	Nameless	8 @ 9 1/2
Integrity	18 1/2	" 8 1/2 @ 10	12 1/2
DRESS GOODS.		CANVASS AND PADDING.	
Hamilton	8	Slate	8 1/2
G G Cashmere	10 1/2	Brown	10 1/2
Nameless	18	Black	10 1/2
CORSETS.		10 1/2	10 1/2
Coraline	9 00	11 1/2	11 1/2
Schilling's	9 00	12 1/2	12 1/2
Davis Walts	9 00	12 1/2	12 1/2
Grand Rapids	4 50	12 1/2	12 1/2
CORSET JEANS.		DUCKS.	
Armory	6 1/2	Severin, 8 oz.	9 1/2
Andreocoggin	7 1/2	Mayland, 8 oz.	10 1/2
Bliddeford	6	Greenwood, 7 1/2 oz.	9 1/2
Brunswick	6 1/2	Greenwood, 8 oz.	11 1/2
PRINCE.		Boston, 8 oz.	10 1/2
Allen turkey reds.	5 1/2	WADDINGS.	
" robes	5 1/2	White, doz.	25
" pink & purple	5 1/2	Colored, doz.	20
" buffs	5 1/2	SILKES.	
" pink checks	5 1/2	Slater, Iron Cross	8
" staples	5 1/2	" Red Cross	9
" shirtings	3 1/2	" Best	12 1/2
American fancy	3 1/2	" Best AA	12 1/2
American indigo	3 1/2	" Valley City	10 1/2
American shirtings	3 1/2	" KE	10 1/2
Argentine Grays	6	SEWING SILK.	
Anchor Shirtings	4	Corticelli, doz.	55
Arnold	6	twist, doz.	37 1/2
Arnold Merino	6	50 yd, doz.	37 1/2
" long cloth B	9	BOOKS AND EYES—PER GROSS.	
" century cloth	7 1/2	No 1 Bl'k & White	10
" gold seal	10 1/2	" 2	12
" green seal TR 10 1/2	10 1/2	" 3	12
" yellow seal	10 1/2	No 2—20, M C	50
" serge	11 1/2	" 3—18, S C	45
" Turkey red	10 1/2	COTTON TAPE.	
Sallon solid black	16	No 2 White & Bl'k	12
Bengal blue green	6	" 4	15
red and orange	6	" 6	18
Serlin solids	5 1/2	SAFETY PINE.	
" oil blue	6	No 2	28
" green	6	NEEDLES—PER M.	
" Foulards	5 1/2	A. James	1 40
" red 1/2	7	Rowley's	1 35
" 1/2	9 1/2	Marshall's	1 00
" 4 1/2	10	TABLE OIL CLOTH.	
Cocheco fancy	5	5-4	1 75
" madders	5	5-4	1 65
" XX twills	5	6-4	2 30
" solids	5	COTTON WINES.	
TICKINGS.		Cotton Sall Twine	28
Amoskeag A C A	11 1/2	Crown	12
Hamilton N	7	Domestic	18 1/2
" D	11	Anchor	16
" Awning	11	Bristol	13
Farmer	8	Cherry Valley	15
First Prize	10 1/2	IX L	18 1/2
Lenox Mills	18	FLAID ONABERGES.	
Atlanta, D	6 1/2	Alabama	6 1/2
Boot	6 1/2	Alamance	6 1/2
Clifton, K	7	Augusta	7 1/2
COTTON DRESS.		Ar sapha	6
Star	8	Georgia	6 1/2
No Name	8	Granite	5 1/2
Top of Heap	7 1/2	Haw River	5 1/2
COTTON DRESS.		Haw J	5



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and will pay highest market price for them.

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

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

20 & 22 Monroe St.,
GRAND RAPIDS.

Betsy and I Are Out.

Draw up the papers, lawyer.
And make 'em good and stout,
For things at home are crossways,
And Betsy and I are out.

It's only a very little thing
That's a-partin' of us two;
I insist on usin' Atlas Soap
And she's got to use it, too.

And if she don't, I declare to you,
I'm a-goin' to git up and git;
I've allus been boss of the roost at home,
And I'm going to be boss yit.

If Betsy don't come to terms to-day,
And git Atlas Soap at the store,
I'm goin' to leave without delay,
And I'll not come back any more.

Manufactured only by

HENRY PASSOLT,
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& CO.

Headquarters for

Over Gaiters
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\$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.



ive prices are asked. They fail to take into account that their demands upon the local store are more exacting than upon the department stores, which in New York and Brooklyn do not render customers as complete service as that given by local dealers. In Chicago the department stores keep a complete stock of groceries, while everywhere their conduct of business is far superior to that of the average grocery. They excel in cleanliness, in management of details, and the character and quality of counter service. Retail grocers must improve their service if they are to compete. I believe that the department stores are here to stay and that they will not injure the wide-awake, pushing, competent, brainy men who are retail grocers. They are liberal advertisers, and this helps every grocer in some measure, for their announcements increase demands which the retail grocers are competent to meet. The service of the exclusive grocery store can be made superior to that of the department store. The managers of some of these stores are inexperienced, and certainly they are no match for men trained all their lives to a knowledge of the retail grocery business. The lesson of the time is that retail grocers must improve the appearance and service of their stores, stop selling staples at cost and add new departments to their business as fast as they are able to do so and must maintain excellent service.

FRANK N. BARRETT.

New York, Dec. 1.

Cutting Prices of Hardware.

This foolish, expensive and hurtful practice in retail country hardware stores, brought about more by personal rivalry than by honest competition, is greatly to be deplored, not only on account of the mischief it causes in regard to values generally, but it is entirely unnecessary. If the merchant will stop to consider before he makes "cut" prices and ask himself, "What good is this going to do me?" the chances are he won't do it. In the first place, his action in cutting prices tends to create a suspicion in the buyer's mind that heretofore he has been paying too much for his goods, and he will certainly expect it in future purchases. Secondly, he should disabuse his mind of the idea that he is hurting his competitor's business; he has not done so and the probability is that the latter is laughing in his sleeve, while the customer thinks none the better of him for it. Thirdly, there is the loss of his self-esteem and the esteem of his neighbors, as well as of his customers, who can have little reliance on a man who sells goods too close to cost. The merchant may sometimes recoup himself on some of the goods called for in a bill of hardware, but in nine cases out of ten it (the overcharge) will sooner or later come to the surface and injure him. Close figuring is one thing, and cutting prices to the cost mark is another, and should never be indulged in. Nails, barbed wire and similar staples are already sold at such a small margin of profit that in many towns fence wire is now entirely handled by the implement trade—brought about by the pernicious habit of price cutting. Let a merchant mark his goods at a fair percentage for profit and then adhere to those figures, and his customers will respect him and look up to him with a degree of confidence they will not accord the man who cuts prices.

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

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

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Chas. Pettersch,

JOBBER OF

Imported and Domestic Cheese

Swiss, Brick and Limburger a Specialty.

161-163 West Bridge St. Telephone 123.
GRAND RAPIDS

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's	60x10	
Cook's	40	
Jennings', genuine	25	
Jennings', imitation	50x10	
AXES.		dis.
First Quality, S. B. Bronze	\$ 5 50	
" D. B. Bronze	11 00	
" S. B. Steel	6 50	
" D. B. Steel	13 00	
BARROWS.		dis.
Railroad	\$12 00 14 00	
Garden	30 00	
BOLTS.		dis.
Stove	50x10	
Carriage new list	75x10	
Plow	40x10	
Sleigh shoe	70	
BUCKETS.		dis.
Well, plain	\$ 3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70x10	
Wrought Narrow, bright fast joint	40 80x10	

Wrought Loose Pin	40
Wrought Table	40
Wrought Inside Blind	40
Wrought Brass	75
Blind, Clark's	70x10
Blind, Parker's	70x10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1893	60x10
CRADLES.	
Grain	40x10
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Rly's 1-10	per m 65
Hick's C. F.	" 55
G. D.	" 35
Musket	" 60
CARTRIDGES.	
Rim Fire	58
Central Fire	25
CHISELS.	
Socket Firmer	75x10
Socket Framing	75x10
Socket Corner	75x10
Socket Slicks	75x10
Butcher's Tanged Firmer	40
COMES.	
Curry, Lawrence's	40
Hotchiss	25
CHALK.	
White Crayons, per gross	120 12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 28
" 14x52, 14x56, 14x60	23
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	22
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, ser pound	6 1/2
Large sizes, per pound	06
ELBOWS.	
Com. 4 piece, 6 in.	dos. net 75
Corrugated	dis. 50
Adjustable	dis. 40x10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$20	30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Diston's	60x10-10
New American	60x10-10
Nicholson's	60x10-10
Heller's	50
Heller's Horse Rasps	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16 17	
Discount, 70	
GAUGES.	
Stanley Rule and Level Co.'s	50
KNOBS—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Malloy, Wheeler & Co.'s	55
Brantford's	55
Norwalk's	55
MATTOCKS.	
Adse Eye	\$16.00, dis. 20-10
Hunt Eye	\$15.00, dis. 20-10
Hunt's	\$18.50, dis. 20x10
MAULS.	
Sperry & Co.'s, Post, handled	50
MILLS.	
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Perry & Clark's	40
" Enterprise	30
MOLASSES SATES.	
Stebbin's Pattern	60x10
Stebbin's Genuine	60x10
Enterprise, self-measuring	30
NAILS.	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 35
Wire nails, base	1 35
60	Base Base
10	10
20	25
30	28
40	35
50	45
60	45
70	50
80	60
90	75
100	90
110	1 30
120	1 50
130	1 60
140	1 80
150	2 00
160	2 20
170	2 40
180	2 60
190	2 80
200	3 00
210	3 20
220	3 40
230	3 60
240	3 80
250	4 00
260	4 20
270	4 40
280	4 60
290	4 80
300	5 00
310	5 20
320	5 40
330	5 60
340	5 80
350	6 00
360	6 20
370	6 40
380	6 60
390	6 80
400	7 00
410	7 20
420	7 40
430	7 60
440	7 80
450	8 00
460	8 20
470	8 40
480	8 60
490	8 80
500	9 00
510	9 20
520	9 40
530	9 60
540	9 80
550	10 00
560	10 20
570	10 40
580	10 60
590	10 80
600	11 00
610	11 20
620	11 40
630	11 60
640	11 80
650	12 00
660	12 20
670	12 40
680	12 60
690	12 80
700	13 00
710	13 20
720	13 40
730	13 60
740	13 80
750	14 00
760	14 20
770	14 40
780	14 60
790	14 80
800	15 00
810	15 20
820	15 40
830	15 60
840	15 80
850	16 00
860	16 20
870	16 40
880	16 60
890	16 80
900	17 00
910	17 20
920	17 40
930	17 60
940	17 80
950	18 00
960	18 20
970	18 40
980	18 60
990	18 80
1000	19 00

HAMMERS.		dis.
Maydole & Co.'s	25	
Kip's	25	
Yerkes & Plumb's	dis. 40x10	
Mason's Solid Cast Steel	30c list 60	
Blacksmith's Solid Cast Steel Hand	30c 40x10	
HINGES.		dis.
Gate, Clark's, 1, 2, 3	dis. 60x10	
State	per doz. net, 2 50	
Screw Hook and Strap, to 12 in. 4 1/4 and longer	3 1/4	
Screw Hook and Eye, 1/2	net 10	
" " " 3/4	net 8 1/4	
" " " 1	net 7 1/4	
" " " 1 1/4	net 7 1/4	
Strap and T.	dis. 5	
HANGERS.		dis.
Barn Door Kidder Mfg. Co., Wood track	50x10	
Champion, anti-friction	60x10	
Kidder, wood track	40	
HOLLOW WARE.		dis.
Pots	60x10	
Kettles	60x10	
Spiders	60x10	
Gray enameled	40x10	
HOUSE FURNISHING GOODS.		dis.
Stamped Tin Ware	new list 70	
Japanned Tin Ware	25	
Granite Iron Ware	new list 3t	
WIRE GOODS.		dis.
Blight	70x10x10	
Screw Eyes	70x10x10	
Hook's	70x10x10	
Gate Hooks and Eyes	70x10x10	
LEVELS.		dis.
Stanley Rule and Level Co.'s	dis. 70	
ROPES.		dis.
Sisal, 1/4 inch and larger	7	
Manilla	10	
SQUARES.		dis.
Steel and Iron	7 1/2	
Try and Bevels	60	
Mitre	20	
SHEET IRON.		dis.
Nos. 10 to 14	Com. Smooth. 89 50	
Nos. 15 to 17	3 50	
Nos. 18 to 21	4 05	
Nos. 22 to 24	3 55	
Nos. 25 to 28	3 65	
No. 27	3 75	
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	3 75	
SAND PAPER.		dis.
List acct. 19, '86	50	
SASH CORD.		dis.
Silver Lake, White A	list 50	
" White B	55	
" White C	50	
" White D	55	
" White E	50	
Discount, 10	20	
SASH WEIGHTS.		per ton \$20
" Hand	dis.	
" Silver Steel Dia. X Cuts, per foot	70	
" Special Steel Dia. X Cuts, per foot	50	
" Special Steel Dia. X Cuts, per foot	30	
" Champion and Electric Tooth X Cuts, per foot	30	
TRAPS.		dis.
Steel, Game	60x10	
Onelda Community, Newhouse's	40	
Onelda Community, Hawley & Norton's	70-10	
Mouse, choker	15c per doz	
Mouse, delusion	\$1.25 per doz	
WIRE.		dis.
Bright Market	70-10	
Annealed Market	75	
Coppered Market	70	
Tinned Market	70	
Coppered Spring Steel	62 1/2	
Barbed Fence, galvanized	2 50	
" painted	2 10	
HORSE NAILS.		dis.
An Sable	40x10	
Putnam	dis. 05	
Northwestern	dis. 10x10	
WRENCHES.		dis.
Baxter's Adjustable, nickle	30	
Coe's Genuine	50	
Coe's Patent Agricultural, wrought	75	
Coe's Patent, malleable	75x16	
MISCELLANEOUS.		dis.
Bird Cages	50	
Pumps, Clatern	75x10	
Screws, New List	70x10	
Castors, Bed a d Plate	50x10	
Dampers, American	40	
Forks, hoes, rakes and all steel goods	65x10	
METALS.		dis.
PIG TIN.		dis.
Pig Large	26c	
Pig Bars	25c	
ZINC.		dis.
Duty: Sheet, 2 1/2c per pound.	6 1/4	
Per pound	7	
SOLDER.		dis.
1/2 2/3	16	
Extra Wiping	12	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		
ANTIMONY.		per pound
Cookson	13	
Hallett's	13	
TIN—MELIN GRADE.		dis.
10x14 IC, Charcoal	\$ 7 50	
14x20 IC, "	7 50	
10x14 IX, "	9 25	
14x20 IX, "	9 25	
Each additional X on this grade, \$1.75.		
TIN—ALLWAY GRADE.		dis.
10x14 IC, Charcoal	75	
14x20 IC, "	6 75	
10x14 IX, "	9 25	
14x20 IX, "	9 25	
Each additional X on this grade \$1.50.		
ROOFING PLATES.		dis.
14x20 IC, Worcester	6 5	
14x20 IX, "	8 50	
20x28 IC, "	13 50	
14x20 IX, Allaway Grade	5 00	
14x20 IX, "	7 50	
20x28 IX, "	12 50	
20x28 IX, "	15 50	
BOILER SHEET TIN PLATE.		dis.
14x28 IX	\$14 00	
14x31 IX	15 00	
14x36 IX, for No. 8 Boilers, per pound	10 00	
14x50 IX, " " "	10 00	



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

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— BY THE —

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E. A. STOWE, Editor.

WEDNESDAY, DECEMBER 12.

A little handful of trades unionists, calling themselves the "Michigan Federation of Labor," met in annual convention at Detroit last week, endorsed Altgeld and all the other anarchists, commended the affiliation of the trades union and the saloon, and decided to organize a State label league and put an organizer and an agitator in the field, with a view to creating sentiment in favor of a universal label, by means of which it is expected that consumers will be coerced into using goods of union make exclusively. In other words, the American people are to be forced to use goods manufactured by union men only, and merchants who handle goods other than those which bear this badge of serfdom and infamy are to be boycotted. This is a beautiful scheme—in theory—but it will not work. The slave owners of the South undertook to establish just such a tyranny as this to secure the perpetuation of colored slavery, but a million Boys in Blue, marching to the tune of Freedom and chanting the song of Liberty, wiped every vestige of serfdom off the face of the earth, so far as this country is concerned, and for all time to come put an end to any further attempt on the part of tyrants to re-establish human serfdom. The pet scheme of the trades unionists may alarm a few timid creatures, but before it has gained any considerable headway the sober sense of the American people will realize the thralldom sought to be established by the trades unionists and take concerted action to stem the tide of treason. The God-given right vouchsafed by the constitution, entitling every citizen of this country to "life, liberty and the pursuit of happiness" will be maintained at all times and at any hazard, no matter how subtle the influence or how venal the attempt of those who seek to controvert the constitution by depriving American citizens of the right of freedom.

The aggressive attitude assumed by the Michigan Liquor Dealers' Protective Association, in forcing every business man who caters to the saloon trade to pay tribute to the organized representative of rum, is beginning to alarm the retail drug trade of the State, which sees in the shadow the hand of Esau. It is beginning

to be understood by the drug trade that the saloonkeepers propose to go before the Legislature the coming winter and secure a change in the present liquor laws, compelling every dispenser of liquor—whether spirituous or malt and whether sold as a beverage or for medicinal purposes—to pay the same price for a license. In other words, the saloonkeepers are using every effort to fortify themselves by resorting to blackmail, boycotting and cajolery and other infamous methods to secure a following sufficiently strong to enable them to accomplish what they have undertaken to accomplish for several years past—getting the druggists placed on the same plane as the saloonkeeper. While there are occasional druggists who deserve to be placed in the category of liquor dealers, the majority live up to the law and confine their liquor sales to those who use liquor for medicinal purposes only. Unless this large class of dealers is active, however, the coming Legislature will surely amend the law in accordance with the liquor dealers' desires, and they will find themselves in the unenviable position of being compelled to take out a saloonkeeper's license in order to sell liquors, even for medicinal purposes. It behooves the trade, therefore, to be up and doing in the matter, with a view to overthrowing the infamous policy of blackmail and boycotting now pursued in the name of the liquor men, having for its object the debasement of the retail druggist.

John Burus, the exponent of English trades unionism landed in New York last week for the avowed purpose of "ascertaining the condition of American workingmen." With this end in view he accompanied Samuel Gompers, President of the American Federation of Labor, on a two days' tour of the saloons of New York City. It is understood that he has already formed an opinion, based on the statements of saloonkeepers, bartenders, walking delegates and other union habitues of groggeries, that the American workingman is very much oppressed by employers of labor and that the unions of this country must redouble their exertions to rescue the laborer from the cruel exactions of shlylock manufacturers. Perhaps, however, a few thoughtful men in the ranks of labor will wonder if the saloon and the brothel are the proper places in which to study the condition of American workingmen!

Gripsack Brigade.

Hull Freeman, formerly engaged in the grocery business at Mancelona, is posting up preparatory to working a portion of the city trade of the I. M. Clark Grocery Co.

S. O. Brooks, formerly with Stanton & Morey (Detroit), but now General Manager of Cooper, Wells & Co. (St. Joseph), was in town over Sunday, the guest of Geo. F. Owen.

E. W. Griffin, of Albion, formerly engaged in the book and stationery business at that place, has accepted a position as Michigan traveling representative for A. S. Barnes & Co., of Chicago.

J. A. Gonzalez, chairman of the Reception Committee of the coming K. of G. convention, requests THE TRADESMAN to notify all members of that Committee to meet at the Livingston Hotel Saturday, Dec. 15, at 3 o'clock p. m.

F. P. Bush, formerly with the New York Biscuit Co., but for the past year

connected with a Cleveland dry goods house, succeeds J. F. Hogle as Eastern Michigan traveling representative for that corporation.

The annual meeting of the Grand Rapids Pharmaceutical Society will be held at the office of the Hazeltine & Perkins Drug Co. on the evening of Dec. 12 for the election of officers and the transaction of other important business. A large attendance is desired.

Marshall D. Elgin has come on from Minneapolis to take his new position with the Musselman Grocer Co. and will put in the next three weeks among the retail trade of the house, accompanying the traveling salesmen on their trips. He is out with Charley Brooks this week.

C. G. Allen, of Albion, who represents the Toe Pad Co., of Three Rivers, had his sample and catalogue case stolen either from the hotel or carriage at White Pigeon by a member of a theatrical troupe. Boys, look out for your valuable grips, as this is the third one taken in that vicinity.

Lewis K. Townsend, formerly on the road for the Telfer Spice Co., died at his home in Galesburg Dec. 2. Deceased was born in Richland 39 years ago, and was a son of the Rev. and Mrs. Geo. W. Townsend, who are yet living. He was given good educational advantages, and upon arriving at a suitable age engaged in various pursuits, having been at one time a clerk with the late firm of Schroder & Olin. After a short career as traveling salesman, he purchased an interest in the flouring mill at Galesburg, and, after having several associates in the business, three years ago entered into a partnership with A. K. Zinn. Under the firm name of Townsend & Zinn the business has been conducted with exceptional success. In 1876 he married Elida, daughter of Samuel Carsen. She, with a daughter of six years, survive him. Possessing a singularly undemonstrative nature, Mr. Townsend had a rare faculty for winning and retaining the esteem of his fellow men. Attending most assiduously to his own affairs he yet could, upon invitation, take equal and effective interest in those of others and of the public. Upright in all his dealings, public spirited upon all occasions, his character approached very nearly that of the ideal citizen. Mr. Townsend was treasurer of the village school board, of which he was a valued member, and was one of the village trustees. He was also a member of the Masonic order and a Maccabee.

Annual Meeting of Post E.

At the annual meeting of Post E, Michigan Knights of the Grip, held at Elk's Hall Saturday evening, Dec. 8, Chairman Bradford presided.

The annual report of the Secretary and Treasurer showed total receipts of \$287.20 and total disbursements of \$271.50, leaving a balance on hand of \$15.70. The report was accepted and adopted.

Election of officers for the ensuing year being then in order, Manley Jones nominated Jas. B. McInnes for Chairman. Will Richmond nominated C. L. Lawton for the same position. An informal ballot resulted in twenty-four votes for Mr. Lawton and nine votes for Mr. McInnes, and the former was declared unanimously elected.

F. M. Tyler was elected Vice-Chairman by acclamation and J. Henry Dawley was elected Secretary and Treasurer in the same manner.

On motion of E. A. Stowe, Ad. Baker was elected Sweet Singer of the Post.

F. M. Tyler moved that the thanks of the Post be accorded the retiring officers

for the faithful manner in which they had discharged the duties devolving upon them, which was unanimously adopted by a rising vote.

The newly elected Chairman was then escorted to the chair and announced the appointment of B. G. VanLeuven as Sergeant-at-Arms, and W. E. Richmond, B. G. VanLeuven and Peter H. Fox as Entertainment Committee. He asked leave to defer the appointment of the Executive Committee until the next meeting, which was granted.

Geo. W. Stowitts, chairman of the Committee on Decorations, reported that a Detroit decorator would embellish both halls with bunting and flags for \$250. A considerable discussion followed, culminating in the adoption of a resolution offered by Jas. N. Bradford that the bid be not accepted, but that local decorators be engaged to do the work instead.

L. M. Mills introduced the following resolution, which was unanimously adopted:

Resolved—That we request the Board of Directors of the Michigan Knights of the Grip to adopt the following house rules at the annual convention:

That the Sergeant-at-Arms be instructed to admit no person upon the floor of the convention, during the sessions, except members presenting receipts for death assessment No. 3 of 1894, or who have joined since Sept. 20 (as only such are in good standing); also that the same officer be instructed to allow no member to leave the room during any session, without permission from the chair, and to allow no smoking in the convention hall during the sessions.

There being no further business the meeting adjourned.

The Hardware Market.

General trade continues fairly good, although, as usual in December, everybody is restricting buying and getting ready for inventory time, which, with most of the trade, comes the 1st of January. Changes in prices are few and what there are we find mostly declines. All manufacturers and jobbers are looking forward to better times and prices, but when they will come is hard to tell. Now that the hunting season is over but little ammunition is moving—dealers confining their purchases mostly to Christmas goods, such as cutlery, skates, silverware, hand-sleighs, etc. The absence of snow keeps many lines of goods in the background, but, when it does come, snow shovels, sleigh bells, saws, axes and lumbering tools generally will begin to move. Jobbers are busy looking up orders for spring shipments—in wire cloth, gasoline stoves, barbed wire, wire nails, agricultural tools, poultry netting, potato and corn planters, etc. It is wise for dealers to anticipate their requirements, as manufacturers need to know about the quantity that will be wanted, so there may be no disappointment to those who want the goods. A shortage in skates is already apparent, as the demand has been very large. Bar iron and sleigh shoe steel remain low in price with no prospect of any improvement. Sheet iron is in good demand and prices are firm. A brisk demand among the large dealers for window glass has sprung up and the factories are having all they can do, the result of which gives a much firmer tone to the market. There is talk of an advance in stamped ware, but we can see no reason for it, as tin is low and no advance can take place unless a combination is formed—and they are hard things to maintain. A meeting of the hardware jobbers of the country is called to take place in Cleveland this week. They will undoubtedly solve the problem of how every hardware merchant can make money. We will advise our readers how, if we find out.

ALWAYS IN THE FUTURE.

It was Sunday evening in July—an evening aglow with warmth and splendor; an evening when even the streets of London were glorious with the light of the splendid west; an evening when, if you are young (as I sincerely hope you are), only to wander hand in hand over the grass and under the trees with your sweetheart should be happiness enough. One ought to be ashamed to ask for more; nay, a great many do not ask for more.

They are engaged. Some time, but not just yet, they will marry. They work separately all the week, but on Sunday they are free to go about together. Of all the days that make the week they dearly love but one day—namely the day that lies between the Saturday and the Monday. Now that the voice of the sabbatarian has sunk to a whisper or a whine; now that we have learned to recognize the beauty, the priceless boon, the true holiness of the Sunday, which not only rests body and brain, but may be so used as to fill the mind with memories of lovely scenes, of sweet and confidential talk, of love-making and of happiness, we ought to determine that of all the things which make up the British liberties, there is nothing for which the working man should more fiercely fight or more jealously watch than the full freedom of his Sunday—freedom uncontrolled to wander where he will, to make his recreation as he chooses.

If the church doors are open wide, let the doors of the public galleries and the museums and the libraries be opened wide, as well. Let him, if he choose, step from church to library. But if he is wise, when the grass is long and the bramble is in blossom, and the foliage is thick and heavy on the elms, he will, after dinner, repair to the country, if it is only to breathe the air of the fields, and lie on his back watching the slow westering of the sun and listening to the note of the blackbird in the wood.

Two by two they stroll or sit about Hemstead Heath on such an evening. If you were to listen (a pleasant thing to do, but wrong) to the talk of these couples you would find that they are mostly silent, except that they only occasionally exchange a word or two. Why should they talk? They know each other's cares and prospects; they know the burden that each has to bear—the evil temper of the boss, the uncertainties of employment, the difficulties in the way of an improved screw, and the family troubles—there are always family troubles, due to some inconsiderate member or other. I declare that we have been teaching morality and the proper conduct of life on quite a wrong principle—namely, the selfish principle.

We say, "Be good, my child, and you will go to heaven." The proposition is no doubt perfectly true. But it proposes a selfish motive for action. I would rather say to that child, "Be good, my dear, or else you will become an intolerable nuisance to other people." Now, no child likes to consider himself an intolerable nuisance.

These lovers, therefore, wander about the Heath, sometimes up to their knees in bracken, sometimes sitting under the trees, not talking much, but, as the old phrase has it, "enjoying themselves" very much indeed. At the end of the Spaniards' Road—that high causeway

whence one can see, in clear weather, the steeple of Harrow Church on one side and the dome of St. Paul's on the other—there is a famous clump of firs, which have been represented by painters over and over again. Benches have been placed under these trees, where one can sit and have a very fine view indeed, with the Hendon Lake in the middle distance, and a range of hills beyond, and fields and rills between.

On one of these benches were sitting this evening two—Adam and Eve, boy and girl—newly entered into paradise. Others were sitting there as well—an ancient gentleman whose thoughts were seventy years back, a working man with a child of three on his knee, and beside him his wife, carrying the baby. But these lovers paid no heed to their neighbors. They sat at the end of the bench. The boy was holding the girl's hand, and he was talking eagerly.

"Lily," he said, "you must come some evening to our debating society when we begin again and hear me speak. No one speaks better. That is acknowledged. There is to be a debate on the House of Lords in October. I mean to come out grand. When I'm done there will be mighty little left of the Lords."

He was a handsome lad, tall and well set up, straight featured and bright eyed. The girl looked at him proudly. He was her own lad—this handsome chap. Not that she was bad-looking either. Many an honest fellow has to put up with a girl not nearly so good-looking, if you were to compare.

He was a clerk in the city. She was in the post-office. He attended at his office daily from half-past nine to six, doing such work as was set before him for a salary of a pound a week. She stood all day long at the counter, serving out postal orders, selling stamps, weighing letters, and receiving telegrams. When I add that she was civil to everybody you will understand that she was quite a superior clerk—one of the queen's lucky bargains. It is not delicate to talk about a young lady's salary, therefore, I shall not say for how much she gave her services to the British Empire.

He was a clever boy who read and thought. That is to say, he thought that he thought—which is more than most do. As he took his facts from the newspapers and nothing else, and as he was profoundly ignorant of English history, English law, the British Constitution, the duties of a citizen, and the British Empire generally, his opinions, after he had done thinking, were not of so much value to the country, it is believed. But still a clever fellow, and able to spout in a frothy way which carried his hearers along, if it never convinced or defeated an opponent.

To this kind of clever boy there are always two or three dangers. One is that he should be led on to think more and more of froth and less of fact; another, that he should grow conceited over his eloquence and neglect his business. A third temptation which peculiarly besets this kind is that he should take to drink. Oratory is thirsty work, and places where young men orate are often in immediate proximity to bars. As yet, however, Charley was only twenty. He was still at the first stage of everything—oratory, business, and love; and he was still at the stage when everything appears possible—the total abolition of injustice, privilege, class, capital, power,

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SPRINGDALE CREAMERY in 1 lb. rolls, 2 lb. prints and tubs.

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

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THE GREAT STUMP AND ROCK
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STRONGEST AND SAFEST EXPLOSIVE
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POWDER, FUSE, CAPS,
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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.

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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.

oppression, greed, sweating, poverty, suffering—by the simple process of tinkering the constitution.

"Oh," he cried, "we shall have the most glorious, the most splendid time, Lily! The power of the people is only just beginning; it hasn't begun yet. We shall see the most magnificent things."

He enumerated them as above indicated. Well, it is very good that young men should have such dreams and see such visions. I never heard of any girl being thus carried out of herself. The thing belongs exclusively to male man in youth, and it is very good for him. When he is older he will understand that over and above the law and the constitution there is something else more important still—namely, that every individual man should be honest, temperate and industrious. In brief, he will understand the force of the admonition: "Be good, my child, or else you will become an intolerable nuisance to everybody."

The sun sank behind Harrow-on-the-Hill. The red light of the west flamed in the boy's bright eyes. Presently the girl rose.

"Yes, Charley," she said, less sympathetically than might have been expected; "yes, and it will be a very fine time, if it comes. But I don't know. People will always want to get rich, won't they? I think this beautiful time will have to come after us. Perhaps we had better be looking after our own nest first."

"Oh, it will come—it will come!"

"I like to hear you talk about it, Charley. But if we are ever to marry—if I am to give up the post-office, you must make a bigger screw. Remember what you promised—the shorthand and the French class. Put them before your speechifying."

"All right, Lily dear, and then we will get married, and we will have the most splendid time. Oh, there's the most splendid time for us—*ahead!*"

* * *

It is six months later and mid-winter, and the time is again the evening. The day has been gloomy, with a fog heavy enough to cause the offices to be lighted with gas, so that the eyes of all London are red and the heads of all London are heavy.

Lily stepped outside the post-office, work done. She was going home.

At the door stood her sweetheart, waiting for her. She tossed her head and made as if she would pass him without speaking. But he stepped after and walked beside her.

"No, Lily," he said, "I will speak to you; even if you don't answer my letters you shall hear me speak."

"You have disgraced yourself," she said.

"Yes, I know. But you will forgive me. It is the first time. I swear it is the first time."

Well, it was truly the first time that she had seen him in such a state.

"Oh, to be a drunkard!" she replied. "Oh, could I ever believe that I should see you rolling about the street!"

"It was the first time, Lily, and it shall be the last. Forgive me and take me on again. If you give me up I shall go to the devil!"

"Charley"—her voice broke into a sob—"you have made me miserable—I was so proud of you. No other girl, I thought, had such a clever sweetheart; and last Tuesday—oh, it's dreadful to think of!"

"Yes, Lily, I know. There's only one excuse. I spoke for more than an hour, and I was exhausted. So what I took went to my head. Another time I should not have felt it a bit. And when I found myself staggering I was going home as fast as possible, and, as bad luck would have it, I must needs meet you."

"Good luck, I call it, else I might never have found it out until too late."

"Lily, make it up. Give me another chance. I'll swear off. I'll take the pledge."

He caught her hand and held it.

"O Charley," she said, "if I can only trust you."

"You can, you must, Lily. For your sake I will take the pledge. I will do whatever you ask me to do."

She gave way, but not without conditions.

"Well," she said, "I will try to think no more about it. But, Charley, remember, I could never, never, never marry a man who drinks."

"You never shall, dear," he replied, earnestly.

"And then, another thing, Charley. This speaking work—I know it is clever

and all that—but it doesn't help us for ward. How long is it since you determined to learn shorthand, because it would advance you so much? And French, because a clerk who can write French is worth double? Where are your fine resolutions?"

"I will begin again—I will practice hard; see, now, Lily, I will do all you want. I will promise anything to please you—and do it, too. See if I don't, only not quite to give up the speaking. Think how people are beginning to look up to me. Why, when we get a reformed House, and the members are paid, they will send me to Parliament. I shall be a member for Camden Town. Then I shall be made Home Secretary, or Attorney General, or something. You will be proud, Lily, of your husband when he is a distinguished man. There's a splendid time for us—*ahead!*"

"Yes, dear. But first you know you have to get a salary that we can live on."

He left her at her door with a kiss and a laugh, and turned to go home. In the next street he passed a public house. He

stopped, he hesitated, he felt in his pocket, he went in and took a drink—Lily would never find it out—of Scotch whisky. Then he went home and played at practicing shorthand for an hour. He had promised his Lily. She should see how well he could keep his promise.

* * *

"It is good of you to come, my dear. Of course, I understand that it is all over now. It must be. It is not in nature that you should keep him on any longer. But I thought you would see my poor boy once more."

It was Charley's mother who spoke. He was the only son of a widow.

"Oh, yes, I came—I came," Lily replied, tearfully. "But what is the good? He will promise everything again. How many times has he repented and promised—and promised?"

"My poor boy! And we were so proud of him, weren't we, dear?" said the mother, wiping away a tear. "He was going to do such great things with his cleverness and his speaking. And now—I have seen it coming on, my dear, for a year and more, but I durstn't speak to

The President of the United States of America,

To

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

GREETING:

Whereas,

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore,

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

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

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

Witness,

The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 14th day of December, in the year of our Lord, one thousand, eight hundred and ninety-two.

[SEAL]

ROWLAND COX,

Complainant's Solicitor

[SIGNED]

S. D. OLIPHANT,
Clerk

you. When he came home night after night with a glassy eye and a husky voice, when he reeled across the room, at first I pretended not to notice it. A man mustn't be nagged or shamed, must he? Then I spoke in the morning, and he promised to pull himself up."

"He will promise—ah, yes—he will promise."

"If you could only forgive him he might keep his promise."

Lily shook her head doubtfully.

"I went to the office this morning, my dear. They have been expecting it for weeks. The head clerk warned him. It was known that he had fallen into bad company—in the city they don't like spouters. And when he came back after his dinner he was so tipsy that he fell along. They just turned him out on the spot."

"Mother," said Lily, "it's like this. I can't help forgiving him. We two must forgive him, whatever he does. We love him, you see, that's what it is."

"Yes, dear, yes."

"It isn't the poor tipsy boy we love, but the real boy—the clever boy behind. We must forgive him. But"—her lips quivered—"I cannot marry him. Do not ask me to do that unless—what will never happen—he reforms altogether."

"If you would, dear, I think he might keep straight. If you were always with him to watch him."

"I could not be always with him. And besides, mother, think what might happen as well. Would you have me bring into the world children whose lives would make me wretched by a drunken father? And how should we live? Because, you see, if I marry I must give up my place."

The mother sighed. "Charley is in his own room," she said. "I will send him to you."

Lily sat down and buried her face in her hands. Alas, to this had her engagement come! But she loved him. When he came into the room and stood before her and she looked up, seeing him shamefaced and with hanging head, she was filled with pity as well as love—pity and shame and sorrow for the boy. She took his hand and pressed it between her own and burst into tears. "O Charley, Charley!" she cried.

"I am a brute and a wretch," he said. "I don't deserve anything. But don't throw me over—don't, Lily!"

He fell on his knees before her, crying like a little school-boy. A tendency to weep sometimes readily accompanies the consumption of strong drink.

Then he made confession, such confession as one makes who puts things as prettily as their ugliness allows. He had given way once or twice; he had never intended to get drunk; he had been overtaken yesterday. The day was close; he had a headache in the morning. To cure his headache he took a single glass of beer. When he went back to the office he felt giddy. They said he was drunk. They bundled him out on the spot without even the opportunity of explaining.

Lily sighed. What could she say or answer? The weakness of the man's nature only came out the more clearly by his confession. What could she say? To reason with him was useless. To make him promise was useless.

"Charley," she said at length, "if my forgiveness will do any good, take it and welcome. But you cannot undo the past. You have lost your place and your character. As for the future—"

"You have forgiven me, Lily," he cried. "Oh, I can face the future. I can get another place easily. I shall very soon retrieve my character. Why, all they can say is that I seemed to have taken too much. Nothing—that is nothing!"

"What will you do? Have you any money?"

"No. I must go and look for another place. Until I get one I suppose there will be short commons. I deserve it, Lily. You shall not hear me grumble."

She took out her purse. "I can spare two pounds," she said. "Take the money, Charley. Nay—you must—you shall. You must not go about looking half starved."

He hesitated and changed color, but he took the money.

Half an hour later he was laughing, as they all three sat at their simple supper, as light-hearted as if there had never been such a scene. When a man is forgiven he may as well behave accordingly. Only, when he lifted his glass of water to his lips, he gasped—it was a craving for something stronger than water which tightened his throat like hydrophobia. But it passed; he drank the water and set down the glass with a nod.

"Good water, that," he said. "Nothing like water. Mean to stick to water in future—water and tea. Lily, I've made up my mind. For the next six months I shall give up speaking, though it's against my interests. Shorthand and French in the evening. By that time I shall get a post worth a hundred—ay, a hundred and twenty—pounds a year, if I'm lucky, and we'll get married and all live together and be as happy as the day is long. You shall never repent your wedding day, my dear. I shall keep you like a lady. Oh, we will have a splendid time."

At ten o'clock Lily rose to go home. He sprang to his feet and took his hat and went.

"No, no," he said. "Let you go alone? Not if I know it."

She laid her hand on his arm once more, and tried to believe that his promise would be kept this time. He led her home, head in air, gallant and brave. At the door he kissed her. "Good night, my dear," he said. "You know you can trust me. Haven't I promised?"

On the way home he passed a public-house. The craving came back to him, and the tightness of his throat and the yearning of his heart; his footsteps were drawn and dragged toward the door.

At eleven o'clock his mother, who was waiting up for him, heard him bumping and tumbling about the stairs on his way up. He came in—his eyes fishy, his voice thick. "Saw her home," he said. "Good girl, Lily. Made—(hic)—faithful promise—we are going to have—splendid time!"

* * *

The two women stood outside the prison doors. At 8 o'clock their man would be released—the son of one, the lover of the other. The elder woman looked frail and bowed; her face was full of trouble—the kind of trouble that nothing can remove. The younger woman stood beside her on the pavement; she was thinner, and her cheeks were pale; in her eyes, too, you could read abiding trouble.

"We will take him home between us," said the girl. "Not a word of reproach. He has sinned and suffered. We must

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

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Queen Flake Baking Powder

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6 oz. Can, 10 cts.

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

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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.

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

forgive. Oh, we cannot choose but forgive!"

Alas, the noble boy—the clever boy she loved—was further off than ever. He who loses a place and his character with it never gets another berth. This is a rule in the city. We talk of retrieving character and getting back to work. Neither the one nor the other event ever comes off. The wretch who is in this hapless plight begins the weary search for employment in hope. How it ends varies with his temperament or with the position of his friends. All day long he climbs stairs, puts his head into offices, and asks if a clerk is wanted.

No clerk is wanted. Then he comes down the stairs and climbs others, and asks the same question and gets the same reply. If ever a clerk is wanted a character is wanted with him; and when the character includes the qualification of drink as well as of zeal and ability, the owner is told that he may move on.

I am told there is a never-ending procession of clerks out of work up and down the London stairs. What becomes of them is never known. It is, however, rumored that short commons, long tramps, and hope deferred bring most of them to the hospitals, where it is tenderly called pneumonia.

Charley began his tramp. After a little—a very little while—his money, the money that Lily lent him, was all gone. He was ashamed to borrow more, because he would have to confess how that money was chiefly spent.

Then he pawned his watch.

Then he borrowed another pound of Lily.

Every evening he came home drunk. His mother knew it and told Lily. They could do nothing. They said nothing. They left off hoping.

Then his mother perceived that things began to disappear. He stole the clock on the mantelshelf first and pawned it. Then he stole other things. At last, he took the furniture, bit by bit, and pawned it, until his mother was left with nothing but a mattress and a pair of blankets. He could not take her money, because all she had was an annuity of fifteen shillings a week; otherwise he would have had that, too. He then borrowed Lily's watch and pawned it, and her little trinkets and pawned them; he took from her all the money she would give him.

Both women half starved themselves to find him in drink and to save him from crime. They did not use these words—they understood, for now he had become mad for drink. There was no longer any pretense; he even left off lying; he was drunk every day; if he could not get drunk he sat on the bare floor and cried. Neither his mother nor Lily reproached him.

An end—a semicolon, if not a full stop—comes to such a course, unfortunately not always the end which is most to be desired—the only effectual end.

The end or semicolon which came to this young man was that, having nothing more of his mother's that he could pawn, one day he slipped into the ground floor lodger's room and made up quite a valuable little parcel for his friend, the pawnbroker. It contained a Waterbury watch, a seven and sixpenny clock, a mug—electro-plate, won at a spelling competition—a bound volume of "Tit Bits," and a Bible.

When the lodger came home and found out his loss he proved to be of an irascible, suspicious, and revengeful disposition. He immediately, for instance, suspected the drunken young man of the first floor. He caused secret inquiry to be made, and—but why go on? Alas, the conclusion of the affair was eight months' hard.

"Here he comes," said Lily. "Look up, mother; we must meet him with a smile. He will come out sober, at any rate."

He was looking much better for his period of seclusion. He walked home between them, subdued, but ready, on encouragement, for their old confidence.

In fact, it broke out, after an excellent breakfast.

"I made up my mind," he said, "while I was thinking—oh, I had plenty to think about and plenty of time to do my thinking in. Well, I made up my mind. Mother, this is no country for me any longer. After what has happened I must go. You two go on living together, just for company, but I shall go—I shall go to America. There's always an opening, I am told, in America, for fellows who are not afraid of work. Cleverness tells there. A man isn't kept down because he's had a misfortune. What is there against me, after all? Character gone, eh? Well, if you come to that, I don't deny that appearances were against me. I could explain, however."

"But there nobody cares about character nor what you've done here." (This remarkable belief is widely spread concerning the Colonies, as well as the United States.) "It's what can you do, not, what have you done? Very well. I mean to get rich now. Oh, I've sown my wild oats! Then you'll both come out to me, and then we'll be married, and Lily, we'll have a most splendid time!"

Five years later Lily sat one Sunday morning in the same lodgings. The poor old mother was gone, praying her with her last breath not to desert the boy. But of Charley not a word had come to her—no news of any kind.

She was quite alone—in those days she was generally alone; she had kept her place at the post-office, but everybody knew of her trouble, and somehow it made a kind of barrier between herself and her sister clerks. The sorrows of love are sacred, but when they are mixed up with a criminal and a prison there is a feeling—a kind of feeling—as if, well, one doesn't like somehow to be mixed up with it. Lily was greatly to be pitied, no doubt; her lover had turned out shamefully, but she ought to have given up the man long before he got so bad.

She was alone. The church bells were beginning to ring. She thought she would go to church. While she considered this point, she heard a woman's step on the stairs, and there was a knock at the door.

It was a nurse, or probationer, dressed in the now familiar garb—a young nurse.

"You are Lily Chesters?" she asked. "There is a patient just brought into the London Hospital who wants to see you. He is named Charley, he says, and will give no other name. He wrote your address on paper, 'Tell her,' he said, 'that it is Charley.'"

Lily rose quietly. "I will go to him."

"He is your brother?"

"He is my lover. Is he ill?"

"He is very ill. He came in all in rags, dirty and penniless—he is very ill indeed. Prepare yourself. He is dying of pneumonia."

(I told you before what they call it.)

Lily sat at the bedside of the dying man.

"It is all over," he whispered. "I have reformed, Lily. I have quite turned over a new leaf. I have now resolved to take the pledge. Kiss me, dear, and tell me that you forgive me."

"Yes, yes, Charley. God knows that I forgive you. Why, you will come back to yourself in a very little while. Thank God for it, dear! Your own true self. You will be my dear old boy again—the boy that I always loved; not the drinking, bad boy—the clever, bright boy. O my dear, my dear! You will see mother again very soon, and she will welcome her boy, returned to himself."

"Yes," he said, "that's it—a serious reform this time. Lily, I dare say I shall be up and well again in a day or two. Then we will see what to do next. I am going out to Australia, where everybody has a chance—America is a fraud. I shall get rich there, and then you and mother will come to me and we shall get married, and—O Lily, Lily, after all that we have suffered, we shall have—I see that we shall have"—he paused, and his voice grew faint—"we shall have—the most splendid time!"

"He is gone," said the nurse.

WALTER BESANT.

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.



NO CURE, NO MUSTACHE
NO PAY, NO MUSTACHE
GANDRUFF CURED.

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

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

Arrive. Depart.
10 20 p.m. Detroit Express 7 00 a.m.
5 30 a.m. *Atlantic and Pacific 11 20 p.m.
1 30 p.m. *New York Express 6 00 p.m.
*Daily. All others daily, except Sunday.
Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.
Parlor cars leave for Detroit at 7:00 a.m.; returning, leave Detroit 4:35 p.m., arriving at Grand Rapids 10:20 p.m.
Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)
A. ALMQUIST, Ticket Agent,
Union Passenger Station.

CHICAGO

Nov. 18, 1894.

AND WEST MICHIGAN R.R.

GOING TO CHICAGO.

Lv. G'd Rapids 7:15am 1:25pm *11:30pm
Ar. Chicago 1:25pm 6:50pm *7:30am

RETURNING FROM CHICAGO.

Lv. Chicago 8:25am 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 Rapids 11:45am 3:05pm 10:25pm

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

Lv. Grand Rapids 7:30am 3:15pm
Ar. Manistee 12:20pm 8:15pm
Ar. Traverse City 1:00pm 8:45pm
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 car leaves for Chicago 1:25pm. Arrives from Chicago 10:25pm. Sleeping cars leave for Chicago 11:30pm. Arrive from Chicago 6:25am.

*Every day. Others week days only.

DETROIT,

Oct. 28, 1894

LANSING & NORTHERN R. R.

GOING TO DETROIT.

Lv. Grand Rapids 7:00am 1:20pm 5:25pm
Ar. Detroit 11:40am 5:30pm 10:10pm

RETURNING FROM DETROIT.

Lv. Detroit 7:40am 1:10pm 6:00pm
Ar. Grand Rapids 12:40pm 5:30pm 10:45pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.
Lv. G.R. 7:40am 5:00pm Ar. G.R. 11:35am 10:45pm

TO AND FROM LOWELL.

Lv. Grand Rapids 7:00am 1:20pm 5:25pm
Ar. from Lowell 12:40pm 5:20pm

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.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD.

Trains Leave	*No. 14	*No. 16	*No. 18	*No.
G'd Rapids, Lv	6:45am	10:20am	3:25pm	11:00pm
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	3:10am
E. Saginaw, Ar	10:50am	3:45pm	8:00pm	6:40am
Bay City, Ar	11:30am	4:35pm	8:37pm	7:15am
Flint, Ar	10:05am	3:45pm	7:05pm	5:40am
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 *1:00 p.m.
For " " Mil. and Chi. *5:35 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 2:15 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 6:50 a.m. 2:15 p.m. *11:40 p.m.
Ar. Chicago 2:00 p.m. 9:00 p.m. 7:10 a.m.
2:15 p.m. train has through Wagner Buffet Parlor Car and coach.
11:40 p.m. train daily, through Wagner Sleeping Car and Coach.
Lv. Chicago 3:30 p.m. 11:30 p.m.
Ar. Grand Rapids 9:15 p.m. 7:20 a.m.
3:30 p.m. train has through Wagner Buffet Parlor Car.
11:30 p.m. train daily, through Wagner Sleeping Car.
Muskegon, Grand Rapids & Indiana.
For Muskegon—Leave. From Muskegon—Arrive
7:25 a.m. 8:25 a.m.
1:00 p.m. 1:15 p.m.
5:40 p.m. 5:50 p.m.
O. L. LOCKWOOD,
General Passenger and Ticket Agent.

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TRADESMAN CO.,
Grand Rapids, Mich.

MAGNANIMOUS TO MASSIE.

The Charge of Embezzlement Against Him Withdrawn.

THE TRADESMAN very reluctantly last week gave place to the bare facts relating to the arrest of James A. Massie on the charge of embezzlement preferred by his former employer, the I. M. Clark Grocery Co. The ink was hardly dry on the paper before the city was visited by Will H. Bradley, the Greenville grocer, who came here for the purpose of endeavoring to effect a settlement with the aggrieved party and secure the discontinuance of the criminal proceedings brought against the accused. His efforts met a hearty response at the hands of the Clark Grocery Co., the officers of which corporation cheerfully and magnanimously offered to discontinue the suit, providing Mr. Massie would sign a voluntary statement admitting the embezzlement and controvert the reports which had gone out through him and his friends to the effect that the shortage was due to the condition of the company's books and not to any lapse on the part of Mr. Massie. This statement Mr. Massie was very willing to make and sign, in justice to himself and his former employer—especially as he was unable to repay any portion of the sum collected and not turned in—and as it was a condition of the agreement that it should be published in THE TRADESMAN, it is given herewith:

To Whom It May Concern:

Charges of embezzlement having been brought against me by the I. M. Clark Grocery Co., by whom I have been employed for the past seven years, and a criminal action having been begun against me in the Circuit Court of Barry county, I desire to state that I admit the truth of the charges made, as it is a fact that I used money which was paid me by the customers of the I. M. Clark Grocery Co., and I was unable to turn over to the proper owner collections made by me in the name of my employer. Certain reports having been spread abroad to the effect that I was innocent of this charge; that I was being oppressed by my former employer; that the charge against me was due to the inaccurate condition of the company's books, instead of my own unfaithfulness, I desire to state, frankly and unqualifiedly, that such reports are false and misleading, and that the I. M. Clark Grocery Co. in this case has been consistent and in the line of strict justice and equity to all concerned.

It having been brought to my attention that the criminal charge against me is to be discontinued by the I. M. Clark Grocery Co. by reason of the intercession of my friends in my behalf, I make this statement, frankly admitting that I have been untrue to the trust reposed in me by my former employer, and acknowledge the magnanimity of the I. M. Clark Grocery Co. in relieving me from the responsibility of meeting a criminal charge out of regard for my friends and the welfare of my wife and children.

JAMES A. MASSIE.

Dated Grand Rapids, Mich., Dec. 6, 1894.

Witness—Sydney Steele, E. A. Stowe, Will H. Bradley.

THE TRADESMAN heartily commends the magnanimity of the I. M. Clark Grocery Co. in dealing so leniently with an erring employe, and trusts that the bitter experience of the past month will not only cause a complete reformation on the part of Mr. Massie, but will also serve as a warning to other salesmen that collections made in the name of the house must be held inviolate, as a sacred trust, and under no circumstances be diverted by the salesman to any purpose except their legitimate uses. Pending an investigation of the matter, the I. M. Clark Grocery Co. made a complete can-

vass of Mr. Massie's territory, resulting in the conclusion that his shortage was due, to a considerable extent, to the pernicious system of giving rebates to secure orders. In one case it was learned that he had given \$2.63 on a \$63 bill, and other instances equally as reprehensible were disclosed. This may account, in part, for Mr. Massie's popularity with the retail trade, but in the opinion of THE TRADESMAN the dealer who will tempt a salesman to offer a rebate on contract goods, thus influencing him to violate the confidence of his employer and the honor of his house, is no better than the man who actually pays the rebate. It is to be hoped that Mr. Massie's experience will serve as a warning to other salesmen who are suspected of pursuing the same method in obtaining trade, and that they will profit by that experience and thus save themselves a repetition of the weeks of bitter anguish through which Mr. Massie has passed.

"There is a future in store for any man who has the courage to repent and the energy to atone." Having made atonement, so far as he is able, and having eaten the bread of bitterness as a punishment for his misdoings, Mr. Massie should now be accorded the cordial co-operation of the trade and the hearty sympathy of the traveling men in regaining the position he has lost. Mr. Massie asserts that he is determined to regain the esteem of his friends and the confidence of the trade, and THE TRADESMAN trusts that none will be so uncharitable as to cast a stone in his pathway, but that all will join hands in assisting him to recover the ground lost through his own misdeeds, for which he is truly penitent and for which he has made, so far as he was able, ample atonement.

The Largest Fly Wheel in Michigan Will soon be at the Grand Rapids School Furniture Company's plant. It weighs 45,000 pounds and belongs to their new 550 horse power engine, which will weigh 130,000 pounds and be one of the largest and most efficient engines in the State, having a driving belt 100 feet long. Five cars will bring it from Milwaukee, and the Grand Rapids Heavy Moving Company will escort it from the railroad.

The Oakdale Park Episcopal church, which is in the form of a cross, measuring 40x60 feet, has been moved two miles, to the corner of Highland and Central avenues, without even a crack in the plaster. The Grand Rapids Heavy Moving Company did it.



VOIGT, HERPOLSHEIMER & CO.,

Wholesale

DRY GOODS and NOTIONS

Mackinaw Coats and Lumbermen's Outfits.

Specialty of Underwear and Over Shirts.

Overalls of Our Own Manufacture

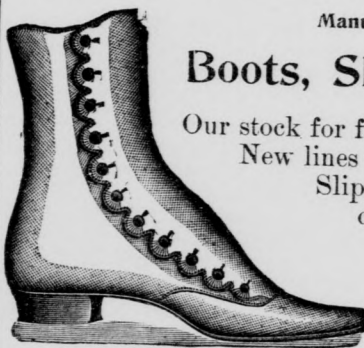
Grand Rapids, - - Mich.

RINDGE, KALMBACH & CO 12, 14 & 16 Pearl St. GRAND RAPIDS.

Manufacturers and Jobbers of

Boots, Shoes and Rubbers.

Our stock for fall and winter trade is complete. New lines in warm goods and Holiday Slippers. We have the best combination Felt Boot and Perfection made.



Inspection Solicited.

Agents for the Boston Rubber Shoe Co.

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.

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—F. W. R. Perry, Detroit.
Five Years—F. W. R. Perry, Detroit.
President—Fred W. R. Perry, Detroit.
Secretary—Stanley E. Parkill, Owosso.
Treasurer—Geo. Gundrum, Ionia.
Coming Meetings—Detroit, Jan. 8.

Michigan State Pharmaceutical Ass'n.

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

Grand Rapids Pharmaceutical Society

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

PROGRESS OF PHARMACY.

In seeking proof that progress is being made in pharmacy, one must note the condition of its followers, the work they are doing toward perfecting the art, elevating the profession and developing new ideas and facts. That much work has been done during the last decade is seen in the new Pharmacopœia, which became official on Jan. 1 of this year. It could hardly be expected that a work of its nature would please all, and since the first volume was presented to the A. P. A. last year for inspection, pharmaceutical journals, both at home and abroad, have been filled with flattering and complimentary reports, criticisms just and unjust.

The first to be noticed among the important changes is the adoption of the metric system of weights and measures and the principle of solids by weight and liquids by measure, except when liquids may be weighed easier.

The change in chemical and botanical nomenclature has caused many changes in Latin and English titles. For the adoption of the rules of the Botanical Club of the A. A. A. S., the Committee on Revision has been severely criticised by Mr. Beringer (A. J. P., 1893, p. 513).

Sixty pages have been devoted to purely chemical instruction, of which eight pages are required for a list of chemicals and formulas; nineteen are required in giving a complete list of reagents and instructions for preparing them; twenty-seven are devoted to volumetric solutions and methods of analysis (volumetric methods supplanting gravimetric of last edition). The Committee has thus placed in the hands of every pharmacist official methods for testing his chemicals and pharmaceutical preparations. It also shows that a more thorough knowledge of chemistry is required in pharmaceutical training.

For the first time in any pharmacopœia, standardization has been settled; but the Committee, in considering this subject (page XXX), found that reliable methods, ensuring uniform results when carried out by different operators, were available at present for only a few drugs. Opium, cinchona and nux vomica were selected. Opium should contain 13 to 15 per cent. morphine; cinchona not less than 5 per cent. total alkaloids and at least 2.5 per cent. of quinine; nux vomica should contain 15 per cent. by weight of alkaloids.

Each revision of the Pharmacopœia shows that the profession of pharmacy is setting a higher standard for its followers, and the 1890 edition is remarkable for its advanced position from a scientific standpoint; and it should stimulate many pharmacists to renewed efforts to maintain their reputation as educated and progressive men, and impel the younger students to a more thorough education,

in order to stand on the same plane to which its compilers intended it should elevate the profession.

That a good demand has been created for the new work is shown by Mr. Curtman's report on U. S. Pharmacopœias to the Missouri State Pharmaceutical Association (A. J. P., p. 355). In August an edition of 8,200 copies was placed upon the market, followed by an edition of 5,000 copies, and again, in 1894, a third edition of 5,000, a large portion of these being already sold.

The Committee on Revision of the 1890 edition of the Pharmacopœia has already commenced its work. The Research Committee B has reported on the following subjects:

1. Arsenic testing by Strouton's chloride, *Pharmaceutical Era*, Aug. 1, 1894, p. 102.
2. Volumetric Determination of liquor, plumbi subacitatis, *Pharmaceutical Era*, Aug. 1, 1894, p. 103.
3. Artificial manganese dioxide, *Pharmaceutical Era*, Aug. 15, 1894, p. 151.

The new issue of the Pharmacopœia has led to a complete revision of both the national and United States Dispensatories, and will, no doubt, be followed by a new edition of the National Formulary. The various sub-committees submitted the following reports to the forty-first meeting of A. P. A. (Additions, Proc. A. P. A., p. 42, 1893):

1. Liquor magnesiæ effervescens.
2. Elixir paraldehyde.
3. Elixir digestives comp.
4. Glyceriti gualaci.
5. Syr. pinns albæ comp.
6. Tr. pinns albæ comp.
7. Aromatic elixir.

Eliminations (Proc. A. P. A., p. 45). Nos. 4, 6, 9, 10, 14, 15, 17, 32, 75, 113, 192, 207, 232, 236, 249, 268, 315. Corrections. Nos. 27, 40, 41, 42, 63, 67, 85, 93, 95, 96, 99, 105, 122, 193, 241, 256, 310, 363, 370, 376, 390.

The educational requirements of pharmacy students have ever been a perplexing question, and is at present receiving the attention of many able writers. The result of all this agitation may be seen in a few of our college announcements, where the truth that a common school education and an examination in its branches prior to entering the college is supplanting the idea that practical experience is all that is necessary to the attaining of perfection in the practice of pharmacy. To elevate a profession, the foundation must be strengthened upon which the profession is to be built, and a more rapid progress toward a higher professional standing may be attained by stimulating the desire among the apprentices to attain a better education.

Has this progress been what it should within our own State since the existence of our pharmacy laws, whose requirements are more exacting than most of those in the Western and Southern States? For answer we have only to look about and observe under whose management a large number of the pharmacies are placed. Boys are taken into the stores as apprentices irrespective of their educational attainments. Their minds not being in condition to study, it is practically impossible for them to analyze the theoretical part of the art, thus making a stupid blunder of the practical. It is quite evident that to read understandingly our present pharmaceutical literature, and to be able to answer questions intelligently, one must have more than a store education.

At the last meeting of the International Pharmaceutical Congress, the Committee

on Compulsory Education reported the following recommendation (A. D. & P. R., Sept. 15, 1893, p. 160): "No student should be admitted as apprentice by a pharmacist unless such student has passed the preliminary examinations satisfactorily in such subjects of general education as may be best suited to the requirements of the several countries not yet having enforced much requirement of compulsory education, and such student's time of apprenticeship shall date from the time of that examination."

As the enforcement of such a resolution is practically impossible in this country, the duty rests upon each pharmacist to carry out the principle in his own store.

The manufacturing chemist, aided by the physician, is rapidly absorbing some of the essences of the drug business, and, in fact, infringing upon the professional part. With their advantages for investigating, facilities for producing, and schemes for introducing their pharmaceuticals, they have compelled the pharmacist to stock his shelves with the products of their laboratories.

The unfamiliarity of the greater number of the physicians with chemistry, the United States Pharmacopœia and National Formulary may account for their readiness in prescribing new preparations, introduced by smooth-tongued salesmen and well-worded literature that has been sent out to instruct the physician and aid him in his practice. It must be admitted, however, that the manufacturing pharmacist has done wonders toward advancing an elegant pharmacy. Skilled in the art of preparing, he has robbed many a detested drug of its repugnance. Often in being so progressive in transforming these rank-odored, disagreeable-tasting drugs into palatable preparations, the character and identity are changed at the expense of their usefulness.

The activity in analysis and synthetic chemical research has done wonders in the development of new ideas and facts. Its influence upon pharmacy has not only been confined to solving mysteries, but has promoted simplicity and accuracy. Drugs which cannot always be relied upon for definite percentage of medicinal properties, thus not insuring uniform results, are being replaced by their alkaloids and alkaloidal salts of definite chemical composition, and whose action is always the same. Medicaments which had fallen into disuse because of their toxic properties, by products heretofore considered inert, have been analyzed, their constituent parts separated, and, when united with certain acids from non-toxic, non-irritant definite chemical compounds, which may be taken into the system in large doses without producing any evil effects. But the extraordinary activity in synthetic developments has flooded the market with worthless chemical compounds in such numbers as to produce confusion and uncertainty to both physician and pharmacist. In looking over several pharmaceutical periodicals, under the head of "New Remedies," I was able to enumerate 343 new names. Fifty-nine of these have been reported since the first of the year, and no doubt the greater number will serve their usefulness in furnishing material for a long article in the drug and medical journals.

The pharmacist, in order to keep posted on the recent developments and

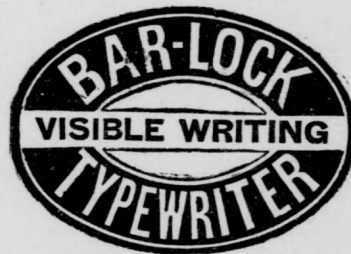
demands of the present, must not give his undivided attention to commercial interests, but must devote a portion of his long hours to reading and studying current pharmaceutical literature. If he be a recent college graduate or an old-time practical pharmacist, he cannot assume the air of perfection. Associations and institutions of learning whose object is to promote the interests and elevation of American pharmacy should receive his influence and support.

DORIAN M. RUSSELL, Ph. C.

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The Most Complete and Best Made
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Four Cardinal Points:

Visible Writing,
Automatic Action,
Perfect Alignment,
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It is Impossible for an Operator,
however Expert, to reach the
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Pay the best profit. Order from your jobber

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.
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	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

SEELYMFG. CO., Detroit, Mich.

Wholesale Price Current.

Advanced— Declined—

[illegible]

HAZELTINE & PERKINS DRUG CO.
VALLEY CITY
POULTRY POWDER

Nothing Like It to Make Hens Lay in Winter.

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



Price 25 Cents.

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

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

[illegible]

THANKSGIVING DAY.

As Seen in a Trip Across the State.
Written for THE TRADESMAN.

Thanksgiving Day, 1894, with its hand shakings, its friendly greetings, its wish-bones and its drumsticks, has come and gone. Like unto its predecessors, and like unto all other days, it was subject to the perils which beset our pathway from the cradle to the grave. The whirl of human events respects not one day above another; and, though we may set apart one day only out of all the 365 in which to eat turkey and give thanks for the good things of life which have been allotted to us, yet, commingled with our rejoicings, will be heard the cry of pain and the mourner's wail of despair. Not even for one short day in the year will the specter of misfortune and the grim messenger of death halt in their sorrow-dispensing work among the children of man. It is only on days like this when pleasure seems to predominate that one is especially impressed with this strange blending of joy and sorrow.

The day was damp, cold and uninviting. As the people wended their way toward their various depots, they drew their wraps closer about them in a vain attempt to shield themselves from the raw atmosphere that hung over the city. It was that kind of atmosphere that skips over the water in the ditch to congeal the marrow in human joints. No wonder the thanksgivers looked blue as whetstones when they arrived at the depot, and no wonder they looked ghastly in their efforts to smile and pass pleasantries while waiting for trains. The bluish tint of their faces may have been caused by hunger, as they had, no doubt, been fasting for some hours previous, but I attributed it to the graveyard peculiarities of Western Michigan air. Come to think about it, though, the whole difficulty may be traced to the glasses I wore that day, for I was destined to spend the day in a railway coach, homeless, friendless, and turkeyless.

Oh, how bleak, bare and cheerless the outside world looked as we rolled out into the country. Nature was clothed in her meanest wardrobe. She had put off her autumn gown of lovely tints, but she had not yet donned her robe of rest—the pure white robe of winter. Thanksgiving Day had caught her “in dishabille”—only a mass of flying withered dead leaves to cover her cold lifeless form. One might as well go to a deserted brickyard for inspiration as to look for it among the oak crowned knolls and hills. A hue of dirty brick is not the particular kind of hue with which lovers of the beautiful become enraptured, and, when this hue is set to music by the bleak November winds, it is calculated to freeze the milk of human kindness in a sensitive soul. Those knolls and hills reminded me of a dirty red-headed pockmarked freckle-faced gypsy, and if such a fellow is an object of beauty, then I beg Nature's pardon for my unkind remarks.

Aboard the train this dingy forenoon were all kinds of people. The city man of business was there with his family. They were going out to Podunk's Corners to eat turkey. The man of business smiled—while his wife did all the talking, as usual. I don't think he smiled in anticipation of eating turkey, or especially at the remarks of his wife. No, he was thinking of accumulating bills

and slow collections, and smiled just from force of habit. I did not censure him for smiling mechanically, for I would have done the same thing if I could. I deem it a duty on the part of every man to smile—occasionally—if he can; and, if he cannot do so naturally or good-naturedly, then, by all means, let him smile mechanically, or even under protest. The demand for smiles in this world is greatly in excess of the supply, and even a bogus smile may deceive some poor simple soul and make it happier.

Yes, all kinds of people are found in a railway train on Thanksgiving Day, and a description of each would fill a volume. The drummer was there in profusion. He was careless, indifferent and passive. His traveling was like the smile on the face of the man of business—merely force of habit. He knew that business was suspended and would remain so until his customers had gorged themselves with turkey and had had time in which to digest it. This would take two days, leaving Saturday, always a poor day, to close out the week. And so he yawned in a listless sort of way, smoked, and played pedro. What a happy-go-lucky sort of fellow the drummer is, to be sure. He is never in a hurry, yet he never gets left. He is never discouraged or disheartened because he fails to secure a new customer. His motto is, “Never give up; if you don't catch him this time, change your bait and try again.” He enjoys implicit faith in himself. If he receives a letter from Importer & Son, informing him that their orders are all placed for this season, but that a call from him next season will receive proper consideration, he straightway takes it for granted that a mysterious something between the lines indicates the possibility of securing a present order; and so away he flies 500 miles out of his regular course to see Importer & Son. Traveling, even on Thanksgiving Day, would be less interesting were it not for the drummer. May he never lose his grip! And let us hope and pray that a plan may yet be devised whereby the services of the drummer—yea, even the drummer—may be made available in the Beyond.

As the train pulled into an old interior town, the writer had a glimpse of poverty that eclipsed anything he had ever beheld. It was a dilapidated old stable converted into a human habitation! Two or three holes that had once served as windows were stuffed with cornstalks. An old stovepipe protruded through the roof. In the open doorway stood three emaciated, half-clad children. Exclamations of surprise burst from every passenger. Could this be Southern Michigan, and was this Thanksgiving Day! What an environment for innocent childhood! And has it come to pass that squalid scenes are no longer confined to the reeking tenement districts of our great cities? What man who witnessed this exhibition of abject poverty could eat his Thanksgiving dinner without thinking of this wretched picture and wondering what those little unfortunate victims of cruel fate had to make them thankful? There are certain things that serve as appetizers, but this is certainly not one of them.

At every stop of the train the same variety of people get off and on. Friends are waiting at every station to receive friends and escort them to happy homes where the turkey is being basted and the

The Poor Merchant



Because he is haunted with visions of cash accounts which do not balance and cash drawers which are the prey of careless clerks. He could easily and quickly remedy this difficulty and secure the peaceful slumber which nature brings to those whose business is conducted accurately and methodically by the purchase of a

CHAMPION CASH REGISTER,

and the adoption of our triplicating check charge system, which can be conducted without additional effort.

By the Use of Our Register

the Following Advantages Are Obtained:

- Boot and Shoe Dealers can keep track of the profits of each day's business by noting the margin on each sale.
- Grocers can keep track of produce purchased and the amount of merchandise exchanged for produce.
- Clothing and Furnishing Goods Dealers are enabled to note at a glance just what they have sold, the profit on each transaction and the total profit for the day.
- Commission Merchants and Produce Dealers can keep track of each department of their business, keeping purchases of game, produce and fruit separately, if desired.
- Hardware Dealers can keep separate accounts with their stove department or their tin shop or any other department of their business.
- Druggists are enabled to keep separate accounts of the transactions of their prescription department or their cigar sales, or their stationery department, or any other special feature of their business.

But what is the use of enumerating the advantages of our Register over those of all other registers heretofore invented? They are to our machine like moonlight unto sunlight; like water unto wine. Suffice to say that our system is the only one which enables the merchant to have a triplicate check of every charge transaction with but one entry.

If you have never seen our machine and desire an opportunity to inspect the merits of the mechanical marvel of the age, call at our office, or at the office of any of our agents; or, if you are located at a distance from either, write us a letter telling us your line of business and what features of your business you wish departmentized and we will send you illustrations, descriptions and voluntary testimonials of the Register that will meet your requirements.

CHAMPION CASH REGISTER CO.,

Main Office, 73 and 75 Canal St.,
Factory, 6, 8 and 10 Erie St.,
Grand Rapids, Mich.

cranberry sauce is being cooled. At one station my Lord Loftus steps off the train with his immaculate side whiskers. With a holier-than-thou expression he looks about the station grounds and then a sullen frown settles down and claims him for its own. He is evidently disgruntled at not finding a brass band to escort him; and so he stalks off haughtily down the street with my Lady Loftus on his arm, perfectly oblivious to the concealed smiles of those about him. Self-important old prig! Pity the cartload of good things that await to be stowed away in that capacious John Bull grub depository of his could not be made better use of! Pity it could not be boxed up and sent to the children in the windowless stable.

And now it is high noon, and in thousands of happy homes comes a savory odor from as many kitchens—apetizing in the extreme.

The scene in the car suddenly changes. A bridal party boards the train. Merry voices, happy laughter, bright colors, floral fragrance—it is a sudden burst of sunshine illuminating the face of every one in the car! All realize the fact that there are two souls, at least, who are sincerely thankful for the good things vouchsafed them.

But this revival proves of but short duration. A young mother is taken aboard at a station further on, but she is cold in death and sleeps the everlasting sleep in her flower-covered casket of white. An aged and grief-stricken mother, a heartbroken husband, weeping brothers and sisters and sorrowing friends fill the coaches, while men in white gloves, with bits of white crape attached to their coat lapels, completely fill the smoking car. It was a Maccabee funeral. When the destination was reached, a large assembly of sorrowing friends were in waiting and the body was borne to its last resting place.

It was a swiftly passing scene, but it left a sad impression on all, not excepting the bridal party. The bright laughter ceased, the merry voices became hushed, the drummer forgot what was trumps and put away his cards, and the Day of Thanksgiving seemed gloomier at its close than at its beginning, and—we were at Detroit.

E. A. OWEN.

Seven iron trusses, weighing 9,000 pounds each, were raised twenty-four feet above the roof of the Fox building and lowered to their permanent positions by the Grand Rapids Heavy Moving Company.

A Common Occurrence.

"Did you get butter at Steinburg's, as I suggested?" I inquired of a friend a few days ago.

"No, I did not. The fact is, Will," he continued, "the butter itself looked passably good, but I took the liberty of following the clerk into the back room to examine it, and found the surroundings decidedly unfavorable. His butter was broken into the geometrical shapes of triangles, hexagons, rhomboids, trapeziums, etc., and thrown promiscuously into a—probably new—washtub, which stood on the floor. Near by, on top of a barrel of oil, was an open box of codfish and half a bushel of onions. As butter always absorbs surrounding odors, I declined taking my chances and dropped into Smith's where I found some rolls just from the country. No, I didn't offend Steinburg, as I took in the situation at a glance. I merely said, 'Oh, I was looking for butter in rolls,' and, fortunately, he had none. As I walked home I mused upon the mutability of trade in general, and wondered whether thoughtless and careless grocers ever found out why a desirable customer failed to call as often as usual, or why it seemed so hard to sell goods from the back room.

A CUSTOMER.

The Clerk and the Cartridge.

Levi Noland, a clerk in Mellor Bros.' Hardware store, Boone, Iowa, wanted a small ferrule to place on some tool with which he was working. Looking through the show cases, he discovered a small shell about an inch long and in diameter about equal to a .22 caliber cartridge. There was no ball in the thing and he didn't know just what it had been designed for. He knew, however, that, by sawing off the head of the closed end, it would suit his purpose exactly. He therefore placed the little shell firmly in a vice and commenced operations with a small hack saw. He was progressing nicely when suddenly there was a flash and a report. Noland's hat was blown into smithereens. Blood began to ooze from several places in his face, and he felt positive that something had struck him. It was then discovered that the harmless looking little shell was a dynamite cartridge and was prepared for business. A doctor picked pieces of cartridge and saw out of various places in the young man's face. Luckily, none of the flying particles struck the eyes and the injuries received were only slight. The cartridge was such as are used for various blasting purposes and was very powerful. There are several of the cartridges left, but the box is now labeled "Dynamite."

All the expert heavy moving now being done in the city seems to be managed by the Grand Rapids Heavy Moving Company.

-: ORANGES :-



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.

Badges

For

SOCIETIES,
CLUBS,
CONVENTIONS,
DELEGATES,
COMMITTEES.

The Largest Assortment of Ribbons
and Trimmings in the State.

TRADESMAN COMPANY.

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.

A COOKING SCHOOL



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.

Prepared and guaranteed by the New York Condensed Milk Co.

FOR QUOTATIONS SEE PRICE COLUMNS.

Bank Notes.

At the annual election of directors of the Peninsular Trust Co., held Tuesday, Geo. H. Davidson and John B. Martin succeeded to the places on the board formerly filled by E. H. Foote and Chas. B. Judd.

A. G. Hodenpyl, Secretary of the Michigan Trust Co., succeeds Jas. A. McKee as a director of the Kent County Savings Bank. Mr. Hodenpyl is a financier of conceded ability and his advice will be of great value to his associates in his new connection.

B. E. Quick, of the banking firm of B. E. Quick & Co., at Freeport, has been bound over for trial in the Barry Circuit Court on a charge of compounding a felony. Mr. Quick protests his innocence of the charge and asserts that he will be able to disprove the allegations of his accusers before the legal tribunal.

Some time ago a bank was started at Peck with Frank Battersbee in charge. B. R. Noble, the Yale banker, thought it an infringement on his territory and started a second bank at Peck. Now the Battersbee bank is putting in a second bank at Yale, with C. J. Reynolds in charge, and a war of extermination has been inaugurated.

Nehemiah Chase has resigned from the board of directors of the Kalamazoo National Bank, and the resignation has been accepted. Mr. Chase says the reason of his action was because he was also a director in the Home Savings Bank and he did not consider it quite proper to hold such an office in two banks. The vacancy will be filled at the annual meeting.

Twenty-one years ago B. C. Hoyt was a prosperous banker at St. Joseph, being rated at \$200,000 above all liabilities, most of which was invested in real estate. He was owing \$61,000, and when the panic of 1873 came on his creditors put him into bankruptcy before he could realize on his real estate. An assignee was appointed, and eight years after the creditors were paid 11 per cent. on giving receipts in full. Five years ago Mr. Hoyt began suit to recover his property, which is now valued at \$600,000, on the ground that the legal period of time had not elapsed before his creditors threw him into bankruptcy. The case has reached the United States Appellate Court and a decision is expected soon. The property involved includes 249 acres within the city limits, a hundred platted lots, a number of houses and business blocks, the Masonic Hall and the ground upon which the Chicago & West Michigan and Big Four have their tracks, elevators, depots, etc. Mr. Hoyt is 88 years old, and feels confident that he will again live in luxury. If he succeeds it will throw 200 families out of their homes.

Purely Personal.

C. E. Blakeley, the Mancelona druggist, was in town Monday to select his holiday line of fancy goods.

Quincy A. Hynes, the Delton druggist and grocer, died a few days ago the result of a sudden attack of heart disease.

H. W. Rodenbaugh, the Breedsville druggist, mourns the death of his wife, whose demise was due to quick consumption.

Jerome Bush, the Ashley hardware dealer, was in town last week for the purpose of purchasing a fire engine for the village.

Thos. H. Atkins, general dealer at West Carlisle, was married Dec. 6 to Miss Daisy E. Crocker, of the same place. The ceremony occurred at the residence of W. E. Ames, of this city. The happy pair spent a couple of days at Allegan on their way home.

The Majestic Manufacturing Co. is to be congratulated on securing the services of B. D. Butler, for several years on the editorial staff of the Grand Rapids Democrat, as manager of its advertising department. Mr. Butler is a gentleman of unbounded energy and unusual discernment and is admirably adapted, both by experience and temperament, to discharge the difficult duties devolving upon him in his new connection.

Grand Rapids Retail Grocers' Association.

The regular meeting of the Grand Rapids Retail Grocers' Association was held at Elk's Hall, Monday evening, Dec. 3, President White presiding.

Mr. White renewed his suggestion of a few weeks before that cash prices be offered for the best series of contributions on the evils of the credit business.

On motion of J. H. Goss, the suggestion was adopted and Messrs. Wagner, Schuit and Vinkemulder were appointed a committee to decide on the amount of the premiums and pass upon the merits of the various contributions entered in competition therefor.

Considerable discussion followed over the silverware scheme introduced by several local grocers, but no conclusion as to the merits or demerits of the system was reached.

J. J. Wagner stated that at one time he offered a cook book with \$10 worth of cash trade, and that, as a result of such offer, some of his customers have enough cook books on hand to supply the children and grandchildren of the family for a century to come.

J. H. Goss moved that the grocery stores close all day Christmas and that no Christmas presents be given customers, both of which resolutions were adopted.

There being no further business the meeting adjourned.

From Out of Town.

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

L. M. Wolff, Hudsonville.
Phin Smith, Hastings.
David Cornwell, Monterey.
W. H. Harrison, Harrisburg.
Grattan Merc. Co., Grattan.
L. A. Knowles, Stetson.
C. H. Osborne, Hastings.
E. L. Brooks, Grattan.
N. B. Blain, Lowell.
T. H. Atkins, West Carlisle.
W. N. Hutchinson, Grant.
Sullivan Lumber Co., Sullivan.
Wm. Fowler & Co., Kalamo.
W. C. Loomis, Henrietta.
Atkins & Hall, Ross.

The Drug Market.

There are no changes to note.

Gum opium is steady.

Morphia is unchanged.

Quinine is in good demand at unchanged prices.

The Porous Plaster Co. has placed its goods on the rebate plan at a slight advance over jobbers' prices.

By a typographical error in last week's issue, Miles' Remedies were reported as having been advanced to \$7 per dozen. It should have been \$8.

Foreign potatoes are coming to this country in moderate quantities. They consist chiefly of Scotch and German Magnums. The amount received so far is not large, yet sufficient to unfavorably affect the market for home grown. German potatoes sell at about 70¢ to 72¢ cents per bushel and Scotch at a price a little below that. Under the new law foreign potatoes are admitted at an import duty of only 15 cents per bushel of 60 pounds compared with old of 25 cents.

A SPLENDID ENGINE.

New Steam Plant of the Grand Rapids School Furniture Co.

The Grand Rapids School Furniture Company recently purchased for its plant one of the Nordberg Manufacturing Company's latest improved Corliss engines and a complete line of shafting, with the Nordberg friction clutches and pulleys. Mr. Bruno Nordberg was born in Finland and for fourteen years was the chief designing engineer for the E. P. Allis Company of Milwaukee. Six years ago he started the Nordberg Manufacturing Company and now holds more patents than any man in this country except Thomas A. Edison. Mr. Nordberg made the principal designs for all the heavy machinery that is now being sold by the E. P. Allis Company.

The Nordberg Manufacturing Company has built up a business that stands high in the engineering profession, all due to the skill of Mr. Bruno Nordberg. They are the only builders of the Nordberg patent high grade, automatic cut-off poppet valve engine. The poppet valve type of engine is very favorably known in Europe but has not been used as extensively in this country until now.

The Nordberg Manufacturing Company is turning out a great number of them, for they have given the best of satisfaction and are of higher efficiency than any known in this country. Besides the poppet valve engine they make a high grade Corliss engine, which possesses features very superior to the ordinary Corliss engine.

The Nordberg Manufacturing Company's principal trade is among the rolling mills about Pittsburg and different manufacturing plants in the New England States and throughout the East. In Michigan they have furnished large plants in Detroit, Saginaw, Bay City, Kalamazoo and nine plants in Grand Rapids. They are now erecting a very high grade pumping engine for the United States Government for the water supply of Washington, D. C., which was sold in strong competition with the best manufacturers of pumping engines in the country. The Michigan agent for the Nordberg Manufacturing Company is Mr. D. A. Heikel.

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 Pails at bottom prices.
Mrs. Withey's Home Made Jelly, made with green apples, very fine:

30-lb. pail.	75
50-lb. pail.	87
17-lb. pail.	56
15-lb. pail.	45

Mrs. Withey's Condensed Mince Meat, the best made. 55¢ per doz. 3 doz. in case:

Mrs. Withey's bulk mince meat:	
40-lb. pail, per lb.	6
25-lb. pails, per lb.	6 1/2
10-lb. pails, per lb.	6 1/2
Pure Cider Vinegar, per gallon.	10
Pure Sweet Cider, per gallon.	12
Fine Dairy Butter, per lb.	20
Fresh Eggs, per doz.	17
New Pickles, medium, barrels.	5 00
New Pickles, 1/2 barrel.	3 00
New Sauer Kraut, barrels.	4 00
New Sauer Kraut, 1/4 barrels.	2 50

EDWIN FALLAS,

Oyster Packer and Manufacturer.

VALLEY CITY COLD STORAGE,

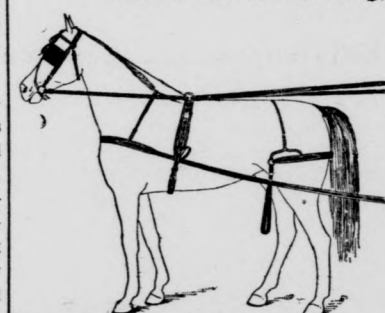
Grand Rapids, Mich.

DRINK

Ponce de Leon Water.

Pronounced by Dr. Seeley, one of the most famous water-cure physicians of this century and country, to be equal if not better than any water in his knowledge for the kidneys, stomach and bowels. He used it in the years 1843 and 1849. His opinion has been verified by scores of our patrons in Grand Rapids since the water has been placed on the market. Purest table water extant. Address Ponce de Leon Water Co., 90 First Ave. Telephone 1332.

Best Single Harness on Earth for the Money,



All Hand Made. Only \$8.

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, 1 1/4 in.; Breast collar, 1 1/4 in.; Bridling, 1 1/2 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. No Risk. It Will Cost You Nothing to see it.

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

ESTABLISHED 1868.

H. M. REYNOLDS & SON,

Headquarters for

STRAW BOARD

for lining

POTATO CARS.

Telephone 188.

Corner Louis and Campau
Sts., Grand Rapids.

The Bradstreet Mercantile Agency.

The Bradstreet Company, Props.

Executive Offices, 279, 281, 283 Broadway, N.Y.

CHARLES F. CLARK, Pres.

Offices in the principal cities of the United States, Canada, the European continent, Australia, and in London, England.

Grand Rapids Office, Room 4, Widdicombe Bldg.

HENRY ROYCE, Supt.

Your Bank Account Solicited.

Kent County Savings Bank,

GRAND RAPIDS, MICH.

Jno. A. Covode, Pres.
HENRY IDEMA, Vice-Pres.
J. A. S. VERDIER, Cashier.
K. VAN HOF, Ass't C's'r.

Transacts a General Banking Business.
Interest Allowed on Time and Savings Deposits.

DIRECTORS:

Jno. A. Covode, D. A. Blodgett, E. Crofton Fox,
T. J. O'Brien, A. J. Bowne, Henry Idema,
Jno. W. Blodgett, J. A. McKee, J. A. S. Verdier.

Deposits Exceed One Million Dollars.

We Are Headquarters For
CANNED GOODS,

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

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

Inspection of our stock and correspondence solicited.

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

Muskegon Bakery Crackers

(United States Baking Co.)

Are Perfect Health Food.

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

**Muskegon
Bakery
Butter
Cracker.**

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

Nine
Other
Great
Specialties
Are

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

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

United States Baking Co.

LAWRENCE DEPEW, Acting Manager,

Muskegon,

Mich



Oysters
OLD RELIABLE
ANCHOR BRAND

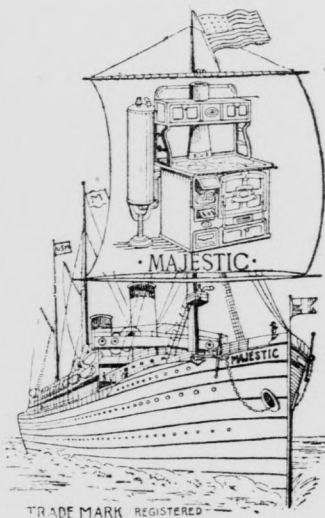
All orders receive prompt attention at lowest market price.

See quotations in Price Current.

F. J. DETTENTHALER.

117 and 119 Monroe St., Grand Rapids.

A Majestic Exhibit

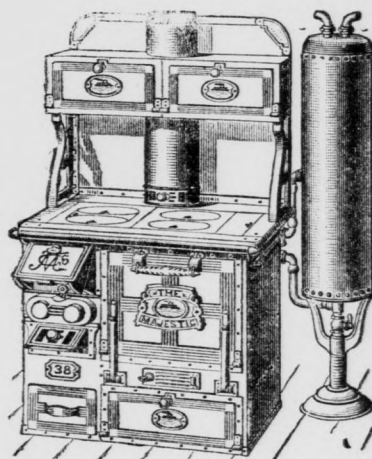


TRADE MARK REGISTERED

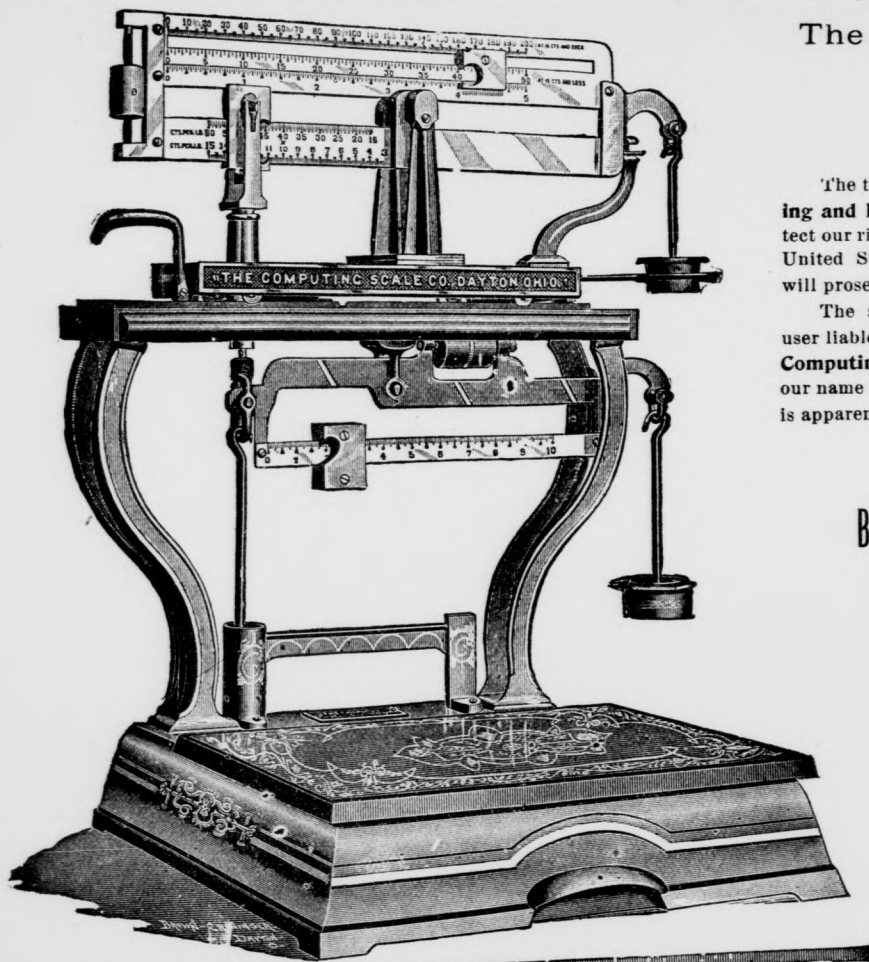
For the next two or three weeks there will be a Grand Display of Majestic Steel Ranges in our Retail Department, and we want all merchants in Western Michigan, if in the city, to drop in and see them.

Coffee and Hot Rolls will be served daily.

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



**FOSTER-STEVENS
& CO.**
MONROE
ST.



The Dayton Computing Scale

WARNING--To Users of Scales.

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

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

THE COMPUTING SCALE CO.

BE SURE YOU BUY THE DAYTON COMPUTING SCALES.

See What Users Say:

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

For further particulars drop a Postal Card to

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

H. LEONARD & SONS,
134-140 East Fulton St.,
Importers and Manufacturers' Agents of
Toys, Dolls, China and Glass Novelties, Albums, Plush Cases,
Five and Ten Cent Specialties, Etc.

Grand Rapids, Mich., Dec. 12, 1894

GENTLEMEN:--

For the last time this season we address you on the subject of HOLIDAY GOODS FOR CHRISTMAS TRADE. As is well known, this trade is very late this year, and many merchants have delayed buying their Holiday goods, owing to the past year's business depression, and now believe that it is too late to put in a line of Christmas Novelties, although those who have done so report the advance trade as very much better than anticipated.

As far as the lines carried by us are concerned it is not too late for this business. Believing as we did, that this was to be a year when a LARGE ASSORTMENT of Holiday goods would be appreciated, we are still able to show (after an unexpected large trade) a magnificent selection, and we guarantee to surprise all late buyers.

Make your selections from our Catalogue, or leave it to us, stating about the amount and kinds of goods desired, and we will see that you are well satisfied with the goods and their prices, and that you receive them VERY PROMPTLY.

In the lines of China and Glass Novelties and in Dolls and Toys, we have some splendid "Job Lots" to offer you at prices actually below the import price--popular goods on which you can certainly double your money.

Awaiting your commands in person or by letter, and hoping you will have a large and profitable Christmas trade, we remain,

Respectfully yours,

H. LEONARD & SONS.