

MICHIGAN TRADESMAN

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VOL. XII.

GRAND RAPIDS, JANUARY 9, 1895.

NO. 590

ABSOLUTE TEA.

The Acknowledged Leader

SOLD ONLY BY

TELFER SPICE CO.,
GRAND RAPIDS, MICH.

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BRUSH COMP'Y,



MANUFACTURERS OF

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GRAND RAPIDS, MICH

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Mackintoshes,

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

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

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

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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.

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ENGLISH FRUIT CAKES

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

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

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

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

Inspection of our stock and correspondence solicited.

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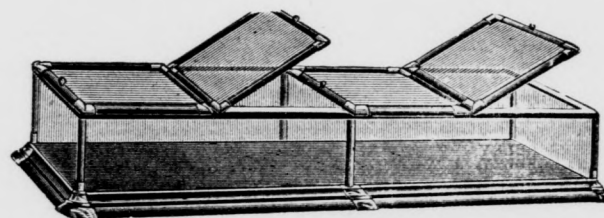
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MUSKEGON,
GRAND HAVEN,
HOWARD CITY,

MANISTEE,
TRAVERSE CITY,
PETOSKEY.

CADILLAC,
LUDINGTON,

Highest Price Paid for

EMPTY CARBON & GASOLINE BARRELS.

MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, JANUARY 9, 1895.

NO. 590

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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Cement, Lime, Coal, Sewer Pipe, Etc.
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PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber

Try OLD LEE Anthracite.

Most durable coal in the market.
S. P. BENNETT FUEL & ICE CO.
Grand Rapids, Mich.



THE BACK OFFICE.

Written for THE TRADESMAN.

With the employer "freedom of contract" means: "Heads I win, tails you lose."—*Typographical Journal*.

Well, now, I don't know about that. Is it true that a man, having invested his money in business when everything is all ready to start up, takes out a cent and says to the men who are to work for him: "Now, boys, this is a game of flip-up. Here goes. Heads I win, tails you lose?" Let us make believe that it is that game. So long as the outcome depends on chance, what difference does it make which condition is mentioned first? Again, granting that what is implied should be done, that, when the time comes for the fun to begin, the employer puts the coin into the hands of the employee who hasn't any coin and lets him do the flipping up. It is still a game of chance with the same result; and because it is chance, the man who owns the cent naturally does the flipping; and what sort of a fellow is that who won't play if he can't flip somebody's else cent? O, I see. "When he says heads, he flips it so that it will come up heads every time." Then there is a little cheating going on, and the man without a penny wants mine to cheat me out of some other pennies which I happen to have in my other pocket. That being the condition of things, I guess we won't flip-up after all.

That, however, is not the condition of things. Going into business isn't a game at all, much less that kind of game. The employer doesn't stand at his factory door and toss up with the boys to see who wins and who loses. It happens to be a matter where win or lose for one means win or lose for the other. Here is another little matter to be remembered. I put \$10,000 into a newspaper plant. I set up presses, and whether I own the building or not the use of it must be paid for. I furnish everything with my \$10,000, and now I want twenty men to do the work. They come and I engage them and we start in. One man takes care of the engine, another does the press work, and still another sets type. The success or the failure depends upon me. I buy, I sell, I am on the jump from the time I get out of bed until I get into it, and long after the wheels are stopped, and the help, without a business care to trouble them are resting, I am devising ways and means to keep the presses going and to pay them their wages at the end of every week. The men work ten hours a day and I eighteen.

Now, if either of those men should change places with me on that first morning when we went to work, would that man, taking a penny from his pocket, say as he tossed it to me, "Go ahead. Heads or tails—heads I lose and tails you win?" That man would answer: "What do you take me for? Work against work, I get eight hours more of it every day than you do. Is that going to count, and where, I should like to know is the \$10,

000 that I put into this business? Isn't that going to count, either? You are a chump, that's what you are! Capital versus labor and be hanged to you! It is eighteen hours of hard work against ten with my capital thrown in. That, confound you, is exactly what it is!"

When the employed get ready to admit that there are other workers besides themselves, it will be plenty time enough for them to talk about employers and contracts and flipping-up.

It is always well to have a high ideal. The old advice-burdened legend, that the arrow, to hit the sun, must be aimed above that luminary, cannot be pondered too much, and yet, in the practical concerns of life it must be remembered that the ideal, if too faithfully followed, will often be found impracticable. The ideal and the lesson of the legend was brought home the other day in reading what a noted woman has written of the great need there is of girls preparing themselves for the coming privilege of the ballot. After mapping out an extended course of study with that end in view, she urges the girls to "become familiar with the principles which make a good government and a clean people, and your politics will take care of themselves when the times comes."

There is not a word of this to be gained. The ideal is plainly placed. The arrow is aimed far above the shining sun; but if the twang of the silver bow is to be as fearful as we hope, there should be no risk run by overtraining.

When, then, it is asked, if the great and sacred right of human citizenship shall overtake the girl leaning on a fence and chewing gum, or buying bead trimming, or reading love stories, or coquettishly dressing for parties, none of which teach her how to make laws and to execute them for the salvation of society and of the land, the plain matter-of-fact voter who goes to the polls and, voting, goes off about his business, wonders if the arrow isn't aimed altogether too high to hit the sun or anything under it. To him there is nothing out of the way in having the "sacred right" overtake the girl as she leans on the fence and chews gum, be it ever so vigorously, any more than there would be should her brother be similarly overtaken while sitting on the top rail of the same fence and chewing tobacco. What would it matter if Samantha on that eventful morning be found deep in the mysteries of bead-buying? There is Tom busy just now with Trilby, and if he can turn from the brain-exhausting task and cast his vote without accident, is it not possible for Samantha without disaster to do the same? It is true that she cannot throw a vote into a ballot-box as she sews braid upon her dress-skirt and think no more about it; but if Tom manages to throw in his without concern, it is not exactly clear why Samantha need make such an everlasting fuss about hers.

Some years ago alarmists predicted a convulsion in the financial world on the

resumption of specie payment and long arguments were brought forward to prove that the night of that New Year's day would find everything upside down; but the fateful day came and went and left no sign. As a matter of fact, all that was needed was to resume when the time came, which was found to be the conclusion of the whole matter.

Now, then—and the question is asked in all seriousness—when the voting time comes to the parties on the fence or leaning against it, isn't it true that the young woman, mother-trained, will cast as intelligent a vote as her brother; and isn't it, also, true that her vote, when it comes right down to a question of principle, will be cast more conscientiously than his? No? Then Tom's father has done his duty which the majority of fathers do not do, but the fact even then is the same that the girl with her "regular bringing up" is as ready for the ballot as her brother is with his, and, that when permission has been given, all that remains for her is to vote and to be contented with the result.

RICHARD MALCOLM STRONG.

The Wheat Market.

The wheat market for the first week of 1895 opens auspiciously, with a gain for the week of 1c. While prospects are not as bright as could be wished, yet, considering the depression of 1894, it is quite encouraging to see the market taking an advance the first of the year. Although but 1c a bushel it will be welcome received by the farmer, as all agree they should have more for their wheat than the ruling prices have been for some time. The decrease, 689,000 bushels in American stocks during December, as against an average increase of four to five millions bushels in the same stocks during the same month in the four preceding years, as reported by Bradstreet, is looked upon as a favorable indication to speculators. The visible supply of wheat, also, decreased for the week 675,000 bushels. The movement of wheat from farmers' hands in this vicinity is very light.

The receipts in this city during the week were 38 cars of wheat, 5 cars of corn and 2 cars of oats. F. A. VOIGT.

As Man to Man.

All business is built upon man's integrity to man. If you would build your business upon a sure and firm foundation you must know to whom your credit may be given. The Commercial Credit Company keeps a record of the integrity and business ability of every man in the community. Their book for 1895 will be out next week. If you would do a safe and profitable business you should be a subscriber. The company's business is increasing in volume and importance every day as the absolute reliability of their reports become more widely known.

Weidman—J. S. Weidman has let the contract for the construction of a shingle mill, which he will operate here in connection with his sawmill.

Overproduction or Underconsumption!

Whatever reason may be assigned for it, there is no doubt of the fact that the world's productive capacity has temporarily outrun its willingness to consume the products of industry and that the volume of trade has become smaller in consequence. It is equally certain that with the present lessened consumption nobody lacks the necessities of life. As everybody had enough food, clothing, fuel, and shelter two years ago, so everybody has enough now. The sufferings of the unemployed, of which so much is said, are sufferings from the deprivation of comparative luxuries. They are none the less real, but they do not endanger existence. Otherwise, we should long ago have heard of deaths from starvation, exposure, and the sickness which follows insufficient nutrition and the want of protection against the elements. We have, to be convinced of this, only to read the history of famines in Europe, the most recent of which was that of Ireland in 1846 and 1847, and the accounts of the frequent calamities of the same character which have overtaken the densely populated countries of Asia, as, for instance, India and China. There are, indeed, limited sections of this country, in which the supply of food is scanty, such as the western portions of Kansas and of Nebraska, where the drought of last season destroyed the corn crop, but the necessities of these sections have been supplied from the surplus products of those more favored. A further proof that the unemployed are not in actual physical distress is the frequency and extent of the strikes which have occurred since the present depression in trade began. People who were on the point of perishing from want could not refuse the smallest pittance which promised to relieve them. If castaways at sea can be driven by hunger to kill and eat one another, men on land in a similar condition could not possibly spurn any wages, however small, which would save them from death.

The inequality between the world's capacity to produce and its actual consumption of articles of necessity and of luxury is called by some overproduction, and by others underconsumption; and an absurd dispute has sprung up as to which is the correct expression, one party contending that more articles of use and luxury are produced than can possibly be consumed, and the other that there cannot be an excess of such articles, but that the trouble is a lack of ability among consumers to buy them. The distinction is of no importance except as it affects the question of curing the evil. If overproduction is to blame the obvious remedy is to curtail it; if consumption only needs to be increased the power of consumers to buy must be brought up to a level with that of producers to sell, and an equilibrium established between the two. The truth is, that both things are requisite; production must be diminished and consumption increased until each balances the other.

All the industrial activity of the world is co-operative, whether it be that if the agriculturist and the miner, devoted to the production of raw material, that of the manufacturer, employed in creating out of such material articles of greater value, that of the merchant and the carrier in distributing commodities, or that of the arts and professions which minister to health and pleasure. This division

of labor, which has been so aptly illustrated by the process of making pins and needles, is the outcome of centuries of civilization, and is now nearly universal. The savage state, in which every man had to be Jack of all trades, has given way to that in which he practices only one. The housewife no longer spins and weaves and sews, but procures her garments ready made; the farmer no longer cuts the wood of the forest for fuel, but buys coal mined hundreds of miles away and brought to his door by a railroad. All kinds of occupations are every day becoming more and more divided and specialized, until now a hundred hands are employed upon a single article where formerly one sufficed. The result is that industry has been rendered more efficient, and, aided by modern mechanical inventions, its productiveness has been enormously increased. At the same time its organization has become more complex and delicate, and is more easily deranged. Workers familiar with only one branch of it do their work much better for the limitation, but when the demand for the fruit of their skill slackens it is harder for them to supply their wants in other ways.

This division and specialization of labor has found its way even into the primitive and simple occupation of agriculture, and the present condition of that form of industry signally illustrates the advantages and the disadvantages of the modern system. We see immense areas of territory almost exclusively devoted to the raising of cotton, others to that of wheat, others to that of Indian corn, others to that of tobacco, and others to that of sugar. Until lately the consumption of each of these commodities equalled its production and all went well. Lately, however, this equality has been disturbed, notably in the case of cotton, wheat and sugar. Our cotton planters have so increased their crop, that, combined with a similar increase in other parts of the world, the market for it is oversupplied. Wheat is now raised by the millions of bushels in India, Australia and Argentina, where none was raised before, and these millions compete with ours wherever wheat is consumed. The sugar made in Germany from beets has been added to that derived from the cane of the West Indies and of Louisiana, while both have been, for certain purposes, supplanted by glucose made from Indian corn. That the price of these great staples should fall is unavoidable, and, although the producers of them are partially compensated by the fall of some of the articles which they buy, they are deprived of the ability to consume as much as they did of those of which the supply has not increased, and of which the price, consequently, has not fallen.

The fate which has overtaken cotton, wheat, and sugar has also been that of the products of many mechanical pursuits. The machinery for manufacturing iron, steel, cotton and woollen cloth, cordage, paper, glass and other articles of wide utility has been so perfected and augmented that much of it at present has to lie idle for want of occupation, and the rest is employed only because the conditions for its employment are so favorable that it can be kept going without loss. Indeed, it may be said, generally, that all the contrivances for ministering to human wants in their present state of development are more than sufficient for the purpose, so that those

CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
Cases	Bbls.	Pails.	
Standard, per lb.	9	7	
" H. H.	6	7	
" Twist	6	7	
Boston Cream	8 1/4	8	
Cut Loaf		8	
Extra H. H.	8 1/4	9	

MIXED CANDY.			
Bbls.	Pails.		
Standard	5	6 1/4	
Leader	5 1/4	6 1/4	
Royal	6	7 1/4	
Nobby	7	8	
English Rock	7	8 1/4	
Conserves	6 1/4	7 1/4	
Broken Taffy	baskets	7 1/4	
Peanut Squares	7	8	
French Creams		9	
Valley Creams		12 1/4	
Midget, 30 lb. baskets	8		
Modern, 30 lb.		8	

FANCY-In bulk			
	Pails		
Lozenges, plain	8 1/4		
" printed	9 1/4		
Chocolate Drops	11		
Chocolate Monumentals	12		
Gum Drops	12 1/2		
Moss Drops	7 1/4		
Sour Drops	8		
Imperial	9		

FANCY-In 5 lb. boxes.			
	Per Box		
Lemon Drops	50		
Sour Drops	50		
Peppermint Drops	60		
Chocolate Drops	65		
H. M. Chocolate Drops	75		
Gum Drops	35 @ 50		
Licorice Drops	1 00		
A. B. Licorice Drops	75		
Lozenges, plain	60		
" printed	65		
Imperial	70		
Mottos	70		
Cream Bar	55		
Molasses Bar	50		
Hand Made Creams	8 @ 90		
Plain Creams	6 @ 20		
Decorated Creams	90		
String Rock	0		
Burnt Almonds	90 @ 25		
Wintergreen Berries	60		

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

ORANGES.			
Floridas, Fancy Brights 120	3 50		
Floridas, Fancy Brights, 150	3 75		
Floridas Fancy Brights, 176, 200, 216	4 25		
Florida Tangerines, 100 to 150 in flat	2 50		

LEMONS.			
Choice, 300	3 00		
Extra Choice, 300	3 25		
Fancy, 300	3 50		
Choice, 360	3 00		
Fancy, 360	3 50		

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

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

NUTS.			
Almonds, Tarragona	2 1/2		
Ivaca	13 1/4 @ 14		
California, soft shelled	2 1/2		
Brazil, new	2 7 1/2		
Filberts	2 10		
Walnuts, Grenoble	2 12		
French	2 12		
Calif	2 13		
Soft Shelled Calif.	2 10 1/2		
Tabie Nuts, fancy	2 9		
choice	2 9		
Pecans, Texas, H. P.	6 @ 7 1/2		
Chestnuts	4 00		
Hickory Nuts per bu.	75		
Cocconuts, full sacks	4 00		
Butternuts per bu.	75		
Black Walnuts, per bu.	60		

PEANUTS.			
Fancy, H. P., Sues	2 5 1/4		
" " Roasted	6 2 1/2		
Fancy, H. P., Flage	2 5 1/4		
" " Roasted	6 1 1/2		
Choice, H. P., Extras	2 1 1/4		
" " Roasted	5 3 1/2		

FRESH MEATS.			
BEEF.			
Carcass	5 1/4 @ 7		
Fore quarters	4 @ 5		
Hind quarters	5 1/4 @ 8		
Loins No. 3	8 @ 10		
Ribs	5 @ 6		
Round	3 1/4 @ 4 1/4		
Chucks	3 @ 3 1/2		
Plates	3 @ 3 1/2		
PORK.			
Dressed	5 @ 5 1/4		
Loins	7 1/4		
Shoulders	6		
Leaf Lard	8		
MUTTON.			
Carcass	4 @ 5		
Lambs	5 1/4 @ 5		
VEAL.			
Carcass	6 @ 7 1/4		

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, Arcola, 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.

which are least favored by circumstances might as well be destroyed.

This indicates the first step toward the cure of overproduction. It is obedience to the Darwinian law of the survival, in the struggle for existence, of the fittest to survive. The land, the labor, and the machinery best suited to the production of the article of which the supply exceeds the quantity demanded by consumers must seek employment in producing other articles for which the demand is not yet fully satisfied, or, better still, in creating new articles which will so minister to human enjoyment that a demand for them will spring up. On the other hand, the abundance and the cheapness of a commodity stimulate ingenuity in finding new uses to which that commodity may be put, and by thus increasing its consumption help to diminish overproduction. As an illustration of this we have seen lately how the abundance and the cheapness of wheat have led to its use as food for hogs and cattle, thus at the same time lessening the over supply of it for human use, and increasing the supply, as yet insufficient, of pork and beef. So too, the cheapness and the abundance of iron and of steel are leading to their extensive employment as building materials, and are enlarging their usefulness for other purposes. That this will also be the case with cotton and with sugar there is every reason to believe. How skilled labor finds new fields of occupations is seen in the recent rapid growth of the manufacture of bicycles, which is only paralleled by that of sewing machines not many years ago. Necessity is the mother of invention, and though her offspring are born with pain they do their work thoroughly and well.

The era of business depression through which we are passing is only a necessary phase of industrial progress, the duration of which cannot be shortened by currency bills, the free coinage of silver, bimetalism, or by any other form of financial quackery. We shall emerge from it gradually, through the adaptation of our industries to the conditions which the development of civilization has imposed upon them. When it has ended we shall enter upon another course of what is called prosperity, but which is really only an overstimulated activity, from which will come another reaction like the present one. "While the earth remaineth, seedtime and harvest, and cold and heat, and summer and winter, and day and night shall not cease."

MATTHEW MARSHALL.

The Beauty of Niagara

can never be described and it has never been pictured so adequately and satisfactorily as in the splendid portfolio just issued by the Michigan Central, "The Niagara Falls Route." It contains fifteen large plates from the very best instantaneous photographs, which cannot be bought for as many dollars. All these can be bought for ten cents at the Michigan Central Ticket Office. 595

Pay Your Post Dues.

GRAND RAPIDS, Jan. 8—I wish all the members of Post E, Michigan Knights of the Grip, who have not paid their annual dues for 1895 would hand me 50 cents with as little delay as possible. The amount is small and I trust the response will be prompt.

J. HENRY DAWLEY, Sec'y.

Concealment of truth is but little removed from lying.

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
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
Granger	7 1/2
Family	6
Compound	5 1/2
Cottolene	7 1/2
Cotosuet	6 1/2
0 lb. Tins, 1/2 c advance.	
50 lb. pails, 1/2 c	
25 lb. " 1/2 c	
13 lb. " 1 c	
BEEF IN BARRELS.	
Extra Mess, watered 200 lbs	7 25
Extra Mess, Chicago packing	7 00
Boneless, rump butts	9 50
SMOKED MEATS—Canned or Plain.	
Hams, average 20 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
" light	
Butts	
D. S. Bellies	
Fat Backs	
PICKLED PIGS' FEET.	
Half barrels	3 25
Quarter barrels	1 75
Kits	90
TRIPE.	
Kits, honeycomb	75
Kits, premium	85



HIRTH, KRAUSE & CO.

Headquarters for

Over Gaiters
and Leggins

\$2.50 per dozen
and Upwards.

Lamb Wool Soles
in 3 grades.

Duck and Sheepskin
Slippers.

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

Avoid the
Curse of Credit

BY USING

COUPON
BOOKS.

THREE GRADES:

Tradesman,
Superior,
Universal.

Manufactured only by

TRADESMAN COMPANY,
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

USE JENNINGS' FLAVORING EXTRACTS

SEE QUOTATIONS

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

MICHIGAN BARK AND LUMBER CO.,

GRAND RAPIDS,
MICH.

18 and 19 Widdicomb Bld.

N. B. CLARK, Pres.
W. D. WADE, Vice-Pres.
C. N. CLARK, Sec'y and Treas.

We are now ready to make contracts for bark for the season of 1895.

Correspondence Solicited.

PALACINE.

Has proved itself the only perfect illuminating oil.

Why?

BECAUSE it gives a clear, bright light.
BECAUSE it does not cloud the Chimneys.
BECAUSE it does not char the wicks.
And last but not least, does not emit a bad odor.

For sale by all first class dealers, and refined only by

SCOFIELD, SHURMER & TEAGLE.
Grand Rapids.

Telephone 865.

HEROLD-BERTSCH SHOE CO.,

5 and 7 Pearl St.,

Our Line for 1895 is

Greater in variety and finer than ever attempted before. Every one of the old Favorites have been retained.

Your inspection is kindly solicited when in the city.

Our representatives will call on you early and will gladly show you through.

Keep your eye on our Oil Grain line in "Black Bottoms."

Headquarters for Wales-Goodyear Rubbers.



TRADESMAN WANTS COLUMN.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Buchanan—V. E. Bell succeeds Bell & Teller in the grocery business.

Manton—Ernest Hartley has purchased the grocery stock of C. O. Blake.

Adair—August Kammer has purchased the general stock of Isaac C. Burch.

Ovid—Hazle & Clark succeed F. E. Hazle in the boot and shoe business.

Clio—Herbert F. Boline has purchased the drug business of Alonzo Kellogg.

Morgan—C. J. Munton & Co. succeed J. C. Creiger in the elevator business.

Deckerville—Boice & Morrison succeed Geo. Boice in the furniture business.

Kalamazoo—Bennett & Co. succeed C. D. Waldo & Co. in the grocery business.

Hastings—E. W. Morrill & Co. are closing out their stock of dry goods and clothing.

Plainwell—T. G. Batchelder & Co. succeed T. G. Batchelder in the meat business.

Burlington—E. L. McPherson is succeeded by A. W. Gay in the grocery business.

Sidnaw—Galín & Eisenberg succeed Wacht & Eisenberg in the dry goods business.

North Adams—Fillio & Holcomb, grocers, have dissolved, Frank Holcomb succeeding.

Brooklyn—J. S. North has removed his clothing stock from Constantine to this place.

Battle Creek—Willard E. Edmonds has removed his general stock from Whiteville to this place.

Saginaw—D. E. Slawson succeeds Henry Turner as proprietor of the Valley Hardware Co. at this place.

Belding—Cobb & Bricker is the style of the new grocery firm, the copartners being Will Cobb and W. F. Bricker.

Greenville—The style of the plow works of F. N. Wright & Co., not incorporated, has been changed to the Greenville Implement Co.

Sault Ste. Marie—The Sault Furniture & Undertaking Co., not incorporated, have dissolved. The business is continued by Malcolm Blue.

Detroit—S. A. James & Co., wholesale dealers in caps and gloves, have dissolved. The business will be continued by S. A. James under the same style.

Ada—W. R. McMurray is out with a circular to the trade, announcing that cash is the only medium of exchange which will be recognized at his store hereafter.

Muskegon—Dow & McComb have satisfied the claim of the Muskegon Milling Co., amounting to \$124, and the latter has released its attachment on the grocery stock.

Detroit—Chas. S. Bigsby and Chas. C. Bowker, for a number of years with Burnham, Stoepel & Co., have opened an office at 149 Jefferson avenue, and will act as manufacturing agents in cloaks, dry goods and carpets.

Kalamazoo—C. A. Baker has uttered mortgages on his grocery stock to the amount of \$2,040 in favor of the following creditors: Susanna Baker (his wife), \$1,140; John Stonechest (his father-in-law), \$500; Lemon & Wheeler Company, Grand Rapids, \$400. Hawkins & Company have attached Baker's real estate for \$383 and the Pliny Watson Co., of Toledo, has attached both stock and real estate on a claim of \$300.

Rogers City—You can get credit of a Preque Isle county merchant on mighty slim security. A grocer named Barker, doing business at an interior village, recently received a visit from a homesteader who wanted a barrel of flour. He had neither cash nor collateral, but said that he had just got on the track of a bear, and if Barker was willing to take the bear as security he would shoulder his gun the next day and camp right on his track until he got him. It was a trade—which the bear squared up with his skin two weeks later, and Presque Isle honesty and sagacity were both vindicated.

MANUFACTURING MATTERS.

West Branch—Freude & Co.'s shingle mill will resume operations about the 15th.

Bay City—The Davidson shipyard is a scene of busy activity, over 500 men being employed. There are five wooden craft on the stocks, one steamship and four schooners. The yard has an ample stock of timber on hand.

Gladstone—The Gladstone Washboard Co. resumed operations with a largely increased force and in enlarged quarters, the firm having outgrown its former capacity. They have acquired a new site adjoining the Buckeye stove plant, and will probably erect a commodious factory in the spring.

Cheboygan—The purchase price of hemlock logs in this county has gone up lately. A Cleveland syndicate began to purchase logs when the price was \$2 a thousand, and the Cheboygan mill men made the price \$2.25. Since then it has gone by small jumps to \$2.50, and will probably not stop there.

Detroit—Articles of association of the Novelty Knitting Mills Co. have been filed with the county clerk. The capital stock is \$5,000, divided into 500 shares; \$1,410, or 28 1-5 per cent. of the stock is paid in. The incorporators are Lewis E. Maire, Percy D. Dwight, Charles S. Richardson and Constance Andussi.

Saginaw (W. S.)—Ring, Merrill & Tillotson have merged their furniture manufacturing business into a stock company under the style of the Saginaw Furniture Co. The capital stock is \$20,000, all paid in. The officers of the corporation, are as follows: President Thomas Merrill; Vice-President, Levi Tillotson; Secretary and Treasurer E. J. Ring.

Bay City—Russell Bros., whose box factory was partially wrecked by a boiler explosion, have purchased two boilers and an engine and will at once begin the work of rebuilding their plant. The new purchase will give them double the running power of the old machinery. As soon as the necessary improvements can be made the plant will be put in operation with an increased force. They have a number of orders for box shooks booked.

Manistee—The year opens with a state of affairs more auspicious for the lumbermen than we have had to chronicle for some time. Most of the camps had let their men go, but with the understanding that as soon as there was a freeze they would return. The Canfield Salt & Lumber Co. was running four camps near Tallman and hauling to the Manistee & Grand Rapids Railroad. They had about 100 men employed, but were compelled to let about sixty go. They will have them all back again in a few days.

THE REBATING EVIL.

THE TRADESMAN gave place, last week, to a second communication from John H. Goss, of this city, defending the practice of accepting rebates from salesmen, but it was received too late to make any reply in connection therewith.

As Mr. Goss does not seem to see any comparison between the dishonest consumer who forfeits his honor and the rebating salesman, suppose we view the case from another standpoint: The buyer knows full well that when a salesman sells him a case of contract coffee, for instance, at a dollar "cut" and sends in his order at full list, that he is doing something which his house does not sanction. He knows, also, that the salesman, to cover his tracks and recoup himself, will—and, of necessity, must—when he pays his \$2 hotel bill, charge it up to the house as \$3. He knows that charging up a \$2 hotel bill at \$3 is both dishonest and dishonorable; still he "stands in" with the salesman and gathers in his share of the plunder. Now, wherein is he any better than the salesman? Would the buyer feel like employing that man to handle his money? Would he consider the deal honorable? If so, and the buyer is perfectly innocent, why not, on receipt of the invoice, report the overcharge to the house? That would "give the snap away" and he would get no more dollar rebates.

In introducing Mother Eve's story, Mr. Goss refutes his own argument, comes over to our side and admits more than we claim. The devil was the tempter—Eve the tempted—and we believe the world, while not exonerating Eve, lays the greater guilt on the devil; but we never heard of any one—not even Ingersoll—accusing the apple of any blame in the matter, and nowhere in our argument can Mr. Goss point to any such inference. The apple was all right, so are contract goods.

In regard to the rebates paid by railroad and insurance companies, they are always paid with the full knowledge of the officers of such companies. Not so with a jobber whose salesman cuts contract goods. When a house bills contract goods at regular prices and then sends a credit memorandum, there is no deception as between buyer, salesman and jobber. The dishonorable feature then transfers itself to the jobber himself, as against his more honorable and more conscientious competitor, and the question arises, Dare you trust such a jobber? If he is dishonorable with his neighbors, will he not be so with you? Can you place any confidence in such a house.

We will agree on one point, at least, and that is, no good salesman will rebate to a time customer. We will go farther and say, to any customer; but, be he a time or a cash customer, we see no difference in the degree of dishonor.

We believe we have answered all of Mr. Goss' points.

From Out of Town.

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

Hannah & Lay Mercantile Co., Traverse City.
Wm. K. Pringle, Muir.
F. E. Bushman, Kalamazoo.
N. F. Miller, Lisbon.
Frank Hamilton, Traverse City.

W. H. Parsons has opened a grocery store at Weidman. The Olney & Judson Grocer Co. furnished the stock.

PRODUCE MARKET.

Apples—The advent of the new year finds the market for apples steadier and in some instances a little higher than a month ago, although improvement has been most gradual. Supplies of autumn fruit are pretty well out of the way, although some of this is still going the rounds and largely distributed through peddlers in the large cities. Sound winter stock held in cold storage is firm in tone and choice to fancy varieties in some cases show an actual scarcity with high prices obtainable. The exports of apples from the Atlantic coast fell off materially during December, but are still large, and the foreign shipments to date are greater than during the big season of '93. The English markets are, apparently, ready to absorb moderate quantities of American and Canadian apples each week but require select fruit and good packing to insure anything like remunerative prices to shippers. During the season to date more than 1,000,000 bbls. have been exported, going almost exclusively to England and Scotland. This total exceeds the big movement of two years ago and is ten times that of a year ago.

Beans—The market is about the same as a week ago. 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 \$1.04 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—20c for strictly fresh and 18c for pickled and cold storage stock.

Lettuce—12½c per lb.

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

Parsnips—40c per bu.

Potatoes—The home market is a little more active, but there is almost an entire absence of shipping demand. Local handlers hold their stock at 45c per bu.

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 1½c per lb., but the market is strengthening and may go to 2c before the end of the month.

Edward Jansma, grocer at 281 Alpine avenue, is succeeded by Stadt & Glas.

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, Widdicomb Bldg.

HENRY ROYCE, Supt.

HOLIDAY GOODS

ALBUMS,
DOLLS,
TOYS,
GAMES,
BOOKS.

EATON, LYON & CO.

20 & 22 Monroe St.,
GRAND RAPIDS.

GRAND RAPIDS GOSSIP.

Sale of the Grand Rapids Gas Co.

The largest financial deal ever consummated in this city is likely to be closed during the next few days—the sale of the property and franchises of the Grand Rapids Gas Co. to an Eastern syndicate. The deal has been negotiated by Hon. Thos. J. O'Brien and involves the acceptance by each stockholder of an agreement to sell his holdings at double their par value, in three payments of 20, 40 and 40 per cent., all payments to be made within a space of three months. The original proposition embodied the provision that the stock be sent to New York City, and the payments therefore be made at that place. Some of the stockholders demurred to this plan, but subsequently accepted a modified proposition providing for the transfer of the stock in this city. The method of proceeding involves the assignment of all stock in blank, when it is deposited with H. D. Walbridge, Secretary of the Gas Co., who turns it over to N. L. Avery, as trustee, and the latter gentleman is to deposit the stock in his private box in the deposit vaults of the Michigan Trust Company and keep it there intact until all the payments have been made. As the capital stock of the Gas Co. is \$600,000, the sale involves the payment of \$1,200,000, and it is estimated that fully a million dollars of this money will remain in Grand Rapids for re-investment in other enterprises. The purchasers will bond the plant for a large amount and, probably, increase the capital stock to \$2,000,000, thus reducing its dividend-paying capacity to a considerable extent.

The history of the Gas Co. is a most remarkable one, in many respects, being a monument to the shrewdness and good management of the late Thos. D. Gilbert, who was for many years its President. Beginning with a small capitalization, the capital stock was gradually increased to \$400,000, where it remained many years. Three or four years ago Mr. Gilbert felt the necessity of injecting "young blood" into the enterprise and succeeded in persuading the other stockholders to increase the capital stock to \$600,000. The \$200,000 new stock found eager takers on the basis of 125, so that \$250,000 was realized from the increase of stock. This money was used in retiring the bonded and floating indebtedness, in erecting and equipping new gas works and in greatly extending the mains and other avenues of distribution, thus enabling the company to increase its earning capacity to a large extent.

As a dividend payer, the Gas Co. has always been regarded as one of the model institutions of the city. For a great many years the company has paid 2½ per cent. each quarter with the regularity of clockwork, and for the past two years the net earnings have averaged \$96,000 per year—16 per cent. on the par value of the stock. This has kept a handsome sum to the credit of the surplus fund or the construction account, enabling the company to increase its capacity or enlarge its plant whenever necessary. Were the business to be continued under the same management, there is little doubt that the dividends could be increased to a 15 per cent. basis in the near future and still leave sufficient undivided earnings to provide for necessary extensions of service and increase of capacity.

Few men who are conversant with the record of the corporation will dispute the statement that, in large measure, the success of the company was due to the careful and conservative management of the late Mr. Gilbert. Close and penurious in some things, his management of the Gas Co. was broad in scope and far-reaching in effect and results, and the magnificent property now about to be turned over to alien hands is a tribute to the wisdom of his methods and the economy of his management. The same unselfishness which marked his career in many respects caused him to serve the corporation for many years without salary, and in later years, when the directors insisted on voting him the modest sum of \$1,000 a year, he refused to take it for his own use, but divided it among clerks in the employ of the corporation. The gradual reduction in the price of gas, as the city increased in size and the percentage of consumers enlarged, was Mr. Gilbert's pet theory and to his persistent efforts in this direction is due the low price of gas to-day—lower, it is claimed, than in any other city, similarly situated, in the United States.

The Grocery Market.

Sugar—No new feature to note this week. The demand is fair, but the market is by no means active and prices are without change.

Molasses—No further advances have occurred at New Orleans, but the market is firm and steady at the recent advance.

Cheese—The market is steady. The export trade is nominal and home trade is hardly as good as it was a few weeks ago.

Fish—Reports from Gloucester are to the effect that the mackerel catch has proved to be nearly a complete failure, in consequence of which higher prices are confidently predicted. Halibut proves to be an average catch and no change of any consequence is anticipated. The receipts of herring are the largest on record, resulting in lower prices and a weakening tendency. Codfish show a small gain over the previous year. Lake trout are scarce and higher and still higher prices are looked for.

Bananas—Few left in the hands of local dealers, but the weather has been too cold to ship safely. Prices are in favor of the buyer, if they see fit to take the chances.

Figs—There is no change to note in this item. Prices are very low and liberal orders can be placed with safety.

Dates—The market is easier on dates, especially Persians. Prices are now low enough to warrant buying liberally.

Oranges—What few Florida oranges that were loaded and in transit prior to the recent freeze are commanding extremely high prices. Some of the growers and commission men at Jacksonville are sending out a good many cars of stock which became more or less chilled, in hopes that it can be worked off before decaying. It will be sure to give more or less dissatisfaction and it would be much better to pay a good price for such fruit as may be obtained which is strictly sound and in good condition. California growers and importers of Sicily fruit are the ones who are going to reap the benefit from Florida's severe blow. Prices will advance rapidly, and Sicily fruit is being quoted now at \$1 per box more than it was held at ten days ago.

Lemons—The lemon market is 50c@51 lower than last week, owing to the bunching of several cargoes at the auction sales. The severe weather which has prevailed has rendered shipping somewhat hazardous, and it is better to pay a little more for stock that came through in good weather.

New Nuts—It is seldom that foreign nuts get down to as low a basis as at present. Tarragona almonds and walnuts of all kinds are lower than they have been for years. California Los Netos walnuts and paper shelled almonds are largely the cause of imported nuts being so low. California products are of excellent quality and the price is certainly in their favor.

Candy—Manufacturers report a fairly good demand, much better than was expected right after the holidays. The low price of sugar will warrant factories running a great portion of the time and manufactured stock can be put up without any fear that a loss by decline in price will occur.

Magnificent Linen Exhibit.

Dry goods merchants throughout a territory much wider than the State of Michigan are surprised at the beauty, the varieties and the amount of linen fabrics that are being sold at wholesale and retail by Spring & Company, of this city. Mr. Henry Spring recently returned from an extended trip among the linen looms of Europe. His purchases exceed by twenty thousand dollars the supply of any former year and embrace everything from common crash to the richest novelties in exquisite weaves and colorings. Their linen sale, which is now on, their unique window displays and their gorgeously decorated show rooms are educating the people with object lessons to a higher appreciation of the economy and art of the linen industries.

Eugene Field,

When recently in this city lecturing, said that Jim Travis had the largest collection of second-hand goods in the world and he purchased several pieces of antique China there. The entire building at 67 Canal, five floors, are filled with antiquities.

Fully Up to the Times

Are the methods and ideas taught at the Grand Rapids Business College.

Jas. F. Haldaman, confectioner at 128 West Fulton street, has bought out P. H. Kilmartin at 65 South Division street, and is running both stores.

J. C. Herbine & Co. have opened a wholesale cigar store at 7 South Division street as a branch of their Philadelphia establishment.

Egbert Bakker, grocer at 166 Ellsworth avenue, has sold out to Dirk Bos, who has moved the stock to his store on East street.

J. P. Visner is on the way with Gillies & Co.'s fine New York coffees. They are not matched. Wait for values.

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 unincumbered 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.

Wants Column.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE—A GOOD RETAIL GROCERY store doing nice business in best location in Grand Rapids; \$120 stock. Address No. 669, care Michigan Tradesman. 669

A STOCK OF GROCERIES AND FIXTURES for sale cheap. Correspondence solicited. 504 South Superior St., Albion, Mich. 670

FOR RENT—A DE-IRABLE STORE BUILDING formerly occupied by Elliott & Co. on northeast corner of Monroe and Ionia streets. One of the best locations in the city. Inquire of Peter Doran 20 Tower Block. 665

TO EXCHANGE FOR FIRST-CLASS FARM—a \$10,000 stock of dry goods. Central location. Finest store in city 4,000 inhabitants. Doing the leading business. Address No. 662 care Michigan Tradesman. 662

TO EXCHANGE FOR STOCK OF MERCHANDISE—a first-class improved 145 acre farm, good buildings. One mile from post office. City of 3,500 inhabitants. County seat. Central Michigan. Value \$9,000. Address No. 663, care Michigan Tradesman. 663

WANTED—BUSINESS MEN DESIROUS OF changing their line of business to correspond with us. We have gilt-edge vacant lots and improved residence property in Grand Rapids for sale or exchange for good clean dry goods, grocery, hardware stocks, etc. Brooks & Clark, 25 Canal street, Grand Rapids, Mich. 666

STOCK OF CLOTHING AND GENTLEMEN'S furnishing goods, to trade for real estate. Address No. 660, care Michigan Tradesman. 660

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. 666

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, Widdicombe building. 673

FOR SALE AT A BARGAIN—NEW STOCK of groceries invoicing \$1,500. 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

BRICK STORE TO RENT; LIVING ROOMS above; good trading point, surrounded by good farming lands; abundance of fruit; reasonable terms. Address A. L. Power, Kent City, Mich. 626

FOR SALE—A SHOE BUSINESS, OR HALF interest in same on one of the principal streets in Grand Rapids. New stock good trade, location A1. Address No. 624 care Michigan Tradesman. 624

SITUATIONS WANTED.

WANTED—POSITION BY RE-REGISTERED pharmacist of experience either in drug store or salesman on the road. Address No. 658, care Michigan Tradesman. 658

WANTED—A POSITION BY AN EXPERIENCED drug clerk; a graduate in pharmacy, registered in Michigan; best references of former employers as to character and ability; use no liquor nor tobacco; salary reasonable. Address 667, care Michigan Tradesman. 667

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

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

WANTED—EVERY DRUGGIST JUST starting in business and every one already started to use our system of poison labels. What has cost you \$15 you can now get for \$1. Fourteen labels do the work of 113. Tradesman Company, Grand Rapids.

FOR RENT.

TWO GOOD STORES AND BASEMENT.

Well located at 139-141 South Division Street.

FINE BRICK HOUSE

124 N. Division Street, opposite post office. Will repair or enlarge to suit desirable tenant.

G. S. WARD, Y. M. C. A. Bldg.

DRUMMERS AFLOAT.

Salesmen Who Work the Ohio and Mississippi Boats.

From the New York Sun.

"Say, what would you think of going up in one of the big Albany day boats and having her stop and set you ashore long enough to sell a gun to a countryman, then pick you up again and go on?"

Such a question could be asked only by a commercial traveler. It would be unjust to him to say that the little bottle of wine with a half-dollar *table d'hôte* dinner made him talkative, because he is always talkative; always interesting, too, and full of good stories.

"Knock you crazy, wouldn't it?" he went on, not expecting any answer beyond a look of surprise. "Of course it would. But I had just that thing happen to me down on the Ohio River four or five weeks ago. That's my country for business, the Ohio basin and the Mississippi basin and all the other basins in that region. It's about the finest racket that any traveling man in this country has, too. I take a boat at Pittsburgh, and with two changes I go right through to New Orleans, putting in a little time at every town on the way. I reckon on four or five weeks for the trip, and from eight to ten trips a year.

"There are—well, I can't say just how many of us work the river boats. I never strike a boat without meeting two or three others, and, to draw it mild, I should say there were several hundred. It's just like a profession, the river business is; takes a long time to get into it, but when you once get there you're solid. It's a snap, when you have the right line. You don't want to go down there selling French clocks or ball shippers, you know. In my line—light hardware, cutlery, and firearms—it's about as soft a berth as a man could crawl into. Come back by the river? Of course I don't. It would take me, say, a month to get from New Orleans to Cincinnati by boat, and that would be a month wasted.

"I make up my list and have the goods boxed and shipped to Pittsburgh about three days before I am ready to start. The first night out, from Pittsburgh to Wheeling, would drive a Hudson River steamboat man into an early grave, especially in the summer and fall. The river is generally low then, but the boats are built for shallow water. They keep a man taking soundings all night. When he gets down to four, three and a half, three, it's a pretty good sign that the water is low. That's not fathoms, either; it's feet.

"My business is not in full swing till I get to Cincinnati. That's where the big Ohio River packets start from, and to one of them my goods are transferred. I don't go through to New Orleans on that boat, only to Memphis, because the Ohio River boats don't make many stops after they get into the Mississippi.

"No matter what boat I take from Cincinnati, there's sure to be a queer lot of passengers on her. Nobody is supposed to travel by the boats nowadays who can afford to ride in the cars. Last time down was right in the swamper season, and we had about thirty of them on board. You'd think from their appearance that the swampers were a lot of dare-devil cowboys hungry for a fight, but they're not. There's always work to be had in the swamps of Louisiana, especially along the Red River, cutting lumber for barrel staves and shingles; and when winter comes on in the North, hundreds of farmer boys in Ohio and Indiana and Illinois go down in the boats and put in a winter's work in the swamps. They're the swampers. They're great on guns and pistols and knives, not for fighting, but to give them a real sporty appearance, I suppose; and I work my cards to sell them all I can. It's very much like peddling, to be sure. Sometimes I sell as much as \$600 or \$800 worth on the boat between Cincinnati and Memphis. The swampers haven't any money, but pay with orders on their employers.

"This work on the boat, of course, is only a side show; my main business is in the towns. How long the boat stops at a place depends entirely upon how much

freight there is to take on. At least, it's supposed to depend upon that; but sometimes it depends more upon the commercial travelers on board, as you shall see. We're approaching Shawneetown, on the Illinois shore, let us say, and when we get up close enough we see that there's very little freight for us—not enough to keep us more than ten or fifteen minutes. There are, we'll say, four commercial men on board, and we all want to spend two or three hours in Shawneetown. We get right down into our pockets and pull out about a dollar apiece and put the money where it will do the most good; no matter where, but somehow the boat is delayed, and we do our business on shore. At the next landing there may be enough freight to keep us four or five hours, and we don't have to spend any money there.

"If you were to go down to Memphis you'd find all the gun stores carrying fine stocks of a new rifle I introduced last year; we'll call it the Brown & Green breechloader, because that's not the name of it. Now, it's hard work to introduce a new rifle, you must understand, and I had to do some heavy brain work. There was a bright young swamper on board who wanted one of my rifles the worst way, but he couldn't afford to buy it. So when we got down toward Paducah I took him aside and made a little bargain with him, and the result of it was he left the boat at Paducah and took the train over to Memphis. You see, the boat had a long trip to make before she'd reach Memphis—four or five days, anyhow—and he could cut across by rail in about seven hours. Well, sir, when that young fellow got to Memphis he put in his time at the gun stores and hardware stores. Gun stores are thicker down that way than they are up here. He'd go into a store, and he'd say:

"I'd like to look at some of your rifles."

"Sure, they were only too glad to show them. But somehow none of the rifles seemed to suit him.

"Let me see a Brown & Green breechloader," he'd say. But they didn't happen to have a Brown & Green breechloader. Well, sir, he did that act in every gun store and hardware store in Memphis, and by the time I got there that town was just hot for Brown & Green breechloaders.

"I was going to tell you about stopping the boat and having it set me ashore while I sold a gun to a countryman. I don't suppose such a thing could happen anywhere in the world except along the Ohio River. We were poking along one morning pretty close to the Kentucky shore, somewhere between Owensborough and Evansville. The river is very wide there, and in some places almost six feet deep. I was up on the Texas deck, leaning against one of the pilot house windows, talking to the captain, when I happened to see an old chap walking along the shore with a gun over his shoulder. The captain was a great friend of mine, and just for a joke I said to him:

"Say, Cap, I wish you'd stop the boat while I go ashore and sell that fellow a decent gun."

"Well, sir, the words were hardly out of my mouth before the captain's hand was on the whistle cord, and the old thing gave a most unearthly screech. It was the big whistle, you understand, that they blow only when they're going to make a landing. Most of these boats carry two whistles, one for ordinary use and a diabolical one of about 2,000 horse power to let people know they're going to make a landing. The old fellow on shore acted surprised, but he was no more surprised than I was. They set me ashore, and I braced the old hunter, and in mighty short order I sold him a breechloading shotgun. I had to wait nearly half an hour, too, while he went up to his house to get the money. When I got back to the boat they started her up again, and away we went. A man can hardly appreciate how queer that looked without seeing one of those boats. Try to imagine one of the biggest Albany day boats so piled up with boxes and barrels and boxes and other freight that there's hardly anything to be seen of the boat but her pilot house and smokestacks, and then imagine that whole thing stopped

P. Steketee & Sons

will show a large line of Outing Shirts ranging in price from \$2.25 to \$6 per doz. in Outing Flannels, Chevoits, Mad-rass cloth and printed fabrics; also a fine line of Pants from \$4.50 to \$27 per doz., all well shaped and new patterns. Dealers will do well to look at these goods before buying, as they are choice goods.

Office Telephone 1055.

Barn Telephone 1059.

Security Storage and Transfer Co.

257-259 OTTAWA ST.

Moving, Packing, Dry Storage.

Expert Packers and Careful, Competent Movers of Household Furniture. Estimates Cheerfully Given. Business Strictly Confidential. Baggage Wagon at all hours. F. S. ELSTON, Mgr.

FEED YOUR MULE

if you have one, and while talking of feed remember that we have the largest and best equipped feed mill in Michigan and

FOR A FEW DAYS

in order to thin out our stock for inventory we will quote ridiculously low prices to anyone who is anxious enough to make a little money to enquire.

REMEMBER that we make several grades of feed, our st. car feed and No. 1 feed having an enviable reputation not confined to Michigan, and that this special sale will last for a few days only [ten perhaps] we are **ALWAYS** able to quote lower prices on feed than any one else [quality considered], because we buy grain in large quantities for cash and buy **CHEAP**. This is an **IMPORTANT POINT** to consider. **The LARGEST** dealers can **BUY** cheaper and consequently **SELL** cheaper.

VALLEY CITY MILLING CO.,

GRAND RAPIDS,
MICH.

Mention Tradesman to receive benefit of this offer.

WHOLESALE

OYSTERS

OSCAR ALLYN,

106 Canal St.

For Fish, Game and Poultry telephone 1001.

and turned around and held for half an hour while a passenger goes ashore to sell a gun.

"But those Ohio River boats stop for 'most anything. If a man on shore has a few bags of stuff ready to send down the river, he stands on the bank and waves his arms when the boat comes along, and it whistles and stops. Sometimes they stop for no reason at all. I have often seen the biggest boats tied up to a couple of trees and left to rest all night. That makes great sport for the swamper when they do that. They get a plank ashore and build a big bonfire on the bank, and some of them take their guns and go off in the woods after coons. It doesn't seem to make any difference to the captain whether he reaches his destination this week or next. Of course, there's no such thing as schedule time.

"Poker? Oh, yes, there's always plenty of poker on the boats. But when you hear one of those tall stories about the stiff games they play, you can just wink the other eye. It stands to reason that they can't play high, for the people who go by boat haven't the money, and professional gamblers don't bother much with poor crowds. Sometimes they play a dollar-limit game but, that's the highest. There's always a bar on board, and before breakfast you'll see every blessed man march up and take his little cocktail. Outside of that there isn't very much drinking. The napkins are as good as a time-table. You see, from Cincinnati to Memphis may take a week, or it may take two weeks or three, according to the state of the river and other things; but no matter—the napkin that you get in Cincinnati is still going to be your napkin when you get to Memphis. You get so after a while that you can gauge the distance pretty well by the state of your napkin. When it has only a few egg spots on it you're about at Louisville. A sort of a brown tinge all over means Paducah. When it gets so it will stand alone you are probably within forty-eight hours of Memphis. I can always tell the distance pretty well by my complexion, too. I get a little yellower every day on the river boats. Not on account of the climate, but on account of the feed. Everything except raw fruit is fried in grease. They give us a great variety on the river boats and plenty of it, but it's all spoiled in the cooking. And don't speak of the water! All river water, of course, a little darker and a great deal thicker than new ale.

"They have a good many accidents on these boats, but not bad ones. You see, the passengers can generally wade ashore if it becomes necessary. The falls of the Ohio just below Louisville have knocked holes in many a good boat's bottom. They couldn't help doing it, when often there's not more than four feet of water, and, of course, a rocky bottom. But it's worth taking the trip from New York to see the way they manage when they have such an accident. First thing you know, the darkies make a rush for the staterooms, and away go your mattresses and pillows and blankets. They carry them down to the lower deck, and one of the mates goes into the hold and stuffs them into the holes. This checks the flow of water, and the boat begins to whistle for all she's worth—not a few toots like making a landing, but a steady shriek kept up by the half hour. Such a whistle is a call for help, and two or three boats come alongside. As they all burn wood and make a tremendous smoke, you can imagine the state of the atmosphere after these boats have been tied together for a while. The other boats put big pipes into the hold of the crippled boat and start their pumps, and the water is soon pumped out of her. The next thing is to build a bulkhead around the holes, a big square box of solid planks which is filled in with mattresses and mud and pillows and things and then boarded over. This takes about twenty-four hours, and makes the boat sound enough to go on to Paducah, Ky., where there is a marine railway.

Give the devil his due—and then stay out of his debt.

Use Tradesman Coupon Books

Meeting of the Jackson Retail Grocers' Association.

JACKSON, Jan. 5.—The regular business meeting of the Jackson Retail Grocers' Association was held in the office of the Association on the evening of Jan. 3, President Haefner presiding.

The special Committee on Office and Place of Meeting reported that it had secured a location at 206 East Main street, with desk room, ample room for meetings, fuel, lights and telephone, centrally located and easy of access. The Committee also presented a bill of sale for a roll top desk, a table and four office chairs. The report of the Committee was accepted and adopted.

The Secretary reported several members who were delinquent with their dues, and, on motion, they were dropped from the roll. Several members who had retired from business who were in debt to the Association were also ordered dropped and their account balanced.

An amendment to the by-laws changing the amount of the annual dues, submitted at the last meeting, was taken up for consideration. After discussion, the amendment was lost.

Bills for hall rent, office rent, supplies and Secretary's salary were presented, and, on motion, were audited.

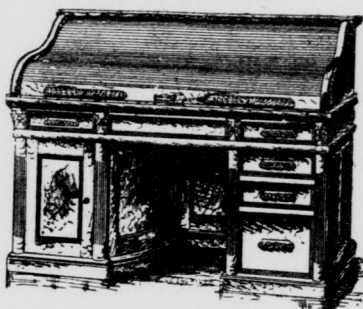
On motion, the Association decided to hold a social meeting in the near future and invite the wholesale and retail trade of the city and their friends to meet with us. C. G. Hill, P. W. Haefner, M. M. Whitney, W. H. Branch and P. Murray were appointed a Committee of Arrangements.

The Financial Secretary reported \$19 receipts since the last report and the meeting adjourned.

W. H. PORTER, Sec'y.

Keep your troubles to yourself. They are no good to anybody else.

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.

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.

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	60x10	40
Jennings' genuine	60x10	25
Jennings' imitation	60x10	50x10
AXES.		dis.
First Quality, S. B. Bronze	8 50	
" D. B. Bronze	11 00	
" S. B. Steel	6 50	
" D. B. Steel	13 00	
BARROWS.		dis.
Railroad	\$12 00	14 00
Garden	not	30 00
BOLTS.		dis.
Stove	50x10	
Carriage new list	75x10	
Plow	40x10	
Sleigh shoe	70	
BUCKETS.		dis.
Well, plain	\$ 3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70x10	
Wrought Narrow, bright fast joint	40	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.		dis.
Ordinary Tackle, list April 1892	60x10	
CRADLES.		dis.
Grain	40x10	
CROW BARS.		per lb
Cast Steel	5	
CAPS.		per m
Ely's 1-10	65	
Hick's C. F.	55	
S. D.	35	
Musket	60	
CARTRIDGES.		dis.
Rim Fire	50	
Central Fire	25	
CHISELS.		dis.
Socket Firmer	75x10	
Socket Framing	75x10	
Socket Corner	75x10	
Socket Slicks	75x10	
Butcher's Tanged Firmer	40	
COMBS.		dis.
Curry, Lawrence's	40	
Hotchkiss	25	
CHALK.		dis.
White Crayons, per gross	120x12 1/2	dis. 10
COPPER.		dis.
Planished, 14 oz cut to size	per pound	28
14x52, 14x56, 14x60		28
Cold Rolled, 14x56 and 14x60		23
Cold Rolled, 14x48		23
Bottoms		22
DRILLS.		dis.
Morse's Bit Stocks	50	
Taper and straight Shank	50	
Morse's Taper Shank	50	
DRIPPING PANS.		dis.
Small sizes, ser pound	6 1/2	
Large sizes, per pound	06	
ELBOWS.		dis.
Com. 4 piece, 6 in.	dos. net	75
Corrugated	dis	50
Adjustable	dis.	40x10
EXPANSIVE BITS.		dis.
Clark's, small, \$1.18; large, \$3.00		30
Ives', 1, \$1.18; 2, \$2.41; 3, \$3.00		25
FILES—New List.		dis.
Disston's	60x10-10	
New American	60x10-10	
Nicholson's	60x10-0	
Heller's	50	
Heller's Horse Rasps	50	
GALVANIZED IRON.		dis.
Nos. 16 to 30; 22 and 24; 25 and 26; 27	23	
List 12 13 14 15 16 17		
Discount, 70		
GAUGES.		dis.
Stanley Rule and Level Co.'s	50	
KNOBS—New List.		dis.
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.		dis.
Russell & Irwin Mfg. Co.'s new list	55	
Mallory, Wheeler & Co.'s	55	
Brantford's	55	
Norwalk's	55	
MATTOCKS.		dis.
Adse Eye	\$16.00, dis. 60-10	
Hunt Eye	\$15.00, dis. 60-10	
Hunt's	\$18.50, dis. 30x10	
MAULS.		dis.
Sperry & Co.'s, Post, handled	50	
MILLS.		dis.
Coffee, Parkers Co.'s	40	
" P. S. & W. Mfg. Co.'s Malleables	40	
" Landers, Ferry & Clark's	40	
Enterprise	30	
MISCELLANEOUS GATES.		dis.
Stebbin's Pattern	60x10	
Stebbin's Genuine	60x10	
Enterprise, self-measuring	30	
NAILS.		dis.
Advance over base, on both Steel and Wire.		
Steel nails, base	1 35	
Wire nails, base	1 35	
60, discount, base	Base	Base
50	10	
40	25	
30	25	
20	25	
15	25	
12	45	
10	45	
8	50	
7 & 6	80	
4	75	
3	90	
2	1 20	
1	1 60	
Fine 3	1 60	
Case 10	65	
" 8	75	
" 6	90	
Finish 10	75	
" 5	90	
" 3	10	
Clinch 10	70	
" 8	80	
" 6	90	
Barrell 1/2	90	
PLANES.		dis.
Otto Tool Co.'s, fancy	dis.	
Scotch Bench	240	
Sandusky Tool Co.'s, fancy	250	
Bench, first quality	240	
Stanley Rule and Level Co.'s wood	50x10	
PANS.		dis.
Fry, Acme	dis. 60-10	
Common, polished	dis.	70
RIVETS.		dis.
Iron and Tinned	50-10	
Copper Rivets and Burs	50-10	
PATENT PLANISHED IRON.		dis.
"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.

Maydole & Co.'s	dis.	25
Kip's	dis.	25
Yorke & Plumb's	dis.	40x10
Mason's Solid Cast Steel	30c list 50	
Blacksmith's Solid Cast Steel Hand	30c 40x10	

HINGES.

Gate, Clark's, 1, 2, 3	dis.	60x10
State	per doz. net	2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer	net	3 1/2
Screw Hook and Eye, 1/2	net	10
" " " "	net	8 1/2
" " " "	net	7 1/2
Strap and T.	dis.	50

RANGES.

Barn Door Kidder Mfg. Co. Wood track	dis.	50x10
Champion, anti-friction	dis.	50x10
Kidder, wood track	40	

HOLLOW WARE.

Pots	60x10	
Kettles	60x10	
Spiders	60x10	
Gray enameled	40x10	

HOUSE FURNISHING GOODS.

Stamped Tin Ware	new list	70
Japanned Tin Ware	25	
Granite Iron Ware	new list	30

WIRE GOODS.

Blight	dis.	70x10
Screw Eyes	dis.	70x10
Hook's	dis.	70x10
Gate Hooks and Eyes	dis.	70x10

LEVELS.

Stanley Rule and Level Co.'s	dis.	70
Steel, 1/2 inch and larger	7	
Manilla	10	

SQUARES.

Steel and Iron	7 & 10	
Try and Bevels	30	
Mitre	20	

SHEET IRON.

Nos. 10 to 14	Com. Smooth.	Com.
Nos. 15 to 17	13 50	8 50
Nos. 18 to 21	3 50	2 60
Nos. 22 to 24	4 05	2 70
Nos. 25 to 26	3 55	2 80
Nos. 27	3 65	2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra		3 00

SAND PAPER.

List acct. 19, '86	dis.	50
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SASH CORD.

Silver Lake, White A	list	50
" Drab A	"	55
" White B	"	50
" Drab B	"	55
" White C	"	80

DISCOUNT, 10.

Solid Eyes	SASH WEIGHTS.	per ton \$20
" Hand	SAWS.	dis.

" Silver Steel Dia. X Cuts, per foot	70	
" Special Steel Dia. X Cuts, per foot	50	
" Special Steel Dia. X Cuts, per foot	30	
" Champion and Electric Tooth X Cuts, per foot	80	

TRAPS.

Steel, Game	dis.	60x10
Onelda Community, Newhouse's	49	
Onelda Community, Hawley & Norton's	70-10	40
Mouse, choker	15c per doz	
Mouse, delusion	\$1.25 per doz	

WIRE.

Bright Market	dis.	70-10
Annealed Market	75	
Coppered Market	70	
Tinned Market	62 1/2	
Coppered Spring Steel	2 50	
Barbed Fence, galvanized	2 50	
" painted	2 10	

HORSE NAILS.

An Sable	dis.	40x10
Putnam	dis.	05
Northwestern	dis.	10x10

WRINGERS.

Baxter's Adjustable, nickle	20	
Coe's Genuine	70	
Coe's Patent Agricultural, wrought	75	
Coe's Patent, malleable	75x10	

MISCELLANEOUS.

Bird Cages	50	
Pumps, Chisern	75x10	
Screws, New List	70x10	40
Casters, Bed a d Plate	50x10	40
Dampers, American	40	
Forks, hoes, rakes and all steel goods	65x10	

METALS.

Pig Large	25c	
Pig Bars	25c	

ZINC.

Duty: Sheet, 2 1/2 c per pound.	6 1/2	
600 pound casks	7	
Per pound	7	

SOLDER.

40-40	18	
Extra Wiping	15	

The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

ANTIMONY.

Cookson	per pound	
Hallett's	"	13

TIN—MELTIN GRADE.

10x14 IC, Charcoal	\$ 7 50	
14x20 IC	7 50	
10x14 IX	9 25	
14x20 IX	9 25	

Each additional X on this grade \$1.75.

TIN—ALLAWAY GRADE.

10x14 IC, Charcoal	75	
14x20 IC	6 75	
10x14 IX	8 25	
14x20 IX	9 25	

Each additional X on this grade \$1.50.

ROOFING PLATES.

14x20 IC	8 50	
14x20 IX	8 50	

MICHIGAN TRADESMAN

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

Published at
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— BY THE —

TRADESMAN COMPANY.

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E. A. STOWE, Editor.

WEDNESDAY JANUARY 9.

INTRINSIC OR CREDIT VALUE.

The notion that a government stamp on metal, or a printed promise to pay on paper, will give to the material stamped or printed fixed and certain values as money is entertained by many, and has led to much misapprehension and confusion.

It ought to be understood that a government, like an individual, can only give such value to its promises to pay as may be determined by its resources. No government has any other way of getting money, save by imposing and collecting taxes on the people, and it cannot tax the people to any greater degree than they are willing to pay. When the burden of taxation becomes excessive, the people will rise up in rebellion and refuse to pay. Many violent and bloody revolutions have been caused, and governments have been overturned by the people rebelling against an overburden of taxation.

Governments often issue more promises to pay than they can make good, and, consequently, this credit money declines below its face value. The first issues of the Continental Congress during the Revolutionary War were known as continental money. It never had a very high value at any time, because the ability of the colonies to win their independence was extremely doubtful, and although, after seven years of war, victory crowned the colonies, their paper money had been issued so much in excess of the ability of the country to make it good that the entire lot of it was finally repudiated. The same fate overtook Confederate money, and at the same time, under the stress of a great war, the reputation of the paper money of the United States was so much damaged that 280 cents in greenbacks were required to pay 100 cents in gold.

To-day, in a period of profound peace, the credit of the United States is excellent, and when the Government wishes to borrow a hundred million dollars or so, it can do it at the low rate of about 3 per cent. interest. At the same time, the Government can stamp 48 or 50 cents' worth of silver and call it 100 cents, and it will readily be accepted for so much; but this is all because public confidence in the Government is complete. There is an implicit belief that the Government

will not increase its obligations to a greater extent than common business prudence will justify. But if the Government were to set in and issue a vast amount in treasury notes, or stamp unlimited 50 cent slugs of silver and call them dollars, public confidence in the ability of the Government to pay would decline, and this distrust would be shown by the unwillingness of the people to accept paper and silver at gold values.

Whenever any of the creditors of the Government shall present at the treasury a demand for payment in gold, and the Government, not being able to pay the gold, shall enforce payment in silver or paper, then gold will go to a premium in the business of the country. From 1861 to 1878 all business in the United States was done with paper; but the Government required customs duties to be paid in gold, and all imported goods had to be paid for also in gold. Then the payer would take his greenbacks to a banker and purchase gold, paying the premium, whatever it might be. For a long time \$140 in currency was required to purchase \$100 in gold, and often the premium was greater and for a period twice as much.

The paper dollars were called dollars; they had the term "dollars" printed on them; but the fact was there all the time that a paper dollar was not as good as a gold dollar. The Government stamp could not bridge over the chasm in the credit of the Government. And this is the law of all credit money, or money that is not made of material which is intrinsically worth what the stamp on it calls for. An ounce of pure gold, whether stamped or unstamped, is worth \$20.67, while an ounce of silver unstamped is only worth half of what it is when stamped. Plainly, then, a silver dollar is intrinsically worth half a dollar, and the Government credit must make up the other half.

Then, in order to keep all the credit money as good as the intrinsic money, it is absolutely necessary that the credit of the Government shall not be strained by any excessive issue of credit money.

THE NICARAGUA CANAL.

The obstacles placed in the way of the Nicaragua Canal bill make the passage of that measure a more doubtful event than it appeared when Congress first reassembled. The hostility which has been developed is sufficiently formidable to make the task of the advocates of the construction of the canal with Government money uneasy; nevertheless, the obstacles presented should only nerve the friends of the measure to fresh exertions.

Many of those opposing the Senate bill claim, notwithstanding, to be in favor of the construction of the canal. For instance, some oppose the guaranteeing of bonds, while still willing that the Government should undertake the work of completing the canal itself without becoming in any way associated with a private corporation. Such opposition should certainly be overcome by compromise. Whether the canal is built by the Government itself, or by the canal company with money furnished by the Government, under proper guarantees, the result will be the same—that is, the enterprise will remain under American control, which is the principal object aimed at in both the bills now before Congress.

The present Congress should not be permitted to adjourn without having acted on either the Senate or the House bill providing for the construction of the Nicaragua Canal. Should Congress either fail to act on the question, or refuse to aid the construction of the canal, the enterprise would, to a practical certainty, fall under the control of British capital. It is already understood that a London syndicate is prepared to furnish sufficient money to secure the control of the canal concession, and the Nicaragua Government would not hesitate to aid the work as a British enterprise should our Congress show unwillingness to complete the canal.

Were the Nicaragua Canal built with British capital, neither the Monroe doctrine nor any other consideration would serve to keep England from practically controlling that portion of Central America through which the canal would run. The presence of the English in Egypt against the protest of the whole of Europe should prove a sufficient warning to the United States, and indicate to our Congress the danger of permitting the canal to pass from under American control.

Unless this country decides to build the canal itself, it cannot logically find fault with Nicaragua for seeking capital in Europe, and if European capitalists are willing to put their money into the canal, no good or sufficient reason can be advanced why they should not be permitted to control it in their own interests. The people of the United States are fully alive to the importance of building the canal and retaining it under American control, hence, should the enterprise be secured by Europe, members of the present Congress will be held to a strict accountability.

The control of the Nicaragua Canal by Great Britain would be a serious menace, not only to American trade, but to the influence of the United States in American affairs. In the event of war, such foreign control of the canal would be disastrous, because our ships of war would have to make the long voyage around the Horn, in passing from one coast to another; whereas Great Britain would be able to move her ships expeditiously through the canal. It is, therefore, not only necessary to the commercial supremacy of the country, but to its very safety, that the control of the canal should be in American hands.

THE EXPORTS OF GOLD.

The drain of gold to Europe still continues, the shipments on last Wednesday's steamers having aggregated \$2,200,000. The shipment of so large an amount in the middle of the week, and immediately after the holidays at that, is not an encouraging symptom by any means, particularly as the shipment cannot be altogether explained by the payments of dividends and interest to European stock and bondholders. Of course, the remitting of earnings to European holders of American securities is a factor in the exchange market at this time; but, owing to the unusual unloading by Europe of American securities during the past year, the remittances to be made on account of dividends and interest must necessarily be much smaller than usual.

Owing to the unpopularity into which American securities have fallen in the European markets, the process of sending back such securities to be carried at

home continues without interruption, and this amounts to a steady withdrawal of foreign capital heretofore invested in this country. This withdrawal of foreign capital, added to the adverse commercial balance against us abroad, occasions demands which the supply of bills of exchange, accruing as a result of our exports of products, cannot meet; hence the balance must be made up by shipments of the precious metal.

It must be admitted that the prospects for an early cessation of the gold shipments is not very promising. If gold is needed for export now, when the marketing of our staple crops should furnish an ample supply of exchange to liquidate all foreign indebtedness, and even divert the flow of gold in this direction, how much more will the precious metal be required a few months hence, when the marketing of the crops will have come to an end, and the importation of foreign goods, temporarily checked by the going into effect of the new tariff law, will have been resumed?

The worst feature of the gold drain is the baneful effect it produces on the national treasury. The reserve fund of gold maintained to secure the legal tender notes is being continually drawn upon to furnish what is needed for export, and, as the Government has no means of securing gold except by issuing bonds, the continuance of the outward movement of the metal actually means an increase in the national debt commensurate with the amount of the shipments.

Owing to the intimate relations existing by reason of present laws between the national treasury and the money markets, the commerce of the country is being unfavorably affected by the gold shipments and their baneful influences upon the national finances. Unless, therefore, Congress takes prompt steps either to enable the treasury to secure gold, by demanding it in payment of customs dues, or to provide for the redemption of the legal tender notes, business must continue to be unfavorably affected by the existing state of things.

According to a recent decision of the Supreme Court of Minnesota, the bicycle has come to stay, with all the right of any vehicle. The horse of a man named Thompson was scared at a bicycle, ran away, demolished the buggy and nearly demolished Mr. Thompson, who brought suit for heavy damages, setting out that the bicycle had no right to the road. The Supreme Court of Minnesota decided that the defendant's bicycle was as good as the plaintiff's buggy, and in its decision the court used this sweeping language: "The bicycle is neither unlawful nor prohibited, and cannot be banished because it is not an ancient vehicle or was not used in the Garden of Eden by Adam and Eve. Because the plaintiff chose to drive a horse hitched to a carriage does not give him a right to dictate to others their mode of conveyance upon a public highway."

The fact that the world's product of gold for 1894 was over 13 per cent. greater than that for the preceding year and that the annual output has increased 75 per cent. in the past seven years, precludes the idea that a security of that metal is the cause of its apparently enhanced value. That cause is to be looked for in the increased industrial output which affords more to be exchanged for a given value.

MISSING MERCHANDISE.

Written for THE TRADESMAN.

"Did you ever give attention to the subject of lost goods—goods for which no owner can be found?" said a gentleman to me, the other day, who in early life had been a commercial traveler. "If not," he continued, "you have but a faint idea of the amount of money—or its equivalent—some have lost and others have gained. And these goods include almost every article of trade, from a small package by mail or express to animals for a menagerie. But the singular, accidental, and seemingly comical manner of their disappearance from the rightful owners is most surprising of all. It is quite probable that the larger number of these lost packages are either stolen property, or are in some way connected with criminals at large who are unwilling to run the risk incurred by claiming ownership. If you care to take the time, I will relate a few incidents of this kind which have come under my notice.

"A grocery firm, located in a small town in Northern Michigan, was, at a certain time, visited by a commercial agent from Cincinnati. After an invoice of goods, amounting to several hundred dollars, had been selected, the agent was asked if his firm also dealt in hickory nuts. He replied in the negative but said that, in the course of a few weeks, he would be in a part of the State where he knew they were found in abundance, and would be pleased to purchase and ship as much as they desired. He was asked what they would cost and replied that, for the best quality, the price would be \$3 a barrel. The gentleman of the grip was thereupon given \$6 and told to purchase and ship two barrels of them at his convenience. About six weeks after the agent left, two barrels directed to the firm, and marked 'Hickory Nuts,' were, with other merchandise, unloaded at the store. As they were rolled into the store by one of the clerks, he remarked, 'Both barrels contain good sound nuts, judging by the way they rattle.' The barrels were placed in a back room and remained in the same spot over two months, when, one dull stormy evening toward Christmas, it was suggested that the nuts should be sampled. Accordingly, one barrel was opened, revealing a first-class quality of shagbark nuts in the most perfect condition. They were the new crop and could be sold at a good profit. Not a line had yet been received from the agent who purchased them, as the firm had supposed would naturally occur. During the winter, the contents of one barrel were nearly disposed of, but the other remained unopened until late the following autumn. In the meantime, neither seeing nor hearing from the man who had represented the firm they were still dealing with, a letter was written as to his whereabouts, which brought the answer that he had suddenly died about two months after he had visited the Upper Peninsula. When the second barrel of this shipment was opened, imagine their astonishment to find the barrel filled to the very brim with a first-class quality of—nutmegs! then worth in the market 65 cents a pound. Inquiries were at once instituted by the firm to discover from whom the barrels were purchased, and, with the aid of the Cincinnati firm, these inquiries were kept up for a long time, until, with the further aid of the railroad companies, the station whence they were

shipped was found; but, as so long a time had elapsed, the agent could recall nothing connected with their shipment except the marking of them by the shipper. Years have passed since the incident, but it still remains a mystery how that barrel of nutmegs came to the firm in place of hickory nuts, with both barrels evidently marked by the same person. It would seem that, unless those nutmegs were stolen goods, the sender would have also instituted inquiries and have traced them to this station. The most plausible explanation suggested was that the nuts were purchased from a wholesale grocery house which had barrels of both kinds of goods without specific marks, and that the error was unknown at the time to either purchaser or seller, and, being paid for at the time of delivery, were taken away without marking, and the place of their destination, also, was unknown."

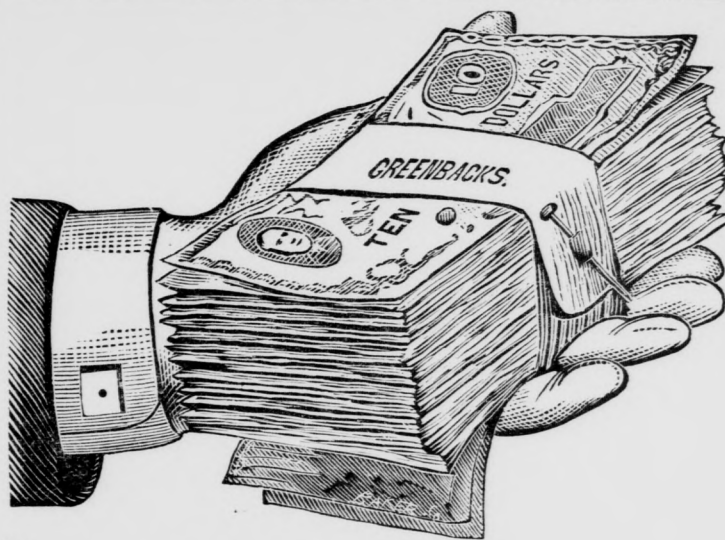
* * *

About twenty years ago, a friend of mine was selling goods at a small hamlet southwest of Ogdensburg, New York, and seven or eight miles from a landing on the St. Lawrence river. I will let him tell the story.

"Fish and firewood," he began, "were the principal articles of commerce that came or went to or from this landing, and, as I kept a general store, they were both in my line. I therefore kept a good span of horses, wagon and sleigh, and in my employ, as man of all work and driver, was a stalwart Dane, by the name of Anderson. An old dilapidated warehouse, an apology for an eating house, where the fishermen could get a lunch, and a comfortable country hotel, closely huddled together, were what constituted 'the landing' at the river. To be sure, we may except a smack or two and some half dozen small boats which were moored here when not in use, and were owned by the fishermen.

"Late one afternoon in April, Anderson had taken a load of wood to the river, and, as was sometimes the case, remained over night at the hotel. Just before daylight the next morning, he was hitching his horses to the wagon, when a man came up from the river, trundling a wheelbarrow containing a box, and a tin lantern hung in front; and he inquired if that wagon was going out to Johnson's Corners? On being answered in the affirmative, the man said that James Pardee wished to send that box of fish to Johnson's store, where he would call for it in a few days and pay all charges. 'All right, sir,' replied Anderson, 'wheel it right this way and I will help you put it in the wagon.' Then, taking from his pocket blank book and pencil, while the man held the lantern near, he made out, in the name of Ezra Johnson, a receipt for 100 pounds of salt fish from Mr. Pardee, the man's employer, and, handing it to the stranger, jumped into the wagon and drove off.

"There was nothing unusual about this incident, it often occurring, Anderson's team being known by every one as 'the freighter,' and, from the size and color of the horses, was easily described to any person. The box containing the fish was about four feet long, two or three in width, and about ten inches deep—not the usual dimensions of the fish boxes, but, as an odd size was sometimes used, and as this appeared to be an old box, little was thought about it. The box was placed in the warehouse, and three



\$20,000

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

Candy

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

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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.

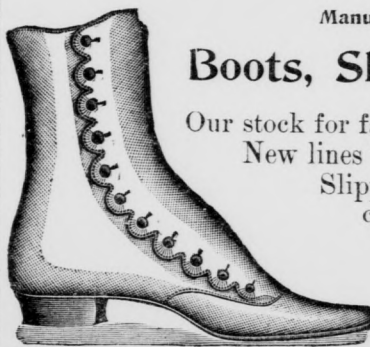
RINDGE, KALMBACH & CO 12, 14 & 16 Pearl St. GRAND RAPIDS.

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.

weeks passed away. No one calling for it in all that time. I one day examined it more closely and found two places on one side that seemed to have been branded with a hot iron and afterwards to have been gone over with a plane. This had evidently been done long ago, and the entire box looked as if a strong brine might have been dashed over it; and perhaps it was a trick of the imagination, but that box did certainly smell fishy. I told Anderson to move it to the end of the warehouse, out of our way, and to make inquiries at the landing for the man Pardee, and also to be on the lookout for the person to whom he had given the receipt, that we might obtain some clue to the owner. All inquiries, however, proved fruitless. No one knew anybody by the name of Pardee, and the man with the wheelbarrow was an equally mysterious personage. Time went on—as time will do occasionally—and I had quite forgotten about the box of fish, until we were engaged in taking stock the following January, some nine months after it had been received. I then ordered it opened, that we might see the condition of the contents and decide in regard to the charges for freight and storage. Upon removing the cover, a mass of dry leaves was revealed, as an apparent external covering, and beneath these, squeezed closely together, the entire space was filled with irregular balls of from two to four pounds each in weight, of an almost solid substance, apparently gummy and tenacious in character, and which, upon closer examination, proved to be crude opium. The secret of its long storage seemed to be revealed. There had either been a mistake in the box intended to be left, or the drug had been smuggled from Canada and the owner did not dare to call for it; or, possibly he was dead. I was in a dilemma. What customs official would listen to my story without an incredulous smile, should I make a voluntary statement of the case and offer to pay the duty? And, in point of fact, after such a length of time, was, or was not, this property mine by right of discovery and possession? But, at least, I would first attempt to find the owner, and, so, to that end I inserted the following advertisement in three different newspapers in the county:

TO WHOM IT MAY CONCERN: James Pardee, or any of his legal heirs, holding my receipt for a box of fish (said box being delivered to me about nine months ago and still in my possession) will please call at my store, present said receipt, pay charges due, and remove the box without delay.
EZRA JOHNSON.

"No answer to this notice being received within the ensuing six months,

the opium was appraised and sold to a Western wholesale druggist, at \$6.25 a pound, bringing a trifle over \$600. Now, of course, I might have told the public the entire fish story in plain English—might have given the history of my connection with that box of opium called 'fish' in the receipt for it given to a stranger, but I thereby would have occasioned myself much annoyance; or, I might have quietly turned the box over to the American custom house. But why should I, under the circumstances, do this? Sufficient to say that I have suffered no compunctions of conscience for the course I took. Should the legal heir, or heirs, to the property ever put in an appearance, I am ready and willing to make the proper restitution.

"Many theories were advanced concerning this incident, but all agreed upon one point—that, the box being found so near the border of a foreign government, the probability was that it was contraband property. The appearance of the action of brine or salt upon the box might be accounted for by a presumable ocean voyage and its storage in the hold of the vessel."

* * *

Two brothers, James and William Davis—I knew but one of them personally—came West as far as the Mississippi river, soon after the close of the rebellion. For a time, they were settled near each other in Minnesota. Will ran a meat market, while James was clerk for a lumber firm which had a large store and sawmill on the shore of a lake a short distance away. The two young men had been brought up on a farm, were frugal in their habits, and calculated to make and save money. William was the more ambitious of the two, and, feeling anxious to do better in the world, after a year or two in the meat business, accepted an opportunity to engage in mining in the Territory of Idaho, and the two brothers thus became separated.

For a while after their separation, letters were frequent between them, but, as time wore on, two or three a year became the limit; but these were of the most affectionate nature. James still remained with the firm by whom he was first employed. He had been economical in his habits and was accumulating money, intending, in the future, to return to his father's old farm in Western Pennsylvania.

* * *

The brothers had now been separated for over four years. The letters from

William had intimated, in a modest way, that he had accumulated a fair share of worldly wealth, and twice, at least, as the holidays returned, he had strongly intimated that "Santa Claus would probably remember brother James in a substantial manner." As the fifth year of their separation was drawing to a close, the musings of James were naturally directed toward the mythical Santa Claus once more. He said to himself, "Will knows that I am to go home soon after New Years, and somehow I feel as if this will be the year that 'old Santa' will materialize and 'make me a boy again.' Perhaps I ought to return the compliment by asking Santa Claus to carry a gift westward, but—well, as second thoughts are best, I think I'll wait another year and send something from the old home. That will seem nicer to both of us."

The morning of Dec. 24, as James was posting some letters for the firm, he was handed a small package strongly, but not very elegantly, wrapped in brown paper. It was plainly, though apparently hurriedly, addressed to "Mr. James Davis, Little Falls, Minn." The postmark of the mailing office was so indistinct that it was impossible to tell whence it came. The package was not sealed and the amount of stamps indicated the contents to be merchandise. A pleased smile crossed his face as James turned the package over in his hand, and he said to himself, "I expected this, but what can it be?" And, carefully placing it in his pocket, he left the office. It chanced to be an unusually busy time with the young man, and, arriving at his place of business, he turned the key of the safe upon the gift, until a convenient time in which to examine it. That evening, when seated alone in his room, he laid the package on the table beside him. As he examined it, he noticed, for the first time, the handwriting. Closely scrutinizing it, he mused, "Either that is not Will's writing, or he had a bad pen and was in too much of a hurry." Then, removing the brown wrapper, a square tin box came to light—just such a box as he had often seen contain seidlitz powders. This was also well tied with cord, which he cut and cautiously removed the lid. A mass of cotton was exposed, tightly pressed down. Inside this was a heavy gold watch and chain. As he laid it upon the table, it seemed ablaze with diamonds. "How careless of Will," he thought, "to send so much value in this manner. He should have sent it by express, but, if by mail, then in a sealed

and registered package." He took the watch in his hand, and, as he examined it more closely, it seemed evident that, with all its richness and beauty, neither the watch nor the chain were strictly new—that they had been worn by some one before. "But how fortunate at this time, when I have no other watch!" And he proceeded to attach the chain to his vest and place the watch in his pocket.

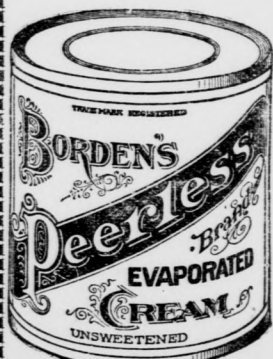
Notwithstanding James was delighted with his valuable present, he was far from being vain and made no display of it at any time. Soon after receiving it, however, he called the attention of his employer to the gift, that he might estimate its value, as he was a good judge of such things. That gentleman assured him that the diamonds imbedded in its surface were all of the first water and would, alone, readily bring over \$500; that the large one on the end of the stem would, without doubt, sell for \$300, and that the chain, with its setting of small diamonds, topazes and rubies, was worth more than any ordinary gold watch and chain together, and that, while he believed it had been purchased by William Davis at second hand, he was confident the watch and chain, jewels included, would easily sell in the New York market for over \$1,000. "Some impecunious gambler or foreign count," said he, "has been compelled to part with it, and your brother has purchased it at less than cost, probably. You may well be proud, James, of such a watch and chain and be thankful that you have such a brother! It is a Swiss watch, as you may notice," he continued, "but a singular omission, considering its great value, is that not even an initial of the owner's name, nor any address or mark of recognition, is to be found upon it."

James thought he should surely hear from his brother in a day or two, and so concluded not to write him until the letter should reach him. But the days came and went and still no word from the far-off brother regarding the princely gift. When it came time to start on his visit to the old home in the East, he hurriedly mailed a grateful letter of thanks to his brother, and in it pleaded for an early reply. No reply ever came to that letter. Late in the following spring, he received one directed to Minnesota, and forwarded to him. It was postmarked the city of Mexico, and proved to be from his long unheard from brother, who had been sent there several months before on business for the mining company with which he was connected. The missive was as affectionate as ever, but contained

CONSUMERS WANT IT.

DON'T FAIL

TO ORDER AT ONCE FROM YOUR JOBBER A QUANTITY OF



Guaranteed Absolutely Pure.

Borden's
Peerless Brand
Evaporated Cream,

A PURE, WHOLESOME, THOROUGHLY STERILIZED UNSWEETENED CONDENSED MILK,
ON WHICH YOU CAN MAKE A GOOD PROFIT.

Prepared and guaranteed by the NEW YORK CONDENSED MILK CO., New York.

SOLD BY ALL THE LEADING WHOLESALE GROCERS.

FOR QUOTATIONS SEE PRICE COLUMNS.

no reference of having heard from James, nor did it even mention the gift presented at Christmas.

Three more years had passed and the Christmas bells were ringing in a fourth, when there was a family reunion at the old Davis home in Pennsylvania. The brothers once more met each other, older in experience as well as years, and each comparatively wealthy. Mutual revelations followed, and the fact was disclosed that no gift of a watch and chain had ever been sent, and that no letter acknowledging the receipt of such by James was ever received by his brother. The entire affair was shrouded in mystery. It was merely by accident, not design, that James Davis was still in possession of the box and wrappings in which the watch and chain had come to him several years before, and these were now produced for examination. It was conceded by all present that the handwriting on the wrapper was not that of any member of the Davis family, nor that of any known friend, and no magnifying glass could reveal sufficient of the postmark to even hazard a guess as to its mailing point. But, as James was a conscientious fellow and the soul of honor, he at once placed a cautiously worded "adv." in the "Lost and found" column of a number of prominent city papers of the country, as, if the real owner were dead, heirs might be living who could furnish proof of ownership. Nothing, however, ever came from this advertisement.

One evening, almost twenty years after the brothers had first gone West, a young lady visiting the family of William Davis was perusing a New York paper. The strange story of the magnificent watch had been told her, and she suddenly exclaimed, "Here is something that will interest you all. Shall I read it, for I notice the name of William Davis?" Permission granted, she read the following article:

In the whitewashed cell of a Southern prison, there came through the iron grating the faint rays of a single jet of gas. An old man was seated near a cot on which a sick man lay.

"And are you sure you have told me all? Is there nothing further you wish to confess?" asked the father, for such he was. "You have only a short time left in this world, so tell me all, and I will make such restitution as lies in my power."

There was silence for a moment. Then the sick man turned his face toward his father and, in a feeble voice, said slowly: "There is one thing more. There were three of us and we cracked a safe in a fine mansion in Chicago. We knew the family had left for the East. The house was closed and we broke into it one dark stormy night. I was the man on the watch and the other two did the job, and, as they came out to me in the dark one of them whispered, 'Here's your share.' He put a tin box in my hand and I skipped. When I came to examine the find—saints preserve us, but I was frightened then! I never saw anything like it for a watch and chain. It was solid gold and all a blazin' with diamonds! I didn't dare keep it, nor offer to sell the thing, and what could I do with it? It was only a short time till Christmas; so I could send it out of my sight to brother James. That was the winter he was trappin' up in Minnesota. So I mailed it to him that very day."

"And what did James do with that watch and chain? I never heard him speak of your sending him such a thing, and never saw them in his possession."

"I directed the box, just as I received it from my pals, to 'James Davis, Little Falls, Minnesota;' but I never heard from him from that day to this."

"Oh, what a rascal my son has been!" murmured the old man to himself, as he slowly rose from his seat and buttoned his coat about him. Then he said, "Good-bye, Peter. I'll call again in half an hour."

But the hand he reached out to clasp offered no response. His son was dead!

FRANK. A. HOWIG.

Use Tradesman Coupon Books.

GRINGHUIS' ITEMIZED LEDGERS

Size 8 1-2x14—Three Columns.

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

INVOICE RECORD OR BILL BOOK.

80 Double Pages, Registers 2,880 Invoices...\$2 00

TRADESMAN COMPANY,

Agents,

Grand Rapids, Mich.

-: ORANGES :-



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

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

ALFRED J BROWN CO., Michigan Agents.

The President of the United States of America,

To

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

GREETING:

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

ENOCH MORGAN'S SONS COMPANY,

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

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

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

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

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

[SEAL]

[SIGNED]

S. D. OLIPHANT,

Clerk

ROWLAND COX,

Complainant's Solicitor

PORTER TO PARTNERSHIP.

Progress of a Clerk Who Was Not Afraid of Work.

An Old Merchant in Hardware.

I began my second year with my employer feeling well towards me, but with the envy of the older clerk against me. Harry had been two years longer with Mr. Ely than I had, and had always been the favorite, but he thought he saw in me a rival, and he began to show his ill will against me in numberless little ways. When I first came to the store Mr. Ely had said that I was to obey Harry, and he consequently had the power to annoy me as much as he wished. Of course, I understood that we were in a great measure in competition for the same end, and it was impossible that two ambitious boys could be anything else. We both had our ways to make in life, and we both saw that the first step was to win favor with Mr. Ely.

In every store where there are two or more clerks, it is inevitable that there should be some clashing among them, but the moment one turns from his legitimate work to try to damage a competing clerk, just that moment he begins to fall out of the race.

I determined to have no quarrels and make no complaints, but I was bound to go on my own way and trust to faith for the end. I was anxious to learn book-keeping, but Harry kept me away from the books as much as he could. Just as sure as I went to the desk he called me to do something in the store. But where there is a will there is a way. One day there was but little doing in the store, and Mr. Ely was doing nothing, so I went up to him and asked if he was willing that I should look over the books so as to learn book-keeping. He said he was not only willing but glad to have me, and if I wanted any help he would give it to me.

The lesson he gave me that day is still fresh in my mind, and I have used it a great many times with my own clerks.

Turning to a book on the desk, he said: "This, Mark, is my day-book—in it are recorded the transactions of each day, just as they happened; you see here is the bill sold Mrs. Smith, there is the one sold Brown, and so on; this is the most important book in the store. If I should sue a customer this would be the book to take to court; this is what is called the original entry. All the other books are copied from this, and hence are liable to mistakes being made, but here is the entry made while the transaction is fresh, and to the correctness of this men are usually willing to swear. Now, if there was no other book but this, it would make it a tedious task to gather together a man's bills, supposing he had a long account; you would have to begin at the beginning of the book and scan each page closely to find every item against him, and you would have to go through this work every time you wanted to see how much his account was. So we have ledgers—here is mine. I take a page and head it John Smith, say; then I look through the day-book from the beginning, and whenever I find a bill against Smith I write the amount here—"posting" we call it—until I have all the bills against him on this page here. Then if he wants to pay, or I want to see how much he owes me, I have only to turn to this page and foot up the bills. These two books are all that are absolutely necessary to carry on business, but no merchant feels like taking in and paying out money without having a special cash account; this may be in the ledger or in a separate book; here is my cash book, on one page is the cash we get in, on the other the cash paid out; footing up these two pages and subtracting one from the other shows the amount of cash on hand. If I didn't have this cash book when anyone paid me I would have to credit him the amount on the day-book, but instead of that I credit it here and then post direct from the cash book to the ledger. In keeping books by single entry as I do, these three are all I need; they show me what I buy and sell, how much I owe and what is due to me, and this is all I want of books. There is no secret about them, and I advise you to get the run of them early."

I needed no second urging. I sat down to the books and studied them and followed the entries and postings until I got the hang of it. Those of us who are old at the business and who handle a set of double entry books as easily as we recite the multiplication table have forgotten how much of glory there is to a boy in mastering so simple a thing as single entry book-keeping, but it is one of the many steps made between boyhood and business.

Soon after this I gained another step in life. One morning, in sweeping out the store, I found a twenty-dollar bill under the stool before the dress goods counter. My first move was to call out to Harry, but he wasn't down yet. I put it in my pocket and went on sweeping. No sooner was it snugly in my pocket than something began to tempt me to keep it and say nothing; whoever had lost it would not know whether they had lost it in our store or not, and of course if I said I had not found such a bill they would go looking elsewhere for it. I wanted some new clothes the worst way; three or four of my cronies had lately come out in new suits and I wanted to look as well as they did, but mother had need of the money and could not get me any clothes just then, and there was a book just out I especially wanted to get, for I was a lover of books, but no means of gratifying my taste; I could see a score of ways where I could spend the twenty dollars to advantage and no one be any the wiser. But there was another side. Would it be right? Just then Mr. Ely came in and without waiting a moment I pulled the bill out of my pocket and gave it to him, telling him where I had found it. I was happier the moment it was out of my hands.

"We will hear from it," said he, and it was not long till Mrs. May came in and claimed it. Mr. May was the leading lawyer of the town and a brother-in-law of Mrs. Ely's. Mr. May was very gracious to me and offered me two dollars, which, however, I refused to accept. Somehow I fancied after the wicked thoughts the money put in my head I would be punishing myself properly not to accept any reward. But a few days afterwards Mr. May left a package in the store for me, and in that were two volumes giving the autobiography of Benjamin Franklin, and a note to me saying Mr. Ely had said I was fond of books and that he and Mrs. May would be glad if I used his library freely. There may be boys who read this that think this latter offer was not of much consequence, but I did not think so. I was anxious to educate myself and delighted to read, and I look back to that library as being one of the important stepping stones in my life.

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.

Reeder Bros' Shoe Co.,

STATE AGENTS FOR

The Lyscoming Rubber Company,

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

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

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,

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 HOP, Ass't Cashier.

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

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

Deposits Exceed One Million Dollars.



WE 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.

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

Arrive. Depart.
10:20 p.m. Detroit Express 7:00 a.m.
5:30 a.m. Atlantic and Pacific 11:20 p.m.
1:50 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 RY.

GOING TO CHICAGO.

Lv. G'd Rapids 7:15am 1:25pm *11:30pm
Ar. Chicago 1:25pm 6:50pm *7:20am
RETURNING FROM CHICAGO.
Lv. Chicago 8:25am 5:00pm *11:45pm
Ar. G'd Rapids 3:05pm *6:25am

TO AND FROM MUSKOGON.

Lv. Grand Rapids 7:25am 1:25pm 5:30pm
Ar. Grand Rapids 11:45am 3:05pm 10:25pm

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

Lv. Grand Rapids 7:30am 3:15pm
Ar. Manistee 12:20pm 8:15pm
Ar. Traverse City 1:00pm 8:45pm
Ar. Charlevoix 3:15pm 11:10pm
Ar. Petoskey 3:45pm 11:40pm

Trains arrive from north at 1:00 pm and 10:00 pm.

PARLOR AND SLEEPING CARS.

Parlor car leaves for Chicago 1:25pm. Arrives from Chicago 10:25pm. Sleeping cars leave for Chicago 11:30pm. Arrive from Chicago 6:25am.

*Every day. Others week days only.

DETROIT,

Oct. 28, 1894

LANSING & NORTHERN R. R.

GOING TO DETROIT.

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

RETURNING FROM DETROIT.

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

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. G.R. 7:40am 5:00pm Ar. G.R. 11:35am 10:45pm

TO AND FROM LOWELL.

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

THROUGH CAR SERVICE.

Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train.

Trains week days only.

GEO. DEHAVEN, Gen. Pass'r Ag't.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD.

Trains Leave	No. 14	No. 16	No. 18	No.
G'd Rapids, Lv	6:45am	1:20am	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
OWOSO, 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	5:27am
Detroit, Ar	11:50am	4:05pm	9:25pm	7:00am

WESTWARD.

For Grand Haven and Intermediate Points 7:00 a. m.
For Grand Haven and Muskegon 11:00 p. m.
" " " " Mil. and Chi. 15:35 p. m.

*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 Buffet car. Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner Sleeper.
JAS. CAMPBELL, City Ticket Agent.

Grand Rapids & Indiana.

TRAINS GOING NORTH.

Leaving going North
For Traverse City, Petoskey and Saginaw 7:40 a. m.
For Traverse City 5:25 p. m.
For Saginaw 5:00 p. m.
For Petoskey and Mackinaw 10:35 p. m.

TRAINS GOING SOUTH.

Leaving going South.
For Cincinnati 7:25 a. m.
For Kalamazoo and Chicago 8:15 p. m.
For Fort Wayne and the East 2:15 p. m.
For Cincinnati 5:40 p. m.
For Kalamazoo and Chicago 11:40 p. m.

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

Lv Grand Rapids 7:25 a. m. 2:15 p. m. *11:40 p. m.
Ar Chicago 2:40 p. m. 9:05 p. m. 7:10 a. m.
2:15 p. m. train has through Wagner Buffet Parlor Car and coach.

11:40 p. m. train daily, through Wagner Sleeping Car and Coach.
Lv Chicago 6:50 a. m. 3:30 p. m. 11:30 p. m.
Ar Grand Rapids 2:50pm 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. 8:35 a. m.
1:00 p. m. 1:15 p. m.
5:40 p. m. 5:50 p. m.

C. 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.

CURRENT COMMENT.

The Mayor of Cincinnati, who was in Washington the other day, purpose not stated, says: "Some time ago I was talking with a chemist. He declared that in time the food problem would be solved by the concentration of eatables in wafers, and that the span of life would be lengthened into the centuries. In fact, he thought that in a hundred years men would begin to live longer, and that even 200 years would not be the limit of human existence." If the chemist has the handling of wafers, people will not live so long as they might under other circumstances. Chemists employed by brewers and all sorts of liquor makers are responsible for much adulteration. Besides, what does it matter how long people live who begin their existence 100 years from now after everybody of to-day is dead? We shall know some day; but not here.

* * *

It is difficult to account for some of the literary "crazes" that obtain so largely in this country. A few years ago the magazines were crowded with war literature. This, perhaps, could be accounted for in the fact that the war had become the great interest of memory to so many of its participants; but it is not easy to account for the Napoleonic craze which is now ransacking every corner of Europe for data having even the most remote bearing on the career of that most unscrupulous embodiment of invincible selfishness.

* * *

The question of retaliation between the United States and the various European countries, on account of discriminations in tariff, is causing much diplomatic correspondence and has been the principal subject of discussion in the recent sessions of the Cabinet. The first official act of the new Austrian Minister was a protest against the imposition of one-tenth of a cent additional duty on sugar from countries paying an export bounty on that product, claiming that such duty is a discrimination against Austria and, consequently, a violation of our treaty of commerce. It is probable that this protest will be followed by restriction on some of our exports to that country. The principal sources of American sugar supply are Cuba, Germany, France and Austria, and there is already correspondence with three of these on the sugar question. The threat of retaliation in the case of Spain will probably bring that country to terms in short order, as Cuba would be quickly distressed by a restriction of its market in this country. Our power of retaliation against the others may not be as summary, but it is not probable that any or all of them can interfere seriously with the trade of this country without its affecting their trade more than they are willing to stand.

* * *

A committee of the New York Chamber of Commerce, directed to recommend a plan for municipal reform, has reported that, in its opinion, there could be no complete reform until the municipal government "was lifted out of politics." The case seems hopeless, as, up to date, no derrick has been made strong enough to lift the government of a big city out of politics. The unscrupulous Hungry-Joe people who hang on to politics for a living cannot afford to let go of the fat offices for a little thing like reform.

Advocates of the cause of temperance will be gratified to learn of the rapidly increasing demand for hot "soft stuff" among men. During the winter there are many men not habitual drinkers who get into the way of dropping into saloons for a hot scotch or something of the kind to warm them up, but since the druggists and light lunch cafes have begun furnishing hot drinks saloon men say that there has been a great falling off in their profits. With hot soda, coffee, cocoa, chocolate, beef tea, clam broth and hosts of other grateful beverages the man who is only an occasional drinker finds it just as comforting and much cheaper to warm up in the drug store rather than the saloon.

* * *

The Peoria Canal Co., of which President Greenhut of the Whisky Trust is principal stockholder, put nearly a million into irrigation works at Gila Bend, Ari., which were sold last week by the sheriff. Mr. Greenhut claims, from a judgment which the company holds of \$100,000 and the proceeds of the land, which is greatly enhanced in value since its purchase from the Government, that the stockholders will eventually recover the major part of their investment.

Gripsack Brigade.

Geo. A. Newhall (I. M. Clark Grocery Co.) is entertaining his father and mother, Mr. and Mrs. Joseph Newhall, of Saugus, Mass.

J. E. Houghton was in Milwaukee last week and signed for 1895 with B. Leidersdorf & Co. His territory includes the entire trade of the State.

L. W. Holmes, of the firm of Holmes Bros., clothiers at Belding, has purchased a block of stock in the Lansing Pants & Overall Co. and gone on the road for that corporation.

H. A. Hudson has severed his connection with the I. M. Clark Grocery Co. and taken the position of Western Michigan representative for the J. G. Butler Tobacco Co. formerly held by B. G. Van Leuven.

Chas. I. Flynn, formerly with H. H. Freedman, when the latter was engaged in the manufacture of cigars at Reed City, but for the past twelve years identified with John E. Kenning, has handed in his resignation, to take effect about Feb. 15, when he will unite his fortunes with the newly organized United States Cigar Co.

Purely Personal.

F. C. Bushman, the Kalamazoo cigar jobber, was in town last Saturday.

Wm. K. Pringle, the Muir general dealer, was in town over Sunday, the guest of B. S. Davenport. He was accompanied by his wife.

Chas. McCarty, the Lowell Poo Bah, is likely to have a damage suit on his hands, the prospective plaintiff being a Grand Rapids gentleman who purchased a dress suit for the purpose of attending McCarty's "house warming." Contrary to announcement McCarty began living in the house without observing this necessary preliminary, and, unless the matter is promptly adjusted, the aggrieved gentleman threatens to seek satisfaction in the courts. Charlie usually manages to win over everybody by means of his stereotyped laugh, which would, ordinarily, cause a stone image to smile, and it will be interesting to note what effect the laugh has on a jury.

Relations of Manufacturer, Jobber and Retailer.

The establishment of Wholesale Grocers' Associations throughout the entire country has tended to draw the line sharply between the exclusive jobbers on one side and the large retailers and semi-jobbers on the other. Self-preservation, the great law of nature, has prompted the exclusive jobbers to take the stand that manufacturers should choose between the system of distributing their product through the jobber exclusively or entirely through the retailer. It is impossible for any manufacturer to use both systems at the same time, and I believe that it is to the advantage not only of the jobber, but of the manufacturer and legitimate retailer that this distinction be kept in view, and the system of distribution through the jobber exclusively be fully and practically carried out.

In my opinion, a merchant who has a retail counter and sells goods to the consumer must be classed as a retailer, no matter how many goods he may sell at wholesale. From all I can learn, dealers of this kind represent less than 5 per cent. of the total number engaged in the retail business. It is, in my opinion, unjust that 95 per cent. of the retail dealers of the country should be forced to meet the competition of the 5 per cent. who buy their goods as they now do from first hands at jobbers prices.

The legitimate jobber will certainly agree with me that very frequently small retail dealers undertake to meet prices made by their larger and more fortunate retail competitors. The result is inevitable failure, and the loss generally falls on the wholesaler. It is the sense of organized jobbers in this country that manufacturers should confine the distribution of their product to exclusive jobbers, but when forced to sell to retailers they should do so at a price sufficiently above the jobbing price to pay the expense of distribution. This plan is not only just and equitable to the exclusive jobber, but protects a large body of small retail dealers against ruinous competition by the favored few.

The manufacturer has no more right to sell goods at the same price to jobbers and retailers than the jobber has to sell his goods to the consumer and to the retailers at the same price. Manufacturers are frequently prone to consider a merchant as a jobber who occasionally sells in original packages to restaurants, consumers or hotels. If the jobbers as a body do not resent such practice and insist on treatment that is fair to them, the time is not far distant when the manufacturer will lose sight of the jobber altogether, do his business direct with the retail dealer, and, eventually, perhaps, with the consumer. In my opinion, the only way this can be prevented is for every jobber in the United States to join a local, State or national organization and convince the manufacturer that the jobbers are a unit on this question, and that by conforming to the system herein outlined a benefit will accrue not only to the jobber, but to the manufacturer and retailer as well.

ORRIN THACKER,

Sec'y Ohio Wholesale Grocers' Ass'n

Somebody stole 10,000 cigars from a New York factory recently, and the establishment has succeeded in getting at least \$2,000 of free advertising on the strength of it.

A RECORD OF GROWTH

That Must Be Pleasing to the Stockholders--This City is Proud of the Company.

At a meeting of the directors of the Grand Rapids Fire Insurance Co., a dividend of 7 per cent. on its capital stock of \$200,000 was declared. The company shows a marked increase in business and resources over 1893 as follows: in assets, \$46,121.19; in surplus, \$29,539.66; in re-insurance reserve, \$19,162.78; in income, \$33,244.92. Its annual statement shows cash assets of \$392,498; net surplus, \$50,351.60; re-insurance reserve, \$132,664.60. The company will add the State of Ohio to its list, making twelve states in which it will operate through some 500 agents. No financial institution in this city is in better repute than this company for fair dealing, promptness and reliability. The advantages to this city of having a local fire insurance company are many. A company possessing all the elements of strength and carefully managed not only advertises this city abroad, but brings to it a large amount of money to be distributed in various ways for its benefit. To the insuring public in this city it offers speedy and satisfactory indemnity in case of loss.

Bank Notes.

Hannett, Adams Bros. & Co., bankers at Shepard, have been incorporated under the style of the Commercial State Bank.

So far as THE TRADESMAN's information goes, three names are mentioned in connection with the presidency of the National City Bank--Hon. T. J. O'Brien, Hon. J. C. Fitzgerald and Col. Geo. G. Briggs. All are gentlemen of unusual strength and any one of them would prove to be a worthy successor of the lamented gentleman whose place he would take.

Lester J. Rindge (Rindge, Kalmbach & Co.) takes the place on the Board of Directors of the National City Bank rendered vacant by the death of the late Thos. D. Gilbert. The honor is worthily bestowed, Mr. Rindge being one of the shrewdest and most reliable business men in the city. As the manager of an important manufacturing and jobbing establishment and its credit man for a quarter of a century, Mr. Rindge is admirably adapted, both by temperament and experience, to discharge the duties devolving upon him in his new position with credit to himself, with profit to the bank and with fairness to its patrons. Few men enter the portals of a directors' room so well equipped for the work as Mr. Rindge.

Lakeview Laconics.

LAKEVIEW, Jan. 5--L. P. Sorenson opened his new bank for business the morning of Jan. 2. Mr. Sorenson is a good citizen and has the best wishes of a large circle of business men. H. W. Stone, of Lowell, is in charge of the bank in the capacity of cashier.

Geo. D. Lovely, our hardware dealer, was married last Sunday to Miss Bertha Hollier, who has been employed as a clerk in his store for some time past.

Fred Sreaves has purchased a stock of bazaar goods and will occupy one side of L. L. Bissell's new brick store building. The Stebbins Manufacturing Co. has received an order for 25,000 puzzles from Toronto.

Special Meeting of Wholesale Grocers.

A special meeting of the Michigan Wholesale Grocers' Association will be held at Jackson, Jan. 15, for the purpose of considering matters of grave importance to the organization.

Drug Department.**State Board of Pharmacy.**

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

THE SUCCESSFUL SALESMAN.

The successful man of to-day is the successful salesman, I care not in what occupation or in what station of life you find him. The young man who goes out in the world takes his future into his own hands; his success in life means his success as a salesman. What is the successful salesman? Simply the man who sub-serves to the greatest possible degree the best interests of his employer or the people he serves and whose life is permeated with a conscientious desire to earn his money. What a broad field is this! It is as far reaching on either side as the utmost stretch of our imagination, and reaches up to Heaven. George Washington was a successful salesman; so was Abraham Lincoln. Phil Armour, Marshall Field, O. S. A. Sprague, and other successful men, are successful salesmen. Whether he deals in merchandise over the counter in a country cross-roads store, or in the great marts of the world, handling the products of the world; whether he practices medicines dispenses law or occupies the highest station under the government of any nation—if he is successful in any of these he is a successful salesman. All success is attained only by the most continued and determined effort of ourselves—the work of a lifetime. I remember when I left home, to go out in the world to hew out for myself a possible success, twenty-two years ago the 20th of last month, my mother (now among the angels) took me by the hand and said: "My dear boy, you cannot at this time appreciate the great importance to you of the step you are about to take. You are going out in the world to do battle for yourself. Two roads lie before you—one leads to success, the other to failure. You are going to work for Mr. Hannah. He is a successful man. Study his ways, follow his direction carefully and closely; make yourself as indispensable to his business as possible; earn your money every day; and, mark my words, as your mother, who has the greatest anxiety for your good, success will follow. The road is a long one, the way is rugged and uneven and beset on either side with the skeletons of failure, and one needs almost to possess the courage of a Daniel to enable him to keep on in the straight track and not be drawn off the narrow way that leads to success." Had I known, twenty-two years ago, of this route my heart must have failed me, and I doubt if I should have had the courage to press on; but the Great Ruler of heaven and earth has wisely planned that we may not look into the future, but learn of the ups and downs of life through our own experience. In the issue of THE MICHIGAN TRADESMAN of May 9 appeared a sketch in which I was much interested. I need hardly say it was of our respected

friend, Mr. W. J. Gould, of Detroit. He is a successful salesman, and, although his years now number above the sixty mark and he has not for years taken the active part of a salesman, yet I venture to say, without fear of contradiction, that when the young men in his establishment get a customer who is hard to please and well nigh impossible to sell to, and the boys have given him up, Mr. Gould can take him in hand and satisfy him to the extent that he will leave his order with them, and the customer will go away with the idea well fixed in his mind that W. J. Gould & Co. is a most excellent house to do business with.

The successful salesman must have, in addition to all else, the unusual faculty of putting himself in the place of his customer and appreciating his wants, conditions and likes. He must, also, have that fine sense and delicate study of the touch of human nature that will enable him at the right time to accost the customer with a very polite "Good morning, Mr. Jones," and the next with "Hello, Marks." Of the great division of the great army of life but few are successful, and there are numbers who come down to the end of life with a record of failure, cursing their fate (as they call it) or laying the blame at the door of somebody else.

One branch of the business of the concern which I belong to is running a hotel, and in the course of a year a good many traveling salesmen come and go, and we have an opportunity of looking deeper into their lives and habits than is disclosed as they present themselves to us in a business way. That many of them are not successes is no surprise. Gambling, drinking and inattention to business is the order with some; while others pursue the wiser course and are keenly alive at all times to the best interests of their houses. They get the orders, please their customers, earn their salary, and are general successes.

HERBERT MONTAGUE.

Mr. Frank J. Gaskill, grocer, Grand Rapids, says: "I saved last night forty-five minutes and my accounts posted up to date this morning." He uses Shaw's File book.

Use Tradesman Coupon Books.

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.



Is This A Good Thing?

\$15 for \$4

You Want It!

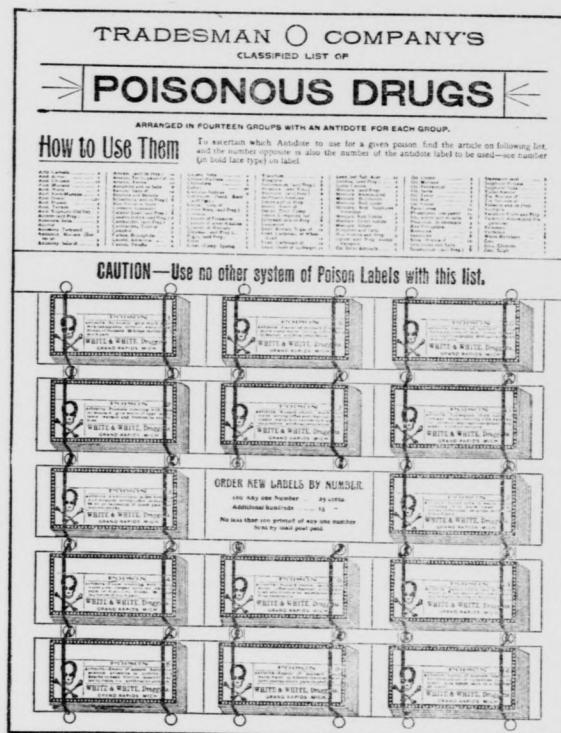
You Have To Have It!

The Law Says You Shall Have It!

2,800 Labels

All in convenient form for immediate use as illustrated below, with instructions for using.

**NO LABEL CASE NECESSARY.
 THEY NEVER CURL.
 THEY NEVER GET MIXED UP.**



There are 113 poisonous drugs sold, which must all be labeled as such, with the proper antidote attached. Any label house will charge you but 14 cents for 250 labels, the smallest amount sold. Cheap enough, at a glance, but did you ever figure it out—113 kinds at 14 cents?—\$15.82. With our system you get the same results with less detail, for less than one-third the money.

Sent prepaid to any address, when cash accompanies order, for \$4.

Tradesman Company,
 Grand Rapids, Mich.

Wholesale Price Current.

Advanced—Kennedy's Goods, Hood's Pills. Declined—Gum Opium, Oil Anise, Oil Cassia, Borax, Borax po.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	80
Benzoleum German.	65 70	Aloes	50
Boric	15	and myrrh.	60
Carbolicum	20 30	Arnica	50
Citricum	41 44	Assafetida	50
Hydrochlor	32 5	Atrope Belladonna.	60
Nitrosum	10 12	Benzoin	60
Oxalicum	10 20	Co.	50
Phosphoricum dil.	20	Sanguinaria.	50
Salicilicum	1 25 61	Barosma	50
Sulphuricum	1 1 2 5	Cantharides	75
Tannicum	1 40 21 60	Capitulum	50
Tartaricum	30 2 33	Ca damon.	75
AMMONIA.		POTASSIUM.	
Aqua, 16 deg.	40 6	Bi Carb.	15 18
" 20 deg.	50 8	Bichromate	13 14
Carbonas	13 14	Bromide	40 43
Chloridum	12 14	Carb.	13 15
ANILINE.		Chlorate (po. 17 19)	16 18
Black	2 00 2 25	Cyanide	50 55
Brown	80 1 00	Iodide	2 90 3 00
Red	45 50	Potassa, Bitart. pure.	23 25
Yellow	2 50 3 00	Potassa, Bitart. com.	2 15
BACCAR.		Potass Nitras, opt.	80 10
Cubase (po. 25)	20 2 25	Potass Nitras	70 9
Juniperus	80 10	Frussate	28 30
Xanthoxylum	25 30	Sulphate po.	15 18
BALSAMUM.		RADIX.	
Copaiba	45 50	Aconitum	20 25
Peru	2 00	Althae	2 25
Terabin. Canada	45 50	Anchusa	12 15
Tolutan	35 50	Arum, po.	2 25
CORTEX.		Calamus	20 25
Abies, Canadian	18	Gentiana (po. 12)	80 10
Cassia	12	Glycyrrhiza (pv. 15)	16 18
Cinchona Flava	18	Hydrastis Canaden.	2 30
Euonymus atropurp.	30	(po. 35)	2 30
Myrica Cerifera, po.	20	Hellebore, Ala. po.	15 20
Prunus Virgini.	12	Inula, po.	15 20
Quillaja, grd.	10	Ipecac, po.	1 30 1 40
Sassafras	12	Iris plox (po. 35 38)	35 40
Ulmus Po (Ground 15)	15	Jalapa, pr.	40 45
EXTRACTUM.		Marsala, 1/4	35
Glycyrrhiza Glabra.	24 25	Podophyllum, po.	15 18
" po.	35 38	Rhei.	75 80
Haematox, 15 lb. box.	11 12	" cut.	21 25
" 18.	13 14	" pv.	75 80
" 1/4.	14 15	Spigelia	35 38
" 1/8.	16 17	Sanguinaria (po. 25)	20 25
FERRU.		Serpentaria	30 35
Carbonate Precip.	2 15	Senega	55 60
Citrate and Quinia.	2 30	Similax, Officialis. H	2 25
Citrate Soluble	2 80	Scilla, (po. 35)	10 12
Ferrocyanidum Sol.	2 50	Symplocarpus, Feti-	2 35
Solut Chloride	2 15	du, po.	2 35
Sulphate, com'l.	90 2 2	Valeriana, Eng. (po. 30)	15 20
" pure.	2 7	Ingiber a.	15 20
FLORA.		Zingiber j.	15 20
Arnica	12 14	SEMIN.	
Antemiss	30 35	Anisum, (po. 20)	2 15
Matricaria	50 65	Aptum (graveleons)	14 16
FOULA.		Bird, 18	40 6
Barosma	14 30	Carul, (po. 18)	10 12
Cassia Acutifol, Tin-	25 28	Cardamon	1 00 1 25
nivelly	35 50	Coriandrum	12 14
" Alx.	35 50	Cannabis Sativa	42 5
Salvia officinalis, 1/4	15 25	Cydontium	75 80
and 1/8	15 25	Chenopodium	16 12
Ura Ural	80 10	Dipterix Odorata	2 40 2 60
GUMMI.		Foeniculum	2 15
Acacia, 1st picked.	2 60	Foenugreek, po.	6 8
" 2d	2 40	Lini	3 2 4
" 3d	2 30	Lini, grd. (bbl. 3 1/4)	3 2 4
" sifted sorta.	2 20	Lobelia	35 40
" po.	60 80	Pharlaris Canadian.	42 5
Aloe, Barb. (po. 80)	50 60	Rapa	4 2 5
" Cape, (po. 20)	12	Sinapis Albu.	7 8
Socotri, (po. 80)	2 50	Nigra	11 12
Catechu, 18, 1/4, 14 1/4	2 1	SPIRITUS.	
" 16.	2 1	Frument, W. D. Co.	2 00 2 50
Ammonia	55 60	" D. F. R.	2 00 2 25
Assafetida, (po. 50)	50 60	Juniperis Co. O. T.	1 65 2 00
Benzoinum	50 55	Saacharum N. E.	1 90 2 10
Camphore	40 55	Spt. Vinl Galli.	1 75 2 50
Euphorbium po.	35 40	Vini Oporto	1 25 2 00
Galbanum	50 60	Vini Albu.	1 25 2 00
Gamboge, po.	70 75	SPONGES.	
Guaiaacum, (po. 35)	2 30	Florida sheeps' wool	2 50 2 75
Kino, (po. 1 75)	2 1 75	Nassau sheeps' wool	2 00
Mastic	2 80	Velvet extra sheeps'	1 10
Myrrh, (po. 45)	2 40	wool carriage	85
Opil (po. 3 30 2 3 50)	2 5 2 6 1	Extra yellow sheeps'	1 10
Shellac	40 45	Carriage	85
" bleached	4 45	Grass sheeps' wool car-	65
Tragacanth	50 60	riage	75
HERBA—In ounce packages.		Hard for slate use.	1 40
Abelthium	25	Yellow Reef, for slate	1 40
Eupatorium	20	use	
Lobelia	25	STRUPE.	
Majorum	25	Acacia	50
Mentha Piperita	25	Zingiber	50
" Vir.	30	Ipecac.	60
Rue	30	Ferri Iod.	50
Tanacetum, V.	22	Aurant Cortes.	50
Thymus, V.	25	Rhei Arom.	50
MAGNESIA.		Similax Officialis.	60
Calcined, Pat.	55 60	Senega	50
Carbonate, Pat.	20 22	Scilla	50
Carbonate, E. & M.	20 25	" Co.	50
Carbonate, Jennings.	35 38	Tolutan	50
OLIVUM.		Prunus virg.	50
Absinthium	2 50 3 00		
Amygdalae, Dulc.	30 40		
Amygdalae, Amarae.	8 00 2 25		
Anisi	2 50 2 60		
Aurant Cortex.	1 80 2 30		
Bergamit	3 00 2 30		
Cajuput	60 65		
Caryophylli	75 80		
Cedar	35 65		
Chenopodii	61 60		
Cinnamonil	1 40 1 50		
Citronella	2 45		
Conium Mac.	30 60		
Copaiba	80 90		

Morphia, S. P. & W.	2 05 2 80	Selditz Mixture	20	Linseed, boiled.	50	62
C. Co. S. N. Y. Q. &	1 95 2 20	Sinapis	18	Neat's Foot, winter	65	70
Moschus Canton	13 40	" opt.	30	Strained	34	40
Myristica, No 1	65 70	Snuff, Maccaboy, De	35	Spirits Turpentine	34	40
Nux Vomica, (po. 20)	10	" Voes	35	PAINTS.		bbl. lb.
Os. Sepia	15 18	Snuff, Scotch, De. Voes	35	Red Venetian	1 1/2	2 1/2
Pepsin Saac, H. & P. D.	15 18	Soda Boras, (po. 8-10)	70 9	Ochre, yellow Mars.	1 1/2	2 1/2
Co.	2 00	Soda Carb.	1 1/2 2	" Ber.	1 1/2	2 1/2
Picis Liq, N. C., 1/4 gal	2 00	Soda, Bi-Carb.	3 1/2 5	Putty, commercial	2 1/2	2 1/2
doz	2 00	Soda, Ash	3 1/2 4	" strictly pure	2 1/2	2 1/2
Picis Liq, quarts	2 00	Soda, Sulphas.	2 2	Vermilion Prime Amer-		
" pints	2 00	Spts. Ether Co.	50 55	ican	13 15	
Pil Hydrarg. (po. 80)	2 50	" Myrcia Dom.	2 00	Vermilion, English.	65 70	
Piper Nigra, (po. 25)	2 1	" Myrcia Imp.	2 50	Green, Peninsular	13 16	
Piper Alba, (po. 25)	2 3	" Vinl Rect. bbl.	2 40 2 59	Lead, red	5 1/2 6	
Pflx Burgun.	2 7	Less 50 gal., cash ten days.		" white	5 1/2 6	
Plumbi Acet.	12 13	Strychnia Crystal	1 40 1 45	Whiting, white Span.	2 70	
Pulvis Ipecac et opil.	1 10 1 20	Sulphur, Subl.	2 1/2 3	Whiting, Gilders	2 90	
Pyrethrum, boxes M	2 125	" Roll	2 2 1/2	White, Paris American	1	
& P. D. Co., doz	2 125	Tamarinds	2 10	Whiting, Paris Eng.	1 40	
Pyrethrum, pv.	20 30	Quassia	80 10	cliff	1 40	
Quassia	80 10	Terebenth Venice	25 30	Universal Prepared	1 00 1 15	
Quinia, S. P. & W.	34 2 39 1/2	Theobromae	45 48	Swiss Villa Prepared	1 00 1 20	
" S. German	27 37	Vanilla	9 00 16 00	VARNISHES.		
Rubia Tinctum	12 14	Zinc Sulph.	70 8	No. 1 Turp Coach.	1 10 1 20	
Saccharum Lactis pv.	12 14	OILS.		Extra Turp.	1 60 1 70	
Salacin	2 10 2 25	Whale, winter	Bbl. Gal	Coach Body	2 75 3 00	
Sanguis Draconis	40 50	Lard, extra	50 85	No. 1 Turp Furn.	1 00 1 10	
Sapo, W.	12 14	Lard, No. 1	42 45	Eutra Turp Damar	1 50 1 60	
" M.	10 12	Linseed, pure raw	55 59	Japan Dryer, No. 1	70 75	
" G.	12 15			Turp.	70 75	

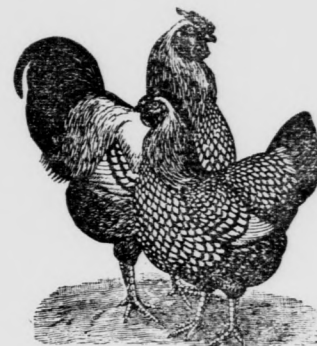
HAZELTINE & PERKINS DRUG CO.

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 Frasier'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 1.50 Blackberries. F. & W. 85 Cherries. Red 2.20 Pitted Hamburg 1.40 White 1.15 Damsons, Egg Plums and Green Gages 1.25 Erie 1.35 California 1.25 Gooseberries 1.25 Common 1.25 Peaches 1.10 Maxwell 1.50 Shepard's 1.50 California 1.00 Monitor 1.75 Oxford 1.75 Pears 1.25 Domestic 1.25 Riverside 1.75 Pineapples 1.00 Common 1.00 Johnson's sliced 2.50 Booth's sliced 2.50 Quinces 2.50 Raspberries 1.10 Red 95 Black Hamburg 1.40 Erie, black 1.20 Strawberries 1.25 Lawrence 1.25 Hamburg 1.20 Erie 1.20 Terrapin 1.05 Whortleberries 85 Blueberries 85 Meats 2.30 Corned beef Libby's 2.30 Roast beef Armour's 2.35 Potted ham 1/2 lb. 1.35 Tongue 1/2 lb. 1.35 Chicken 1/2 lb. 95 Vegetables 95 Beans 1.15 Hamburg stringless 2.00 French style 2.00 Lima 1.35 Lima, green 1.15 soaked 1.15 Lewis Boston Baked 1.25 Bay State Baked 1.25 World's Fair Baked 1.25 Picnic Baked 95 Corn 1.25 Hamburg 1.25 Livingston Eden 1.10 Parity 1.10 Honey Dew 1.00 Morning Glory 1.85 Soaked 75 Peas 1.80 Hamburg marrowfat 1.80 early June 1.50 Champion Eng. 1.40 petit pois 1.40 fancy sifted 1.65 Soaked 85 Harris standard 75 VanCamp's marrowfat 1.10 early June 1.30 Archer's Early Blossom 1.25 French 2.15 Mushrooms 1.00 Pumpkin 80 Erie 80 Hubbard 1.15 Succotash 1.31 Hamburg 80 Soaked 80 Honey Dew 1.40 Erie 1.25 Tomatoes 90 Hancock 90 Excelsior 90 Echapa 90 Hamburg 1.25 Gallon 3.00	CATSUP. Blue Label Brand 2.75 Half pint, 25 bottles 4.50 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	COUPON BOOKS. "Trademan" 2.00 "Superior" 2.50 "Seymour XXX" 5.00 Family XXX 5.00 Family XXX, cartoon 5.00 Salted XXX, cartoon 5.00 Kenosha 7.00 Boston 7.00 Butter biscuit 6.00 Soda, XXX 5.00 Soda, City 7.00 Soda, Duchess 8.00 Crystal Wafer 10.00 Long Island Wafers 11.00 S. Oyster XXX 5.00 City Oyster XXX 5.00 Farina Oyster 6.00	ENVELOPES. XX rag, white 1.35 No. 1, 6 1.10 No. 2, 6 1.10 No. 3, 6 1.10 No. 4, 6 1.00 Manila, white 75 6 70 6 70 Coin 90 FARINACEOUS GOODS. 115 lb. kegs 2.00 Grits 2.00 Walsh DeRoo & Co.'s 2.10 Hominy 3.00 Barrels 3.00 Grits 3.00 Lima Beans 5.00 Imported 10.00 Pearl Barley 3.00 Peas 1.05 Split per lb 2.00 Rolled Oats 8.00 Schumacher, bbl. 2.62 Monarch, bbl. 4.25 Monarch, 1/2 bbl. 2.50 Quaker, cases 3.20 Sago 3.00 East India 3.00 Wheat 3.00 Cracked 3.00 Fish-Salt 3.00 Bloaters 3.00 Yarmouth 3.00 Cod 3.00 Georges cured 4.00 Georges genuine 7.00 Georges selected 7.00 Boneless, bricks 6.00 Boneless, strips 6.00 Halibut 11.00 Holland, white hoops keg 7.00 Norwegan 2.65 Round, 1/2 bbl 100 lbs. 1.35 Scaled 1.16 Mackerel 11.00 No. 1, 100 lbs. 4.70 No. 1, 40 lbs. 1.25 No. 1, 10 lbs. 8.50 No. 2, 100 lbs. 3.50 No. 2, 40 lbs. 1.00 Family, 90 lbs. 1.00 10 lbs. 1.00 Sardines 55 Trout 5.00 No. 1, 1/2 bbls, 100 lbs. 2.30 No. 1, 1/2 bbl, 40 lbs. 65 No. 1, 1/2 bbl, 10 lbs. 55 No. 1, 1/2 bbl, 5 lbs. 55 Whitefish 3.00 No. 1 family 3.00 1/2 bbls, 100 lbs. 3.00 1/2 bbl, 40 lbs. 3.00 10 lb. kits 83 8 lb. 89	FLAVORING EXTRACTS. Souders' 1.00 Oval Bottle, with corkscrew. Best in the world for the money. Regular Grade Lemon 2.00 2 oz 1.20 4 oz 1.50 Regular Vanilla 2.00 2 oz 1.20 4 oz 1.50 XX Grade Lemon 2.00 2 oz 1.20 4 oz 1.50 XX Grade Vanilla 2.00 2 oz 1.20 4 oz 1.50 Jennings. Lemon, Vanilla 1.20 2 oz regular panel 75 4 oz 1.50 6 oz 2.00 No. 3 taper 1.35 No. 4 taper 1.50 Northrop's Lemon, Vanilla 1.10 2 oz oval taper 75 3 oz 1.20 2 oz regular 85 4 oz 1.20 GUNPOWDER. Rifle-Dupont's 3.25 Kegs 1.90 Half kegs 1.10 Quarter kegs 1.10 1 lb cans 30 1/2 lb cans 18 Choke Bore-Dupont's 4.25 Kegs 2.40 Half kegs 1.35 Quarter kegs 1.35 1 lb cans 34 Eagle Duck-Dupont's Kegs 11.00 Half kegs 5.75 Quarter kegs 3.00 1 lb cans 60 HERBS. Sage 15 Hope 15 INDIGO. Madras, 5 lb. boxes 55 S. F., 2, 3 and 5 lb. boxes 50 JELLY. 15 lb. pails 2.38 17 " 4.42 30 " 8.65 LICORICE. Pure 80 Calabria 25 Sicily 12 Root 10 LYE. Condensed, 2 doz 1.20 4 doz 2.25 MINCE MEAT. NEW ENGLAND MINCE MEAT T. E. DOUGHERTY CHICAGO, ILL. & PORTLAND, ME. Mince meat, 3 doz. in case 2.7 Pie Prep. 3 doz. in case 3.00 MEASURES. Tin, per dozen 1.75 1 gallon 1.40 Half gallon 1.40 Quart 70 Pint 40 Half pint 45 Wooden, for vinegar, per doz. 7.00 1 gallon 4.75 Half gallon 3.75 Quart 2.75 Pint 2.75 MOLASSES. Blackstrap 14 Sugar house 16 Cuba Baking 16 Ordinary 16 Porto Rico 30 Fancy 30 New Orleans 18 Fair 18 Good 22 Extra good 27 Choice 32 Fancy 40 Half-barrels 30 extra
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PICKLES.

Medium.	
Barrels, 1,200 count...	25 00
Half bbls, 600 count...	13 00
Small.	
Barrels, 2,400 count...	6 00
Half bbls, 1,200 count...	3 50

PIPES.

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

POTASH.

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

RICE.

Domestic.	
Carolina head...	6
" No. 1...	5 1/2
" 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, Amboyna...	11 1/2
Mace Batavia...	80
Nutmegs, fancy...	75
" No. 1...	70
" No. 2...	60
Pepper, Singapore, black...	10
" white...	20
" shot...	16
Pure Ground in Bulk.	
Allspice...	8 1/2
Cassia, Batavia...	18
" and Saigon...	25
" Saigon...	35
Cloves, Amboyna...	22
" Zanzibar...	18
Ginger, African...	16
" Cochin...	20
" Jamaica...	22
Mace Batavia...	65
Mustard, Eng. and Trieste...	25
" Trieste...	25
Nutmegs, No. 2...	75
Pepper, Singapore, black...	16
" white...	24
" Cayenne...	20
Sage...	20
" Absolute" in Packages.	

Allspice...	8 1/2
Cinnamon...	8 1/2
Cloves...	8 1/2
Ginger, Jamaica...	8 1/2
" African...	8 1/2
Mustard...	8 1/2
Pepper...	8 1/2
Sage...	8 1/2

SAL SODA.

Granulated, bbls...	1 1/4
" 75 lb cases...	1 1/4
Lump, bbls...	1 1/5
" 145 lb cases...	1 1/4

SEEDS.

Anise...	2 1/2
Canary, Smyrna...	4 1/2
Caraway...	8
Cardamon, Malabar...	90
Hemp, Russian...	4
Mixed Bird...	5 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 1/4
3-lb "...	5 1/4
6-lb "...	5 1/4
40 and 50 lb. boxes...	3 1/4
Barrels...	3 1/4

SNUFF.

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

SODA.

Boxes...	5 1/2
Kegs, English...	4 1/2

SALT.

Diamond Crystal.	
Cases, 24 1/2 lb. boxes...	1 1/2
Barrels, 320 lbs...	2 00
" 115 1/2 lb bags...	4 50
" 40 1/2 lb "...	3 75
" 30 1/2 lb "...	3 50
Butter, 56 lb bags...	65
" 20 1/2 lb bags...	3 50
" 280 lb bbls...	2 50
" 224 lb "...	2 25

Worcester.	
115 1/2 lb sacks...	24 00
60 1/2 lb "...	3 75
30 1/2 lb "...	3 50
22 1/2 lb "...	3 50
320 lb bbl...	2 50
8 lb sacks...	32 1/2
linen sacks...	60

Common Grades.	
100 3-lb. sacks...	22 1/2
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
Boar Rock.	
56 lb. sacks...	22

Common Pine.	
Saginaw...	90
Manistee...	90

SALERATUS.

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

SEELY'S EXTRACTS.

Lemon.	
1 oz. F. M. 80 doz...	10 20 gro
2 " N. S. 1 20 "...	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.	8 00 "
Vanilla.	
2 doz.	10 50 "

SOAP.	
Laundry.	
Allen B. Wrisley's Brands.	
Old Country, 80 1-lb.	3 20
Good Cheer, 60 1-lb.	3 90
White Borax, 100 1/2-lb.	3 65

Proctor & Gamble.	
Concord...	3 45
Ivory, 10 oz.	6 75
" 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 33
" plain...	2 27

N. K. Fairbank & Co.'s Brands.	
Santa Claus...	3 90
Brown, 60 bars...	2 10
" 80 bars...	3 10

Lantz Bros. & Co.'s Brands.	
Acme...	3 65
Cotton Oil...	6 00
Marsellies...	4 00
Master...	4 00

Thompson & Chute Co.'s Brands	
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Silver Soap.	
Silver...	3 65
Mono...	3 30
Savon Improved...	3 50
Sunflower...	2 80
Golden...	3 25
Economical...	2 25

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 30 pounds for the weight of the barrel.	

Domino...	84 75
Cut Leaf...	4 75
Cubes...	4 37
Powdered...	4 37
XXXX Powdered...	4 62
Granulated...	3 94
Fine Granulated...	3 94
Extra Fine Granulated...	4 66
Mould A...	4 37
Diamond Confee. A...	4 00
Confee. 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 50
No. 10...	3 44
No. 11...	3 37
No. 12...	3 31
No. 13...	3 18
No. 14...	3 12

Banner Tobacco Co.'s Brands.	
Banner...	16
Banner Cavendish...	36
Gold Cut...	30

Scotten's Brands.	
Warpath...	14
Honey Dew...	36
Gold Block...	30

F. F. Adams Tobacco Co.'s Brands.	
Peerless...	26
Old Tom...	18
Standard...	22

Globe Tobacco Co.'s Brands.	
Handmade...	40

Leidersdorf's Brands.	
Rob Roy...	26
Uncle Sam...	26 1/2
Red Cloud...	32

Spaulding & Merriek.	
Tom and Jerry...	25
Traveler Cavendish...	38
Buck Horn...	30
Plow Boy...	30 1/2
Corn Cake...	16

VINEGAR.	
40 gr.	7 25
50 gr.	8 25
\$1 for barrel.	

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

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

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

TEAS.

JAPAN—Regular.	
Fair...	2 17
Good...	2 20
Choice...	2 24
Choicest...	2 32
Dust...	1 10

SUN CURED.	
Fair...	2 17
Good...	2 20
Choice...	2 24
Choicest...	2 32
Dust...	1 10

BASKET PILED.	
Fair...	1 18
Choice...	2 25
Choicest...	2 35
Extra choice, wire leaf...	2 40

GUNPOWDER.	
Common to fair...	25 25
Extra fine to finest...	50 65
Choicest fancy...	75 25
OO LONG.	
Common to fair...	23 30

IMPERIAL.	
Common to fair...	23 25
Superior to fine...	30 25
ROUND HYSON.	
Common to fair...	18 25
Superior to fine...	30 40

ENGLISH BREAKFAST.	
Fair...	18 22
Choice...	24 25
Best...	40 25

TOBACCOS.	
Fine Cut.	
P. Lorillard & Co.'s Brands.	
Sweet Russet...	30 32
Tiger...	30

D. Scotten & Co.'s Brands.	
Hiawatha...	60
Cuba...	30
Rocket...	32
Spaulding & Merriek's Brands.	
Sterling...	30

Private Brands.	
Bazoo...	23 30
Can Can...	27
Nellie Bly...	24 25
Uncle Ben...	24 25
McGinty...	27

1/2 bbls...	25
Columbia...	24
Columbia, drums...	23
Bang Up...	29
Bang up, drums...	19

Plug.	
Sorg's Brands.	
Spearhead...	39
Joker...	27
Nobby Twist...	40

Scotten's Brands.	
Kylo...	25
Hiawatha...	38
Valley City...	34

Finzer's Brands.	
Old Homestead...	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 & McCaulay's Brands.	
Gold Rope...	43
Happy Thought...	37
Messmate...	32
No Tax...	31
Let Go...	27

Smoking.	
Catlin's Brands.	
Kiln dried...	17 1/2
Golden Shower...	19
Huntress...	26
Meerschaum...	29 1/2

American Eagle Co.'s Brands.	
Myrtle Navy...	40
Stork...	30
German...	15
Frog...	32
Java, 1/2 foll...	32

Banner Tobacco Co.'s Brands.	
Banner...	16
Banner Cavendish...	36
Gold Cut...	30

Scotten's Brands.	
Warpath...	14
Honey Dew...	36
Gold Block...	30

F. F. Adams Tobacco Co.'s Brands.	
Peerless...	26
Old Tom...	18
Standard...	22

Globe Tobacco Co.'s Brands.	
Handmade...	40

Leidersdorf's Brands.	
Rob Roy...	26
Uncle Sam...	26 1/2
Red Cloud...	32

Spaulding & Merriek.	
Tom and Jerry...	25
Traveler Cavendish...	38
Buck Horn...	30
Plow Boy...	30 1/2
Corn Cake...	16

VINEGAR.	
40 gr.	7 25
50 gr.	8 25
\$1 for barrel.	

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

YEAST.	
Magie...	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...	4 00
Pails, No. 1, two-hoop...	1 25
" No. 1, three-hoop...	1 35

Bowls, 11 inch...	90
" 13 "...	1 25
" 15 "...	1 25
" 17 "...	1 30
" 21 "...	2 40

HIDES PELTS AND FURS	
Perkins & Hess pay as follows:	
FURS.	
Mink...	30 @ 1 00
Coon...	30 @ 80
Skunk...	75 @ 1 25
Rat, winter...	08 @ 11
Rat, fall...	03 @ 08
Red Fox...	1 00 @ 1 40
Gray Fox...	40 @ 6

THE END OF THE AGE.

The century is fast drawing to a close.

The Nineteenth Century has been one of the most momentous in the history of the human race, and there is good reason to believe that the remaining six years of it will be no less important than were the ninety-four that have passed away and have gone on record.

If the century can be characterized in a single brief expression, it should be called the "Century of Revolution." Its work has been to accomplish human liberty, liberty of the man and liberty of the mind. It has seen the shackles struck off from the limbs of millions of slaves and serfs; it has seen democratic republican government set up over many countries; it has seen the gross darkness of religious superstition and fanaticism dispelled from all the civilized nations, and it has been essentially a period of mental development, of intellectual enlightenments, of scientific discovery and of enormous material as well as spiritual progress.

Never in the whole compass of modern history has mankind marched forward at so prodigious a rate. But, despite the fact that it is the century of the triumphs of peace, it was filled with wars. Material advancement and educational progress are commonly supposed to be the results of long periods of peace and quiet. The establishing of schools, of factories, the great development of agricultural and industrial enterprises, the extension of railways and remarkable triumphs of scientific discovery are commonly supposed to constitute the special victories of peace, but it is doubtful if peace is to be credited with them.

The Nineteenth Century was a period of great wars. It opened with Napoleon on horseback and the whole of Europe in arms. Since then there have been many great wars and innumerable lesser ones. Three times in the century was North America shaken by the roar and turmoil of continental warfare, the most momentous conflict being the titanic internecine struggle between the states of this Union. Europe, America, Asia and Africa, in every part, have experienced the shock of battle, and, nevertheless, the material and intellectual progress of all countries have been enormous, all the men in the whole world having apparently been spurred into extraordinary activity by the turmoil and energy of revolution.

Revolution has been the characteristic feature of the age. The traditions of the past, the dreams of philosophy, the clouds and gloom of superstition, have all been brushed aside, and with, as it were, one grand impulse, mankind has arisen and joined in a forward march.

Whither are they going? To what goal does the mighty movement tend? It would require the ken of the wisest of all prophets, the most daring of all the searchers into the mysteries of futurity, to declare what shall be the end of all these things; but let not the view be clouded by any hopeless pessimism; let hope color the picture.

The most hoary traditions, the most ancient sacred records, tell of a golden-age when men associated with the immortal gods, drew daily lessons of wisdom from them, and walked in the ways of righteousness. The earth was filled with peaceful and happy peoples, and men, free from many of the ills of sins of weakness and disease, lived to great

age, and only at long intervals were delivered to death. But sin entered and there followed a decline of health, strength, happiness, and, finally, men were brought to so low a state that little was left but hope.

It was the hope of a restoration, of a recovery, of a blessed resurrection to the former blest estate. This restoration, this redemption, was the theme of a long succession of the ancient holy prophets from Enoch to Christ; while the wise men of heathendom bear also their testimony to man's loss and his final recovery of the golden age.

Why, then, are not the centuries bearing him on to that grand goal? It is not for nothing that a wisdom almost inspired has girdled the earth with the steamship, the rail and the electric wire. It is not for nothing that Jove's own lightning has been forced into the service of man to work his will and to enlighten the world with its wonderful lamps and with messages of intelligence and greeting darted over continents and under the seas. It is not for nothing that the wisdom of every age is being multiplied in millions on millions of printed pages, and that land and sea are throbbing under the beat of swift wheels to carry men and their commerce to and fro.

No, it is not for nothing that all these wonders of the Nineteenth Century are being wrought. Is it not, indeed, that they are intended to warn the peoples of the nations that the day is fast approaching when men will again be given wisdom from on high, that they may walk in righteousness and again know and commune with the holy gods? There is the promise of the restoration, of the redemption. Who shall say that the day of its ushering-in is not nearer than it was? Who shall say that it is not strangely, tremendously, terribly near?

FRANK STOWELL.

The Drug Market.

Gum opium is lower, on account of a decline in Smyrna.

Morphia is unchanged.

Quinine is weak and a trifle lower for foreign brands; domestic is unchanged.

Sub-nitrate and other bismuth salts are lower, as was predicted would be the case when the price of metal was reduced.

Borax is decidedly lower. The American manufacturers have reduced their price below any competition from foreign brands.

Hood's pills have been advanced to \$2 per dozen.

Donald Kennedy's medicines have been advanced to the following prices:

Discovery	\$13.00
Dissolvent	13.00
Scattering Liniment	8.80
Scrofula Ointment	8.10
Prairie Weed	8.80
Hair Grower	4.50
Rheumatic Liniment	8.80
Salt Rheum Ointment	4.50
Healing Ointment	4.50

Oils anise and cassia are in better supply and lower.

She Built Greater Than She Knew.

Pretty little Margaret was sitting on her sister's young man's knee.

"Mr. Softy, did God make me?"

"Yes, my child," was the reply.

"Mr. Softy, did God make you?" she asked after a moment's pause.

"Yes, my child."

"Did He make you before He did me?"

"Certainly."

"Well, He is doing better work now, isn't He?"

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.

The Wholesale Trade of Michigan.*

The wholesale trade of the great State of Michigan greet you here to-night, at this your sixth annual banquet, and are pleased to have this opportunity to approve of your annual meetings and to emphatically say, we believe in the growing custom of the convening of representative men in every vocation to discuss affairs of mutual interest and questions of general importance. The educational and broadening influence exerted in your annual meetings will, in my opinion, extend throughout the year and make better knights of every man participating therein; and the better the man, the stronger the house he represents.

The wholesale trade of Michigan is constantly growing in every line. It has been only a comparatively short time since the markets of this State could be depended upon to furnish the retail trade with the goods, prices and credit accommodations accorded by the larger cities. We can all well remember that a Michigan traveler was at a disadvantage when in competition with Eastern or other markets. To-day the Michigan wholesale trade in its own territory stands firmly upon its own basis and the careful, thoughtful observer notices a growing confidence and loyalty on the part of our retail friends to their home markets. The tendency of the times points unmistakably to the growth of the interior jobbing towns, and it is an acknowledged fact that the nearer the wholesaler is to the trade, the better servant he can be to the customer who favors him with his business.

I have spoken of the growth of the wholesale trade in this great State—great, because of its commercial safety; safe, because of its diversified interests. It is strong in agricultural, horticultural and forest products, fisheries, mining and manufacturing. We do not depend upon any one product, and we never will fail in all our lines; so, I say, we have a safe and a substantial basis to work upon—a basis the wholesaler recognizes and values.

The successful wholesaler must be a man of honor. He must have capital and credit, and the confidence of the manufacturers and importers from whom he buys his stock. He must have judgment to buy what is needed by his customers and the wisdom to anticipate their wants. He must be broad and friendly to all competition, and, above all, he must have the very best representation on the road.

It is the plain duty of the house to protect and honor every member of the house. The term "house" does not mean one man who is trusted with a certain line of duty. The term is much broader than that. It takes in every single member, and the wholesaler who has not the breadth to recognize this fact, is not, in the true sense of the word, a wholesaler. As every member of the Michigan Knights of the Grip at this banquet to-night is a member of the house he represents, it may not be unwise to consider his responsibilities and his plain duties for a moment.

When any man becomes a member of a wholesale firm, by engaging to represent that firm on the road, he takes upon his shoulders grave responsibilities. In the first place, if he is not a man of undoubted honor, integrity and industry, he should never become a member of this organization. If he is such a man, he should demand and receive a compensation worthy of the responsible position he assumes.

The member of the wholesale house who takes his grip in his hand and leaves his home early Monday morning, starting in with customer No. 1, immediately upon the arrival of his train at his first town, taking the customers in that town in regular order, going over the town with accurate and good judgment, recognizing that his salary and expenses having been paid to that town by the house of which he is a responsible member, he should make that town thoroughly before leaving it, not staying in it a moment longer than necessary, going on to the next town after taking the orders

and collecting for former bills, not forgetting to send in by first mail the orders taken and money collected, observing all this integrity and honesty all the week, getting in Saturday, or at the end of his trip, and settling up with the book-keeper, carefully looking over stock, noting all changes of prices, so that by the time he goes out again Monday morning, he is in full touch with all new conditions. I say, the man who is worthy to be a member of the Michigan Knights of the Grip is entitled to a salary that will support his family and himself in a manner worthy of the honorable position he occupies.

It is, also, his duty by his example and by his methods to uphold the strictest line of habits, to make his daily life a record as open as the day, that all may know that he is a man in whom all the other members of his house may take pride and in whom they have unbounded confidence, thus upholding the dignity of his calling and the honor of the wholesale trade.

I have mentioned the fact that no wholesaler can succeed without proper representation on the road. It is a fact, beyond dispute, that the reputation of a wholesale house is judged by the character of its traveling men. A customer comes in close contact with the traveler and trusts him, in a great measure, to keep him posted. He expects correct information at all times on all subjects, and, to the extent that a traveler can merit the confidence of his trade, to that extent is the house successful; and I repeat, the wholesaler's reputation is entirely in the keeping of his representatives and it behooves him to see to it that only trusted and honored men are sent out on the road.

Toots from Ram's Horn.

A kicking cow often gives good milk. There is no more foolish foolishness than worry.

It doesn't make a sin any whiter to call it a mistake.

There is no use in talking any higher than we live.

The devil lays down his gun whenever he hears a preacher begin to apologize for preaching the truth.

If the devil can persuade you to take one step, he will make it an unanswerable argument as to why you should take another.

The poorest people in the world are those who are trying the hardest to keep all they get.

There is no work so humble that faithfulness in it will not be noticed and rewarded.

A hypocrite only wears his mask while he thinks he is being watched.

If there were no fools in the world the lawyers would all be out of work.

The only thing about some churches that points to heaven is the steeple.

The real duty is neglected when we step over one duty to perform another.

To have to hoe the same row over every day soon takes the poetry out of life.

Why impose on a confiding public with cheap, tasteless, insipid Chicago jelly, when you can buy Mrs. Withey's Homemade Jellies, which are really fine flavored, nice and tart, at such low prices? See this week's price list of Edwin Fallas on last page in this paper.

Use Tradesman Coupon Books.

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 Campau Sts.,

Grand Rapids, Mich.

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.

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 945.
Warehouse, Telephone 954.

E. J. BROOKS, Man'g.

Swartout & Downs,

JOBBERS OF

LADIES' AND GENTLEMEN'S FURNISHING GOODS

and

STAPLE NOTIONS.

Full and Complete Lines in All Departments.

41 South Division St.

Grand Rapids, Mich.

5c TRY THE 5c
S. C. W.
5c NICKLE CIGAR. 5c

Sold by All Wholesale Dealers Traveling from Grand Rapids.

"W. J. FLORENCE" PEER OF
J. G. HERBINE & CO. DOMESTIC 10¢ CIGARS
GRAND RAPIDS. SOLE AGENTS.

Mail and telegraph orders receive special attention.



Paul Eifert,

Manufacturer of

TRUNKS, TRAVELING BAGS,
SAMPLE TRUNKS and
SAMPLE CASES

Of any description to order on short notice.

50 Canal St., Grand Rapids.

* Response by Wm. Judson at annual banquet of Michigan Knights of the Grip.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK Jan. 5.—Not much is doing in the coffee market this first week of the new year. The demand is decidedly light, buyers are few, and holders are disposed to make concessions when sales can be made thereby. Rio No. 7 is worth 15 @ 15½ c. A little more interest has been manifested in Javas and some other mild sorts, but, altogether, there is no visible strengthening of prices. Nor is there any reason to anticipate any rise in prices, for we are on the eve of heavy receipts, and by another season it is altogether likely the rates at present paid will seem excessive.

The tea market possesses elements of great strength and holders are not disposed to give way at all. They think they have a sure thing in the future and do not propose to lose any profits by giving away goods just at this time.

The conditions governing the sugar market still exist which have prevailed for quite a length of time. There is observable a little more demand for refined, perhaps, but prices are unchanged. Few merchants are buying beyond their ordinary requirements and there seems to be no reason to expect any change for some time, if indeed, we see any marked variation during the entire year.

Rice shows as much life as anything on the list. Primary markets all report firmness, and brokers and dealers here are very well satisfied with the present and future outlook. Supplies are well under control, and purchases made, it is generally conceded, will be a good investment.

Syrups and molasses are selling only in an everyday way, with nothing to hope for in the line of advancement. There is a lot of stock that is not "up to mark" and great effort is required to dispose of it.

Spices are being urged upon the trade by the jobbing houses which are reporting diminution of area planted, consequently smaller supplies and advanced prices; but purchases can be made at very moderate rates as yet, and, although there is certainly some stronger feeling, there is no advance worth mentioning in the rates that have prevailed for some time.

Dried fruits are, without exception, flat, stale and unprofitable, so far as the market is concerned. California raisins have touched the lowest rate on record, and they are fairly thrown away. At the moment some better feeling is reported than prevailed during the previous ten days. For the rest, prunes, figs, dates, etc., there is but the usual demand.

Canned goods are dull and without a glimmer of light in the darkness. The rapid increase in the number of canneries in this country has completely swamped the good people of the nation with canned goods. The very streets in front of our big retail groceries are piled with cases of tomatoes from every quarter of the land—mostly from Maryland—and they are labeled at figures which indicate that the farmer who makes any money canning must be of a mighty economical turn of mind.

Butter presents a firmer front. Supplies are only moderate and the demand sufficiently lively to keep the market pretty well cleaned up. The best Western is now held at 25½ c, with 23c paid for best State creamery.

Cheese is firmer and the market, notwithstanding some disturbances, is one of considerable cheerfulness. The stocks of cheese at all points, as given by the produce exchange Jan. 1, were 873,878—nearly 200,000 more than last year.

Eggs show some weakness and the highest point has been clipped off some during the week. Receipts are not large, but seem sufficient for all demands, except that for fancy fresh, which are taken by choice trade.

There is a moderate trade in green fruits, with apples held at \$2@3.50 per bbl.

Potatoes and vegetables are selling slowly. Potatoes are worth \$1.75@2.50 per bbl. The cold wave which did so

much damage in Florida, has been the cause of a rapid appreciation in oranges and some of the best marks are worth as much as \$5 per box.

Peas are improving in demand and range from \$1.70@1.75 per bu. California Limas are worth \$2.80 per 60 lbs.

Provisions are firmer and the whole line is well held. New mess pork is worth \$12.75@13.25; short clear, \$13.50@16.

As this letter closes reports of the effects of the Florida cold wave have been received in greater detail. From these it appears that the mercury in some parts of the State was as low as 10 deg. and from every section of the State come reports of ruined orange groves and the destruction in all lines seems complete. It was not a very happy New Year's day for the residents of that State.

During 1894 there were received in this city 1,468 carloads of live poultry—300 more than in any other year; the receipts of dressed poultry were 419,186 packages, against 366,362 packages in 1893; of eggs there were received 42,080 bbls. and 2,293,069 cases—an increase of the latter of 163,223 cases. It is only a question of a short time when the barrel will go out of date as an egg carrier. Apples were more plenty, 457,133 bbls. having arrived against 352,639 bbls. last year. JAY.

New Cigar Factory.

The United States Cigar Co. was organized at the Eagle Hotel last Saturday with a capital stock of \$25,000, the stockholders of record being as follows:

Chas. I. Flynn	500 shares.
W. E. Flynn	500 "
Frank J. Flynn	200 "
J. K. Johnston	2 "
Henry J. Vinkemulder	2 "

The Board of Directors comprise all the original subscribers to the capital stock, the officers being as follows:

President—W. E. Flynn.
Vice-President—F. J. Flynn.
Secretary and Treasurer—Charles I. Flynn.

The new corporation will manufacture eight brands of cigars, ranging from \$25 to \$70 per M, using an improved stripping machine, which is the invention of W. E. Flynn, by means of which it is claimed that a saving of 10 per cent. can be effected in the process of manufacture. It is intended to conduct operations on the co-operative plan, and with that end in view merchants, cigar dealers and importers of leaf tobacco will be given an opportunity to take a limited amount of stock in the company.

* OYSTERS *

I am keeping down prices notwithstanding the advance.

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	65
20-lb. pail	50
17-lb. pail	45
15-lb. pail	40
1 quart Mason Cans, per doz.	1 40
1 pint Mason Cans, per doz.	95
Mrs. Withey's Condensed Mince Meat, the best made. 85c per doz. 3 doz. in case:	
Mrs. Withey's bulk mince meat:	
40-lb. pail, per lb.	6
25-lb. pails, per lb.	6¼
10-lb. pails, per lb.	6½
Pure Cider Vinegar, per gallon	10
Pure Sweet Cider, per gallon	12
Fine Dairy Butter, per lb.	20
Fresh Eggs, per doz.	17
New Pickles, medium, barrels	5 00
New Pickles, ½ barrel	3 00
New Sauer Kraut, barrels	4 00
New Sauer Kraut, ¼ barrels	2 50

EDWIN FALLAS,

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

LOOK FOR
QUOTATIONS

ON

Fresh Meat, Provisions, all kinds Sausage

NEXT WEEK FROM

WESTERN BEEF & PROVISION CO.,
71 Canal St., GRAND RAPIDS. Telephone 1254.

OYSTERS.

Anchor Brand

Are the best. All orders will receive prompt attention at lowest market price.

F. J. DETTENTHALER.

SPRING
TRADE

Are you ready for it?

Note the following. Place orders early.

WE ARE
SHOWING

A fine line of Dress Goods, single and double fold.
Toile-du-nords, Seersuckers, Domets and Prints in new and beautiful designs.
PANTS—Men's and Boys' at all prices.
SHIRTS—Domets, Cheviots and Percals. Finest and most complete line ever shown in Western Michigan.

Voigt, Herpolsheimer & Co.

General Stampede
FROM THE
Curse of Credit.

Hundreds of merchants are now abandoning the old-time credit system and discarding the pass book for the cash and coupon book system, which enables the dealer to avoid all the losses and annoyances inseparably connected with the credit business.

If you are a victim of the credit business and desire to place your business on a cash basis, send to us for a catalogue and samples of our several kinds of coupon books, which will be forwarded free on application.

TRADESMAN COMPANY.

Use Tradesman's Wants Column.

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.

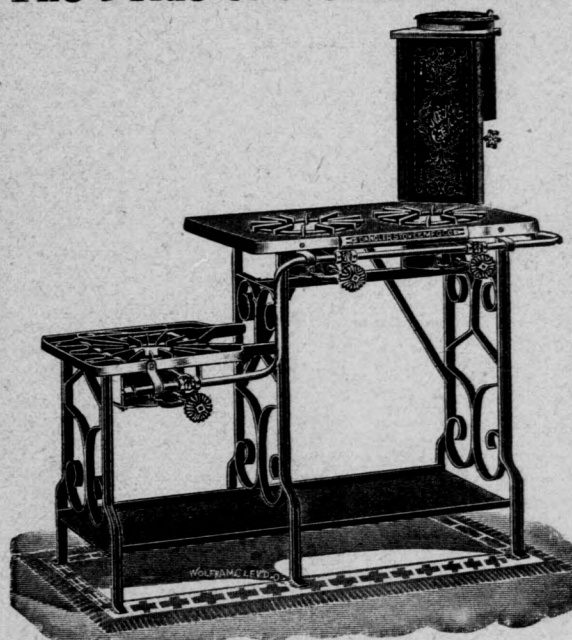
Sold by Ball-Barnhart-Putman Co., Musselman Grocer Co., Olney & Judson Grocer Co., I. M. Clark Grocery Co., Hawkins & Co.

For Quotations see Price Current.

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The Pride of the Household.

The Most for



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MANUFACTURED ONLY BY
THE DANGLER STOVE & MFG. CO.,
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The Burner has the same flame and heating power as the "PROCESS", and will do the same amount of work, and consume much less fluid.

Made with our celebrated tank, which is neither LAY-DOWN nor ELEVATED, and regarded as the most CONVENIENT, RELIABLE and ABSOLUTELY SAFE tank ever made.

We Have the Agency for This CELEBRATED STOVE.

No. 415 3-Burner, High and Step, List - - \$12
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Regular Gasoline Stove Discount.

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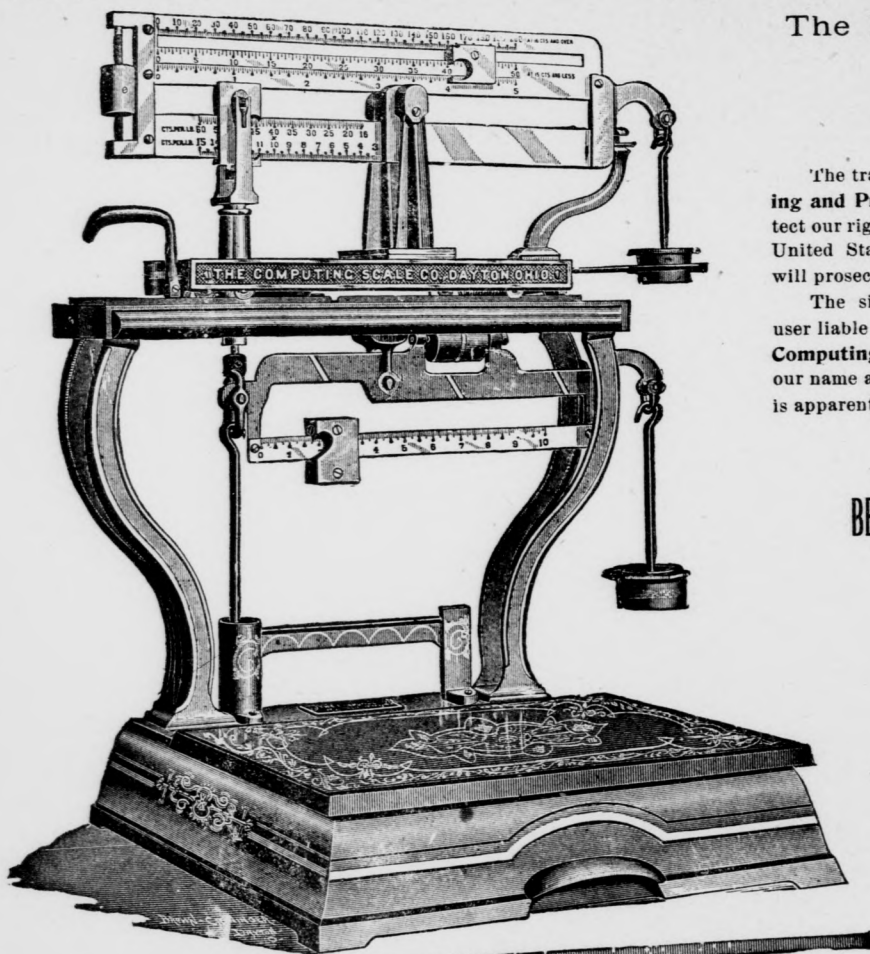
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We invite the attention of the trade to our complete and well assorted stock at lowest market prices.

Spring & Company.



The Dayton Computing Scale

WARNING--To Users of Scales.

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

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

Respectfully

THE COMPUTING SCALE CO.

BE SURE YOU BUY THE DAYTON COMPUTING SCALES

See What Users Say:

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

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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.

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