

MICHIGAN TRADESMAN

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VOL. XII.

GRAND RAPIDS, DECEMBER 26, 1894.

NO. 588

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 and water to his knowledge for the kidneys, stomach and bowels. He used it in the years 1848 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 extract. Address Ponce de Leon Water Co., 90 First Ave. Telephone 1382.

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

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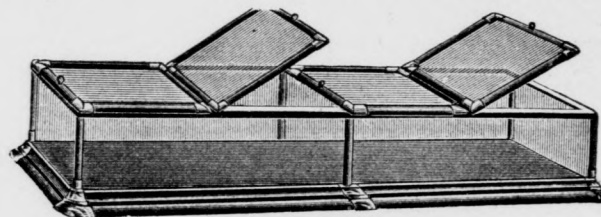
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Highest Price Paid for

EMPTY CARBON & GASOLINE BARRELS.

LEMON & WHEELER COMPANY,

Importers and

Wholesale Grocers

Grand Rapids.

MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, DECEMBER 26, 1894.

NO. 588

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.
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Organized 1881.
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Pay the best profit. Order from your jobber

THE BACK OFFICE.

Written for THE TRADESMAN.

It was a shameful story which the wires flashed eastward from San Francisco on the incoming of the month, and for the first time in many a day, if ever before, the saloonkeeper had the sympathy of that class of citizens who are wont to look upon him and his calling with unfriendly eyes. On that day, however, the city and the saloons at the Golden Gate were invaded by a gang as merciless as "the Assyrian [that] came down like the wolf on the fold." They went the rounds of the city in hundreds. They swarmed into the saloons and beer halls, smashing chairs and glasses to emphasize their delight, and they terrorized the citizens wherever they went. The police were powerless to control them and all that remained for the saloonkeepers to do was to appeal for protection to the authorities of the University of California and of the Stamford University, protesting against the conduct of the students of those institutions of learning after the foot ball match.

Some days before this, in the cultured East, when the date and the place of the foot ball contest between Harvard—if we do not mistake—and Princeton, was announced, the rumor went abroad that the New York theaters, after the experience of a year ago, had taken due precaution to prevent the repetition of a similar outrage; and they who care to read the record of the collegiate foot ball encounters need not be told of the brutality which is constantly taking place.

The question is often asked why these gentlemen and the sons of gentlemen are willing to engage in public fights, for they are nothing else. Can the reason be, because they are neither gentlemen nor the sons of gentlemen? Is it really true that these young men are sent to college, because, when the fathers of these same young men were at the college age, the sons of men of mark were college-trained? Do the boys themselves want to go, because Daniel Webster and Rufus Choate made the college a stepping-stone to success? And do their parents have the faintest idea that the windfalls from the apple orchard can be dumped into the hopper of the cider press with a superior quality of "extra dry" as a result?

If it takes three generations to furnish a gentleman, all the improved cider presses and the most skillful treatment known can only furnish a little better cider out of that first generation of windfalls. So the college, like the cider press, takes them in. They are a wormy lot. They are of the earth—earthy. They smack intensely of the soil; but they are "college boys" now, and they must do as they have heard that collegians do. The old trick of stealing a warehouse sign is passe or, in common parlance, is a chestnut. It must be enlarged upon and improved; so the sign is taken down, the warehouse windows smashed with it, and it is then hurled at the interfering watchman's head. Ten

to one, the class of '29, Oliver Wendell Holmes' class, never came so near killing a watchman as that!

Lake Quinligamond is to be the scene of a boat race. The windfall is on hand. He yells for his alma mater, and, when the race is over, in her dear name he does his best to turn the old Bay State House inside out. "Bill? Send it to the old man!" And the old apple tree that is looking forward to a little champagne cider one of these days pays the bill, rejoiced to see such proof that "the boy's gittin' on!" Foot ball? Stand right back. There's where he shines. The spirit of a long line of windfalls rises to the occasion, and if he cannot be one of the eleven to slug his man, he can be and is the one to do a little fighting on his own account, when the touchdown game is over. So New York has a double Thanksgiving—one for the day and the other for seeing the last windfall safely out of town. So San Francisco with her saloonkeepers implores the college president to protect her from the outrage of the students.

Is endurance the only remedy? Be it so. If the third generation is to amount to anything, the beginning, unpromising as it is, must be made now. Be it so. If the boy—that kind of a boy—must go to college, that matter is settled. Webster and Choate have been faithfully followed so far. Let the imitating go vigorously on. They were faithful students. In good, plain, homely talk, "they got their lessons;" and the lessons were long enough to keep them busy. Let the matter center right there. Make the lesson long enough and insist that it shall be learned. That one simple rule will in six weeks start homeward this objectionable material, the working up of which can be carried on better under the parental roof-tree than anywhere else and with better promise for that third generation.

With this wheel-clogging element out of the way, the student born and not made will once more come to the front. There may not be quite so much gate money in different parts of the country; but there will be less slugging going on, the number of killed and wounded will be lessened, and the colleges can go on again with the old work of furnishing educated men for the places in the world which are calling for them; while the Websters and the Choates who are making the college training the means of reaching those places will not toil in vain, and so bring back to these higher institutions of learning the legitimate work for which they were founded.

RICHARD MALCOM STRONG.

When Abraham Lincoln once presented a bill for \$1,000 for services rendered to General George B. McClelland, then superintendent of the Illinois Central Railroad, that gentleman refused to pay it, saying: "That is as much as a first-class lawyer would charge."

Founders' shares in the Suez Canal, which twenty-five years ago were worth \$250 each, are now quoted at \$250,000.

STRINGS TO LITTLE SHOES.

The child in a family is greater than king or queen, potentate, or even politician. In the divinely regulated economy of human life, by which what is good in it is kept from the flies, and what is bad is restrained or corrected, the little child is one of its living and forceful factors. It was said some thousands of years ago, and the words are as full of sap and throb to-day as they were then, "A little child shall lead them." It will be so until the last cradle on the planet is rocked. Every child, lordly or lowly born, fair and shapely or distorted in feature or limb, with the faint impress of nobleness or hereditary sins on its face, has its beneficent, though unconscious, mission. It is as innocent of design or responsibility as the daisy that inspired a Burns, the star that led the shepherds, or the bird that sings to a hungry Lazarus. With the roughest or rudest of men, the trustfulness and innocence of a little child are a recall to what time and the devil have not spoiled in his nature. What he once was, but is not now, and may never be again, is mirrored in the face that looks in his from the cradle or the knee. A manacled criminal, with stained hands and a frozen heart, spares a farewell tear for the little hands that never stole and the lips that never lied. Verily, in that dreary and desolate soul there is yet left a lone blossom on a dead tree. Besotted and brutalized fathers and brothers, soaked with rum and beastliness, when reason relights its lamp, and virtue struggles out of dead leaves like a crocus in spring, look in the face a child and for a moment repent of their sins. No spoken or written word, and no picture by pen or brush, could so readily and vividly rebuke a drunkard or a brute. Men who are lazy in bone and practice, who would rather hunger than sweat, who leave empty cupboards at home, and return at night with more free lunch in their bowels than cash in their pockets, can lie to a landlord and curse a patient wife, without spoiling their sleep or disturbing their conscience. We have yet, however, to put our eyes on the man of this type who could look squarely into the pinched and pallid face of his hungry child without wincing.

The same holds true with men who are neither drunken or lazy, but at the dictation of an agitator will drop their trowel or hammer, and with it the means of paying their debts or feeding their family. The man may be obstinate, and, from his standpoint, a reasonably resolute and justifiable striker. Orators and writers may sublimate his folly. Unpaid rent, a fireless stove, and one meal a day may not reverse his opinion or change his purpose. He can stand this sacrifice without a murmur, but the little folks at home, with little to wear and less to eat, can do and have done more, and forever will do more, to checkmate a human and economic folly than anything else on the face of the planet. Bayonets are nowhere when little white fingers enter the contest. In the general run of

daily life the influence of a child is as strongly manifest. Many a man with hard hands and aching arms, knotted and gnarled like an old oak in the struggle of life, will be cheery and hopeful at his forge, furnace, or lathe, when he sees a little face in the hot iron, and hears the ring of a voice in the rhythm of his anvil. Men who in the stern struggle for existence have lost the finer feelings of humanity, their sympathies run into pig iron, and their faith in human kind gone forever, have a recall to their old selves when a child twines its arms around a rugged and perverted nature, as green ivy on the trunk of a dead tree. The touch and confidence of innocence have no rival force in this mundane sphere. It would be well if the qualities that give childhood its influence were not lost when we get out of short clothes. As it is, the truest and best of human kind are those who have carried the strings of little shoes into the duties of maturer years.

FRED WOODROW.

American Beef in England.

Roast beef is John Bull's standard fare, and some physiologists have attributed to the influence through many generations of this sort of food the great physical stamina and constitutional vigor of the English people.

The ox is one of the sturdiest and most muscular animals in the world. He is purely a vegetarian and one of the cleanest of all feeders. He has abundant courage along with his great strength; but he is not quarrelsome or vicious. It is not unreasonable that people who for many centuries have been nourished chiefly on beef should have drawn from it particular qualities, not only of body, but of mind.

On the other hand, it should be expected that those people who habitually feed on the flesh of the hog, and whose ancestors have done so before them, would derive from their daily food some qualities special and peculiar to themselves. The people of these United States chiefly consume hog meat, and if there were no other reason for their being different from the beef-eaters of Old England, that would be at least one sufficient reason.

Of course, the "tight little island" of Great Britain does not afford enough beef to feed its people, and so great quantities have to be carried there from other countries. The Argentine Republic and other of the pampas or prairie countries of South America are large sources of beef supply; but so, also, is the United States. The statistics gathered by the Department of Agriculture at Washington show that during the nine months of 1894, ending Sept. 30, the farmers and stockraisers of the United States exported to Great Britain more than 300,000 head of beef cattle, of a value of over \$26,000,000.

These cattle are all shipped on the hoof, and, although there is some trade in slaughtered beef carried in refrigerator ships, it does not compare with the export of live cattle, it being difficult to overcome the prejudices of the people in favor of live beef cattle. The regulations governing the importation to England of live stock are the same as to animals from the United States and Canada, no discrimination being made for or against either class. All of the animals are, under the English law, slaughtered immediately upon arrival at British

ports. Large proportions of the meat thus taken to England are sold in the retail markets of London, Liverpool and other cities as "prime Scotch" or "English beef." Under that classification the butcher demands and secures a better price than he could with the meat known and sold as Canadian or American.

Some facts of economic importance are learned from the department's report. It appears that the live beef trade is conducted at different ports with slight differences. At Deptford sales are private on the hoof. At Liverpool half the animals are sold privately. The other half are slaughtered on account of shippers and sold to buyers by the carcass. The Liverpool surplus makes its way to London, and a large part of it, beyond question, is so cut up as to simulate prime Scotch joints. At Glasgow and Bristol nearly all animals are sold at auction on the hoof.

The charges do not differ materially at the various ports. They are about \$3.75 per head for all terminal costs, including commissions for selling. Add to that the freight, \$11, and \$1.50 for the feed and attendance of each animal on the voyage, and \$1.60 for insurance, and we have a total expense for each animal shipped of \$17.85. This represents very nearly accurately the expense of getting a beef animal from the American port into the hands of the British buyer. On Oct. 25, 1894, good American steers were bringing in the British market \$85 each, so that it is easy to see what the encouragement is for exporting beef cattle.

In England the offal—especially in London and Liverpool, where large numbers of poor people purchase it—is considered of great importance. Heads, tails, livers, kidneys, lights and hoofs go to one buyer, and the hides and inside fat to another. Parliament disinclines toward the encouragement of a trade in dressed meat, because that would shut out the offal. But the Commissioner thinks that if the American cattle are killed at home, properly dressed, and sent to Europe in a state of refrigeration, the cost of American beef will be reduced in all those markets. By killing at home and shipping only the dressed carcasses, bulk is compacted, value is enhanced, and the cost of transportation is reduced, so that the poor, who heretofore have bought offal, may be able to buy good meat instead. During the first six months of the year 1894 there was exported into the United Kingdom of Great Britain 112,000,000 pounds of dressed beef, valued at nearly \$10,000,000. This trade in dressed beef is almost entirely in the hands of American citizens.

The question of the differences of races of people is most interesting, and one that may possibly never be solved; but the anthropologists must find much worth attention in the investigation of the influence of the food of a people on their physical and mental characteristics. The people of the British Islands have, of all modern races and nations, made the largest impression upon the history, the progress and the literature of the world. How much of it is to be attributed to the roast beef of Old England?

FRANK STOWELL.

There is as much to learn about spending money as in making it.

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

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



HIRTH, KRAUSE & CO.

Headquarters for

Over Gaiters
and Leggings

\$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.

Notice of Collection of State, County and School Taxes

IN THE CITY OF GRAND RAPIDS,

For the Year 1894.

CITY OF GRAND RAPIDS,
KENT COUNTY, MICHIGAN,
November 30th, A. D. 1894.
To the Taxpayers of the City of Grand Rapids,
in the County of Kent and State of Michigan:

You are hereby notified that the general tax rolls of the respective wards of the city of Grand Rapids for State, County and School Taxes have been delivered to me for collection, and the payment of taxes therein assessed and levied may be made to me on all sums voluntarily paid before the 10th day of January, 1895, with an addition of One Per Cent. for collection fees. And upon all taxes paid on or after said tenth day of January, 1895, there will be added Four Per Cent. for collection fees.

That my office for the receipt of payment of such taxes is located on the first floor of the City Hall, in said City of Grand Rapids, near the east end of City Hall. That said office will be open for the receipt of such taxes in said rolls assessed, from 8 o'clock in the forenoon until 5 o'clock in the afternoon of each and every week day, up to the First Day of March, A. D. 1895.

And said office will also be open on Friday of every week (unless such Friday be a legal holiday), and on Tuesday of every week (unless such Tuesday be a legal holiday), from the hour of 7 o'clock p. m. to the hour of 9 o'clock p. m., from the first of December, 1894, to the 10th day of January 1895, both inclusive.

Marsh H. Sorrick,

Treasurer of the City of Grand Rapids.



Reeder Bros' Shoe Co.,

STATE AGENTS FOR

The Lycoming Rubber Company,

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

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

THE MICHIGAN TRADESMAN.

ONE AIM IN BUSINESS.

Probably nothing would more effectually serve to elevate every honest occupation, and to ennoble every worker therein, than a realizing sense of the service thus rendered to the community. Most people pursue their various employments as a means of livelihood, or of increasing their personal advantages and comforts, and these motives are perfectly justifiable. The mistake they make is that they have no other. They do not reflect that their work is also a means of promoting the welfare of the community; or if they admit the fact, it does not come home to them in that impressive way which would lead them to receive it as an aim to be achieved. There are a few pursuits where it is expected that this end will be kept in view, and where the worker that has within him no motive but that of self-interest is held to have degraded his high calling, but that all employments demand so high a standard of action is an idea floating in the air, perhaps, but by no means brought into general or practical use.

In commercial life, for example, the profit of the individual usually occupies so large a proportion of the attention that but little is left for the real benefits which commerce itself bestows upon the people at large. That it furnishes a livelihood to multitudes and fortunes to some, are by no means the greatest of its benefactions. Its contributions to the comfort and conveniences of the public by bringing necessities and enjoyments within the easy reach of all is incalculable. In this respect alone it is one of the chief factors of civilization. But it does much more than this. It draws men together by common interests. It binds the East to the West and the North to the South. It even unites countries between which oceans roll, enabling various nations to mingle, and thus to understand and to respect each other. By encouraging travel it spreads ideas and methods, conversing and establishing the best, and planting them where they have hitherto been unknown. Thus, through the influence of commercial enterprise, the differences that mark different states and nations, instead of proving insuperable barriers to friendly intercourse, are made to subserve mutual improvement and to enable each one to make continual advance.

There is another and even more important benefit which commerce bestows upon society, that of increasing trust and confidence by promoting honesty and equity. We hear and read of so many instances of cheating and overreaching in trade that we forget that these are the exception and not the rule. Every case of dishonesty is pointed out and emphasized, when of the thousands of honorable merchants and tradesmen of all kinds nothing is said. We are accustomed to think much of the great temptations to unfairness and double-dealing that beset the young man entering business, and it is well that he should be put upon his guard against them, but it is also true that mercantile life as a whole is a school wherein integrity and rectitude must be among the chief lessons. For commerce is built upon trust, and whatever shakes or undermines that trust weakens the whole structure. If rogery and unfaithfulness were general, the foundations of business would give way, and commercial

enterprise would no longer be possible. It is but a poor and temporary gain that the shortsighted swindler or the dishonest trader obtains. He is speedily discovered and shunned, and sooner or later he is ostracized from the business world as completely as the sensualist or the drunkard is ostracized from good society. True gain is not the transference of money from one man's purse to another's, without adequate return, but the increase of social welfare by efficient and intelligent labor. When this is realized and acted upon, commerce will attain a sure and permanent success, in which all engaged in it will be sharers.

Thus, while business life depends for its true prosperity upon good faith, rectitude and honor, so in its turn it fosters and encourages these virtues. Mr. Lecky, in his "History of European Morals," speaks of industrial veracity as that "accuracy of statement or fidelity to engagements which is commonly meant when we speak of a truthful man." * * This form of veracity is usually the special virtue of an industrial nation, for, although industrial enterprise affords great temptation to deception, mutual confidence, and, therefore, strict truthfulness, are in these occupations so transcendently important that they acquire in the minds of men a value that they had never before possessed." If this be so, it gives to business life an ethical character that is seldom accorded to it. Nor do the virtues it inculcates end with itself. When we occupy a high standard of action in one part of life, it raises that of all the rest. One who has been accustomed to be faithful and loyal in his home is not likely to be false in his friendships, and if business requires integrity in its followers, the seeds thus sown will blossom out in other spheres, and thus a better character, as a whole, will result as the fruits of its influence. Is not such a result worth reflecting on and planning for? Do not let us lose sight of it in the effort for personal gain. Let us ponder on the good of trade, not only to the individual trader, but also to the community, to the nation, to the world. Just as the faithful physician feels himself bound by the honor of his profession to promote health and alleviate suffering, so let the upright merchant realize the noble mission of his occupation and strive to do his share toward furthering it. The duty of service comes to us all, and nothing tends more directly to elevate our employment and to dignify our relation to it than to hold this duty close to our hearts and prominent in our lives.

Actual Business Practice,

With requisite book-keeping, is exacted of students at the Grand Rapids Business College.

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.

CANDIES, FRUITS, and NUTS

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
Cases	Bbls.	Palls.	
Standard, per lb.	8 1/2	7 1/2	
" H. H.	6 1/2	7 1/2	
" Twist	6 1/2	7 1/2	
Boston Cream	9		
Cut Leaf		9	
Extra H. H.	9		
MIXED CANDY.			
	Bbls.	Palls.	
Standard	5 1/2	6 1/2	
Leader	5 1/2	6 1/2	
Royal	7 1/2	8	
Nobby	7 1/2	8 1/2	
English Rock	7 1/2	8 1/2	
Conserves	7 1/2	8 1/2	
Broken Taffy	8 1/2	9	
Peanut Squares	8 1/2	9	
French Creams	9 1/2	10	
Valley Creams	13 1/2		
Midget, 30 lb. baskets	9		
Modern, 30 lb.	8 1/2		
FANCY-In bulk			
		Palls.	
Lozenges, plain		9	
" printed		9 1/2	
Chocolate Drops		13	
Chocolate Monumentals		13	
Gum Drops		5 1/2	
Moss Drops		8	
Sour Drops		8 1/2	
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 1/2	
Licorice Drops		1 00	
A. B. Licorice Drops		80	
Lozenges, plain		65	
" printed		65	
Imperial		70	
Mottos		60	
Cream Bar		55	
Molasses Bar		55	
Hand Made Creams		85 1/2	
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, 120		2 25	
Floridas, Fancy Brights, 150		2 40	
Floridas, Fancy Brights, 175, 200, 216		2 50	
Floridas, Golden Russets, 150, 175, 200, 216		2 40	
LEMONS.			
Choice, 300		3 50	
Extra Choice, 300		3 75	
Fancy, 300		4 25	
Choice, 300		3 50	
Fancy, 300		4 00	
BANANAS.			
Large bunches		1 75	
Small bunches		1 00 1/2	
OTHER FOREIGN FRUITS.			
Figs, fancy layers 16 lb		12	
" " 30 lb		14	
" extra " 14 lb		11	
" bags " 14 lb		6 1/2	
Dates, Par, 10-lb. box		7	
" " 50-lb. box		5 1/2	
" Persian, 50-lb. box		5 1/2	
" 1 lb Royals		6 1/2	
NUTS.			
Almonds, Tarragona		2 15	
" " " "		2 14	
California, soft shelled		2 12 1/2	
Brasilis, 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 7 1/2	
Chestnuts		4 00	
Hickory Nuts per bu		4 00	
Cocoanuts, full sacks		4 00	
Butternuts per bu		75	
Black Walnuts, per bu		60	
PEANUTS.			
Fancy, H. P., Suns		2 5 1/2	
" " Roasted		2 5 1/2	
Fancy, H. P., Flags		2 5 1/2	
" " Roasted		2 5 1/2	
Choice, H. P., Extras		2 4 1/2	
" " Roasted		2 6	
FRESH MEATS.			
BEEF.			
Carcass		5 @ 6	
Fore quarters		3 1/2 @ 4 1/2	
Hind quarters		8 @ 7	
Loins No. 3		8 @ 10	
Ribs		6 @ 8	
Rounds		5 @ 6	
Chucks		3 1/2 @ 4 1/2	
Plates		3 @ 3 1/2	
PORK.			
Dressed		4 1/2 @ 5	
Loins		7	
Shoulders		6	
Leaf Lard		8	
MUTTON.			
Carcass		4 @ 5	
Lambs		5 1/2 @ 5	
VEAL.			
Carcass		6 @ 7 1/2	

PROVISIONS.

The Grand Rapids Packing and Provision Co. quotes as follows:

PORK IN BARRELS.		
Mess.		12 50
Short cut		12 50
Extra clear pig, short cut		14 00
Extra clear, heavy		
Clear, fat back		13 25
Boston clear, short cut		13 50
Clear back, short cut		13 50
Standard clear, short cut, best		13 75
SAUSAGE.		
Pork, links		6 1/2
Bologna		5
Liver		6
Tongue		8 1/2
Blood		6
Head cheese		6
Summer		10
Frankfurts		7 1/2
LARD.		
Kettle Rendered		8 1/2
Granger		7 1/2
Family		6
Compound		5 1/2
Cottolene		7 1/2
Cotosuet		6 1/2
0 lb. Tins, &c advance.		
50 lb. " &c "		
25 lb. " &c "		
13 lb. " 1 c "		
BEEF IN BARRELS.		
Extra Mess, warranted 200 lbs.		7 25
Extra Mess, Chicago packing		7 00
Boneless, rump butts		9 50
SMOKED MEATS—Canned or Plain.		
Hams, average 30 lbs.		9 1/2
" " 16 lbs.		9 1/2
" " 12 to 14 lbs.		10
" picnic		7 1/2
" best boneless		8 1/2
Shoulders		6 1/2
Breakfast Bacon boneless		9
Dried beef, ham prices		10
DRY SALT MEATS.		
Long Cuts, heavy		6 1/2
Briskets, medium		7 1/2
Butts		
D. S. Bellies		
Fat Backs		
PICKLED PIGS' FEET.		
Half barrels		3 25
Quarter barrels		1 75
Kits		90
TRIPE.		
Kits, honeycomb		75
Kits, premium		85

— IF YOU WISH AN —

Engraving of Your Store



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

TRADESMAN COMPANY,
Grand Rapids, Mich.

GRINGHUIS' ITEMIZED LEDGERS

Size 8 1-2x14—Three Columns.

2 Quires, 160 pages	22 00
3 " 240 "	25 00
4 " 320 "	3 00
5 " 400 "	3 50
6 " 480 "	4 00

INVOICE RECORD OR BILL BOOK.

80 Double Pages, Registers 2,880 Invoices... 82 00

TRADESMAN COMPANY,
Agents,
Grand Rapids, Mich.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Alamo—Fred J. McCall succeeds W. R. Maltby in general trade.

Millington—A. C. Allen succeeds F. E. Kelsey in the drug business.

Fairport—Jas. Seams succeeds Alvin D. Rice in the grocery business.

Mt. Morris—W. F. Durham succeeds Durham & Bush in general trade.

Springport—Fred Gregory has sold his hardware stock to Allen Crawford.

Gooding—Gooding & Co. succeed R. B. Gooding & Son in the grain business.

Marquette—H. E. Kellan succeeds Watt & Kellan in the grocery business.

Ovid—E. H. Danforth is succeeded by A. B. Danforth in the furniture business.

Yale—Holden & McNair, general dealers, have dissolved, J. C. Holden succeeding.

Chadwick—E. T. Bolster succeeds G. W. & E. F. Bolster in the grocery business.

Falmouth—The drug stock of G. V. Brown has been seized on chattel mortgage.

Cassopolis—Grant Underhill & Co. succeed Underhill & Dever in the grocery business.

Flint—Geo. Sturt & Son, grocers, have dissolved, Geo. H. Sturt continuing the business.

Detroit—L. Black & Co. succeed Black & Connolly in the jewelry and silverware business.

Sturgis—Thos. H. Berridge succeeds Thos. Berridge & Son in the manufacture of shears.

Frontier—Robt. W. Swift has purchased the general stock of Chas. Higley & Son.

Lake Odessa—Theo. Forster has removed his jewelry stock from Lakeview to this place.

Sault Ste. Marie—C. E. Ainsworth succeeds Ainsworth & Alexander in the sawmill business.

Lansing—Robert Shaw has purchased the agricultural implement business of A. L. Harlow & Co.

Manistique—MacLaurin Bros., boot and shoe dealers, have dissolved, Geo. MacLaurin succeeding.

Clinton—The Clinton Plow Co., not incorporated, has dissolved, Frank Woodward succeeding to the business.

Port Huron—C. A. Kuhn, who was formerly engaged in the tailoring business at Cheboygan, has removed to this place.

Burlington—A. W. Gay has purchased the grocery stock of D. L. McPherson, and will continue business at the same location.

Mendon—Geo. Speelman has purchased the meat business of E. C. Whiting and will continue the business at the same location.

Detroit—Speck Bros., furniture dealers, have dissolved. The business will be continued by Jacob Speck under the same style.

Burlington—A. W. Gay has purchased the grocery stock of D. L. McPherson and will continue the business at the same location.

Three Rivers—Alonzo Vosburg, who has been engaged in the lumber and planingmill business, has sold his lumber yard to Case & Coon.

Harrisville—Seahar, Stern & Co., dealers in clothing, dry goods, etc., have been closed up on a chattel mortgage held by Max Jasspon, of Alpena.

Jackson—The W. M. Bennett & Co. dry goods stock was sold at chattel mortgage sale last Wednesday to Alfred Vandercook, who resold the stock the next day to Clarence N. Bennett, who will continue the business at the same location.

Detroit—W. H. Schieffelin & Co., of New York, who claim to be the sole agents for phenacetine and sulfonal in the United States, have filed a bill in the United States Circuit Court, to enjoin Leon Caron from manufacturing or selling phenacetine in this country.

Ironton—The merchandise in the defunct Pine Lake Iron Co.'s store was bid in on attachment sale Dec. 17 by the Millerton National Bank of Millerton, N. Y. The purchaser immediately resold the property to Mrs. Adams, who has been in charge of the business for some time.

Grand Ledge—A. J. Kramer has purchased the interest of S. W. Kramer (who is also engaged in the dry goods business at Cadillac) in the dry goods and furnishing goods stock of A. J. Kramer & Co. and will continue the business under the style of A. J. Kramer.

MANUFACTURING MATTERS.

Port Huron—The American Egg Case Co. has merged its business into a stock company.

Lake George—J. W. Sutton, who operates a sawmill near this place, has shut down for the season, and is putting in logs for next season's cut.

Pinconning—Charles Ford, of Chicago, has purchased an interest in the Ford stove and heading mill at this place. The capacity of the plant is to be increased.

Hillman—Four sawmills are being erected in Montmorency county for the purpose of manufacturing hardwood lumber—one at Hetherton, one at Big Rock, one at Vienna, and another at a place known as Tingell's.

Saginaw—Wickes Bros., of this city, have purchased the entire sawmill machinery outfit of the West Michigan Lumber Co.'s mills at Woodville and Diamond Lake. The machinery includes double band saw outfits. It will be removed to this city.

Mt. Pleasant—Horning & Root, manufacturers of heading, have dissolved, Mr. Root retiring to devote his entire attention to the manufacture of staves, having purchased a half interest in the Prentice Stave Factory. Horning & Son will manufacture heading.

Cadillac—The Oviatt Manufacturing Co., which is the successor to the Cadillac Veneer & Basket Co., expects to start up the factory in this place with the beginning of the new year. The manager is purchasing a supply of hardwood logs and bolts to stock the plant.

Detroit—N. E. Manuel, C. W. Harrah and John Butterworth have organized the Detroit Manufacturing Novelty Co. and have filed articles of association. The capital stock is \$10,000, and they will construct road carts, and manufacture hooks and eyes, lamp wicks, medicines and novelties.

Detroit—The American Pepsin Cracker Co. has been incorporated with a capital stock of \$100,000 of which \$10,000 is paid in. The stock is held by C. S. Edwards, T. L. Riggs, Mark Lewis, D. F. Starker, F. L. Aubrey and Edison Goodrich, of Detroit, James Mackenzie, of Port Huron, and P. E. Atchison and R. E. Atchison, of Wyandotte.

Morton House.



The Leading Hotel
in the City.

PANTLIND & CO. - - Proprietors.

Martin L. Sweet has assumed control of Sweet's Hotel, retaining the Messrs. Irish as managers. Extensive improvements will be made throughout the house, and it is expected that the office, remodeled and newly decorated, will be one of the handsomest in Michigan.

Compliments of the Season from



Special attention to mail and telegraph orders.

OYSTERS.

POULTRY.

OSCAR ALLYN

Wholesale,
106 Canal.

FISH.

GAME.

Paul Eifert

Welcomes the traveling fraternity from all points of the compass and invites attention to his line of Trunks, Bags and Sample Cases Anything made to order at

50 Canal St.

GRAND RAPIDS GOSSIP.

Bear, Boon & Co., Limited, general dealers at 1161 South Division street, is succeeded by Bear, Son & Co.

Mrs. S. P. Barnard, general dealer at Hesperia, has added a line of groceries. The Musselman Grocer Co. furnished the stock.

D. Leak & Son have embarked in the dry goods and grocery business at Rosina. The Lemon & Wheeler Company furnished the grocery stock.

M. M. Calkins, manager of the Phelps Lumber Co., near Woodville, has put in a supply store in connection with the mill. The Ball-Barnhart-Putman Co. furnished the stock.

The Champion Cash Register Co. has leased the third floor of the Bissell building, 6, 8 and 10 Erie street, and will occupy the premises with its buffing, nickel plating and finishing departments.

John Allgier, formerly engaged in the grocery business at 160 Clancy street, has formed a copartnership with Ernest O. Goss under the style of Allgier & Goss and opened a meat market at 351 South East street.

Purely Personal.

H. H. Hoffman has taken charge of A. ee Smith's drug store at Crystal.

A. H. Doolittle, formerly of Binghamton, N. Y., succeeds Will C. Wood as book-keeper for C. N. Kapp & Co.

D. E. Corbitt has sold his \$2,500 stock in the Champion Cash Register Co. to the other stockholders at a considerable advance over the amount represented by his original investment.

W. A. Stowe, formerly Secretary and Treasurer of the Tradesman Company, but now engaged in the wholesale paper business at 22 South Ionia street, will be married Jan. 2 to Miss Blanche Robertson, of Chicago. They will be "at home" to their friends at 310 Jefferson avenue after Feb. 1.

How about that "house warming" Charley McCarty, the versatile Lowell merchant, was to give his friends in commemoration of his moving into his new residence? It is possible he has struck a streak of ill luck—an unheard of thing in the career of Mr. McCarty—which has impelled him to omit that important ceremony?

J. H. Thaw may be an authority on prohibition topics, but he will, probably, not attempt to prognosticate the bean market again very soon. So confident was he last summer that beans would go to \$2 per bushel before the end of the year that he purchased a carload of the W. T. Lamoreaux Co. at \$1.50, Dec. 15 delivery. He paid \$50 the other day for the privilege of being released from the deal.

Rubberoid and Asphalt Roofing

Are gaining great popularity in the West and Middle States, as their great durability is appreciated. H. M. Reynolds & Co., of this city, are introducing them widely and yesterday shipped 110 squares to Great Falls, Montana.

Great Goods for Holiday Trade.

Edwin Fallas has received at the Lake Shore depot a full car of Mason's Pint Jars. No wonder Mrs. Withey's jellies are in such great demand when grocers can them in Mason's jars for one dollar a dozen.

Gripsack Brigade.

Robert N. Burch, city salesman for Oscar Allyn, has a new 8 pound daughter at his home at 14 Olive street.

S. A. Goss, formerly traveling representative for the I. M. Clark Grocery Co., but more recently on the road for E. Fallas, has engaged for 1895 with Merriam & Collins, wholesale grocers of Chicago. His territory includes the entire southern portion of the State.

The thirteen salesmen of the Champion Cash Register Co. have been called in by Manager Geiger for the purpose of getting acquainted with each other and exchanging ideas as to the best methods of pushing sales. Sessions are held daily at the company's office on Canal street.

W. F. Bowen (Ball-Barnhart-Putman Co.) was married Monday to Miss Eleanor Norrish, stenographer for the Berkey & Gay Furniture Co. The happy couple spent Christmas with the bride's relatives at London, Ont., and will put in the remainder of the week with relatives of the groom at Mormara, Ont.

E. H. Cady, formerly on the road for the Goshen Sweeper Co., but for the past year traveling salesman for A. E. Brooks & Co., is taking a course of instruction at the Indianapolis School of Embalming, preparatory to his going on the road, Jan. 1, for Hurd, Gray & Co., manufacturers of embalming fluid at Syracuse, N. Y. His territory will include all the available towns in eight Western States.

E. A. Bishop, for the past four years Michigan representative for the H. J. Heinz Co., of Pittsburg, has gone to Clinton, Ind., to spend the holidays with his parents. The first week in January he will go to Pittsburg to attend the sixth annual convention of the 144 traveling salesmen of the Heinz Co., returning to Frankfort, Ind., where he will be married Jan. 9 to Miss Fanny Deming, an estimable young lady of that place. Mr. and Mrs. Bishop will take up their residence in Grand Rapids, and will be "at home" to their friends on and after Feb. 1.

Saginaw Evening News (Dec. 24): The leading candidate for Treasurer of the Knights of the Grip will probably be Herman E. Vasold, of this city, whose name will be proposed by some of his numerous friends. He is one of Saginaw's oldest and best known traveling men and it is understood that Post F will vote as a unit for him. The Light Infantry band will accompany the Saginaw delegation which will have its headquarters at the Morton House. The royal manner in which the Saginaw knights entertained their fraters last year leads them to expect reciprocal treatment at Grand Rapids.

Wm. Connor (Michael Kolb & Son) writes from Rochester: "I greatly regret that the Saginaw trade journal should have made such remarks reflecting on the honor of the traveling men of the Saginaw Valley. I am intimately acquainted with many of them and can vouch for their good conduct on all occasions. I had hoped to be in Grand Rapids on the occasion of the K. of G. convention, but find it will be impossible for me to follow my own inclination in the matter. You will be pleased to learn that my house is greatly elated over their trade for the past year and—best of all—that money is coming in much more freely than was anticipated. So anxious was one of our customers to settle his bills and get his discounts that

he actually overpaid his account \$275. Of course, the amount was promptly returned to him."

Whitehall Forum: B. F. Emery, who has been gradually declining with consumption, expired at the home of Robt. Goffin, Sunday. He was born at Farmington, Mich., Feb. 26, 1846, and was a member of Grand River Lodge, No. 34, F. and A. M. He served three years in the U. S. Navy on the steamers *Hornet* and *Augusta*. He was numbered among Whitehall's business men in the early days, but after leaving here became a commercial salesman and was well known and respected among that fraternity. A few years ago the insidious disease began to show upon him, and he went to Colorado in hope of being benefited by the change of climate. He did not improve, however, and gradually declined to the moment of his death. He leaves a wife and two sons. The funeral was held Tuesday under the auspices of the Whitehall Masons.

J. A. Gonzalez and F. M. Tyler both announce themselves as candidates for the position on the Board of Directors, M. K. of G., rendered vacant by the retirement of Geo. F. Owen, whose term of office expires this week, but who will probably continue on the Board in an *ex officio* capacity as Secretary. Both gentlemen are men of ability and energy and the organization will not suffer in the event of the election of either. Mr. Gonzalez remained at the helm during the time the organization was nearly wrecked by an incompetent officer, and to his fidelity and activity at that time is largely due the remarkable record made by the organization since those days of darkness and uncertainty. Mr. Tyler is a man of marked ability as a parliamentarian and is a decided success as a presiding officer, besides being calm and candid in matters requiring careful consideration and deliberation.

The Michigan Manufacturing Co., Makers of Pants, Shirts and Overalls, formerly of Otsego, now permanently located in this city, in the Reid building, corner Louis and Campau streets, is ready for the spring business and is showing excellent things in its line. The addition of new and improved machinery to a larger and more conveniently arranged factory makes it possible for the company to produce better goods at the same price. In consideration of this fact, together with that of the shipping facilities offered here, the management does not hesitate to assure the trade of prompt shipments and satisfactory goods. Salesmen will call early with spring line.

The Bridge Street House.

This well-known hostelry, under the new management of Mr. G. A. Pickle, is making new friends among commercial travelers and visiting merchants. Mr. and Mrs. Pickle give their personal attention to making a pleasant home for all patrons. Changes for the better have been made in the *cuisine* and the entire house is being refinished and made new.

East Saugatuck—The Pleasant Valley Creamery Co. has closed its first season's business. The sales of the year amounted to \$21,000, but the balance sheet fails to disclose any profit for the stockholders. The latter are not disheartened, however, as they feel that they have established the enterprise on a firm foundation and are now in shape to make some money on future transactions.

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.

STOCK OF CLOTHING AND GENTLEMEN'S furnishing goods, to trade for real estate. Address No. 666, Care Michigan Tradesman. 690

GOOD OPENING FOR A RUBBER STAMP and stencil business in a city of 10,000 people. Address No. 657, care Michigan Tradesman. 67

WANTED—TO BUY AN INTEREST IN A country store, well located, where a good trade can be worked up. General store preferred. In payment for same would furnish \$3,000 in clothing, \$1,000 in boots and shoes. Address F. C. B., 113 Washington ave., North Lansing, Mich. 656

GOOD FARM NEAR STATE CAPITOL, clear title, to exchange for boots and shoes. G. W. Watrous, Lansing, Mich. 659

WANTED—TO EXCHANGE A CLEAN stock of boots, shoes and rubbers for a stock of hardware, or will sell cheap for spot cash. Will invoice \$1,000. Address No. 646 care Michigan Tradesman. 646

IF YOU WANT TO BUY OR SELL REAL estate, write me. I can satisfy you. Chas. E. Mercer, Rooms 1 and 2, Widdicombs building. 653

FOR SALE—SECOND-HAND MEDIUM SIZED safe by Geo. M. Smith, 157 Ottawa street, Grand Rapids. 652

FOR SALE AT A BARGAIN—NEW STOCK of groceries invoicing \$1,700. Good trade, good location. Reason for selling, death in family. Write G. B., care Michigan Tradesman. 651

GOOD OPENING FOR DENTIST. Address S. S. Burnett, Lake Ann, Mich. 654

A YOUNG MAN WITH GOOD HABITS wishes to change location. Experience in hardware and groceries. References furnished. Address L. B. Jackson, Mich. 655

BOOTS AND SHOES—A RARE OPPORTUNITY to purchase the stock, fixtures and good will of an A1 shoe business, in city of 5,000. Will invoice \$5,500. Best reasons for selling. Will sell for 75c on a dollar, spot cash. Can't use real estate. Address No. 650, care Michigan Tradesman. 650

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 700; 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

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. 636

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

MISCELLANEOUS.

WANTED—MANAGER FOR A RETAIL hardware store within one hundred miles of this city; we want a man of large experience and unquestioned ability. This is a first-class opportunity for the right party. Address Lock Drawer X, Cleve and, Ohio. 661

WANTED EVERYBODY INTERESTED IN patents or patent law, to send their address; and a book containing valuable information will be sent free by mail. L. V. Moulton, Patent Attorney, Grand Rapids, Mich. 658

THE CITIZENS OF DORR WILL PAY A liberal bonus to any party who has a small capital to invest in a flouring mill at Dorr. For further information write J. C. Newman, Dorr, Mich. 649

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

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. 664

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.

GEORGE RIDER & CO., Builders of Boats, Launches and Oars. Store Fixtures, Counters, Shelving, etc., made to order. Corner of Kent and Newberry St., Grand Rapids.

I Wish To Buy

A good retail business in any of the following lines: Groceries, crockery, dry goods, boots and shoes, clothing or gent's furnishings. Am short of ready money, but have a large number of unnumbered lots in this city and in one of the cleanest and best located new suburbs of Chicago, where property will soon double in value. If you wish to get out of business and get your stock of goods where the rise in value will be from 50 to 100 per cent. In the next few years, better write quick to R. A. J., 50 Fremont St., Battle Creek, Mich. 1

GROWTH OF THE MATCH.

Less Than Ninety Years Since The First Was Made.

From the Pittsburgh Dispatch.

Few people waste a thought about a match. Merely a little commonplace, every-day trifle of a thing, made of wood or wax, tipped with latent flame, where-with they kindle fires and light the soothing pipe or comforting cigar. It does its humble work and is cast aside. And yet the match is an evolution representative of much human patience, ingenuity, and skill, and is one of the best gifts sought out and elaborated by human genius for the benefit of the race. When Prometheus stole the sacred fire from Olympus it wasn't in the form of a lucifer match that he did so, or his punishment from Jove might have been even more terrible than it was, because its usefulness to upstart man would have been so much more formidable. Long ages had to pass, and the nineteenth century after Christ was well on its way before the match, as we see it to-day, was even thought of. Trifle as it is, few things have had more thought and ingenuity expended on their production. In Great Britain alone, during the first ninety years of this century, considerably more than 100 patents have been applied for, having reference, wholly or in part, to improvements or novelties in machinery for the manufacture of matches, and during the same period at least as many more patents were applied for with reference to the composition of the inflammatory part of the matches, the material composing the stem, etc.

As an industry the manufacture of matches has very imposing proportions. There is something impressive about figures to the average mind, and a few statistics will carry weight.

Just to take one of the largest English factories for example. Ordinary wooden matches are turned out of that establishment yearly at the rate of 2,500,000 gross boxes. Each box contains from ninety to 100 individuals. If any one has the curiosity to figure out what this amounts to he will find it means a great total of 36,000,000,000 of these wooden splinters, each one of which is a tiny magazine of fire and potential agent of mighty mischief. The same factory produces "safety" matches to the amount of about one-seventh of the ordinary matches—i. e., about 5,000,000,000 in the year. It also produces about 52,000 gross boxes of vestuaries, while wax vestas are poured out at the rate of 35,000,000 a day or 10,500,000,000 annually. This is all very imposing, and is calculated to inspire increased respect for the match. For the vestas produced by that one factory three tons of wax are used every working day, meaning a total of some 750 tons in the year. Cotton to the amount of 250 tons is also annually required to produce these little effects. The same factory's annual consumption of vitreous phosphorus is thirty tons or more, while the number of persons employed is in the neighborhood of 2,000. Now, in the neighborhood of London alone there are about a dozen factories of varying size, so that from facts like these one can begin to have a faint conception of what the match making of the world really means. The total annual value of English match manufacture has been estimated at from £1,500,000 to £2,000,000, and England is not the greatest producer of matches.

The man who grumbles because he must rise betimes on a cold, frosty morning, and light a fire for the household while it is yet dark, should thank his stars that, unlike the ancient Roman similarly situated, he does not need to spend his strength rubbing together two pieces of hard wood until the spark comes. He has no such trouble in starting a fire as many a better man than he among his forbears has had with flint and steel. For 400 years, from the time it made its appearance during the fourteenth century, the clumsy and ill-smelling tinder box, with its assortment of steel, flint, and sulphur-tipped "spunks," was the mainstay of our forefathers when they wanted to start a fire. It was the discovery of phosphorus in 1673 by Brand, of Hamburg, which first set hu-

Dry Goods Price Current.

UNBLEACHED COTTONS.		
Adriatic	7	Arrow Brand 4%
Argyle	5 1/2	World Wide 6
Atlanta AA	8 1/2	LL 4 1/2
Atlantic A	8 1/2	Full Yard Wide 4 1/2
" B	5	Georgia A 6 1/2
" D	5	Honest Width 6
" LL	4 1/2	Hartford A 5
Amory	6 1/2	Indian Head 8 1/2
Archery Bunting	4 1/2	King A A 6 1/2
Beaver Dam A A	4 1/2	King E C 5
Blackstone O, 32	5	Lawrence L L 4 1/2
Black Crow	5	Madras cheese cloth 4 1/2
Black Rock	5 1/2	Newmarket G 5 1/2
Boat, AL	5 1/2	" B 5
Capital A	5 1/2	" D 5 1/2
Cavanat V	5 1/2	" DD 5 1/2
Chapman cheese cl.	3 1/2	" X 5 1/2
Clifton C R	5 1/2	Noble R 5
Comet	5 1/2	Our Level Best 6
Dwight Star	5 1/2	Oxford R 6
Clifton CCC	5 1/2	Pequot 7
		Solar 6
		Top of the Heap 7
BLEACHED COTTONS.		
A B C	8 1/2	Geo. Washington 8
Amazon	8	Glen Mills 7 1/2
Amsburg	6	Gold Medal 7 1/2
Art Cambric	10	Green Ticket 8 1/2
Blackstone A A	6 1/2	Great Falls 8 1/2
Beats All	4	Hope 7 1/2
Boston	12	Just Out 4 1/2 @ 5
Cabot	8 1/2	King Phillip 7 1/2
Charter Oak	8 1/2	" OP 7 1/2
Conway W	7 1/2	Lonsdale Cambric 8 1/2
Cleveland	6	Lonsdale 8 1/2
Dwight Anchor	7 1/2	Middlesex 8 1/2
" shorts	7 1/2	No Name 7 1/2
Edwards	6	Oak View 6
Empire	7	Our Own 5 1/2
Farwell	6 1/2	Pride of the West 11
Fruit of the Loom	7 1/2	Rosalind 7 1/2
Fitchville	7 1/2	Sunlight 4 1/2
First Prize	6	Utica Mills 8 1/2
Fruit of the Loom %	7 1/2	Vinyard 8 1/2
Fairmount	4 1/2	White Horse 8 1/2
Full Value	6 1/2	" Rock 8 1/2
HALF BLEACHED COTTONS.		
Cabot	8 1/2	Dwight Anchor 7 1/2
Farwell	7 1/2	
CANTON FLANNEL.		
Unbleached.		Bleached.
Housewife A	5 1/2	Housewife Q
" B	5 1/2	" R
" C	6	" S
" D	6 1/2	" T
" E	7	" U
" F	7 1/2	" V
" G	7 1/2	" W
" H	7 1/2	" X
" I	8 1/2	" Y
" J	9 1/2	" Z
" K	9 1/2	
" L	10	
" M	10 1/2	
" N	11	
" O	11 1/2	
" P	12 1/2	
CARPET WARP.		
Peerless, white	13 1/2	Integrity colored 18
" colored	16	White Star 17
Integrity	18 1/2	" colored 19
DRESS GOODS.		
Hamilton	8	Nameless 20
" "	9	" 25
" "	10 1/2	" 27 1/2
G G Cashmere	16 1/2	" 30
Nameless	16	" 32 1/2
" "	18	" 35
CORSETS.		
Coraline	80	Wonderful 45 50
Schilling's	9 00	Brighton 4 75
Davis Walsts	9 00	Bortree's 9 00
Grand Rapids	4 50	Abdominal 15 00
CORSET JEANS.		
Armory	6 1/2	Naumkeag sixteen 7 1/2
Androsoggin	7 1/2	Rockport 6
Biddeford	6	Conestoga 7 1/2
Brunswick	6 1/2	Walworth 6 1/2
PAINTS.		
Allen turkey reds	5 1/2	Berwick fancies 5 1/2
" robes	5 1/2	Clyde Robes 5 1/2
" pink & purple	5 1/2	Charter Oak fancies 4
" buffs	5 1/2	DelMarine cashms 4 1/2
" pink checks	5 1/2	" mour'n'g 4 1/2
" staples	5 1/2	Eddystone fancy 5
" shirtings	5 1/2	" chocolat 5
American fancy	5	" rober 5
American indigo	4 1/2	" satens 5
American shirtings	3 1/2	Hamilton fancy 4 1/2
Argentine Grays	6	" staple 5
Anchor Shirtings	4	Manchester fancy 5
Arnold	6	" new era 5
Arnold Merino	6	Merrimack D fancy 5
" long cloth B	9	Merrim'ck shirtings 4
" C 7	8 1/2	Reppfurn 8 1/2
" century cloth	7	Pacific fancy 5
" gold seal	18 1/2	" robes 5 1/2
" green seal TR 10 1/2		Portsmouth robes 6
" yellow seal 10 1/2		Simpson mourning 5
" serge 11 1/2		" greys 5
" Turkey red 10 1/2		" solid black 5
Salton solid black	10 1/2	Washington indigo 6 1/2
" colors		" Turkey robes 7
Bengal blue, green, red and orange	6	" India robes 7
Berlin solids	5 1/2	" plain T'y X 7
" oil blue	8	" Ottoman Tur 10
" green	8	" key red 6 1/2
" Fowards	6 1/2	Martha Washington 7
" red 1/2	7	" Turkey red 7
" 4 1/2	10	" Martha Washington 7
" 3-4 XXXX 12		" Turkey red 9 1/2
Cocheco fancy	5	Riverpoint robes 5
" madders	5	Windsor fancy 6 1/2
" XX twills	5	" gold ticket 6
" solids	5	Indigo blue 10 1/2
		Harmony 4 1/2
TWEDES.		
Amoskeag A C A	11 1/2	A C A 11 1/2
Hamilton N	7	Pemberton A A 11 1/2
" D	8	York 10 1/2
" Awning	11	Swift River 7 1/2
Farmer	10 1/2	Pearl River 12
First Prize	10 1/2	Warren 12 1/2
Lenox Mills	18	Conostoga 16
COTTON D RILL.		
Atlanta, D	6 1/2	Stark A 8
Boot	6 1/2	No Name 8 1/2
Clifton, K	7	Top of Heap 9 1/2

DEMINS.

Amoskeag	12	Columbian brown	12
" 9 oz	14	Everett, blue	11
" brown	14	" brown	11
Andover	11 1/2	Haymaker blue	7 1/2
Beaver Creek AA	10	" brown	7 1/2
" BB	9	Jaffrey, XX. 9 XXX	10
" CC	9	Lancaster	12 1/2
Boston Mfg Co. br.	7	Lawrence, 9 oz	12 1/2
" blue	8 1/2	No. 230	12
" d & twist	10 1/2	No. 250	10
Columbian XXX br.	10	No. 280	8
" XXX bl.	19		

GINGHAMS.

Amoskeag	5	Lancaster, staple	5
" Persian dress	6 1/2	" fancies	6
" Canton	7	" Normandie	6
" AFC	8 1/2	Lancashire	4 1/2
" Teazle	10 1/2	Manchester	4 1/2
" Angola	10 1/2	Monogram	4 1/2
" Persian	7	Normandie	6 1/2
Arlington staple	6 1/2	Persian	6 1/2
Arasapha fancy	4 1/2	Renfrew Dress	7 1/2
Bates Warwick dres	7 1/2	Rosemont	6 1/2
" staples	6	Somersville	6
Centennial	10 1/2	Tacoma	7 1/2
Criterion	10 1/2	Toll du Nord	8 1/2
Cumberland staple	5 1/2	Wabash	7 1/2
Cumberland	5 1/2	" seersucker	7 1/2
Essex	4 1/2	Warwick	6
Elfin	7 1/2	Whitenden	8
Everett classics	8 1/2	" heather dr	7 1/2
Exposition	8 1/2	" indigo blue	9
Glenarie	6 1/2	Wamsutta staples	6 1/2
Glenarven	6 1/2	Westbrook	10
Glenwood	5 1/2	Windermeer	5
Hampton	5	York	6 1/2
Johnson Jhalon cl	5 1/2	" zephyrs	16
" indigo blue	9 1/2		

GRAIN BAGS.

Amoskeag	12 1/2	Georgia	12 1/2
Stark	12 1/2		
American	12 1/2		

THERMALS.

Clark's Mile End	45	Barbour's	96
Coats, J. & P.	45	Marshall's	90
Holyoke	23 1/2		

KNITTING COTTON.

No.	White. Colored.	No.	White. Colored.
6	33	16	37
8	34	18	38
10	35	20	39
12	36	22	40

CAMBRICS.

Slater	4	Edwards	4
White Star	4	Lockwood	4
Kid Glove	4	Wood's	4
Newmarket	4	Brunswick	4

RED FLANNEL.

Fireman	27	T W	22 1/2
Creedmore	24	FT	22 1/2
Talbot XXX	30	J R F, XXX	35
Nameless	27 1/2	Buckeye	32 1/2

MIXED FLANNEL.

Red & Blue, plaid	40	Grey S R W	17 1/2
Union R	22 1/2	Western W	16 1/2
Windsor	18 1/2	D R P	16 1/2
6 oz Western	20	Flushing XXX	23 1/2
Union B	22 1/2	Manitoba	23 1/2

DOMEST FLANNEL.

Nameless	8 @ 9 1/2	9 @ 10 1/2	12 1/2
" 8 @ 9 1/2			

CANYASS AND PADDING.

Slater	9 1/2	Black	10 1/2
Mayland	10 1/2	Black	11 1/2
10 1/2	10 1/2	Black	11 1/2
11 1/2	11 1/2	Black	12
12 1/2	12 1/2	Black	20

DUCKS.

Severn, 8 oz	10 1/2	West Point, 8 oz	10 1/2
Mayland, 8 oz	10 1/2	" 10 oz	12 1/2
Greenwood, 7 1/2 oz	9 1/2	Raven, 10 oz	13 1/2
Greenwood, 8 oz	11 1/2	Stark	13 1/2
Boston, 8 oz	10 1/2	Boston, 10 oz	12 1/2

WADDINGS.

White, doz	25	Per bale, 40 doz	85 50
Colored, doz	20	Colored	7 50

SILKES.

Slater, Iron Cross	8	Pawtucket	10 1/2
" Red Cross	9	Dundie	9
" Best	10 1/2	Bedford	10 1/2
" Best AA	12 1/2	Valley City	10 1/2
" L	7 1/2	KK	10 1/2

SEWING SILK.

Corticelli, doz	55	Corticelli knitting,	30
twist, doz	37 1/2	per 1/2 oz ball	
50 yd, doz	37 1/2		

BOOKS AND EYES-PEE GROSS.

No 1 Bk & White	10	No 4 Bk & White	15
" 2	12	" 8	20
" 3	12	" 10	25

PINS.

No 2-20, M C	50	No 4-15 1/2	40
" 3-18, S C	45		

COTTON TAPE.

No 2 White & Bk	12	No 8 White & Bk	20
" 4	15	" 10	22
" 6	18	" 12	23

SAFETY PINS.

No 2	28	No 3	36
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NEEDLES-FER M.

A. James	1 40	Steamboat	40
Crowley's	1 35	Gold Eyed	1 50
Marshall's	1 00	American	1 00

TABLE OIL CLOTH.

5-4	1 75	6-4	1 65
5-4	1 75	6-4	1 65

COTTON TWINE.

Cotton Sall Twine	28	Nashua	14
Crown	12	Rising Star 4 ply	17
Domestic	18 1/2	" 3 ply	17
Anchor	16	North Star	20
Bristol	13	Wool Standard 4 ply	17 1/2
Cherry Valley	15	Powhattan	16

PLAID OSNABURGS.

Alabama	6 1/2	Mount Pleasant	6 1/2
Alamance	6 1/2	Oneta	5
Augusta	6 1/2	Plymouth	5
Ar sapha	6	Randelman	6 1/2
Georgia	6 1/2	Riverside	6 1/2
Granite	5 1/2	Sibley A	6 1/2
Haw River	5	Toledo	6 1/2
Haw J	5	Otis checks	7

Dry Goods.

New Fabrics for Spring of 1895.

Imperial Zephyrs, 28 inch, plaids and stripes, fifty patterns, a beautiful gingham to retail at 10c.

Parkhill Zephyr, 28 inch, plaids and stripes, thirty patterns, retail at 12 1/2 c, formerly sold for 15c.

Normandia Gingham for '95 are rich, the new effects will certainly make them big sellers, as heretofore.

Caraleigh is the name of the new 5c gingham, twenty styles.

Flutter Ducks, 28 inch, piece dyed, put up in half pieces, in navy blue and light colors to retail at 12 1/2 c, they are shown in all neat effects, stripes and small figures.

Corean Crepe, 30 inch and entirely new fabric, woven designs.

Serpentine Crepe and Art Novelties in high colors.

man ingenuity at work searching for improvement on the old order of things. The first efforts, though not groping in the dark altogether, were far enough from successful. Phosphorus was soon found to be both inconvenient and dangerous. One of the earliest schemes for its utilization was to rub a piece of it between two folds of coarse paper and allow the spark of fire so produced to fall upon a "spunk." The long and the last of such clumsy methods was that phosphorus fell into disuse. It was another chemical discovery about the beginning of the present century that gave an impetus to invention, and finally led to the match as it is to-day. Berthollet was the chemist, and the discovery was known as "the principle of the oxidation of combustible bodies by chlorates in the presence of strong acids." Making practical application of this principle, Chancel, in 1805, produced his so-called "oxymuriate matches," in which strips of wood, tipped with a mixture of chlorate of potash, sugar, and gum, were ignited by contact with sulphuric acid. About this time also there were various non-phosphoric light producers more or less in vogue. One of these was known as "pyrophorus." It was prepared by roasting alum with flour and honey or sugar, and inflating by exposure to the air.

As early as 1780 there were "electro-pneumatic fire producers" in use, in which a jet of hydrogen was inflamed by an electric spark. The Döbereiner "platinum lamp" belonged to a later date, 1823. In this hydrogen gas was ignited by contact with spongy platinum. About this time also there were in use in parts of Prussia small glass tubes containing equal parts of phosphorus and sulphur carefully fused together. Into this splinters of wood were thrust and then ignited by friction.

It was not until 1827 that the real precursor of our present day match appeared. In April of that year John Walker of Stockton-on-Tees invented lucifer matches, or congraves, as they were called, after Sir William Congreve, inventor of the rocket. These congraves consisted of wooden splints or strips of cardboard tipped with a mixture of sulphide of antimony, chlorate of potash, gum, and starch. No phosphorus was used. They were ignited by rubbing on glass or sandpaper.

From this time on incessant attempts were made in different places to produce a really practicable and satisfactory friction match. In 1834 wooden friction matches containing phosphorus were made in Vienna, Darmstadt, and other places in Europe. The first patent in the United States for phosphorus friction matches was granted Oct. 24, 1836, to A. D. Phillips, whose igniting composition was a mixture of phosphorus, sulphur, chalk and gum.

From time to time loud outcries were made about the dangers attending the use of phosphorus in match making. It was not only poisonous and too inflammable, but the workmen employed were subject to a curious disease of the jawbones, which was loathsome and distressing. Between the years 1840 and 1865 there was much warm discussion on these points. It is by this time pretty well established that the danger of "phosphorus disease" is reduced to a minimum by the employment of such preventive means as good ventilation, impregnation of the air of the factory with the vapor of turpentine, and the enforcement of absolute cleanliness on the part of the work people. In 1884 stringent regulations were put in force in German factories. In Denmark and Switzerland the use of matches containing the ordinary phosphorus was forbidden by law in 1875 and 1879, and in Denmark since 1875 the use of "Swedish safety matches" only has been allowed. In 1882 the Swiss Government forbade the use of any but safety matches. It was in 1855 that Lundström, of Jonkoping, Sweden, made the first true "safety" matches. He put his oxidizing mixture on the splints, and the red phosphorus (a safe form of phosphorus) on the box. This process was patented the same year in England. Since then there has been no very important departures in the art of match making,

though various machines have been invented and various igniting mixtures tried with greater or less success.

Increasing the Tribe Tenfold.

In the United States there are 80,000 commercial travelers representing almost every article for sale, and each doing his level best to reach the customers before his rival. Keen race this! The push of the football contest is as nothing to it. It is figured that each of these stirring fellows spends \$3,000 a year on the road, and that their salary averages \$1,500. Big sum of money this to be paid out annually along the lines of our railways. These are picked men, some of them getting as high as \$6,000 a year, and now they are mostly all steady men and many of them religious men helping along the churches as they tarry over Sunday here and there. They have their own well-known hotels which are crowded in the busy seasons when the trains get in of a Saturday night. This is the new way of doing business. The customer must be seen and pressed and seen early. These smart fellows don't jog along on the slow local trains; they'd like to get ahead a mile a minute. The railways that do best by them get the heft of the travel. That's so everywhere. Those who serve us best get our money. In olden times we used to push along seven or ten miles more to reach the inn where man and beast were kindly treated, not with whisky, but with good stalls for our horses, fine table and beds for ourselves.

It is with nations, as with individuals, we must have profitable customers. Many of our young men are far beyond our own lines pushing trade. We have commercial travelers in all the commercial nations of the world doing the same thing. The war in the East is going to open up new and extended markets, and there will be a big field to occupy. Let us, by treaty and other mutually helpful arrangements, get there before the English or Germans. We wish them no ill, but we want customers. We want to shoe the world, and getting all mankind into the way of eating corn bread. By and by, instead of having only 80,000 travelers offering good things for sale we'll have 800,000—a profitable by and by, when every factory will be busy and every willing worker will have a paying job.

GEO. R. SCOTT.

A young woman in London has found a new way to make a living. She acts as nursery maid to pet dogs, taking them out for an airing and attending to their meals and toilets. Her charge is 75 cents a week.

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's	60x10	40
Cook's	genuine	25
Jennings', imitation	50x10	40
AXES.		dis.
First Quality, S. B. Bronze	5 50	
D. B. Bronze	1 00	
S. B. 3 Steel	6 50	
D. B. Steel	13 00	
BARROWS.		dis.
Railroad	\$12 00	14 00
Garden	net	30 00
BOLTS.		dis.
Stove	50x10	
Carriage new list	75x10	
Flow	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	60x10

Wrought Loose Pin	40
Wrought Table	40
Wrought Inside Blind	40
Wrought Brass	75
Blind, Clark's	70x10
Blind, Parker's	70x10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	60x10
CRADLES.	
Grain	40x10
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	" 55
G. D.	" 35
Musket	" 60
CARTRIDGES.	
Rim Fire	50
Central Fire	25
CHISELS.	
Socket Firmer	75x10
Socket Framing	75x10
Socket Corner	75x10
Socket Slicks	75x10
Butchers' Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	12x12 1/2 dis. 10
COFFER.	
Planished, 14 oz cut to size	per pound 28
14x52, 14x56, 14x60	26
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	22
Bottoms	22
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DIPPING FANS.	
Small sizes, ser pound	6 1/2
Large sizes, per pound	06
ELBOWS.	
Com. 4 pieces, 6 in.	dos. net 75
Corrugated	dis 50
Adjustable	dis. 40x10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26	30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Disston's	60x10-10
New American	60x10-10
Nicholson's	60x10-10
Heller's	50
Heller's Horse Rasps	50
GALVANIZED IRON.	
No. 16 to 20; 22 and 24; 26 and 28; 27	18
List 12 13 14 15 16 17	28
Discount, 70	
GAUGES.	
Stanley Rule and Level Co.'s	50
KNIVES—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Brantford's	55
Norwalk's	55
MATTOCKS.	
Adse Eye	\$16.00, dis. 60-10
Hunt Eye	\$15.00, dis. 60-10
Hunt's	\$18.50, dis. 30x10
MAULS.	
Sperry & Co.'s, Post, handled	50
MILLS.	
Coffee, Parkers Co.'s	40
P. S. & W. Mfg. Co.'s Malleables	40
Landers, Ferry & Clark's	40
Enterprise	30
MOLASSES SPTS.	
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 25
60	Base Base
40	10
30	25
20	25
16	35
12	45
10	50
8	60
7 & 8	75
3	90
2	1 30
1	1 60
Fine 3	1 60
Case 10	65
" 8	75
" 6	80
Finish 10	75
" 8	75
" 6	75
Clinch 10	70
" 8	80
" 6	90
Barrell 1/2	1 75
PLANES.	
Ohio Tool Co.'s, fancy	dis. 240
Scotch Bench	250
Sandusky Tool Co.'s, fancy	240
Bench, first quality	240
Stanley Rule and Level Co.'s wood	50x10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	50-10
Copper Rivets and Burs	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 30
"B" Wood's pat. planished, Nos. 25 to 27	9 20
Broken packs 1/2 c per pound extra.	

HAMMERS.		dis.
Maydole & Co.'s	25	
Kip's	25	
York & 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 1/2	
Screw Hook and Eye, 1/2	net 10	
" " " 3/4	net 8 1/2	
" " " 1	net 7 1/2	
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 25	
WIRE GOODS.		dis.
Bright	70x10x10	
Screw Eyes	70x10x10	
Hook	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. Com. 3 50	
Nos. 15 to 17	3 50	2 60
Nos. 18 to 21	4 05	2 70
Nos. 22 to 24	3 55	2 80
Nos. 25 to 28	3 65	2 90
No. 27	3 75	3 00
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	3 75	3 00
SAND PAPER.		dis.
List acct. 19, '86	dis. 50	
SASH CORD.		dis.
Silver Lake, White A	list 50	
" Drab A	" 55	
" White B	" 50	
" Drab B	" 55	
" White C	" 30	
Discount, 10		
SASH WEIGHTS.		per ton \$20
" Hand	dis. 20	
" Silver Steel Dia. X Cuts, per foot	70	
" Special Steel Dia. X Cuts, per foot	50	
" Special Steel Dia. X Cuts, per foot	30	
" Champion and Electric Tooth X Cuts, per foot	30	
TEARS.		dis.
Steel, Game	60x10	
Oneida Community, Newhouse's	70-10	
Oneida Community, Hawley & Norton's	70-10	
Mouse, choker	150 per doz	
Mouse, delusion	\$1.25 per doz	
WIRE.		dis.
Bright Market	70-10	
Annealed Market	75	
Coppered Market	70	
Tinned Market	62 1/2	
Coppered Spring Steel	50	
Barbed Fence, galvanized	2 50	
" painted	2 10	
HORSE NAILS.		dis.
An Sable	dis. 40x10	
Putnam	dis. 05	
Northwestern	dis. 10x10	
WRENCHES.		dis.
Baxter's Adjustable, nicked	30	
Coe's Genuine	50	
Coe's Patent Agricultural, wrought	75	
Coe's Patent, malleable	75x16	
MISCELLANEOUS.		dis.
Bird Cages	50	
Pumps, Cistern	75x10	
Screws, New List	70x10x10	
Castors, Bed a d Plate	50x10x10	
Dampers, American	40	
Forks, hoes, rakes and all steel goods	65x10	
METALS.		dis.
Pig Large	28c	
Pig Bars	28c	
ZINC.		dis.
Duty: Sheet, 2 1/2 c per pound.	6 1/2	
600 pound casks.	7	
SOLDER.		dis.
1/2 2 1/2	16	
Extra Wiping	15	
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—MELYN GRADE.		dis.
10x14 IC, Charcoal	7 50	
14x20 IC, "	9 25	
10x14 IX, "	9 25	
14x20 IX, "	9 25	
Each additional X on this grade, \$1.75.		
TIN—ALLAWAY GRADE.		dis.
10x14 IC, Charcoal	7 50	
14x20 IC, "	9 25	
10x14 IX, "	9 25	
14x20 IX, "	9 25	
Each additional X on this grade \$1.50.		
ROOFING PLATES.		dis.
14x20 IC, " Worcester	6 50	
14x20 IX, " "	8 50	
10x14 IX, " "	13 50	
14x20 IX, " Allaway Grade	6 00	
14x20 IX, " "	7 50	
10x14 IX, " "	12 50	
14x20 IX, " "	15 50	
BOILER SIZE TIN PLATE.		dis.
14x20 IX	\$14 00	
14x21 IX	15 00	
14x25 IX, for No. 8 Boilers, 1		
14x20 IX, " 9 " }	per pound 10 00	

MICHIGAN TRADESMAN

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

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

TRADESMAN COMPANY.

One Dollar a Year, Payable in Advance.

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E. A. STOWE, Editor.

WEDNESDAY DECEMBER 26.

THE REBATING EVIL.

John H. Goss, a reputable Grand Rapids grocer, writes THE TRADESMAN as follows:

I noticed in THE TRADESMAN of a recent date an article touching on the subject of rebates. As one of a great many I think that whoever wrote said article is perverse to quite an extent. I, as a buyer of groceries, for instance, think that I understand my business. I think—and I think that you will agree with me—that it would be very foolish in me to not accept a rebate if it was offered. It is hardly natural for any of us to say, "No, Mr. Agent, we will not accept a rebate." We, as buyers, wish to buy goods at bottom prices. We not only owe it as a duty to ourselves, but we owe it as a duty to our patrons. I think it is a great many times understood by the agent from the house which he represents that certain goods may be sold at less than the established price, but they must be sold in a way that they may be billed at the regular price.

We will take another view of it: Suppose, for instance, Mr. Agent comes to my store and I am a customer who turns him and his house in a good many dollars during the year. I pay cash and discount my bills. Now, my neighbor is making a lead on A. F. soap. He is selling it for 5 cents a bar. He buys in larger quantities than I do, as I have just so much capital to do business with and I buy within my means. I say to Mr. Agent, "Now, I want some A. F. soap. What is the best you can do?" He says that unwrapped is worth \$3.27. I reply, "My neighbor is selling it at 5 cents and, if I cannot buy it for what he is selling it for, I cannot buy it. I have not the money to invest in ten boxes, but if you want to send over three boxes at the ten box price, all right." The salesman says he cannot do it, but the soap comes and a rebate is taken off the next week when Mr. Agent comes along. I know that I received the soap and I see it billed \$3.27. I say to him, "The A. F. soap I must send back, as I will not pay that price for it." He does not tell me he will take off a rebate, but tells me to go on and sell fish and when I come to A. F. soap to sell it at 5 cents if I wish. I note that when he is figuring up my bills that he has taken off an amount to correspond with the difference. Am I a thief or have I robbed his house, as your article infers?

In common with not a few others, I do not credit your paper with it, but give the credit of said article to the I. M. Clark Grocery Co.; and if this company did write said article, I think, for one, that it would be to their interest to tone it down a little, as I and not a few others will lay it up against them.

The article referred to by Mr. Goss was written in THE TRADESMAN office by

a regular member of the staff and the I. M. Clark Grocery Co. had no more to do with it than Mr. Goss did.

THE TRADESMAN fails to see wherein Mr. Goss has made out a case in his defense of the practice of rebating. He offers no valid reason why the salesman should violate his own honor or betray the confidence of his house, which can obtain no contract goods unless it has first signed an agreement to maintain the prices established by the manufacturers.

To bring the case nearer home, Mr. Goss may compare the position of the salesman with that of a consumer seeking credit at the hands of the retailer. The customer obtains credit by registering a solemn promise that he will pay the account at a certain time. In case he fails to make good his promise, the retailer loses confidence in him and places no more reliance on his statements. Wherein is the salesman who violates his promise to his house any better than the consumer who violates his promise to the retailer? THE TRADESMAN fails to see any difference. Both are doing wrong because they are violating the confidence of the jobber and enter into collusion to defeat, by subterfuge, an agreement entered into for a laudable purpose—the maintenance of a legitimate profit on a staple article.

A TARIFF WAR WITH GERMANY.

The German Government is evidently in earnest in its efforts to retaliate upon this country for the damage done German trade by the 1-10th of a cent discriminating duty on sugars produced by bounty-paying countries. The duties on cotton seed oil and cotton seed products have been made practically prohibitive, and the recent prohibition of the importation of American cattle is being rigidly enforced.

To meet this menace to our foreign trade, President Cleveland advised in his message that the obnoxious duty of 1-10th of a cent be repealed; but, from the present outlook, it is by no means certain that this will be done. Unless Congress comes to the rescue, it will be necessary for the Government to meet the unfriendly course of Germany by reprisals in the way of increased duties on German products.

The inauguration of a tariff war between the two countries would be a serious matter, because this country can ill afford at the present time to sacrifice any of its foreign trade, and then there is, also, the more serious consideration that mere tariff reprisals might eventually lead to more important hostilities.

The Government was empowered by a law passed in 1890 to adopt retaliatory measures where foreign countries unjustly discriminated against American goods. There would, therefore, be no real need for an appeal to Congress. It would be a much more satisfactory arrangement were Congress to adopt the President's suggestion and repeal the discriminating duty on beet sugar, as all danger of commercial friction would be overcome.

The United States Government has notified Spain that, unless the present policy of imposing prohibitive duties on American products imported into Cuba be promptly abandoned, the President will exercise the powers conferred upon him by an act passed in 1890 and impose a heavy duty on Cuban sugar imported into the United States.

WELCOME, TIRELESS TRAVELERS!

It affords THE TRADESMAN much pleasure to extend to the visiting delegations of traveling men the cordial greetings of Grand Rapids business men. It trusts that their meeting will be productive of great good to themselves and to traveling men generally, and that the entertainment features of the occasion will be as enjoyable as the business programme will be beneficial.

The municipal reform movement, which has gained such headway in New York, seems likely to run through many of the cities of the country. Nearly every hearing before the Lexow committee brings out startling developments of bribery and corruption, involving more and more of the highest police officials of that city. The amounts involved indicate that the receipts of the police and police authorities interested, from unlawful resorts of various kinds, were many times greater than the salaries paid by the city. The fact that a single captaincy cost the incumbent \$15,000 is sufficiently suggestive of the magnitude of the transactions. The question is naturally suggested whether such a condition of affairs can obtain and reach such development in one city, even though it be the metropolis, without the same spirit of enterprise being carried to, or developing in, the other great cities of the country. This thought is leading to the suggestion of Lexow committees and is turning the eyes of public inquiry in that direction in many places, and the movement can scarcely fail of startling developments elsewhere. One curious phase of the agitation in New York is that the proprietors of the resorts have not only stopped paying the requisitions, but in many cases are, in turn, demanding and receiving large amounts of hush money from the officials. Taking it altogether, it may be imagined that there is uneasiness in the circles of the "rings," and that municipal corruption stock is not at all stable anywhere.

The financial policy of the present Congress has been a matter of much solicitude in relation to the return of improved economic conditions, and when the Secretary of the Treasury presented his financial scheme in the shape of a bill which failed to meet the approval of the banking and commercial interests of the country, there was an immediate response in the increased demand for gold from the Treasury, which shows the sensitiveness of the country to such disturbances. The manner in which the bill was received, however, and the promptness with which it was withdrawn seems to have restored confidence. The farcical character of the proposed legislation is sufficient to suggest to the opponents of the administration that in its introduction its influence on the interests of speculation was the only consideration; and that, if so, it was probably a success. The substitute presented, while a great improvement, is not doing so much to restore confidence as the manner in which it is received. There is a conservatism manifested by those who have taken up the question that gives assurance that the action taken will be confined to the correction or absurdities in the circulation and the similar details,

leaving the present national bank system, and the general financial policy of the government, in relation thereto undisturbed.

It seems that tea is to be no longer considered the cup that cheers but not inebriates. A New York doctor declares that, of the patients applying to the dispensary, fully 10 per cent. are tea drunkards, and that tea ranks as an intoxicant second only to alcohol. These patients suffer from vertigo, headache, insomnia, palpitation of the heart, nightmare, nausea, hallucination, depression of spirits and sometimes suicidal impulses—surely a formidable list of symptoms. Dr. Wood thinks that this evil may be greatly lessened if only freshly steeped tea is drunk.

It is being generally recognized all over the country that domestic tranquility and good order, as well as security from possible foreign foes, dictate the wisdom of steadily improving and increasing the organized and equipped militia force. Having so small a standing army, it is very essential that there should be a formidable body of militia sufficiently well drilled and equipped to become immediately available for service, either in the event of serious internal disturbance or trouble with an outside power.

In some respects Christmas has come to be a dreaded holiday. The excitement and exertion which come with it, and the spending of money which goes before it, and the worry to secure fine presents which cannot well be afforded and really are not needed, take much of the merriment away from Merry Christmas. These handicaps on Christmas make the average man like New Year's day better, as a day when all a man has to do is to go around wishing everybody a Happy New Year, without spending a cent.

Soft and really beautiful effects may be obtained by enlarging well-taken photographs, but the crayon work in the case of the cheap portraits is so atrociously executed that the last vestige of charm is removed. Enlarging from photographs is an inexpensive process and the crayon treatment is a matter of a few hours, so that the cheapness of the professed crayon portraits is a matter of astonishment.

Morton House Interior Finish.

The richness and beauty of the new woodwork interior of the Morton House are attracting much attention, especially from the traveling public, who have had liberal opportunities to see the interiors of other public houses in all parts of the country, with any of which the Morton House will compare very favorably. Very choicely selected quarter sawed white oak has been mostly used, with mahogany veneers in contrast. One entire room is finished in mahogany veneer. The hand carving shows to great advantage, and all of the designing and execution are much to the credit of F. Letellier & Co., whose work is recognized, also, throughout the Michigan Trust Company's building and many of Grand Rapids' finest residences. The same firm is now completing similar work at Cadillac, Mich., South Bend, Ind., Springfield, Mo., and in other parts of the country, where the excellence of Grand Rapids workmanship is being advertised as not confined wholly to furniture.

THE NATURAL LAWS OF MONEY.

When low prices and general business depression prevail there is a tendency to look to the Government for relief. There are, however, certain economic laws whose operation cannot be effectually and permanently arrested by legislation. Money will ordinarily go where there is a genuine commercial demand for it, and where it can be secured, as naturally as water seeks its level. But mere poverty does not constitute a commercial demand. If the industries of a given region are, from any cause, unremunerative, money will not go there any more than water will flow uphill. Nor can relief be had in such a case by simply increasing the amount of money available for investment.

In his recent message to Congress, the President stated "The first day of November, 1894, the money of all kinds in circulation, or not included in the treasury holdings, was \$1,672,093,422, \$24.27 per capita, upon an estimated population of 68,887,000." In the course of his hearing before the House Committee on Banking and Currency, the other day, Comptroller Eckels said, in reply to a question put by a member of that committee, that there was no necessity for a change in the present system of banking in this country so far as the necessity for a greater abundance was concerned. In other words, there is, in Mr. Eckels' view, already enough money in the country to meet all the natural and legitimate demands of its business. His scheme, like that suggested by Secretary Carlisle, is intended mainly to relieve the treasury from the embarrassments to which it is subjected by the banking business into which the Government has been forced. But both of these plans, as well as the one known as the Baltimore plan, will be opposed by the advocates of the free and unlimited coinage of silver. It will be said that the per capita estimates are misleading, that a great part of the money is in a few hands, and that what is needed is more silver—"the money of the people." So it will probably be necessary to repeat again and again the truism that money will go only where it can be profitably and securely invested, and that there is no force of attraction in the poor man's pocket to draw any kind of money irresistibly into its vacant depths. What is needed is to inspire confidence in the paying capacity of our actual or possible industries. When that desideratum has been met the problem will have been solved.

There is yet another law of finance, unwritten on the statute books of any nation, but inexorable, which the silverites either ignore or ignorantly deride. It is the practical, automatic principle known as Gresham's law, and which has recently been formulated by a well-known economical writer, Mr. Dunning McLeod, as follows: "(1.) If the coins consist of one metal only, and clipped, degraded and debased coins are allowed to circulate together with good coins, all the good coins disappear; they are either hoarded, or melted down, or exported, and the bad coins alone remain in circulation.

"(2.) If coins of two metal, such as gold and silver, are allowed to circulate together in unlimited quantities at a fixed legal ratio which differs from the market ratio of the metals, the coin which is underrated disappears from circulation, and the coin which is overrated

alone remains current." Mr. McLeod adds: "It is exactly the same in all cases in which persons are allowed to pay their debts in things which have nominally the same value, but are in reality of different values."

This law bears the name of one of its discoverers, a master of the English mint under Queen Elizabeth. It was first announced by Nicolas Oresme, one of the counselors of Charles the Fifth, of France, surnamed the Wise, and 160 years later by Copernicus, for the benefit of Sigismund the First, King of Poland, who had sought his advice. All of these authorities stated the law substantially in the terms employed by Mr. McLeod. Oresme declared, further, that the sovereign "can in no case fix the value of the purchasing power of the coins." If he could do so, he could fix the value of all other commodities; which was, indeed, the idea of the mediæval sovereigns, as says Mr. McLeod. Whatever the explanation may be, there is no doubt about the operation of this law. It has been tested repeatedly in the history of the world. It made England practically a gold monometallic country in 1718, and monometallic by statute in 1816. It made France practically a silver monometallic country in 1726, and the United States practically a gold monometallic country in 1834. Under the operation of this law, the free and unlimited coinage of silver would drive gold out of circulation in the United States, and no more gold would be coined here. There is no need to resort to abstract reasoning on this subject. From 1834 to 1873 the silver in a silver dollar was worth more than 100 cents, and a man could not coin his silver without loss. So, according to the report of the Master of the Mint in 1816, during the whole of the long reign of George the Third, no more than £64,500 of silver was coined at the mint, because silver commanded a premium through all those years.

The natural laws of money will always prevail, no matter what contradictions or limitations may be prescribed by legal enactment.

The Horse Meat Question.

The sale of horse flesh, ass flesh and even mule meat has grown to such proportions in Paris as to make the dealers in beef, mutton, etc., seriously uneasy, as it affects their sales very materially, and they recently held a conference to consider the matter. After long debate they passed resolutions calling upon the assembly to put duties on such meats, the same, in proportion to their selling value, as is imposed on other meats, and to make regulations forbidding the dealers in such to handle the regular meats.

A Costly Watch.

Attorney-general Hensel, of Pennsylvania, sometimes amuses his friends by showing them what he calls his \$10,000 watch. Some time ago Mr. Hensel subscribed that amount of money to establish a watch factory at his home, in Lancaster, Pa. The managers of the factory made and presented to each of the large subscribers a handsome gold watch. The factory soon failed, and all that the subscribers got out of the enterprise was their watches.

Why Florida Oranges are Late.

From the Philadelphia Record.

Continued warm weather has made the Florida orange crop later than usual this year. A temperate season increases the size of the fruit, but cold weather is necessary for it to ripen properly. Consequently the oranges arriving from Florida are as yet a trifle green, though large in size.

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.

CHRISTMAS ADVERTISING.

Job Dobson's Experiment and How It Resulted.

Job Dobson was a sort of fixture in the considerable city in which he lived. His father before him had been in the grocery business and the phrase "got at Dobson's" meant, when the town was younger and consequently smaller, that it was the best that could be had. For the Dobsons, father and son, prided themselves on being that now somewhat obsolete production, merchants who hoped to get rich, if at all, in slow and modest manner, and who relied on the excellence of their stock and their power to attract trade because of honorable dealings for financial success, rather than on "flyers" outside their business, on the stock board, the grain markets, and the like.

The town of A——, in which the elder Dobson had settled in that dim and uncertain period known vernacularly as "an early day," was known as a smart place and had thriven amazingly, and here Mr. Dobson, Sr., had literally grown up with the town. Only this involved that Mr. Dobson senior should grow up toward heaven and when the town became a city, he had gone hence and the son ruled in his stead.

Mr. Job Dobson had imbibed the slow and sure methods of his respected ancestor, which meant that things should run as they always had run, and that there should be little of infusion of new ideas, and few of modern notions. Thus it chanced that the store of Dobson continued in the same manner as it had in the past, while there sprung up competitors on every hand as the census showed yearly gains; and when it came about that in the fullness of immigration and a high birth rate the city of A—— was possessed of a round 100,000 souls, or at least bodies supposed to contain souls, for not all were seized of that useful but often wearing commodity, a soul, Mr. Job Dobson occupied the same store that his father had, and bought and sold in the good, old-fashioned way. Each Christmas found him as the preceding one had left him and the common saying was that the Dobson store was a landmark. And so it was.

In at the capacious front door came annually fat turkeys which seemed to have waddled to the block voluntarily; plerotic pigs, their cheeks swelling as though in happy memory of having died for so good a cause as Christmas, and their shaven crowns seeming to shed a

sort of benediction on the approaching festivities.

The front of the store was garnished with great bunches of celery, entwined as brothers' arms in affection, and over-looking baskets of nuts, boxes of raisins, gorges of yellow citron, blushing pumpkins, beseeching for the knife of the housewife and fairly expiring for the association of the long sticks of cinnamon which stood hard by. Fat and unctuous geese hung heavily on the hooks, and shivered not at the absence of feathers, so well warmed were they by the prevailing Christmas cheer, and so snug were they in the midst of surfeit for table and lunch. The very cranberries blushed at the squash, which in turn nudged the sweet potatoes for more room for their crooked elbows, while the red and green apples stood, like a troop of merry school children, near the potatoes, which latter were begging for boiling pot that they might emerge from a bath therein with their jackets bursting with whiteness and attractiveness.

In the midst of these surroundings moved Job Dobson, his white apron covering his honest heart, and his face aflame with good fellowship and honest traffic. The scales were not more accurate, and they were true as a die, nor were the measures, overflowing with good things, more attractive than honest Job. At the time of which this tale treats, Mr. Dobson had but recently taken unto himself a wife, and already there was a young Job Dobson practicing gravely that mysterious avocation, walking, which we scarcely learn ere we renounce and again go tottering whence we came. The wife was of one of the "best" families in A——, and held her head as high as the next. Her father had settled in A—— some months prior to the advent of the deceased parent of her husband, and her mother had come into the town when it was young, as the cook of a passing steamship. But, as these are the somewhat common accessories of blue blood, and as her mother had grown mightily exclusive in the latter days of her life, looking down on the common herd who delved and did not keep a girl, Mrs. Dobson was recognized everywhere as a social leader, in respect of the fact that she had been a Worthing, and that her pa had once been mayor of the town, and that they had always held their heads very high indeed.

So when this particular Christmas day came, or at least when it was coming, Mrs. Dobson had insisted to her spouse

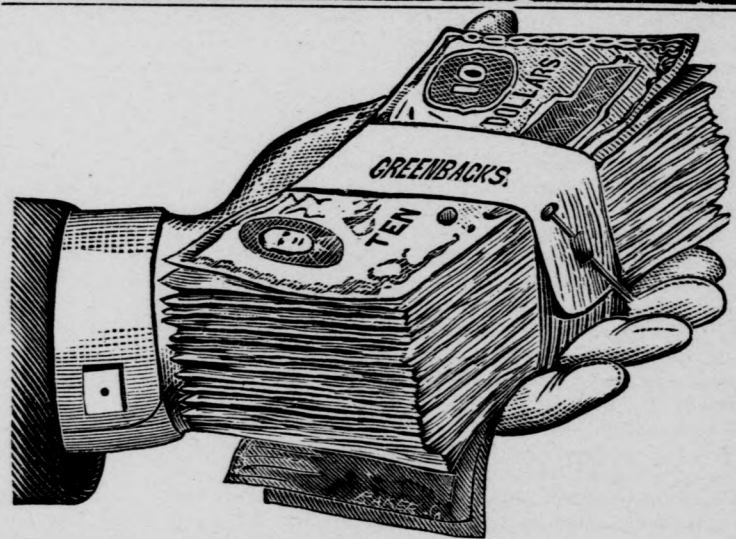
The Salt that's all salt

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

Diamond Crystal Salt

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

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



\$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 till your jobber you want our make.

The Putnam Candy Co.

HOW TO SECURE AND HOLD



IT HAS NO EQUAL.

Don't fail to order a supply now.

the best trade is a perplexing problem to some people, but its solution is simple.

FIRST. Make the best goods possible; not once in a while, but always.

SECOND. Let the people know of it, early and often.

THIRD. Don't neglect details.

Attention to these principles has placed the

Gail Borden Eagle Brand

CONDENSED MILK at the head, and

Borden's Peerless Brand

EVAPORATED CREAM is sure to obtain an equally high place in the consumer's favor, because it has INTRINSIC MERIT.

Prepared and guaranteed by the NEW YORK CONDENSED MILK CO.



ABSOLUTELY PURE.

FOR QUOTATIONS SEE PRICE COLUMNS.

that he should advertise, she esteeming the name of the concern in big black type as giving some sort of prominence. "And then," she had said, "you must remember that there are many people who have come here to live since your father began business, and you cannot expect to succeed unless you let the public know you are in business."

These, and sundry other arguments, appealed to the heart of Mr. Job Dobson, and some three weeks prior to the Christmas day of which this narrative treats, he concluded that he would, for the first time in his life, advertise. Indeed, so well known had been the aversion of the elder Dobson to advertising, that the several solicitors of the papers with which the city now swarmed, had long since given that establishment up as a bad job, and never called there for business. Thus it was that Mr. Job Dobson was not approached in this particular, and so had ample opportunity to adjust the matter as he pleased.

After long and careful consideration he concluded that he would confine his efforts to one particular paper, and that the leading daily of the town, which also had a Sunday issue. He mentally computed what amount he could afford to expend and set aside the sum of \$20 as the maximum, hoping meantime to reduce it to at least half that amount. For this he expected to secure at least a week's advertising, and so, after closing hours, remained at the store and devoted much time and thought to the construction of the advertisement.

Having at last arrived at a display which to him seemed admirable, and which he concluded should bring him a vast deal of business, he untied his apron one morning and betook himself to the office of the paper upon which he had decided to bestow his patronage.

Arriving there, he announced his intentions, and, when the members of the office force had sufficiently recovered from their astonishment, was turned over to the business manager for adjustment.

"Do you want a position?" asked that worthy, after he had proffered the grocer a seat.

Somewhat astonished at this perspicacity on the part of the newspaper man, Mr. Dobson admitted that position was of little moment to him, but that Mrs. Dobson thought an advertisement might assist her in that direction. Explained that this position did not refer directly to society, but to top of column, first page, or next to reading matter, as offering greater advantages, Mr. Dobson said he wanted the best and was able to pay for it. How much space did he wish? Well, seeing that he did not advertise often, he thought that perhaps two columns every day for a week would be about the thing. "Sunday, too?" queried the business manager. Mr. Dobson thought not, as Mrs. Dobson occupied a front pew at the Gilded church; but this was shown to him as having nothing to do with the case, and he decided to go in for the Sunday issue, being informed that the Sunday paper had a wider circulation than the daily issue, and that it was read more closely. These matters having been settled to the satisfaction of both parties, the price was announced as \$100.

When Mr. Dobson had regained his breath, he said that he had not come prepared to buy the paper outright, but

merely wished to gratify his friends and Mrs. Dobson for the time being in the direction of advertising. The business was finally adjusted by reducing the amount of space to 10 inches for Tuesday, Thursday, Saturday and Sunday, and the sum agreed upon was \$40, for which amount Mr. Dobson drew his check and walked out of the office in somewhat of a daze.

The next day being Tuesday, Mr. Dobson did not wait until he reached home to see his name in print, but secretly purchased a copy of the daily *Grind*, and, retiring to the upper floor of the store, regaled himself with a sight of his name in big black type on the first page of that publication. Then he folded the paper carefully, and, swelling with dignity, advised the head clerk that he was going to tea a little earlier than common, and wended his way home, that he might have the pleasure of first showing the advertisement to Mrs. Dobson.

But when he reached the house he found that lady had forestalled him, as she was engaged at the moment of his arrival in reading a copy of the *Grind*. "Dear me," exclaimed that good lady, "I did not know you were so fine a man!" "What now, my dear?" queried the grocer.

"Have you seen the *Grind*?"

"Yes, my dear. What of it?"

"Why, here is half a column telling what a fine man you are, how well you understand your business, what a superb stock—yes, it says, 'superb' (referring to the paper in an excited manner) 'and how cheaply you sell goods. See there!' pointing triumphantly to a column of the paper where, in reading type, the glory of 'our well-known townsman, Mr. Job Dobson,' was set forth with alluring repetition of adjective and comment.

As this was evidently thrown in in the excess of good will and because of his patronage of the *Grind*, Mr. Dobson felt more comfortable over the investment of his \$40, and ate his supper and drank his tea in silent admiration of himself.

Having finished and kissed his wife and baby—they had been married but a few years, it will be remembered—Mr. Dobson donned his overcoat and again sought the store. Scarcely had he entered, when he was met by the proprietor of the morning *Ponder*, who, by the way, was a member of the same lodge as Mr. Dobson, who approached him with smiling countenance and remarked on the excellence of Mr. Dobson's personal appearance, and concluded by stating that he had called to secure his order for the insertion of Mr. Dobson's advertisement in the *Ponder*, as appearing that day in the *Grind*.

Here was a situation for which Mr. Dobson had made no preparations, and he simply said that he had decided not to extend his advertising beyond the *Grind*.

"But you cannot afford to confine your business to one paper, Mr. Dobson. Haven't I always been a good customer of yours? And always paid my bills promptly?"

The outcome of all this, and much more of the same tenor, was, that the daily morning *Ponder* appeared the next morning with a duplicate of the advertisement of Mr. Job Dobson and another fulsome and laudatory reading notice, free.

The opening of business the next day saw Mr. Dobson early at his task, but not so early but that the representatives

MUSSELMAN GROCER CO.,

WESTERN MICHIGAN AGENTS FOR

G. H. Hammond Co.'s Celebrated Butterine

SPRINGDALE (dairy) in 1 and 2 lb. rolls and tubs.

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

GOLD NUGGET (fancy creamery) in 1 lb. prints.

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

MUSSELMAN GROCER CO.

We Have Sacked the Towns

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

If You Are a Merchant

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

Lily White Flour

than with any other brand in the State.

Why?

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

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

VALLEY CITY MILLING CO., GRAND RAPIDS, MICH.

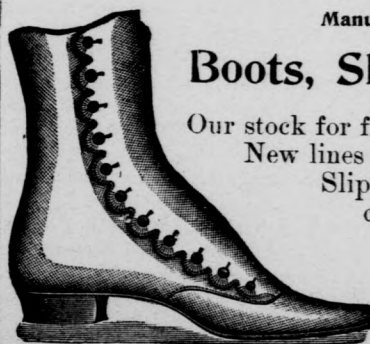
RINDGE, KALMBACH & CO 12, 14 & 16 Pearl St. GRAND RAPIDS.

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.

of the evening *Buncombe*, the evening *Snorter* and the evening *Sewer* were there before him.

Long arguments followed on the merits of the respective papers, and the upshot of the matter was that before 10 o'clock these had his orders and check for advertisements, costing in the aggregate \$50. That is, all but the *Sewer*, which, being a sort of a nondescript sheet given to blackmailing and divers methods of extorting money without equivalent, he debarred from the scheme. The advertising agent of this paper stated to him in the broadest of broad language that, except he gave to his paper such advertising as was its due, the paper would certainly give him some "free advertising," but, as Mr. Job Dobson did not comprehend what that meant, the threat had little terror.

Thinking that at last he had reached the end of the cost in regard to his scheme to touch the public heart, and that at last he had expended all the money possible, it is stating the case mildly to say that Mr. Dobson was alarmed and astounded when the following morning he found his store simply gorged with agents for publications of the existence of which he had heretofore had no knowledge. There was the *Dentists' Weekly*, the *Earth*—printed in the interests of the combined societies of one denomination of the city, the weekly *United States*, the *Social Exponent*, the *Sociological Weekly*, the *Business Man*, the *Marriage Guide*, the *Phrenological Monthly*, the *Bee Culture*, the *Carpenters and Joiners' Own*, the *Blacksmiths' Friend*, the *Street Sweepers' Advocate*, the *Printers' Spouser*, the *Housemaids' Entertainer*, and thirty or more publications of which he had never heard before. All these came to him, and in a thousand and one ways made appeal for his support. He had advertised in the other papers; he had sent out his advertisement to the four winds of the heavens; he had had their trade and they, too, must be recognized and at last, for very peace, he recognized the entire crowd and gave them all and severally orders which, in the aggregate, reached the comfortable sum of nearly \$90.

But the end was not yet. The days seemed to bring representatives of papers, weekly and monthly, of which he had never heard, and of which he had no idea as to their merit. But they advocated themselves, or at least their agents did, so well that the only thing Mr. Dobson could do was to engage himself to advertise with them and to pay them a comfortable sum. Then there came a grist of men and boys with one excuse or another. Some had a scheme which was simply a matter which he could not avoid with safety. One had the notion of printing a list of the fire alarm calls in the city and wished to secure so prominent an advertiser as Mr. Dobson for one of his patrons. The charge was only \$5, and that surely would not break him. Another had a Christmas scheme which was resplendent with pictures, and which was intended to make glad the hearts of the children, and surely Mr. Dobson would wish to be represented in that. Of course, and there went another \$10. Then along came the man with the right to advertise in the street cars, and he, too, made so good a showing of his business that he managed to secure \$5 of the grocer's hard-earned money, and the end

was not. There followed the man with the program of the opera house; the man with the coming entertainments of the Y. M. C. A.; the man with the church papers; the man with the secret society organizations, and there was really no end to the matter.

And the upshot of the whole business was that when Mr. Dobson took down his shutters on the morning of the day before Christmas he was out \$250 hard cash, to say nothing about sundry trade contracts which he had made and of which he had made no account. He thought to himself that he had made a miserable fool of himself, and so indeed he had, for he might have gotten the major portion of the advertising for less than half the sum he had expended; indeed, he might well have omitted the entire list of fakirs without loss. And, to cap the climax, the advertising agent of the *Sewer* came in and showed him a proof of the "free advertising" which he had promised him in case he failed to come into that publication. Mr. Dobson might have been puffed up with the notices he had had from the other papers, but this took the starch out of him. He had no idea that there was so thoroughly bad a man in A—as was shown by the article in the *Sewer*. Charged with having committed every crime in the decalogue, he trembled in his boots and willingly paid the \$50 demanded without a murmur; that is, without an outward murmur, for in his heart he murmured vigorously. But how could he help himself? He, a respectable merchant, bearing on his shoulders the respectability of his father, and having a wife and child looking to him for support, did not want his name dragged in the dirt. And how could he ever make his wife believe that what was thus printed in cold type was not the truth? No; manifestly, his way was to pay the money, and that was precisely what he did.

When Mr. Job Dobson came down to the store in the morning he was sore of heart and troubled. He had paid out nearly \$400 where had purposed to expend but \$20 at the outside, and he really believed that he was on the verge of ruin. But in this he was in error. The business had taken a sudden and unaccountable boom, and there were names on his books of which he had never heard prior to the insertion of the advertisements, and the Christmas trade at Dobson's was something phenomenal. In vain did he order fresh supplies of turkeys; in vain did the wagons from the fruiterers roll up to his door laden with apples and celery and vegetables; in vain did he order and re-order and order still again stocks of fat oysters and game: it was all useless and at last there happened what had never before been known—the Dobson store was out of goods in many lines before 9 o'clock on the night before Christmas.

And Mr. Dobson, seeing that he had made a hit, although a costly one, thereafter continued the insertion of advertisements in the newspapers, but never again indulged every schemer who came in, by accepting his estimate on that which he had to sell, and was not again guilty of submitting to the demands of the blackmailer, nor of employing hand bills, whether these were thrown about the opera house, hung in street cars, or the result of moribund publication.

But he never forgot the experience of his first attempt to advertise, and now points out to Job Dodson 3rd, grown a lusty, healthy grocer, the dangers of launching into anything without first counting the cost and giving the matter intelligent study. CON.

After China gets through with her war, she will feel as if she had taken a full course of study at the University of Civilization.

The French way of putting a head on an Anarchist is to take it off.



WE WANT

BEANS

and will pay highest market price for them.

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

HOLIDAY GOODS

ALBUMS,
DOLLS,
TOYS,
GAMES,
BOOKS.

EATON, LYON & CO.

20 & 22 Monroe St.,
GRAND RAPIDS.

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.

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 11:30 p.m.
1:50 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 6:30pm *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..... 12:30pm 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 1:30pm 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 1:30pm 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
Ironia, 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.....*11:00 p. m.

" " 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., 10:00 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. 32 Wagner Sleeper.

Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. No. 31 Wagner Sleeper.

JAS. CAMPBELL, City Ticket Agent.

Grand Rapids & Indiana.

TRAINS GOING NORTH.

Leave going North	Leave going South
For Traverse City, Petoskey and Saginaw.....*7:40 a. m.	For Kalamazoo and Chicago.....*2:15 p. m.
For Traverse City.....*8:25 a. m.	For Kalamazoo and Chicago.....*2:15 p. m.
For Saginaw.....*5:00 p. m.	For Kalamazoo and Chicago.....*11:40 p. m.
For Petoskey and Mackinaw.....*10:25 p. m.	

TRAINS GOING SOUTH.

Leave going North	Leave going South
For Cincinnati.....*6:50 a. m.	For Kalamazoo and Chicago.....*2:15 p. m.
For Kalamazoo and Chicago.....*2:15 p. m.	For Kalamazoo and Chicago.....*11:40 p. m.
For Kalamazoo and Chicago.....*2:15 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.....*8:00 p. m.	9:00 p. m.	7:10 a. m.
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. 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.
4:40 p. m. 5:20 p. m.

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

ENGRAVING PHOTO WOOD HALF-TONE

Buildings, Portraits, Cards and Stationery
Headings, Maps, Plans and Patented
Articles.

TRADESMAN CO.,
Grand Rapids, Mich.

The Grocery Market.

Sugar—The raw market has declined $\frac{1}{8}$ c and the recent slight advance on granulated proved to be only nominal, the schedule having been reduced to the old basis the middle of last week. The impression among the trade appears to be that no changes of note are likely to occur in the immediate future, the most noteworthy feature in the situation being the present session of Congress, which is apparently disposed to take another turn at the crank, in consequence of which the Trust is keeping very quiet and exciting as little comment as possible.

Fish—The large amount of poultry marketed during the past month has, to a certain extent, restricted the request for fish, but the demand is expected to improve from now on. The recent advance is well maintained, owing to the light stocks at nearly all markets of importance.

Molasses—Reports from New Orleans are to the effect that prices on the entire list have been advanced from 1 to 2c per gallon, the latter figure on fine grades of open kettle goods. Syrups continue dull and in small request.

Bananas—The two cars of this kind of fruit which the local dealers had engaged for Christmas trade came in as per arrangement, but the quality was not up to expectations and many dealers who had placed orders for stock to arrive were sorely disappointed. Bananas are very unsafe and treacherous stuff to handle, at best, and, while wholesale dealers, as a rule, aim to buy only selections, many cars, which start from the pier in good condition and give every promise of "coming up" nicely, reach their destination either frosted, on the one hand, or overheated, on the other, and in any event far from being up to grade. The commission man with a clip full of orders is in a quandary. "To ship, or not to ship, that is the question" which perplexes. If a pause is made to consider, the prospect of a large loss convinces him that the fruit must be moved, and at once, and he takes the chances of a customer charging back a percentage of the loss, well knowing that the odds are as seven to ten that the receiver will be displeased and register a strong kick, if nothing more. Such are daily occurrences with all who deal in bananas, and the retailer should bear with the one who ships him, if the goods do not prove to be "plump, sound and all yellow," as there is not a commission man or wholesaler dealer who would not prefer to send to every customer just what was wanted. For the week dividing Christmas and New Years, the supply will be light, but as there are so many other fine fruits to be had, it will not be of much moment.

Oranges—Prices have been advanced a little this week—enough so to cover the cost of repacking and actual shrinkage. Holiday orders executed by the wholesalers of Grand Rapids were strongly in evidence of the popularity of the brands handled and of the prices made. All of our local dealers are generous providers of stock, and, usually, anticipate the full volume of holiday wants, and although in the present instance they took a larger view than usual of the probable wants, it appears that they were looking through the wrong end of the telescope and, the end of actual holdings was reached much

sooner than they had counted on. There were, at least, fifteen carloads shipped from Grand Rapids to interior towns during the week immediately preceding Christmas, and outside parties who buy from this market need not be surprised if there is a slight delay in getting oranges ordered during the present week. There are plenty more on the way, however, and a strong effort will be made to avoid running entirely out of stock. The fruit is getting better every day, and the color and flavor will suit anyone. It would be well to look over quotations, as made elsewhere, and note the advance, and not order blindly, and then be dissatisfied upon receiving the bill.

Lemons—New Messinas have effectually crowded out the Florida stock, and, while the fruit that has come forward so far is not fully matured or colored, it is growing better every day and by the middle of January it will be in its prime. Prices have kept up remarkably well, considering the weather, and the prospects now are that shortly after New Years prices will materially decrease, as there is a large number of boxes afloat—estimated at 153,000—therefore it is advisable for dealers to buy sparingly until the market has reached its lowest point.

Foreign Nuts—There is no change to speak of in foreign nuts. Brazils are easy at last week's quotations, while it is expected that Tarragona almonds, filberts and Naples walnuts will sag off a little after January. Nearly all the large dealers have been holding off with that end in view, and, as a consequence, most of them are in a good position to stock up liberally, as the holiday trade has reduced stocks in hand to a very low point.

Peanuts—The old crop of peanuts is pretty well cleaned up and nearly all of the quotations from the cleaners are based on new goods. Small orders are the rule, owing to the shrinkage which will naturally follow the shipment of the new stock. Shell goods are slightly weaker, both on Virginia and Spanish.

Figs—Have been in great demand during the past week and prices at the recent sales have stiffened up a trifle, especially on the better grades and on small boxes, such as are needed for holiday trade.

Dates—Prices on new Hallowins and Fards have sagged off a trifle since last quotations, and, as they have been in good demand up to the present, stocks in the hands of the retailers must be very low and the wholesale dealers anticipate a good demand at prices ruling.

Candy—Manufacturers have worked hard up to the present time and all of them have enjoyed a first-class trade. While it is true that prices have not been as strong as they should have been, the volume of business has been good and all are fairly well satisfied. A visit through some of our wholesale concerns Monday showed great activity, giving ground for the belief that all have worked to their utmost capacity. It is expected that trade will be a little slack after New Years, but most of the factories will keep running in order to get stock ahead. Better prices are also looked for, as it is believed that sugar may go considerably higher before long.

A Grammatical Fine Point.

Teacher—Tommy, would you say that a man lies easy, or lies easily?
Tommy—It depends on the man.

Bank Notes.

Hopkins Station—E. P. Arnold & Co. will shortly remove their hoop factory from Allegan to this place.

The Oceana County Savings Bank (Hart) has reduced its capital stock from \$65,000 to \$50,000 and increased its surplus fund from \$6,500 to \$20,000. The former officers have been re-elected for another year.

Frank Howard announces his intention of organizing a savings bank at Jackson, with a capital of \$100,000. Mr. Howard is a director in the Ann Arbor Savings Bank; also in the Peninsular Savings Bank of Detroit.

On May 26, 1894, W. H. Harris, a sharper, obtained \$580 cash from the Oakland County Savings Bank (Pontiac) on a certificate of deposit given him by the Pontiac National Bank. Harris deposited a check with the National for the amount, which he had raised from \$350. The Pontiac National refused to honor the certificate. The Savings Bank sued for the amount and a jury brought in a verdict in their favor for the full amount, with interest up to date.

For some weeks past there has been apparent a steady improvement in all classes of local securities—bonds, mortgages, bank stocks and manufacturing and jobbing stocks. This improvement has not been due to unusual activity in general business, as trade has been much quieter than usual at this time of the year, with prices for the leading staples low and the margin of profits small. It has been, in fact, this comparative dullness in trade, with the consequent abundance and low rates of money, that has turned attention to securities as investments likely to yield better results than ordinary trade ventures. This demand for local securities argues a firm conviction that existing trade depression is merely a temporary feature, and that at the bottom things are sound and healthy in Grand Rapids, with no fear for the future to add to the discomforts of existing unfavorable business. The strength of bank stocks is particularly gratifying as they are the leading values on the market, the most commonly accepted collateral, and in every sense the barometers of the local financial situation. With securities steadily advancing in value, there is every reason to expect that the improvement will soon extend to real estate. The same causes which are operating in the security market cannot fail to also influence real estate, the more particularly as the money market, which is already easy, is likely to rule even lower after the opening of the new year.

Use Tradesman Coupon Books.

Commercial Travelers' Resort.

Messrs. Ed Peck and Frank Gould, in their new restaurant, at 30 North Ionia street, pleasantly entertain many travelers and merchants on their way to their trains.

Beaverton—A survey is being made for a branch road running from the Flint & Pere Marquette from this place into timber owned by the Eastmans. It is reported that a mill will be built on this tract in the spring.

H. M. Reynolds & Son,

Jobbers of
STRAW BOARD,
BUILDING PAPERS,
BUCKSKIN and MANILLA
WRAPPING PAPER,
ROOFING MATERIALS,
COAL TAR and ASPHALT;
also

Practical Roofers,

Corner Louis and Campan Sts.,
Grand Rapids, Mich.

L. G. DUNTON & CO.

Will buy all kinds of Lumber—
Green or Dry.
Office and Yards, 7th St. and C. & W. M. R. R.,
Grand Rapids, Mich.

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.

The Scene Has Changed.

Doubt and uncertainty have yielded to the steadily increasing conviction that

Good Times

are actually returning. Those who are wise will do everything to encourage popular confidence in future business prosperity.

Of course, after so many months of depression and small business, grocers are each anxious to have a

Large Share

of the revival. To get it they must be active. Success never comes unasked or unsought. The grocer who aims to please his customers will carry a full supply of ATLAS SOAP.

Manufactured only by

HENRY PASSOLT,
Saginaw, Mich.

QUEEN * FLAKE
BAKING
POWDER
THE ONLY HIGH GRADE BAKING POWDER
SOLD AT THE PRICE *
NORTHROP, ROBERTSON & CARRIER
LANSING, MICH. MANUFACTURERS
LOUISVILLE, KY.
6oz CAN 10¢
9oz CAN 15¢
1lb CAN 25¢

Drug Department.

State Board of Pharmacy.

One Year—Ottmar Eberbach, Ann Arbor.
Two Years—George Gundrum, Ionia.
Three Years—C. A. Bugbee, Charlevoix.
Four Years—S. E. Parkill, Owosso.
Five Years—F. W. R. Perry, Detroit.
President—Fred'k W. R. Perry, Detroit.
Secretary—Stanley E. Parkill, Owosso.
Treasurer—Geo. Gundrum, Ionia.
Conning Meetings—Detroit, Jan 8; Grand Rapids, March 5; Detroit (Star Island), June 24; Lansing, Nov. 5.

Michigan State Pharmaceutical Ass'n.

President—A. S. Parker, Detroit.
Vice-President—John E. Peck, Detroit.
Treasurer—W. Dupont, Detroit.
Secretary—F. C. Thompson, Detroit.

Grand Rapids Pharmaceutical Society.

President, John E. Peck; Secretary, B. Schrouder.

JONES' CHRISTMAS.

"That! Oh that's Jones. Odd looking chap though, ain't he," said the night clerk in answer to my query as to the identity of one of the day clerks who had just passed out. "Yes, most eccentric fellow Jones is, not only in appearance but in his actions and speech; yet one year ago to-night he was no different from the average run of drug assistants."

It was Christmas night. I was waiting while the night clerk dispensed a prescription, and to liven the waiting, the clerk chatted pleasantly.

A tall, somber, somewhat mystical looking person had just come into the back shop, lit a cigar and passed out without speaking a word or apparently noticing the presence of either the clerk or myself. To my inquiry the clerk had said, "That's Jones."

"You say one year ago he was not marked by any pronounced peculiarities?" I asked by way of finding out something more about the mystic Jones. "May I ask the cause of his sudden transformation?"

"Certainly, sir, certainly," was the answer. "Know 'em all pat. Just wait a moment till I slap on this label, get one dollar from you, and then having finished business I shall tell you about Jones."

The prescription being finished and the "business" transacted, the night clerk handed me a cigar and proceeded:

"Yes, sir, one year ago to-day Jones was one of the gayest devil-may-care fellows you would wish to meet, full of life, full of fun, in short a most companionable person; now he is a sphynx, a perfect funeral; and as the causes leading to this transformation are a strange blending of recklessness and tragedy and you have an insatiable appetite for such scraps from human experience I shall read you a page from Jones' life book."

"Last Christmas the fates willed that Jones should be on duty all day, which, to one of his disposition, was particularly irksome, more especially as he had planned a 'jolly' day with a few of his boon companions. But there was no help for it, so with ill-concealed bad humor he took his place behind the dispensing counter Christmas morning, inwardly consigning everything phar-ma-cal to a place where soda water would find continuous sale.

"Through our back window one may get a good view of the interior of the swell jag-shop of the city, and as Jones watched the reckless revelers priming themselves with tom-and-jerry, cocktails, and such seasonable libations, his spirit 'soured within him,' to use his own expression. So he decided to play *solitaire*. To get the ingredients and prepare a punch of generous proportions was but the task of a few moments to his practised hand. Having set up his lone

bar-room, he constituted himself bartender and customers all in one, and keeping his eye fastened on the proceedings across the alley, essayed to enjoy himself. When the lush-slingers in the saloon would lean forward in an insinuating way to receive the orders of some thirsty rounders, Jones would imitate him; and when the glasses were raised and toasts proposed, Jones would vacate his imaginary position behind the bar, raise his glass, propose a toast and drink in unison with the 'sons of freedom,' as he termed those at liberty when he was at work. There could be, of necessity, but one result of such proceedings. Ere two hours was passed Jones was the gayest of the gay, wishing any number of imaginary companions a 'Merrychmasanahappynyear,' in fact, he was soon hopelessly, gloriously drunk, and by no means a desirable person to undertake the dispensing of a prescription.

"It was midnight when Jones found himself at the door of his home, trying to solve that old-time problem: gin, a door, a key-hole, a key, and a jag, to make a successful combination. After fumbling for some time at the hinge side of the door, he tried the other. 'Shome body's hung a rag over the key-hole,' he muttered; 'but they can't fool Jones.' He managed, after much effort, to strike a match. Then he saw what the 'rag' was, and the sight not only sobered him but froze every drop of blood in his veins. A long piece of white crape, with a card attached, was fastened to the door knob. With direst forebodings he opened the door; all was still save a sound of convulsive sobbing which issued from the library on his right. A cold, stony hand seemed clutching his heart and drawing him toward the nursery. There he found, all prepared for burial, his favorite little sister, a sweet child about 8 years of age, who was but recently past the crisis of a dangerous illness. Mechanically he touched his lips to the fair, cold forehead, and, through dint of long habit, picked up the bottle from which she had taken her last medicine. He took out the cork, smelled and tasted the contents. His face grew as white as marble; short, gasping sounds came through his parched lips, and, still keeping tight hold of the bottle, he turned and rushed madly from the house. On through the darkness he sped, taking no account of the time or locality, till he found himself miles from the city. He sat down in the snow at the side of the road, and during his stay in that spot Jones changed to what you see him now. Toward early morning he returned to his home, but the Jones we had known never came back; he was as completely lost as though he were dead."

"Strange, most strange," I said; "yet I do not quite understand—"

"Don't you see," continued the clerk, "Jones dispensed that prescription for his sister; Jones was drunk."

"And the bottle?" I asked.

"Was never found. Have another cigar. Good night."

Morton House Lunch Counter.

Warren Swetland is maintaining his reputation among the traveling fraternity and the city people for serving the finest and freshest sea food known in Michigan. Meet your friends there.

Random Reflections of a Prosperous City Merchant.

The starting point of many of the successful merchants of the day was the country store. Such merchants fondly recall the familiar touch with the customers in those days, as well as the principles of business there learned. Time may come and time may go, but in many cases the country store goes on in the same old way—forever. The railroad enters the quiet community, the summer visitor comes, the city family moves in the place and desires the same line of goods they have been accustomed to purchase. The merchant wonders why the new trade, as well as some of the old, use the more rapid transit of later years to visit the larger centers and do their trading. No wonder at all; the wonder would be that they should not do so. Our friends in the country should wake up. They should understand that at this age of the world's history people will have what they want, even if it be a little higher in price, and if the country store doesn't, some one else will procure it for them.

Window dressing, cleanliness and neatness about the store and all that category help the grocer to succeed, but after all the essential requirement is that he be a man. A man who will take the conditions under which he may be placed, whatever they may be, and honestly and cheerfully do his best; who will be too much of a man to lower himself by any mean dealing or "too sharpness;" who will value his reputation and self-respect too highly to sell them for the few cents which are to be gained by misrepresenting to a customer or trying to deceive him regarding any goods he may wish to sell, has the elements of success within him. Then, too, such a man influences his whole establishment. Let a clerk see his employer do a mean or an unmanly act and he will be likely to do the same. It is not to be expected that he will rise much above the example given him. The clerks in a store can generally be gauged by the character of their employer. It behooves, then, every grocer so to act that he keep his manliness and his reputation unquestioned. Telling the exact facts about his goods and dealing with a customer in all honesty pay from a purely business standpoint.

Undoubtedly, the majority of retail grocers, if asked what was the greatest evil in connection with their business, would say the credit system. We question this prevailing statement and assert that the greatest evil is bad debts. "But," some one says, "are not bad debts the outcome of this system?" Certainly, but only one outcome, and, to use the same argument, the credit system is the outcome of doing business. Does it, therefore, follow that doing business is evil? The credit system is with the retail grocer and with him it will remain. To find a successful grocery business, built up on a purely cash basis, is a very marked exception, and the fault, after all, is not in the system but in the application of it. Certainly every seeker after credit should not have it. How shall we discriminate? Oftentimes we do not know the characteristics of the individual applying for credit and must act with the very slightest basis for such judgment. The main difficulty is lack of protection. Is it necessary, because Mr. Poorpay's account is closed with a heavy

debit against him at one store, that every other store in the vicinity should be called upon to go through the same experience? Yet such is the case generally, and it goes to show how completely in the dark the retail grocer is compelled to do business on this line. How may protection be secured? Only one way—by an organization of the retailers and then just as careful a rating of the customers in the retail as in the wholesale world.

* * *

"Competition is the life of trade." Oh, yes, if it's fair, square, open and above board competition, but this guerrilla warfare, and cut-throat, cut-price, marked-down, no-profit competition that is so prevalent, or a competition that leads a retailer to quote to a customer of another prices lower than his regular selling prices, are evils indeed. In this connection attention might be called to the so-called grocery departments of some of the sell-everything stores, so-called, because the staples they will not and do not tackle, but those goods, mostly in packages, which are easily handled and on which there should be more profit, they slaughter. Right here is another place where organization on the part of the retailers, with the Golden Rule for a motto, would come into play. There should be an understanding in reference to a fair ratio of profit on all goods, including staples, and a determination to fight everything unfair for the best interests of the organization.—but.

What "Cut Rate" Prices Do for the Drug Trade.

During the past year a campaign of demoralization has been conducted by the retail drug trade of Detroit, nearly every store in that city bearing an ominous-looking sign, announcing that cut rate prices rule therein.

A few months ago the drug trade of Detroit was in excellent condition, financially speaking, but at the present time it is estimated that 60 per cent. of the druggists are chattel mortgaged and that 25 per cent. of the remainder are unable to buy goods except for cash.

Surely the way of the transgressor is hard!

Seely's Flavoring Extracts

Every dealer should sell them.

Extra Fine quality.

Lemon, Vanilla, Assorted Flavors.

Yearly sales increased by their use.

Send trial order.



Seely's Lemon.

(Wrapped)

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

Seely's Vanilla

(Wrapped)

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

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

Correspondence Solicited

SEELY & MFG. CO., Detroit Mich.

Wholesale Price Current.

Advanced— Declined—

ACIDUM.		TINCTURES.		" opt.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO.		" CO	
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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.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz gross Aurora 55 6 00 Castor Oil 60 7 00 Diamond 50 5 50 Frazer's 75 9 00 Mica 65 7 50 Paragon 55 6 00	APRICOTS. Live oak 1 40 Santa Cruz 1 40 Lusk's 1 50 Overland 1 40 Blackberries. F. & W. 85 Red 21 20 Pitted Hamburg 1 40 White 1 15 Erie 1 15 Damsons, Egg Plums and Green Gages 1 35 California 1 25 Common 1 25 Peaches 1 10 Maxwell 1 50 Shepherd's 1 50 California 1 60 Monitor 1 75 Oxford 1 75 Domestic Pears 1 25 Riverside 1 75 Pineapples 1 00 Common 1 30 Johnson's sliced 2 50 Booth's sliced 2 75 Our Leader 4 50 Kenosha 7 50 1 lb cans 1 50	CATSUP. Blue Label Brand 2 75 Half pint, 25 bottles 2 75 Pint 4 50 Quart 1 doz bottles 3 50 Triumph Brand 1 35 Half pint, per doz 4 50 Pint, 25 bottles 4 50 Quart, per doz 3 75 CLOTHES PINS. 5 gross boxes 40 45 COCOA SHELLS. 35 lb bags 2 3 Less quantity 2 3 Pound packages 6 27 COFFEE. Green 18 Rio 19 Fair 19 Good 19 Prime 21 Golden 21 Peaberry 23 Santos 23 Fair 19 Good 19 Prime 22 Salted 22 Peaberry 23 Mexican and Guatemala 23 Fair 21 Good 21 Prime 24 Milled 24 Java 24 Interior 25 Private Growth 27 Mandehling 28 Mocha 28 Arabian 28 Roasted 28 To ascertain cost of roasted coffee, add 1/4 c. per lb. for roasting and 15 per cent. for shrinkage. Package. McLaughlin's XXXX 1 30 Bunola 30 80 Lion, 60 or 100 lb. case 21 30 Extract. Valley City 1/4 gross 75 Felix 1 15 Hummel's, foll. gross 1 65 tin 2 85		PEEL. Citron, Leghorn, 25 lb. boxes 13 Lemon 25 8 Orange 25 10 Raisins. Ondura, 25 lb. boxes 2 3 Sultana, 20 2 7 Valencia, 30 2 7 Prunes. California, 100-120 5 4 90x100 25 lb. bxs. 6 80x90 25 6 4 70x80 25 7 60x70 25 7 4 Turkey. Silver 70	FLAVORING EXTRACTS. Souders. Oval Bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon 2 oz 1 75 4 oz 1 50 Regular Vanilla 2 oz 1 20 4 oz 2 40 XX Grade Lemon 2 oz 1 50 4 oz 3 00 XX Grade Vanilla 2 oz 1 75 4 oz 3 50
BAKING POWDER. Acme 45 1 lb. 3 doz 75 1 lb. 1 1 00 Bulk 10 1/4 lb cans 6 doz 55 1/4 lb 4 doz 1 10 1/4 lb 2 doz 2 00 1/4 lb 1 doz 9 00 Queen Flake 2 70 3 oz cans 6 doz 2 70 6 oz 4 doz 3 20 9 oz 4 doz 4 80 1 lb 2 doz 4 00 5 lb 1 doz 9 00 Red Star 1/4 lb cans 75 1/4 lb 1 doz 1 40 Teller's 1/4 lb cans 45 1/4 lb 1 doz 1 50 Our Leader 1/4 lb cans 45 1/4 lb cans 75 1 lb cans 1 50	BATH BRICK. 2 dozen in case 90 English 80 Bristol 70 Domestic 70	CRACKERS. Butter 5 Seymour XXX 5 4 Family XXX 5 4 Family XXX 5 4 Salted XXX 5 4 Salted XXX, cartoon 5 4 Kenosha 7 4 Boston 7 7 Butter biscuit 6 Soda, XXX 5 4 Soda, City 7 4 Soda, Duchess 8 4 Crystal Wafer 10 4 Long Island Wafers 11 Oyster 5 4 S. Oyster XXX 5 4 City Oyster XXX 5 4 Farina Oyster 6 CREAM TARTAR. Strictly pure 30 Teller's Absolute 30 Grocers 15 25	DRIED FRUITS. Domestic Apples 6 Sundried 8 Evaporated, 50 lb. boxes 6 California in bags 8 4 Evaporated in boxes 9 In boxes 7 4 70 lb. bags 9 25 lb. boxes 9 Peaches 9 Peeled, in boxes 10 Cal. evap. 10 in bags 8 4 California in bags 6 4 Pitted Cherries 1 40 50 lb. boxes 1 40 25 1 40 Prunelles 1 40 30 lb. boxes 1 40 Raspberries 20 In barrels 30 50 lb. boxes 30 4 25 lb. 30 4 Raisins. Loose Muscatels in Boxes 3 4 2 crown 3 4 3 4 4 Loose Muscatels in Bags 3 4 2 crown 3 4 3 4 4 Foreign. Currants 2 4 Patras, bbls 2 4 Vostizias, 56 lb. cases 3	ENVELOPES. XX rag, white 1 35 No. 1, 6 1 10 No. 2, 6 1 10 No. 1, 6 1 25 No. 2, 6 1 00 Manila, white 75 Coin 70 MILL NO. 4. 90 FARINACEOUS GOODS. Farina 2 4 115 lb. kegs 2 4 Grits 2 4 Walsh DeRoo & Co.'s 2 10 Hominy 3 00 Barrels 3 00 Grits 3 4 Lima Beans 5 25 Dried 5 25 Macaroni and Vermicelli 55 Domestic, 12 lb. box 10 4 Imported 10 4 Pearl Barley 3 Peas 1 05 Green, bu 1 05 Split per lb 2 4 Rolled Oats 2 62 Schumacher, bbl 2 62 1/4 bbl 4 5 Monarch, bbl 4 5 Monarch, 1/4 bbl 2 38 Quaker, cases 3 20 Sago. 3 Wheat. 3 4 Cracked. 3 FISH-SALT. Yarmouth 11 12 Cod 4 4 Georges cured 7 4 Georges genuine 7 4 Georges selected 7 4 Boneless, bricks 6 4 Boneless, strips 6 4 Halibut 11 12 Herring 75 Holland, white hoops keg 9 00 Norwegian 2 6 Round, 1/4 bbl 100 lbs 1 35 1/4 40 1 35 Scaled 16 Mackerel. No. 1, 100 lbs 11 50 No. 1, 40 lbs 4 70 No. 1, 10 lbs 1 25 No. 2, 100 lbs 8 25 No. 2, 40 lbs 3 65 No. 2, 10 lbs 3 65 Family, 90 lbs 10 lbs 88 Sardines. 55 Trout. 4 00 No. 1, 1/4 bbls, 100 lbs 1 96 No. 1, kits, 10 lbs 55 No. 1, 8 lb kits 47 Whitefish. No. 1 family 3 00 1/4 bbls, 100 lbs 3 10 10 lb. kits 55 8 lb. 71 39	Jennings. Lemon. Vanilla 2 oz regular panel 75 1 20 4 oz 1 50 2 00 6 oz 2 00 3 00 No. 3 taper 1 35 2 00 No. 4 taper 1 50 2 50 Northrop's. Lemon. Vanilla 2 oz oval taper 75 1 10 3 oz 1 20 1 75 2 oz regular 85 1 20 4 oz 1 60 2 25 GUNPOWDER. Rifle-Dupont's 3 25 Kegs 1 90 Half kegs 1 10 Quarter kegs 30 1 lb cans 18 1/4 lb cans 18 Choate Bore-Dupont's 4 25 Kegs 2 40 Half kegs 2 40 Quarter kegs 1 35 1 lb cans 34 Eagle Duck-Dupont's. 11 00 Kegs 5 75 Half kegs 3 00 Quarter kegs 60 HERBS. 15 INDIGO. 15 Madras, 5 lb. boxes 55 S. F., 2, 3 and 5 lb. boxes 50 JELLY. 38 15 lb. pails 42 17 42 30 65 LICORICE. 30 Pure 25 Calabria 12 Sicily 12 Root 10 LYE. 1 20 Condensed, 2 doz. 2 25 4 doz. 2 25 MINCE MEAT.
BROOMS. No. 2 Hurl 1 90 No. 1 2 00 No. 2 Carpet 2 15 No. 1 2 50 Parlor Gem 2 50 Common Whisk 85 Fancy 1 00 Warehouse 2 85 BRUSHES. Stove, No. 1 1 25 " " 1 50 " " 1 75 Rice Root Scrub, 2 row 85 Rice Root Scrub, 3 row 1 25 Palmetto, goose 1 50 CANDLES. Hotel, 40 lb. boxes 10 Star, 40 9 Paraffine 10 Wickling 24 CANNED GOODS. Fish. Little Neck, Clama 1 30 " 2 lb 1 90 Standard, 3 lb 2 25 Cove Oysters 75 Standard, 1 lb 1 35 Lobsters 2 45 Star, 1 lb 2 45 " 2 lb 2 50 Picnic, 1 lb 2 60 " 2 lb 2 90 Mackerel. Standard, 1 lb 1 10 " 2 lb 2 10 Mustard, 2 lb 2 25 Tomato Sauce, 2 lb 2 25 Soured, 2 lb 2 25 Salmon. Columbia River, Fat 1 75 " talls 1 50 Alaska, Red 1 30 " pink 1 20 Kinney's, Fat 1 75 Sardines. American 4 4 Acme 4 4 Imported 4 4 Mustard 15 16 Boneless 22 Trout. Brook 2, lb 2 50 Fruits. Apples 90 York State, gallons 2 50 Hamburg 2 50	CHOCOLATE. Baker's 23 German Sweet 37 Premium 37 Breakfast Cocoa 48 CHEESE. Amboy 11 4 Acme 11 4 Lenawee 11 4 Riverside 11 4 Gold Medal 82 9 Skim 11 Brick 11 Edam 1 00 Laiden 20 Limburger 215 Pineapple 234 Roquefort 235 Sap Sago 230 Schweitzer, imported 234 " domestic 214	CHICORY. Bulk 5 Red 7 CLOTHES LINES. Cotton, 40 ft. per doz 1 25 " 50 ft. 1 40 " 60 ft. 1 50 " 70 ft. 1 75 " 80 ft. 1 85 Jute 60 ft. 1 85 72 ft. 1 00 CREDIT CHECKS. 500, any one denom'n 83 00 1000, " 5 00 2000, " 8 00 Steel punch 75 CONDENSED MILK. 4 doz. in case  N. Y. Cond'n'd Milk Co's brands Gall Borden Eagle 7 40 Crown 6 25 Daisy 5 75 Champion 4 50 Magnolia 4 25 Dime 3 35 	CONDENSED MILK. 4 doz. in case 	CONDENSED MILK. 4 doz. in case 	CONDENSED MILK. 4 doz. in case 
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PICKLES.

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

PIPES.

Clay, No. 216.	1 70
" T. D. full count.	70
Cob, No. 3.	1 30

POTASH.

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

RICE.

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

SPICES.

Whole Sifted.	
Allspice.	9 1/2
Cassia, China in mats.	9 1/2
" Batavia in bund.	15
" Saigon in rolls.	32
Cloves, Amboy.	32
" Zanzibar.	11 1/2
Mace Batavia.	30
Nutmeg, fancy.	75
" No. 1.	70
" No. 2.	60
Pepper, Singapore, black.	10
" white.	20
" shot.	16
Pure Ground in Bulk.	
Allspice.	15
Cassia, Batavia.	18
" and Saigon.	35
Cloves, Amboy.	32
" Zanzibar.	18
Ginger, African.	16
" Cochiti.	20
" Jamaica.	22
Mace Batavia.	65
Mustard, Eng. and Trieste.	32
" Trieste.	35
Nutmeg, No. 2.	75
Pepper, Singapore, black.	16
" white.	24
" Cayenne.	20
Sage.	20
" Absolute" in Packages.	

Allspice.	84 1 55
Cinnamon.	84 1 55
Cloves.	84 1 55
Ginger, Jamaica.	84 1 55
" African.	84 1 55
Mustard.	84 1 55
Pepper.	84 1 55
Sage.	84

SAL SODA.

Granulated, bbls.	14
" 75 lb cases.	1 15
Lump, bbls.	1 15
" 145 lb kegs.	1 14

SEEDS.

Anise.	25
Canary, Smyrna.	4 1/2
Caraway.	8
Cardamon, Malabar.	90
Hemp, Russian.	4
Mixed Bird.	50 1/2
Mustard, white.	10
Poppy.	9
Rape.	5
Cuttle bone.	30

STARCH.

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

SALT.

Diamond Crystal.	
Cases, 24 3 lb. boxes.	1 60
Barrels, 320 lbs.	2 50
" 115 2 1/2 lb bags.	4 00
" 60 5 lb "	3 75
" 30 10 lb "	3 50
Butter, 56 lb bags.	65
" 20 14 lb bags.	3 50
" 20 14 lb bbls.	2 50
" 22 14 lb "	2 25
115 2 1/2 lb sacks.	4 40
60 5-lb "	3 75
30 10-lb "	3 50
22 14-lb "	3 30
320 lb bbl.	2 60
8 lb sacks.	32 1/2
linen sacks.	60
Common Grades.	
100 3-lb. sacks.	3 10
60 5-lb.	1 90
28 10-lb. sacks.	1 75
Warsaw.	
56 lb. dairy in drill bags.	30
28 lb. "	16
Ashton.	
56 lb. dairy in linen sacks.	75
Higgins.	
56 lb. dairy in linen sacks.	75
Solar Rock.	
56 lb. sacks.	22
Common Fine.	
Saginaw.	90
Manistee.	90

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
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Domino.	84 75
Cut Leaf.	4 75
Cubes.	4 37
Powdered.	4 37
XXXX Powdered.	4 62
Granulated.	3 94
Fine Granulated.	4 16
Extra Fine Granulated.	4 37
Mould A.	4 00
Diamond Confection.	4 00
Confec. Standard A.	3 94
No. 1.	3 81
No. 2.	3 81
No. 3.	3 81
No. 4.	3 81
No. 5.	3 75
No. 6.	3 69
No. 7.	3 62
No. 8.	3 56
No. 9.	3 10
No. 10.	3 44
No. 11.	3 37
No. 12.	3 31
No. 13.	3 18
No. 14.	3 12

SYRUPS.

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

TABLE SAUCES.

Lea & Perrin's, large.	4 75
" small.	3 75
Halford, large.	3 75
" small.	2 25
Salad Dressing, large.	4 55
" small.	2 65

SALERATUS.

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

SEELY'S EXTRACTS.

Lemon.	
1 oz. F. M. 8 doz.	\$10 20 gro
2 " N. S. 1 30 "	12 60 "
2 " F. M. 1 40 "	14 40 "

Vanilla.

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

Rococo—Second Grade.

Lemon.	
2 oz. 75 doz.	8 00 "
Vanilla.	
2 doz. 1 00 doz.	10 50 "

SOAP.

Allen B. Wrisley's Brands.	
Old Country, 80 1-lb.	3 20
Good Cheer, 60 1-lb.	3 50
White Borax, 100 1/2-lb.	3 65

Proctor & Gamble.

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

Dingman Brands.

Single box.	3 95
5 box lots, delivered.	3 85
10 box lots, delivered.	3 75

Jas. S. Kirk & Co.'s Brands.

American Family, wrp'd.	33 23
" plain.	2 27

N. K. Fairbank & Co.'s Brands.

Santa Claus.	3 90
Brown, 60 bars.	2 10
" 80 bars.	3 10

Lautz Bros. & Co.'s Brands.

Acme.	3 65
Cotton Oil.	6 00
Marseilles.	4 00
Master.	4 00

Thompson & Chute Co.'s Brands

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

Passolt's Atlas Brand.

Single box.	3 65
5 box lots.	3 60
10 box lots.	3 50
25 box lots del.	3 40

Scouring.

Sapallo, kitchen, 3 doz.	2 40
" hand, 3 doz.	2 40

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
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Domino.	84 75
Cut Leaf.	4 75
Cubes.	4 37
Powdered.	4 37
XXXX Powdered.	4 62
Granulated.	3 94
Fine Granulated.	4 16
Extra Fine Granulated.	4 37
Mould A.	4 00
Diamond Confection.	4 00
Confec. Standard A.	3 94
No. 1.	3 81
No. 2.	3 81
No. 3.	3 81
No. 4.	3 81
No. 5.	3 75
No. 6.	3 69
No. 7.	3 62
No. 8.	3 56
No. 9.	3 10
No. 10.	3 44
No. 11.	3 37
No. 12.	3 31
No. 13.	3 18
No. 14.	3 12

SYRUPS.

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

TABLE SAUCES.

Lea & Perrin's, large.	4 75
" small.	3 75
Halford, large.	3 75
" small.	2 25
Salad Dressing, large.	4 55
" small.	2 65

TEAS.

JAPAN—Regular.	
Fair.	17
Good.	20
Choice.	24
Choicest.	32
Dust.	10

SUN CURED.

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

BASKET FIRED.

Fair.	18
Choice.	25
Choicest.	35
Extra choicest.	40

GUNPOWDER.

Common to fair.	25
Extra fine to finest.	50
Choicest fancy.	75

COLORED.

Common to fair.	23
Common to fair.	23
Superior to fine.	30
Superior to fine.	30

FLOUR HATSON.

Common to fair.	15
Superior to fine.	30

ENGLISH BREAKFAST.

Fair.	18
Choice.	24
Best.	40

TOBACCO.

Fine Cut.	
P. Lorillard & Co.'s Brands.	
Sweet Russet.	30
Tiger.	30
D. Scotten & Co's Brands.	
Hiawatha.	30
Cuba.	30
Rocket.	30
Spaulding & Merrick's Brands.	
Sterling.	30

Private Brands.

Bazoo.	20
Can Can.	27
Nellie Bly.	24
Uncle Ben.	24
McGinty.	27

Columbia.

Columbia.	24
Columbia, drums.	23
Bang Up.	23
Bang up, drums.	19

Flag.

Sorg's Brands.	
Spearhead.	39
Joker.	27
Nobby Twist.	40
Scotten's Brands.	
Kylo.	25
Hiawatha.	38
Valley City.	34

Pinzer's Brands.

Old Honesty.	40
Jolly Tar.	32

Lorillard's Brands.

Climax (8 oz., 41c).	39
Green Turtle.	30
Three Black Crows.	27

J. G. Butler's Brands.

Something Good.	38
Out of Sight.	24
Wilson & McCauley's Brands.	
Gold Rope.	43
Happy Thought.	37
Messmate.	32
No Tax.	31
Let Go.	27

Smoking.

Catlin's Brands.	
Kiln dried.	17@18
Golden Shower.	19
Huntress.	25
Meerscham.	25@30

American Eagle Co.'s Brands.

Myrtle Navy.	40
Stork.	39
German.	15
Frog.	32
Java, 1/2 foil.	32

Banner Tobacco Co.'s Brands.

Banner.	16
Banner Cavendish.	36
Gold Cut.	30

Scotten's Brands.

Warpath.	4
Honey Dew.	34
Gold Block.	30

F. F. Adams Tobacco Co.'s Brands.

Peerless.	36
Old Tom.	18
Standard.	22
Globe Tobacco Co.'s Brands.	
Handmade.	40

Leidersdorf's Brands.

Rob Roy.	26
Uncle Sam.	28@32
Red Clover.	32

Spaulding & Merrick.

Tom and Jerry.	25
Traveler Cavendish.	38
Buck Horn.	30
Flow Boy.	30@32
Corn Cake.	16

VINEGAR.

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

WET MUSTARD.

Bulk, per gal.	30
Beer mug, 2 doz in case.	1 75

YEAST.

Magic.	1 00
Warner's.	1 00
Yeast Foam.	1 00
Diamond.	75
Royal.	90

WOODENWARE.

Tubs, No. 1.	5 75
" No. 2.	4 75
" No. 3, two-hoop.	4 00
" No. 1, three-hoop.	1 35
Bowls, 11 inch.	
" 13 "	90
" 15 "	1 25
" 17 "	1 80
" 21 "	2 40

HIDES PELTS and FURS.

Perkins & Hess pay as follows:	
FURS.	
Mink.	30 @ 1 00
Coon.	30 @ 80
Skunk.	30 @ 1 10
Rat, winter.	08 @ 11
Rat, fall.	03 @ 08
Red Fox.	1 00 @ 1 40
Gray Fox.	40 @ 60
Cross Fox.	3 00 @ 5 00
Badger.	50 @ 1 00
Cat, wild.	50 @ 75
Cat, house.	10 @ 25
Fisher.	5 00 @ 6 00
Lynx.	1 00 @ 2

CASH VS. CREDIT.

Some New Thoughts on a Threadbare Subject.

Of all the varied and various systems of running a store, I doubt if there is one which has not numerous earnest advocates and practitioners. There are men who have won signal success in all branches of trade, and by an endless variety of methods; yet it may safely be said that those who have gained affluence in mercantile pursuits have been the men who have come the nearest to doing a cash business.

* * *

There is much in favor of the cash plan of selling goods at retail, and unquestionably a far larger proportion of merchants in this country are now doing a strictly C. O. D. business than ever before. There is a legitimate reason for this. Credits have been too freely extended in the past. Almost anybody who hung out a grocery sign could buy all the goods he wanted at wholesale and on time. The goods once obtained, the length of accommodation was in great measure at the option of the debtor. By an easy method of deduction the retailer disposed of his goods wherever he could, taking a large share of his pay in promises. There came a day of reckoning, however, and some jobbers and numberless retailers were closed up, while a great many more barely squeezed through, and are even now hanging on the "ragged edge," waiting for business to pick up. Business will "pick up," but it will be a long time before credits will be as easy as they were up to a few months ago. The lesson has been a severe one, but it may be a blessing to the majority, after all, for it will of a certainty weed out the weaklings and teach those who remain that it makes less difference about the aggregate of sales than the amount of net profits on January first.

* * *

Some reputable wholesale houses have joined in the general breaking away from the chains of credit. I have before me the circular of a shoe house which says: "If you wish your goods quickly, send cash with order. No goods sold on time and no discount allowed." There is also another firm whose terms are "Spot cash. No deviation under any circumstances." It hardly seems as though these terms would prove attractive to merchants who are at a distance from the markets, and who are at all anxious to inspect goods before paying for them. One would think for this reason, as well as for some other reasons, the jobber doing a strictly cash business, might find his trade restricted to rather narrow limits; but, as the houses referred to appear to be having a good trade, this conjecture may be wrong.

* * *

In the retail way, it is often urged, by those who hesitate to adopt the cash plan, that the volume of their regular trade would be immediately reduced and might so remain. That there is some ground for this fear, it would be folly to dispute. The merchant who has been "carrying" people on his books for years, has educated his trade to expect, as a right, something to which it is in no manner entitled. The bare announcement that he will henceforth trust no man will arouse a spirit of antagonism which may easily work to his disadvantage.

* * *

Storekeepers have so long patted the public upon the back that it must be handled more carefully than a spoiled child. Having decided to sell for cash only, no matter for what reason, you must set the matter before your customers in a pleasing, as well as a plausible manner, and in a way calculated to give the least possible offense. There are a number of points which the merchant may work into his announcement if he so desire. For instance, a cheapening in the price of goods; a lessening of the labor of running the store; the liability of error in keeping book accounts; the advantage to the customer in paying "spot," as he does not then go beyond his means, as is so often the case with the ruinous pass book system.

* * *

It is as well to keep in the background such matters as your losses from bad accounts, unless it be to especially intelligent and, above all, to good paying customers. Tell a dead-beat that you lost money on another fellow, and he will think it was good enough for you. If he thinks you have lost enough to seriously embarrass you, he will leave your store and trade with your competitor who appears to be making money, for, after all, a prosperous man has many points worthy of admiration.

* * *

There is only one way to run a strictly cash business, and the principles of that system are embodied in a short, plain sentence: "No credit to anybody under any circumstances." Just so long as you stick to this you can run a cash store. The minute you deviate the breadth of a hair, you have gone back to credit.

* * *

There are many pleasant things connected with conducting a store upon this principle. It is the cleanest mercantile business in the world. There is no hesitation in making any particular sale, for you know that the cash is forthcoming when the package is tied up. You have no accounts to collect, and none to keep with customers. At night the cash is in the till for all the goods that have left your shelves. If you are moderate in expenditures and do not overbuy, you will always be able to pay your bills before maturity.

GEO. L. THURSTON.

If You would know

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

Coupon Book System,

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

Tradesman
Company.

5c

TRY THE

5c

5c

S.C.W.

NICKLE CIGAR.

5c

Sold by All Wholesale Dealers Traveling from Grand Rapids.

GRAND RAPIDS STORAGE AND TRANSFER CO., Ltd.,
General Warehousemen and Transfer Agents.

Dealers in

Carriages, Wagons, Agricultural Implements and Binder Twine.
General Office, 83 South Division Street, Grand Rapids.

COLD and DRY STORAGE.

General Office, Telephone 955.
Warehouse, Telephone 954.

E. J. BROOKS, Man'g.

Swartout & Downs,

JOBBER OF

LADIES' AND GENTLEMEN'S FURNISHING GOODS

and

STAPLE NOTIONS.

Full and Complete Lines in All Departments.

41 South Division St.

Grand Rapids, Mich.

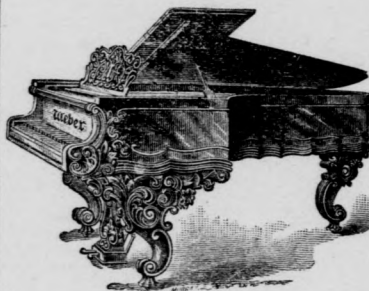
Holiday Presents in Musical Goods. * * *

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.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

Dress Goods, Shawls, Cloaks,
Notions, Ribbons, Hosiery,
Gloves, Underwear, Woolens,
Flannels, Blankets, Gingham, Prints and Domestic Cottons.

We invite the attention of the trade to our complete and well assorted stock at lowest market prices.

Spring & Company.

Destructive Influence of Civilization.

The destructive effect of civilization on the wild races of men has been repeatedly observed, but the result to which it is tending is not seriously considered.

Savage people, of course, have their vices; but they are of a nature adapted to their conditions and constitutions, and their effects are not extensively injurious. But when the simple people are introduced to the vices and excesses of civilized races, these are found to be of so destructive a nature that savages quickly succumb to them.

Unquestionably, the white races possess more self-control than do any of the dark-skinned peoples. They are less intensely endowed with nervous sensitiveness; they are less subject to be the victims of excessive nervous excitability. They consume more intoxicating liquors than do all the dark races put together, and, injurious as these liquors are to the whites, they would be vastly more so to the peoples with darker skins. The passions of the dark races are infinitely more violent and unrestrainable than are those of the whites, and to this fact physiologists have attributed the beastly ferocity which characterizes the negro ravisher.

It follows, then, that when the dark races are made acquainted with the alcoholic drinks of the whites, the former become completely overwhelmed and besotted by them, having none of the powers of resistance possessed by the whites. But, of course, alcoholic liquors are not the whole of the destructive agencies which the whites have imposed on the dark peoples. They have brought their peculiar diseases, which have assisted to depopulate tribes and communities. There are many islands in the South Seas which were once densely inhabited, but which have been depopulated of their original races since they came in contact with the whites. This is particularly true of the black races of Australia. They are being rapidly extinguished, despite the fact that the British Government has endeavored to protect and care for them. But it is too manifest that the wild peoples cannot endure civilization.

The rapid deterioration of the American Indians under the influences of civilization has been remarked by every observer. Under their operation entire tribes have disappeared, and the others have decreased in numbers most rapidly. Smallpox, measles and other diseases, which have swept off enormous numbers of these people, were unknown until they were introduced by the whites; but probably nothing has exerted such a destructive effect upon the savages as has whisky.

The Indians had tobacco from the beginning of their residence in America, for on this continent, and in use by them, it was found at the time of the discovery; but it does not seem to have hurt them in any way. The American Indian is one of the most nervous and impressible and emotional creatures in the world. In these respects his constitution is thoroughly Oriental. Tobacco, which was never used by the savages to excess, had the effect of soothing the nervous activity of the Indians, without hurting them. They were entirely ignorant of stimulants.

Intoxicating liquors exercise vastly more powerful effects upon the red man

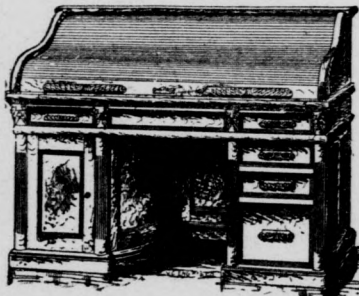
than upon the white. A moderate dose will drive him to frenzy, from which he does not recover until he falls into an overmastering stupor. While the Indians were living in tribal relations, under the direction of officers appointed by the United States Government, the sale of liquor was prohibited under heavy penalties; but, now that each individual in the various tribes is receiving his specific allotment of land, instead of possessing their lands in common with the tribe, the ingenious traders who want to enrich themselves by debauching the wretched savages have enlisted the aid of the law, and, under a decision of a United States court, an Indian who will sell his last horse, or his wife, or his daughter, for whisky, is allowed to do it.

The Secretary of the Interior, in his report to Congress on the pernicious effects of the sale of liquor to the Indians, recites that saloons established along the boundary line of the Black-feet reservation, and on the strip of land segregated from the Uintah reserve, are demoralizing the Indians of those agencies, and the attempt is being made to break them up. Navajoes obtain liquor freely in towns of New Mexico, and it is almost impossible to prevent such sales there, since a New Mexican jury will not convict a whisky seller on Indian testimony. A decision has recently been rendered by Judge Bellinger, of the United States Court of the District of Oregon, that the sale of liquor to an Indian who has received his land in severalty is not in violation of law, because by allotment he has become a citizen. The Grande Ronde agent reports that since this decision many Indians of his agency have become "gloriously drunk," and the Shoshone agent expresses the utmost solicitude if this decision is to prevail.

Thus it is that the Indians, like the buffalo, are fading away on the approach of the white man, and the natives in the interior of Africa who are being supplied with rum are destined to the same fate. It is entirely possible that the only hope for the Africans is in those of them who, by centuries of association with the whites under the restraints of slavery, have learned some lessons of self-government. The wild man, freed from all wholesome restrictions, and confronted with the vices of civilization, cannot withstand them. He inevitably succumbs.

RADIX.

If You Want an OFFICE DESK,
ROLL OR FLAT TOP,
Send for Catalogue "A."



NELSON-MATTER FURNITURE CO.,
33 to 39 Canal St.,
GRAND RAPIDS, MICH.

Chas. Pettersch,

JOBBER OF

Imported and Domestic Cheese

Swiss, Brick and Limburger a Specialty.

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

-: 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.

Use Tradesman's Wants Column.

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.

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,
GRAND RAPIDS, MICH.

Badges

For

SOCIETIES,
CLUBS,
CONVENTIONS,
DELEGATES,
COMMITTEES.

The Largest Assortment of Ribbons and Trimmings in the State.

TRADESMAN COMPANY.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, Dec. 22--Business during the past week has been almost wholly of a holiday character. The weather has been superb for shopping, and the big stores have been jammed from morning until 10 o'clock at night. The girls who wait upon this crush are not sad when it is over. They work until 10 and get no extra compensation. Of course, it is better than no work at all, but they shed no tears when the whole affair comes to an end.

Jobbing circles have been comparatively quiet. Salesmen are being quite generally called in, and the time is devoted to clearing up the odds and ends of a year which nobody is sorry to see depart.

Trading in coffee is limited to this locality almost altogether. Very few buyers have been present from the interior and the market is rather flat. Spot Rio, No. 7, 15½@15¾c. Total stock in United States and aloft, 567,682 bags, against 466,201 bags the same time last year. Mild sorts in only everyday demand. Fancy Javas, 18@21c; do, Malang, 21@22c. Padang Interior, 22½@25c. The market for teas is fairly steady and some very good sized lots have changed hands. Imports are fully up to last year and ample supplies are found of all kinds.

Molasses is firm and prices are practically unchanged.

Trade in sugar is light for refined and business is very limited. Granulated remains at 4c.

Rice is firm and a good business has prevailed all the week. The position at primary points is reported firmer and higher prices are confidently predicted.

Trading in beans is light and prices are unchanged, the market price being \$2.12½@2.15 for best marroes and \$1.70 for both pea and medium.

Butter has lost much of its firmness and, as the market is well supplied, offerings are freer. Extra Western creamery, 24c; firsts, 21@22c; State creamery, extra, 22c.

Cheese is dull, with prices unchanged. The demand is inactive and holders are waiting for something to turn up.

Eggs are lower, but the lessening of prices has not induced any further demand. Western, 21½@22c.

Potatoes are in full supply and selling for \$1@1.63 per bbl.

Provisions have settled into a rut which seems very hard to get out of before the turn of the year, yet the general tone is a strong one. New mess pork, \$13.25@13.75; family mess, \$12@12.50.

Doubtless canned goods might be duller, but they never were, and the prospect grows no more enchanting. The one redeeming feature is that stocks on the shelves of retailers must be light. But, notwithstanding this, they do not scramble for more. Corn and tomatoes are particularly dull. It was hoped that the convention that recently assembled in Baltimore would be well attended by representative packers, but, on the contrary, it might almost be said to have been conspicuous by their absence. Why is it that Eastern people will not meet and form such an association as they have in the West?

There has been an active trade in fancy dried fruits, such as raisins, dates, prunes in fancy packages, etc., and the groceries have made a big effort in this direction during the past fortnight. Everybody can indulge to excess with a very limited amount of cash.

Fresh fruits are selling well, especially fancy apples. Foreign fruits, bananas, oranges and lemons are all on the jump. For oranges, however, the demand is confined more to the Florida product, and the Jamaica article is not so much sought after.

Spices are weak and the demand during the past week has been almost nil. Prices have showed no particular change for a long time.

A great sale of cottons took place last Wednesday and \$2,225,000 worth of goods changed hands. The prices were only about 5@10 per cent. below regular

rates and the result was very satisfactory all around. No appreciable effect was observable upon the cotton market.

Lakeview Laconics.

LAKEVIEW, Dec. 22--The Stebbins Manufacturing Co. is now taxed beyond its capacity, although it has been doubled a half dozen times in the past three years.

Some men here seem to have gone wild over the grocery business. There are, or soon will be, eleven men in that business—just five too many for profit.

If men here mean what they say, and say what they mean, the electric light plant will not be accepted, unless a big improvement in its lighting capacity is brought about.

Every Lakeview citizen claims that we have the most beautiful main street to be found in any town of its size in Michigan.

It is believed that, at no distant day, a first-class gravel driveway will be built the entire circuit of our lovely lake.

Many of our farmers are holding back their potatoes, believing that the price will be higher.

Our lumbermen are getting in doubly good shape to rush logging, should a fair fall of the "beautiful" occur.

Peter Hansen, of Morley, has rented Jas. M. Beech's new brick store here, and will conduct the grocery business therein.

Immediately after the big fire here, Chas. M. Northrop transferred his grocery and clothing business to his warehouse at the depot. He has leased his new brick store to a Grand Rapids man, and will continue his own business where he now is. Mr. Northrop owns the creamery property here, and should the next season be favorable, will push the buttermaking business for all that it is worth.

It is said that a young druggist of this place will soon wed one of Lakeview's most estimable daughters.

After the fire, John T. Butler located his grocery business near the depot, and is so well pleased with his location that he will remain where he is.

H. C. Thompson has bought a new store, changed his location for the better, and added a stock of grain, flour and feed to his business.

The Grain Market.

The receipts for the past week were as follows:

Wheat.....	49 cars.
Corn.....	23 "
Oats.....	3 "

This is above the average for corn, about the normal for oats, but below the average for wheat. One cause for the small amount of wheat is the Car Service rules working harm to the millers. We have done all we could, but are unable to comply with the arbitrary rules of the Car Service Association. In order not to be annoyed all the time, the mills will consume less wheat, which will probably please the railroad officials better.

Prices have been very steady, although the visible increase was twice as large as was anticipated, and will probably reach the 90,000,000 mark, if not more. The great question which is agitating the speculators' mind is, how long it will take to ship this out.

The trade papers are talking about Texas, South Dakota, Missouri and Kansas being bare of wheat. Should receipts diminish in the near future, as is anticipated, the enormous visible will not be burdensome and higher prices will prevail before long. The market has the usual holiday appearance.

Oats seem to be rather scarce, as there seems to be 6,000,000 bushels less in sight than there was one year ago. Corn has been at a stand off, and, from present appearances, not much of a change is expected in the near future, at least not until after the holidays.

C. G. A. VOIET.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Monday evening, Dec. 17, President White announced that he would leave the city early in January for a visit to his former home and friends in England, whereupon the following resolution was presented and adopted:

WHEREAS, It has come to our attention that our worthy President is soon to pay a visit to Merry England; therefore

Resolved—That we wish our President a speedy voyage, a happy visit and a safe return and trust that he will investigate the grocers' associations of England and present us an exhaustive report thereon on his return.

The resolution adopted Feb. 19, 1894, agreeing to discontinue the sale of Soapine, owing to the fact that the manufacturers sell it to the consumer cheaper than it can be purchased by the retailer, was re-affirmed.

Julius J. Wagner, of the Committee on Essays, asked for further time, which was granted.

A considerable discussion followed on the rebate method of selling flour, closing with the adoption of a resolution that the entire matter be held over until the third Monday in January and that no meeting be held the first Monday in January.

There being no further business, the meeting adjourned.

Announcement of the State Board of Pharmacy.

Owosso, Dec. 12--The Board will hold a special meeting for the examination of candidates in Arion Hall, corner of Wilcox and Barclay streets, Detroit, Jan. 8, 1895, commencing at 9 a. m., and continuing for two days. All candidates must report at Arion Hall, at 9 a. m., city time.

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

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

Other meetings will be held during the year as follows:

March 5--At Grand Rapids.
June 24--At Detroit (Star Island).
August--At some point in the Upper Peninsula.
Nov. 5--At Lansing.
STANLEY E. PARKILL, Sec'y.

PRODUCE MARKET.

Apples--The market is about the same as a week ago. Baldwins are still sold at \$2 per bbl., but Greenings and Spys are held at \$2.25.

Beans--The market is a little stronger, the price having advanced 3½¢ per bu. Handlers pay \$1.25@1.30 for country picked, holding city picked at \$1.55 in small lots and \$1.50 in carlots.

Butter--A drug on the market. Good stock goes begging at 16c and creamery is correspondingly depressed.

Beets--30c per doz.

Cabbage--Price ranges from \$1@4 per 100, according to size and quality.

Celery--Is held by dealers at 12@15c per doz.

Cranberries--Leach's Walton Junction fruit is eagerly sought for by the trade at \$3.50@3.75 per crate, according to quality.

Eggs--In fair demand and adequate supply--a condition seldom prevailing in this latitude during the Christmas holidays. Strictly fresh com mands 2¢ and pickled stock 18c.

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

Lettuce--1½¢ per lb.

Onions--Red Weatherfields and Yellow Dan vers command 40c per bu. Spanish stock, \$1 per box.

Parasnis--40c per bu.

Parsley--25c per doz.

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

Potatoes--The market is featureless, most of the recent shipments having resulted in losses to the shippers, so that they are afraid to take hold of them. Retail dealers here pay 4½c for their supplies.

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

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

Squash--Hubbard brings 1½¢ per lb.

The Drug Market.

The usual state of trade of the holiday season exists, and as there is little business transacted in the eastern markets there are few changes to note.

Gum opium rules steady at unchanged prices.

Morphia is in light demand and prices are steady.

Quinine is unchanged. Contracts for 1895 are being made at low prices and it is believed that an advance will come with the spring demand.

Menthol is ruling firm, with a limited supply.

Foreign competition is hammering down the price of borax. The American producer will not be undersold.

Canary and hemp seeds are a fraction lower.

Caffeine is again in good supply and much lower in prices.

Pilocarpine is being sold at almost prohibitive prices. It is held in open market at from \$75 to \$100 per ounce, as to view of holders.

Oil anise has declined and the market is weak.

Oil cloves is a fraction lower.

OYSTERS

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

Daisy Brand, Favorites, per can.....	14
Daisy Brand, Standards, per can.....	16
Daisy Brand, Selects, per can.....	22
Solid Brand, Standards, per can.....	20
Solid Brand, E. F., per can.....	20
Solid Brand, Selects, per can.....	24
Solid Brand, Extra Selects, per can.....	26
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
20-lb. pail.....	57
17-lb. pail.....	56
15-lb. pail.....	45

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

Mrs. Withey's bulk mince meat:

40-lb. pail, per lb.....	6
25-lb. pails, per lb.....	6½
10-lb. pails, per lb.....	6½

Pure Cider Vinegar, per gallon..... 10

Pure Sweet Cider, per gallon..... 12

Fine Dairy Butter, per lb..... 20

Fresh Eggs, per doz..... 17

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

New Pickles, ½ barrel..... 3 00

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

New Sauer Kraut, ½ barrels..... 2 50

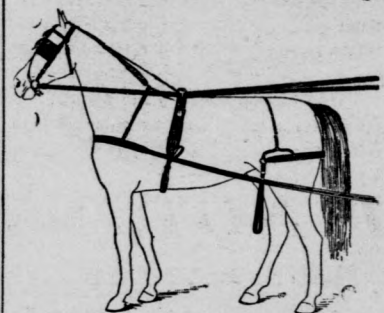
EDWIN FALLAS,

Oyster Packer and Manufacturer.

VALLEY CITY COLD STORAGE,

Grand Rapids, Mich.

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, 1½ in.; Breast Collar, 1½ in.; Bracing, 1½ in.; Bridle with blinds and overcheck, or, if desired we will send a VERY NEAT LIGHT OPEN BRIDLE. I am so confident that this harness will suit that I will send it by express C. O. D. to any point in the State, with the privilege of examining it before paying for it, and, if not satisfactory, return it at my expense. No Risk. It Will Cost You Nothing to see it.

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

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.

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.



Oysters

OLD RELIABLE

ANCHOR BRAND

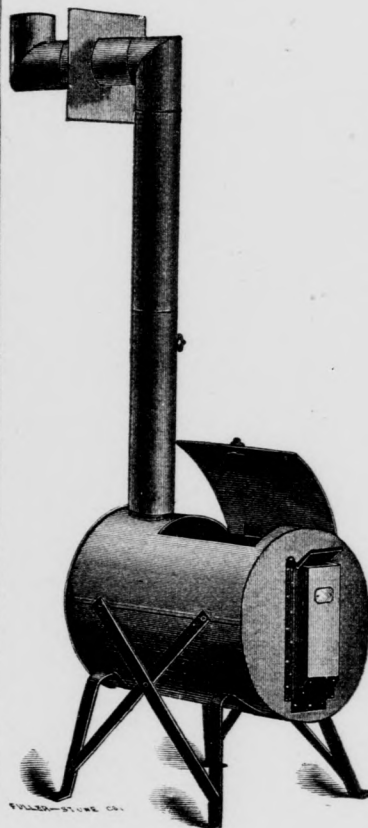
All orders receive prompt attention at lowest market price.

See quotations in Price Current.

F. J. DETTENTHALER.

117 and 119 Monroe St., Grand Rapids.

CAR STOVE.



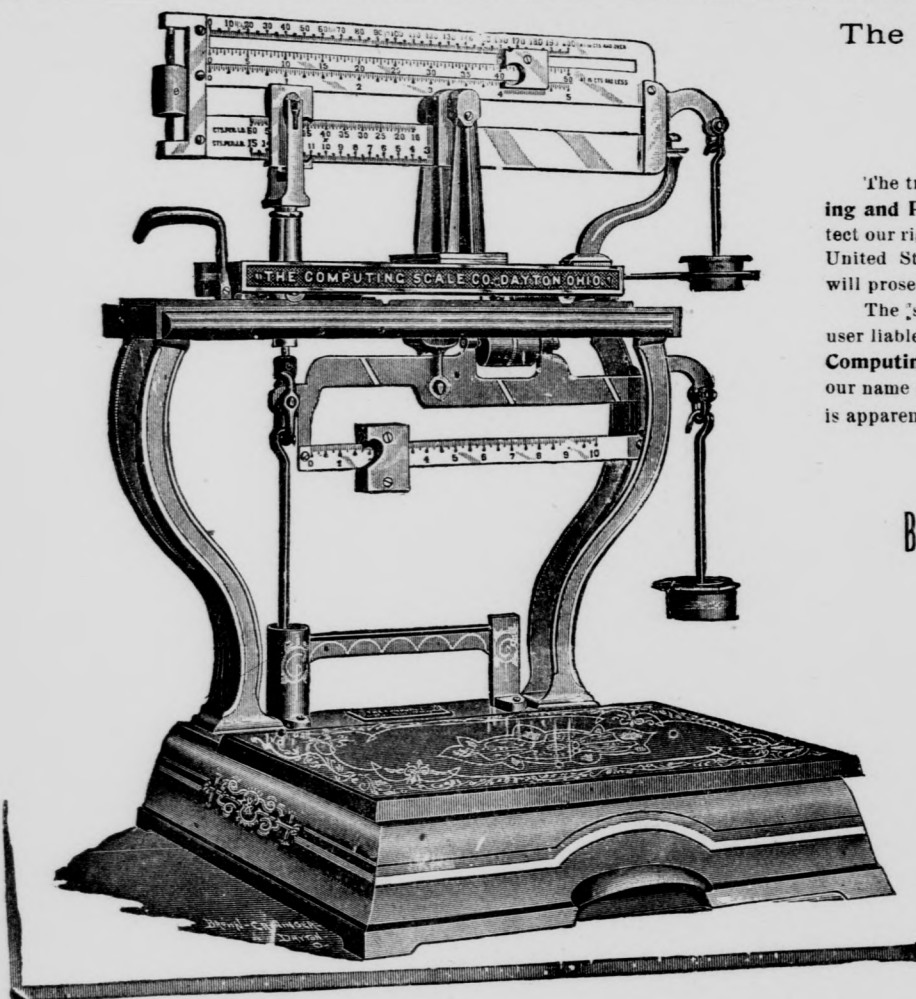
THE
ONLY
PERFECT
STOVE

FOR
USE
IN
SHIPPING
POTATOES.

We also carry a good stock of plain board for lining cars.

Write For Price.

**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 Letters Patent of the United States issued in 1881, 1885, 1886, 1888, 1891, 1893 and 1894. And we will prosecute all infringers to the full extent of the law.

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

Respectfully,

THE COMPUTING SCALE CO.

BE SURE YOU BUY THE DAYTON COMPUTING SCALES.

See What Users Say:

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

We will be ready for you the First of January 1895 to talk
GASOLINE STOVES.

The "New Process" Stoves

Have been greatly improved and are, without a question, the best vapor stove in the market. Don't think of selling any other stove this coming season if you can get the agency for the "New Process."

Write Us Early.

Don't cost any more than to wait until some one else gets the best selling stove. Be up with the times and get there first.

The Michigan Generator Stoves

An entirely new line for the coming season. They contain some new features never before shown on gasoline stoves and are only found on the **Michigan Stove**.

Write Us Early.

We are going to give the agency of these stoves to but one dealer in a town, see that you get it—for they are the easiest and best selling generator stoves ever offered.

Write for Catalogue and Discounts.

H. LEONARD & SONS, GRAND RAPIDS,
MICH.