

# MICHIGAN TRADESMAN

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VOL. XII.

GRAND RAPIDS, JANUARY 16, 1895.

NO. 591

## Rubber and Oiled Clothing

### Mackintoshes,

Large Line,

Prices Right.

WEST MICHIGAN AGENTS

L. Candee Co.'s Rubbers.

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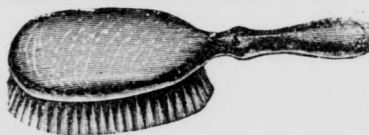
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BRUSH COMP'Y,



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THE ONLY HIGH GRADE BAKING POWDER  
SOLD AT THE PRICE \* 6oz CAN 10¢ 9oz CAN 15¢ 1lb CAN 25¢

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

PERKINS & HESS,  
DEALERS IN

Hides, Furs, Wool & Tallow,

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

WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.



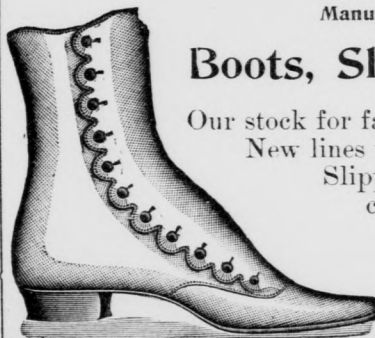
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Carrying in stock the largest and most complete line of any house in the State, including full assortments of

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and

FONTANA & CO.'s Columbus Brand California Fruit.

Inspection of our stock and correspondence solicited.

**L.M. Clark**  
**Grocery**  
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Use Tradesman's Wants Column.

They Return Excellent Results.

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Are now in season. We manufacture } All Kinds

### SEARS' SALTINE WAFER or SQUARE OYSTER,

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

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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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## New York Biscuit Co.,

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## Standard Oil Co.,

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GRAND HAVEN,  
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PETOSKEY.

CADILLAC,  
LUDINGTON,

Highest Price Paid for

EMPTY CARBON & GASOLINE BARRELS.



# MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, JANUARY 16, 1895.

NO. 591

## 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.

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Grand Rapids, Mich.

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Organized 1881.  
DETROIT, MICHIGAN.

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PROMPT, CONSERVATIVE, SAFE.  
J. W. CHAMPLIN, Pres.  
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Reference Books issued quarterly. Collections attended to throughout United States and Canada

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Have on file all reports kept by Cooper's Commercial Agency and Union Credit Co. and are constantly revising and adding to them. Also handle collections of all kinds for members.  
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L. J. STEVENSON. C. E. BLOCK.  
W. H. P. ROOTS.

## 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.



## "Don't Count Your Chickens Before They're Hatched."

Written for THE TRADESMAN.

Pardon me for digging up this fragment of ancient philosophy. It forms the headlines to this article, not because there is any possible chance for its application in this speculative age, but because there are a few non-progressive, fossiliferous people who still persist in quoting it. Why these human clods are permitted to outlive their own time, and act as dead weights and neutralizing factors in a more advanced age, passes my comprehension. It was one of these chilling croaks that prompted the writing of this article. An enterprising grocer was recounting his past successes and pointing out to the writer the various improvements he had made from time to time with surplus earnings. He makes a specialty of illuminating oils, and he was describing an ingeniously contrived oil room which he intended to build with the surplus of next year's earnings. He was self-confident, enterprising and hopeful—three grand essentials to progress; and while describing the oil room, his faith in the future was so strong that he seemed to be already in the enjoyment of his oil room. But just as his enthusiasm touched high water mark, there came a chilling croak from a boneless codfish box behind the stove: "Don't count your chickens before they're hatched." It came like a voice from the grave. Investigation proved that its source was actually in close proximity to the grave; it was the voice of an invalid old uncle of the grocer, who had called at the store to "get his breath."

Old verbal "saws" may have served a good purpose in past ages, when the only ideas entertained by the masses, pertaining to the philosophy of life, were dished out to them in simple formulas by the very few who possessed originality in any marked degree. These old "saws" have lost their original force. They are worn out. They cut both ways; have double meanings, and may be quoted to prove or disprove an assumed proposition. It is an indication of mental weakness, a certain symptom of brain paralysis, to make use of dead men's words in conveying and palming off ideas supposed to be our own. They are not our own ideas—dead men's words convey dead men's ideas; and the man who jabbers in these dead echoes, whether the echo comes from the grave of William Shakespeare or elsewhere, is not so profoundly learned as he imagines himself to be. He is simply barren in the region of thought. He has no ideas of his own, and, poor fellow, he is forced to borrow other men's ideas. If a dearth of original ideas be an indication of learning, in this age of original thought materialized, then may our children show no indications of being learned. There is no room in the busy world to-day for these human parrots. They should be caged and kept, like their feathered brothers, for amusement merely. I do not wish to be misunderstood in this matter. A mas-

terly understanding of the truths taught and the work accomplished by the great and good of all ages, should be striven for by all who would become learned, and the student who acquires the greatest proficiency in this direction will develop the largest stock of original ideas; and the more prolific the source of his own ideas, the fewer will he borrow from other men.

But it is the old "saw" selected as the subject of this paper which calls for special attention. Who it was that made the remarkable discovery that chickens should not be counted until they are hatched, is not known to the writer. It may have been Belva Lockwood, or it may have been someone else; but whoever it was, it is quite evident that the beacon star of hope had disappeared beneath the horizon of the author's mind. And not only so; but the author, by formulating his own despair into a proverb of universal application, would rob all mankind of the only thing that makes life endurable—namely, hope. The originator of this old saying made a very common mistake. He framed a standard for all mankind, with material taken from his own experience only. He was very short-sighted and extremely narrow-minded. He thought that because his eggs failed to hatch, other people's eggs would fail also, and so he would forewarn us in order to save us from bitter disappointment. He would have us keep right an setting our eggs, of course, but not with any expectation of hatching out chickens. What a sweet morsel of encouragement this is for struggling humanity! What an incentive to do and to dare!

I wonder what sort of metaphorical eggs this old philosopher failed in hatching out? I wonder if he was engaged in the grocery business? This would have familiarized him with the unhatchableness of literal eggs, and when the time arrived for his creditors to gather up the remains and assign him to some new field of labor, it would be the most natural thing in the world for him to associate blasted hopes with stale eggs. It would seem that grocers were about the only fellows engaged in business who acted on the principle embodied in the saying. It may be that there is a strong affinity between hopelessness and the business; and that, when a man has lost all hope of raising poultry, he naturally gravitates into the grocery business. Whether this be true or not, it is quite certain that if every man who is contemplating the grocery business would sit down and seriously consider the prospect of hatching out chickens, there would be fewer to engage in the business.

The counting of chickens before they are hatched is right and proper—provided the eggs are good and the conditions for hatching are what they should be. In fact, it is the hope that centers around the counting of the chickens that makes us careful in choosing the kind, and in testing the quality of the eggs, and in obtaining and applying the best pos-

sible means of hatching them. The man who qualifies himself for any business, and reaches out and grasps it with a firm, tenacious hold, pushing it with all the mental and physical force at his command, has a right to anticipate success. Shut off this anticipation, and the very means necessary to bring about a realization is weakened and destroyed. Hope is the mainspring of persistent and untiring effort, and without this success is out of the question.

Young man, go ahead. Select the best and latest improved eggs you can find, and be sure they are the hatchable kind. Remember you are going to hatch chickens, and conveniences and appearances cut no figure in the selection of your eggs. Some eggs never hatch, yet some people keep right on setting them, trusting to Providence, or fate, for chickens. These people never get into the poultry business. When they get old and toothless they have to get along without chicken broth.

Be sure and set your eggs in a suitable place. Set them where all dangers may be warded off by yourself. Don't take any chances in the matter. Remember that the best regulated hatchery is subject to unforeseen disasters which make it sufficiently hazardous without taking chances on anything visible. After they are set, watch them. Don't trust to Providence, here, either. Providential aid will not be withheld, but it will never include one iota of your part of the work; remember that. Don't trust to Tom, Dick or Harry, while you are up in the woods fishing, or down at the "Exchange" playing pool. These fellows may be pretty good fellows, and some day they may make a success of the poultry business themselves; but what do they care for your eggs?

The temperature must be kept even. Don't apply an oversupply of heat for a few days, and then go off to look after something else and let the mercury drop to the freezing point in that hatchery. Some folks adopt this plan, but they are never seen in the market with spring chickens.

Finally, you must never take your eye off the thermometer in that hatchery or forget to lock the back door. This you will not be able to do without that cheerfulness of mind and steadfastness of purpose born of the spirit of expectancy—therefore, count your chickens before they are hatched. E. A. OWEN.

A big fish story, for this season of the year, comes from Manasquan, N. J., where a whale thirty-five feet long is stuck fast in an inlet. The whale came in with the tide, and reaching a deep inlet appeared to go to sleep, as he lay perfectly still. After a while the tide began to go out and a stiff breeze blew off shore, which sent the water below low-water mark. The whale charged the sand bank which had made him a prisoner, and lashed the water, but all to no avail—he was stuck fast. There are several old whalers in the place, who superintended the slaying of the monster.

Use Tradesman Coupon Books

CURRENT COMMENT.

It shows a great advance in the country's moral tone that offenses against the moral code weigh so heavily against candidates for office. There was a time when the American politician resented any examination of his private life as an impertinent intrusion into a sphere which did not belong to the public gaze. He might have one family at the seat of government, for instance, and another at home, without much fear of exposure. Or he might accept an invitation to the opening of a big gaming house, with the certainty of finding the Cabinet, the Supreme bench, the Senate and the House all well represented there, and not a word said of their attendance in the Washington newspapers. In our time the public is more exacting. The refusal of a renomination to Col. Breckinridge, in Kentucky, was decidedly modern. Massachusetts knew things nearly as bad of a Senator of a past generation, yet re-elected him out of deference to his abilities. The overturn in New York City, consequent upon the disclosures of the Lexow Committee, shows that no party can afford to become the protector of social vice. The collapse of a candidature for the national Senate in another State, upon the discovery that the candidate's wife was about to sue for divorce, has a similar significance.

It would be surprising if the present session of Congress should prove fruitful of important legislation. Under the unhappy arrangement by which a second session is held after a new Congress has been elected, that session is always more barren than the first. It is sure to be doubly so when a political overturn has taken place in the preceding election, and the country has shifted the control of Congress from one party to the other. The defeated party has no heart for work; the victorious party, though in the minority in Congress, has plenty of heart for resistance, and the fatal hour on the 4th of March gives them a point beyond which they do not need to carry resistance.

The cases of hair turning white in a single night, mentioned by Byron and other romanticists, have not generally been thought by scientists to be well authenticated, but a remarkable case of the reverse of this, where white hair turned black in a few hours, is reported from Louisville, Ky., where engineer Geo. Gambrall, of the fire department, recently fell from a burning building exhausted and covered with ice. The next day it was found that his snow-white hair had turned black, all except the part covered by the fireman's helmet. Gambrall is recovering, but his hair shows no sign of resuming its hoary color. The physicians think that the exposure to the cold for such a long time must have operated on the hair cells, but in what way is a question left for scientists to solve.

A dog has just been admitted as counsel to plead for his master in police court in New York. His master was arrested for being drunk, and man and dog were locked up together in a cell in the station-house. When arraigned before the judge the next morning and asked what he had to say for himself, the man said to the dog, "Talk to him, Jim." And Jim, rising on his hind

legs, whined into the justice's ear. "Are we sorry, Jim?" interrupted the man, and the dog sunk his head between his paws and was convulsed with grief. The justice dismissed the case, remarking that such a sensible dog deserved a sober master.

It is the custom of the queen to give one or more of her subjects a happy New Year by elevating to the peerage some enterprising brewer or soapmaker who has amassed a fortune or otherwise distinguished himself. This year no new peers were made. Peers are almost invariably made at the suggestion of the prime minister. In his "Life of Pitt" Rosebery wrote most disparagingly of the custom of taking good men out of the ranks of commoners to make nonentities of them in the Upper House. He may on that account feel bashful about recommending commoners for promotion. Or, he may remember Gladstone's experience in making peers of liberals, who turned promptly into Tories in honor of their new dignity.

The feeling is becoming stronger all the time that something should be done to save the forests of the country from destruction, and so the House bill, which recently passed, for the proper and adequate protection of the forest reservation will meet with general approval. As the bill now stands, however, it has two clauses which should be amended. One is that there shall be restored to the public domain such parts of the reservation as shall be suitable for agricultural or mineral development, while the other provides that prospectors and others shall be allowed to cut timber for fuel or building material—two provisions that the "timber robber" will be sure to take advantage of.

Captain Porter, of the Secret Service, has sent notices to the firms and individuals who have been using facsimiles of the Columbian half dollar and the Isabella quarter, notifying them that since the two coins have been designated as legal money it is an offense to simulate them in any form or manner. Among the notices was one to the management of the women's commission, which has been advertising the sale of the Isabella quarter by circulars containing a facsimile of the coin. Notices were also sent to a number of manufacturing concerns which have been making medallions, lockets and other trinkets out of the coins, informing them that any defacement of the coins was a punishable offense.

There is serious objection to the performances of people who whistle for want of thought. Americans are looked upon as natural born whistlers, and the national whistling habit has resulted in the production of a great number of really skillful and musical whistlers. With one consideration and another there is a tremendous amount of whistling. It seems cheerful, and, sometimes, to the whistler, it is really cheerful. Now, undoubtedly this would be very nice if every one's whistling were heard only by himself. It would be a blessed way of working off one's nervousness. But the other fellow has nervousness, too. What about that? An ordinary whistler's performance gives absolutely no pleasure to any one but himself. That, however, does not trouble the whistler.

CANDIES, FRUITS AND NUTS  
The Putnam Candy Co. quotes as follows:

STICK CANDY.			
Cases	Bbls.	Pails.	
Standard, per lb.	5	7	
" H. H.	6	7	
" Twist	6	7	
Boston Cream	8%	8	
Cut Loaf		8	
Extra H. H.	9%	9	

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

FANCY—In bulk			
	Pails		
Lozenges, plain	8%		
" printed	9%		
Chocolate Drops	11		
Chocolate Monumentals	12		
Gum Drops	5		
Moss Drops	7%		
Sour Drops	8		
Imperial	9		

FANCY—In 5 lb. boxes.			
	Per Box		
Lemon Drops	50		
Sour Drops	50		
Peppermint Drops	50		
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	55		
Cream Bar	55		
Molasses Bar	50		
Hand Made Creams	8@90		
Plain Creams	6@30		
Decorated Creams	90		
String Rock	60		
Burnt Almonds	90@1 25		
Wintergreen Berries	60		

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

ORANGES.			
Floridas, Fancy Brights 125	3 50		
Floridas, Fancy Brights, 150	3 75		
Floridas, Fancy Brights, 175, 200, 215	4 25		
Florida Tangerines, 100 to 150 in flat	2 50		

LEMONS.			
Choice, 300	3 00		
Extra Choice, 300	3 00		
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 " 14 lb.	6%		
Dates, Fard, 10-lb. box	2 7		
" " 50-lb.	2 5		
" Persian, 50-lb. box	2 5		
" 1 lb Royals, old	5		

NUTS.			
Almonds, Tarragona	2 15		
Ivaca	13 1/4@14		
California, soft shelled	2 13%		
Brasilis, new	2 7%		
Filberts	2 10		
Walnuts, Grenoble	2 12		
" French	2 12		
" Calif.	2 13		
" Soft Shelled Calif.	2 14		
Table Nuts, fancy	2 10%		
" choice	2 9		
Pecans, Texas, H. P.	6 2 7%		
Chestnuts			
Hickory Nuts per bu.	4 00		
Cocconuts, full sacks	75		
Butternuts per bu.	60		
Black Walnuts, per bu.			

PEANUTS.			
Fancy, H. P., Sunb.	2 5%		
" " Roasted	6 2 8%		
Fancy, H. P., Flagg	2 5%		
" " Roasted	6 2 6%		
Choice, H. P., Extras	2 4%		
" " Roasted	5 2 6		

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

PORK.			
Dressed	5 2 5%		
Loins	7 1/2		
Shoulders	6		
Leaf Lard	8		

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

VEAL.			
Carcass	6 2 7%		

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, Arco, 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.



# **-:- WORDEN GROCER CO., -:-**

Successors to

HAWKINS & COMPANY,

## **WHOLESALE GROCERS**

Hawkins Block, Corner Ionia and Fulton Sts.

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AUTHORIZED CAPITAL	=	=	\$100,000
PAID IN CAPITAL	=	=	50,000

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TREASURER, W. L. Freeman.

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Patronage of the Trade Solicited.

## AROUND THE STATE.

## MOVEMENTS OF MERCHANTS.

Blissfield—Ellis, Scott & Co. succeed A. D. Ellis & Co. in general trade.

Port Huron—Wm. Wastall has sold his drug business to R. V. Conway.

Ovid—Hazel & Clark succeed Fred E. Hazel in the boot and shoe business.

Kalamazoo—Adrian VerWest succeeds Ball & Co. in the meat business.

Hanover—E. L. Heath, general dealer at this place, has assigned to W. W. Dew.

Cass City—Seeley & Anton succeeds C. W. McPhail in the banking business.

Oxford—P. Rice & Co. have purchased the drug business of C. H. Parker & Co.

Constantine—L. H. George succeeds Gladding & George in the drug business.

Alma—Albert E. Woodward has sold his boot and shoe business to J. L. Meiller.

Rockford—Thompson & Keeney succeed A. A. Thompson in the grain business.

Carsonville—Austin & Vivian succeed David Crory, Jr., in the drug business.

Saginaw—Erlick & Lefkivits succeed J. Jaros in the dry goods and shoe business.

Gaylord—Chas. W. Bahel has removed his general stock from Otsego to this place.

Oak Grove—Geo. A. Wood has purchased the drug business of L. E. Walker.

Lawton—Chas. Hall succeeds A. J. Hall & Son in the agricultural implement business.

Parma—Hans & Godfrey succeed Hodges & Dean in the drug and grocery business.

Jackson—Newell, Richardson & Galbraith succeed the Foster Furniture Co. at this place.

Eastport—D. D. Blakely & Son succeed F. M. Harris in the dry goods and grocery business.

Central Lake—Cummings & Swaverly, meat dealers, have dissolved, S. E. Swaverly succeeding.

Battle Creek—Silas C. Bellamy succeeds Mrs. F. E. Locklin in the glove and mitten business.

Eaton Rapids—Pillmore, Tiers & Merritt succeed Pillmore & Tiers in the clothing business.

Prattville—Culver & Duncomb, general dealers, have dissolved, Duncomb & Jones succeeding.

Ridgeway—Sutton & Gould, general dealers, have dissolved, Bert Gould continuing the business.

Saginaw—Wm. A. O'Donnell succeeds O'Donnell & Scallon in the produce and commission business.

West Bay City—Kircher & Ueberath succeed Weber, Kircher & Co. in the planing mill business.

Three Rivers—W. K. Ritchie, of Gurnee, Ill., has purchased the grocery business of J. E. Hummel.

Vassar—Hill & Lewis, boot and shoe and furnishing goods dealers, have dissolved, C. C. Hill succeeding.

Charlotte—The Benton Manufacturing Co. has removed its hand rake business from Pottersville to this place.

Durand—The DeCamp Hardware Company has purchased the stock of the Durand Hardware Co. at this place.

Shelbyville—L. J. Miller has bought the agricultural implement and hardware stock of Walker & Brooks, to take effect Feb. 1.

Holly—Algoe & Striggow, who have been engaged in the windmill, pump and produce business, have dissolved, Lew. Algoe succeeding.

Saginaw—Borden & Drysdale, wholesale produce and fruit dealers, have dissolved. The business will be continued by J. M. Drysdale.

Albion—F. A. Young & Co. have added a stock of groceries to their meat business. Frank H. Clay (W. J. Quan & Co.) sold the stock.

Muskegon—Hoekenga & Barsema will shortly open a grocery and meat market store in the building on Lake street, formerly occupied by K. Solheim.

Wayland—H. P. Hudson has purchased the interest of his partner in the produce business of H. J. Slade & Co. and will continue the business in his own name.

Byron Center—Geo. Levitt has sold his interest in the meat market of Levitt Bros. to his brother, who will continue the business under the style of Chas. Levitt.

Eaton Rapids—W. W. Zimmerman has sold part of his grocery stock to Stirling & Crawford and is shipping the remainder to Jackson. He will retire from the business.

Hart—Henwood Bros. have sold their grocery stock to the Stitt Grocery and Provision Co. (Winfield Stitt, manager), which will continue the business at the same location.

Albion—E. A. Davis succeeds the firm of N. & E. A. Davis in the grocery business, N. Davis retiring to devote his time to the Electric soap factory, in which he is a stockholder.

Saginaw—Henry S. Doran, for the past ten years manager of the Excelsior Clothing and Shoe Co.'s shoe department, will embark in the shoe business here on his own account about April 15.

Ionia—Chas. H. Webber has purchased a half interest in the hardware stock of H. B. Webber and will assume the active management of the business. The new firm will be known as H. B. Webber & Bro.

Cheboygan—J. J. Post & Co. have purchased the Wm. Erratt & Co. hardware stock from the Peninsular Stove Co., Detroit, which purchased it at assignee's sale, and have leased the store building for five years.

Bay City—The style of the wholesale grocery house of the R. P. Gustin Co. has been changed to Gustin, Cook & Buckley. There is no change in ownership, the members of the firm being H. H. Gustin, Chas. E. Cook and Frank J. Buckley.

Ada—Smith & Bristol, formerly engaged in the drug, grocery, boot and shoe and furnishing goods business, have dissolved. James Bristol continues the drug and grocery business, and John Smith the boot and shoe and men's furnishing goods business.

Hastings—Chas. A. Freer has purchased the interest of C. O. Freer in the firm of Freer Bros. (successors to John Flemming & Son in the dry goods and grocery business) and will continue the business under his own name at his new location on Jefferson street.

Mason—S. P. Stroud has sold his furniture and undertaking stock to F. L. Stroud and A. McDonald, who will continue the business at the same location. The senior Stroud has been actively engaged in the business thirty-nine years, during which time he has officiated as undertaker at the funeral of 2,150 persons.

Port Huron—William Wastall, the pioneer druggist of this city, has retired from active business, after having been engaged in the drug business in this city for forty years. He began his business career in 1854, in partnership with Dr. C. M. Stockwell. Soon after, he purchased the latter's interest and has conducted the place continuously since. He has sold the stock to V. R. Conway, of Sault Ste. Marie, and will take a rest.

Quincy—H. A. Graves has a curiosity on exhibition in his store window in the shape of a roll of butter which he bought of some farmer last Saturday as a gilt edged article and sold to some customer in good faith as such. Looks, however, is sometimes deceiving, and you have to get at the heart to show the true character of the article. It proved so in this case, for when the beautiful yellow roll of butter was cut into the true inwardness was soon discovered. The veneer covering of good butter, about half an inch thick, was spread very adroitly around the entire surface of white, inferior butter.

Flint—The Swinton & Reynolds Co., Limited, has uttered a trust mortgage of \$4,346.96 for the benefit of all the creditors without preferment, to David Swinton, of Saginaw. This company was organized about two years, with a paid in capital stock of \$8,000, and its assets are now about three times its liabilities. The creditors are Swinton, Reynolds, & Cooper, Saginaw, \$1,137.02; First National Bank, Flint, \$1,500; National Wall Paper Company, New York, \$879.92; and miscellaneous accounts of \$730.02. The stockholders were not satisfied with the earnings of the concern and it is stated that this action is taken to protect the creditors in full and to make it possible to effect a final and complete settlement of their differences.

## MANUFACTURING MATTERS.

Kalamazoo—The Phelps & Bigelow Windmill Co. has increased its capital stock from \$40,000 to \$175,000.

Traverse City—A. W. Wait has merged his contracting and wood working business into a stock company under the style of A. W. Wait Manufacturing Co. The capital stock is \$20,000.

Saginaw—The Alpha Manufacturing Co. has been organized with a capital stock of \$5,000, all paid in, to embark in the manufacture of wearing apparel. The stockholders are Edmund A. Robertson, of Saginaw, and Angus C. Woodbridge, E. Clement Whateley, Charles L. Morgan and M. M. Nesbitt, of Detroit.

Detroit—The corporation of Parke, Davis & Co. expired by limitation Jan. 14, and was reincorporated Jan. 10 with a capital of \$2,000,000, of which \$1,500,000 is paid in, divided among seventy-nine stockholders. Those who hold the largest blocks of stock are John Clay, New York, 1,200; Geo. S. Davis, Detroit, 7,782; Mrs. E. B. Judson, Lansing, 600; Mrs. A. H. Hanscombe, Vevy, Switzerland, 192; Mrs. Florence, M. C. Butts, Orchard Lake, 320; Mrs. C. B. McConnell, Pontiac, 307; Willard C. McConnell, Adrian, 360; Mrs. F. J. McCartney, St. Clair, 120; Mrs. A. Price, Bristol, Eng., 264; E. G. Swift, Walkerville, 60; Rev. George Worthington, Omaha, 600; Dr. E. T. Tappey, 1,080; John B. Russell, New York, 1,069; Wm. H. Stevens, Detroit, 3,933; Mrs. E. P. Stevens, Detroit, 1,200; H. C. Parke, 13,902; G. V. N. Lothrop, 1,409, and Truman H. Newberry, 600.

# Western Beef and Provision Co.

Agents for Armour's Celebrated Lard, Vegetole, World's Fair Premium Butterine.

## Smoked Meats.

No. 1 Hams.....	9
Picnic Hams.....	7½
Breakfast Boneless Bacon.....	8½
Dried Beef, Ham Sets.....	9½

## Fresh Meats.

Beef Sides.....	5@ 6
Loins of Beef.....	8@10
Rib Roasts.....	7@ 9
Pork Loins.....	7½

## Beef in Barrels.

Boneless Rump Butts.....	\$9 25
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## Lard in Tierces.

Kettle Rendered.....	7½
Family.....	5½
Compound.....	5½

Ask for prices on any provisions or meats.

Special attention to mail and telegraph orders.

Telephone 1254.

71 Canal St., Grand Rapids.

## PROVISIONS.

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

PORK IN BARRELS.	
Mess.....	12 00
Short cut.....	12 25
Extra clear pig, short cut.....	14 00
Extra clear, heavy.....	14 25
Clear, fat back.....	13 50
Boston clear, short cut.....	13 50
Clear back, short cut.....	13 50
Standard clear, short cut, best.....	13 75
SAUSAGE.	
Pork, links.....	6½
Bologna.....	5
Liver.....	6
Tongue.....	5½
Blood.....	6
Head cheese.....	6
Summer.....	10
Frankfurts.....	7½

LARD.	
Kettle Rendered.....	8
Granger.....	7½
Family.....	6
Compound.....	5½
Cottolene.....	7½
Cotosuet.....	6½
0 lb. Tins, ¼c advance.....	
0 lb. pails, ¼c ".....	
50 lb. " ¾c ".....	
25 lb. " ¾c ".....	
13 lb. " 1c ".....	

BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.....	7 25
Extra Mess, Chicago packing.....	7 00
Boneless, rump butts.....	9 50

SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs.....	9 ½
" " 16 lbs.....	9½
" " 12 to 14 lbs.....	10
" picnic.....	7
" best boneless.....	8½
Shoulders.....	6½
Breakfast Bacon boneless.....	9
Dried beef, ham prices.....	10

DRY SALT MEATS.	
Long Clears, heavy.....	6½
Briskets, medium.....	7½
Light.....	
Butts.....	
D. S. Bellies.....	
Fat Backs.....	

PICKLED PIGS' FEET.	
Half barrels.....	3 25
Quarter barrels.....	1 75
Kits.....	90

TRIP.	
Kits, honeycomb.....	75
Kits, premium.....	95

**ELECTROTYPES**  
DUPLICATES OF  
ENGRAVINGS & TYPE FORMS  
SINGLY OR IN QUANTITY  
TRADESMAN CO., GRAND RAPIDS, MICH.



GRAND RAPIDS GOSSIP.

Chas. VanMiddleworth has opened a meat market at 694 Cherry street.

B. F. Pogue, grocer at 692 Cherry street, is succeeded by J. W. Harris & Co.

W. E. Densmore, formerly of Saranac, has opened a meat market at 5 Robinson avenue.

G. Adron has opened a grocery store at 223 West Bridge street. The Ball-Barnhart-Putman Co. furnished the stock.

Olney & Robinson, grocers at 220 Plainfield avenue, have dissolved, the business being continued by J. M. Robinson.

C. B. Reynolds has embarked in the grocery business at 1250 South Division street. The Lemon & Wheeler Company furnished the stock.

The United States Cigar Co. has leased the fifth floor of the Weatherly & Pulte building and expect to begin manufacturing goods for the trade about Feb. 1.

Gleason & Murray, general dealers at Lake City, have opened a branch grocery store at Falmouth. The stock was furnished by the Musselman Grocer Co. and the Worden Grocer Co.

John Algier, of Algier & Goss, meat dealers at 359 South East street, has sold his interest to Geo. A. Caldwell, formerly a clerk in the clothing store of E. S. Pierce. The new firm name is Goss & Caldwell.

Local capitalists who are being importuned by the Secretary of the Board of Trade to invest in a cannery enterprise here, on the representation that the margins are large and the demand for the output always in excess of the supply, are invited to peruse the opening paragraph of our New York letter on the twentieth page of this issue.

A representative of Dr. J. Parker Pray, manufacturer of manicure goods, called at the Morse department store the other day for the purpose of selling, if possible, an assortment of manicure goods. Her mission was a failure, Geo. Morse laconically—and probably truthfully—remarking that the people who patronize his store do not clean their finger nails.

A new stock company is in process of organization to be known as the Singer Hook & Eye Co. The corporation will have a capital stock of \$300,000, of which \$225,000 will be issued to Julius Berkey in exchanged for his patents for safety drapery and garment hooks. Fifty thousand dollars of the stock will be placed on the market at par and the remainder, \$25,000, set aside for the Secretary and Treasurer of the company. It is expected that Julius Berkey will consent to act as President of the corporation, and that the position of Secretary and Treasurer will be filled by H. W. Stebbins, for the part two years Secretary and Treasurer of the Priestly Express Wagon & Sleigh Co., Mr. Stebbins having resigned the position of Treasurer of the Priestly Company and Arthur W. Seymour been elected to fill the vacancy. The Singer company will probably have its hooks and eyes manufactured in the East, shipping all orders from this city.

Henry Trucas, formerly in the hotel business at Edmore, has opened a restaurant at 20 West Bridge street.

The city is full of furniture buyers from all parts of the country, attracted thither by the semi-annual exhibit of spring samples by local and outside manufacturers. Much speculation was indulged in over the attitude of the buyers on the subject of placing orders, but a comparison of notes at the end of the eighth day of the season showed that more orders had been placed than during the entire season last July. This is decidedly encouraging to all dependent, directly or indirectly, on the prosperity of the furniture industry, as such a condition of the trade involves full forces and full hours at all of the factories for several months to come. This means large payrolls and augmented trade for merchants and all who depend on the patronage of furniture workers.

Know What You Have in Your House.

The Grand Rapids Fire Insurance Co. has issued a little book which every family in the city who carry insurance on household furniture should have. It is called the Household Furniture Inventory Book. This book is arranged in systematic form, containing a printed list of all articles appertaining to a furnished house, having one column for the original entry and other columns for what may be added, together with columns for the value and description, making it a very easy matter to arrange. Only those who have passed through the ordeal can fully appreciate the annoyance and labor involved and the difficulty experienced in remembering in the confusion which results in all cases after a fire, the numerous articles which belong to them and can fully realize how many dollars they could have saved had they taken an inventory before the fire. These books will be given to any one desiring them by calling at its office in the Houseman block.

For the Retail Trade.

The Commercial Credit Company is delivering to its subscribers its annual report of names of individuals whose worthiness of credit is questionable. It is a book containing 2,700 names and addresses—400 more than last year's book—very carefully compiled and alphabetically arranged. Its great value and convenience are freely spoken of by many merchants.

From Out of Town.

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

C. N. Menold, Fennville.  
J. L. Covey, Reno.  
Jas. Murphy & Son, Lowell.  
Gleason & Murray, Lake City.  
Frank Hamilton, Traverse City.

Why impose on a confiding public with cheap, tasteless, insipid Chicago jelly, when you can buy Mrs. Withey's Home-made 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.

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

There was \$98,259.26 worth of postage stamps sold at the New York post office during the month of December.

EXIT HAWKINS & CO.

Inauguration of a New Wholesale Grocery House.

The former establishment of Hawkins & Co. has ceased to exist as a wholesale grocery house, the stock and good will having been acquired by a new organization which will be known as the Worden Grocer Co. The new corporation has an authorized capital stock of \$100,000, of which \$50,000 is paid in, divided among thirteen stockholders in the following amounts:

A. E. Worden	\$10,000
Chas. W. Garfield	5,000
Wm. D. Tolford	5,000
W. M. Butts	5,000
W. L. Freeman	5,000
Chas. F. Rood	5,000
N. Fred Avery	5,000
W. Fred Blake	5,000
Alex. Keith	2,500
T. J. O'Brien	1,000
Eugene Worden	100
Harry Worden	100
George Worden	50
A. E. Worden trustee	1,000

At the first annual meeting of the stockholders, held at the office of the corporation Saturday forenoon, nine directors were elected, as follows: A. E. Worden, Chas. W. Garfield, Wm. D. Tolford, W. M. Butts, W. L. Freeman, Chas. F. Rood, N. Fred Avery, W. F. Blake and T. J. O'Brien.

At a meeting of the directors, held subsequent to the stockholders' meeting, the following officers were elected:

President—A. E. Worden.  
Vice-President—W. D. Tolford.  
Secretary—W. M. Butts.  
Treasurer—W. L. Freeman.

The new company has already arranged to increase the stock over that carried by the former firm and proposes to take rank with the five other houses in the grocery line competing for the trade tributary to this market. There appears to be no reason why such should not be the case, as the officers of the corporation are gentlemen of wide business experience, two of them—Messrs. Freeman and Butts—having been identified with the grocery business for many years. Mr. Worden is a gentleman of wide experience, having been identified with the wholesale notion, furniture manufacturing and wholesale lumber business, and brings to the new enterprise a breadth and enthusiasm which are a favorable augur for the prosperity of the house.

The traveling force of the new house will be as follows: W. F. Blake, A. S. Doak, B. E. Granger, Geo. F. Schumm, M. M. Mallory, H. R. Savage and G. B. Conkey.

Sixteen Out of Seventy-One

Owosso, Jan. 11—The regular examination of candidates for certificates as pharmacists and assistants by the Michigan State Board of Pharmacy, concluded yesterday at the Catholic Club. There were seventy-one present of whom fifty-three were candidates for registered pharmacists and eighteen for assistants. The following passed as registered pharmacists: Nelson Abbott, Kalamazoo; M. R. Blair, Birmingham; C. C. Dowsell, Algona; Perry Hibbard, Delray; Fred Nesbitt, Durand; J. L. Wasburn, Perry, N. Y.; Albert E. Johnson, E. Kimmich, C. O. Larter, J. J. Morrish, W. J. Reid, Robert Rutherford, J. F. A. C. Waterman, Detroit. The following assistants passed: H. A. Barclay, Clio; F. H. Fenner, J. P. Toomey, Detroit.

The next meeting of the Board for examinations will be held at Grand Rapids on the first Tuesday in March. Hereafter all applicants must furnish affidavits showing the required practical or college experience before being allowed to write on the examinations. STANLEY E. PARKILL, Sec'y.

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—OLD ESTABLISHED FURNITURE and second-hand store. Good chance to add undertaking, in est lake shore town in Michigan. Reason, poor health. Address Undertaker, care Michigan Tradesman. 678

FOR RENT—HOTEL TO RENT, PARTLY furnished, good bar and bar fixtures, excellent location; good chance to the right party. Inquire 6 Carrier St., Grand Rapids. 674

FOR SALE—A WELL SELECTED DRUG stock and first class fixtures, a good assortment of wall paper, in a good location. Terms reasonable. Present owner not a druggist. Address Aaron Bechtel, Cale onia, Mich. 676

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, 50 Tower Block. 665

TO EXCHANGE FOR FIRST CLASS FARM—a \$1,000 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 140 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

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

IF YOU WANT TO BUY OR SELL REAL estate, write me. I can satisfy you. Chas. E. Mercer, Rooms 1 and 2, Widdicombe building. 633

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

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 REGISTERED pharmacist of experience either in drug store or salesman on the road. Address No. 688, care Michigan Tradesman. 688

RELIABLE DRY GOODS AND SHOE salesman desires position. Is capable of taking full charge of stocks or occupying position of general manager. Address No. 671, care Michigan Tradesman. 671

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 66, care Michigan Tradesman 67

MISCELLANEOUS.

MAN WANTED; SALARY AND EXPENSES. Permanent place; whole or part time. Apply at once. Brown Bros. Co., Nurserymen, Chicago. 679

MEN TO SELL BAKING POWDER TO THE grocery trade. Steady employment, experience unnecessary. \$7 monthly salary and expenses or commission. If offer is satisfactory address at once with particulars concerning yourself U. S. Chemical Works, Chicago. 677

I WILL BUY LARGE MERCANTILE BUSINESS in Northern Central Michigan. Cash paid, if cheap. Write at once to F. Messenger, Stanton, Mich. 672

WANTED—BUTTER, EGGS, POULTRY, potatoes, onions, apples, cabbages, etc. Correspondence solicited Watkins & Smith, 8-16 South Division St., Grand Rapids. 673

FOR SALE—MODERN NINE ROOM HOUSE on Jefferson avenue. Price low and terms easy. Owner going South. For particulars write W. R. Griffiths, 6 Canal St. 675

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, Cleveland, 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. 674

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

A. B. KNOWLSON,

Wholesale Shipper

Cement, Lime, Coal, Sewer Pipe, Etc.

CARLOTS AND LESS

GRAND RAPIDS, MICH.

## SIAM AND ITS TRADE.

Written for THE TRADESMAN.

The penetration of eastern semi-barbarous countries by western civilization has a greater influence on values, and consequently on economic conditions, in the West than is generally supposed. The price of wheat in this country is fixed by the fields of India and Siberia. Similar influences are felt in less degree in the competition of other products. Thus there is an added interest in any such countries liable to exploitation by western enterprise. The kingdom of Siam, in the eastern part of the Indian Peninsula, is, next to Thibet and Corea, the least known of the eastern countries. In a recent conversation, Dr. Dan F. Bradley, of Park Congregational church, of this city, gave THE TRADESMAN some interesting information in regard to Siam and Siamese trade. He is well qualified to do this as he spent the first twenty-four years of his life in that country, his father having commenced his missionary work there in 1834, the year after the first Protestant mission was established.

Siam is about equal in extent to the State of Texas, and supports a population of five or six millions people. A large proportion of the country is uncultivated, being occupied by mountains, jungles and swamps. The great plains of the delta of the principal rivers are subject to such inundations that rice, the principal staple in higher localities, cannot be grown; but from the accretions of silt brought down by the rivers and from other causes these are rapidly becoming the most productive lands of the earth, rivaling the Nile Valley. The tropical temperature is quite varied, the nights in some seasons being cool. At times, however, the heat is excessive.

The principal export of Siam to the western markets for many years has been teak wood. Great forests of this and other valuable woods abound near the upper courses of the rivers. The lumber is transported in rafts to the capital and principal shipping port, Bangkok, and thence is shipped to Marseilles, Southampton and other western markets.

The following curious list of articles subject to export duties is published in an annual by Dr. Bradley's father and is the official schedule:

Ivory, gamboge, rhinoceros horns, cardanums best, cardanums bastard, dried mussels, pelicans' quills, betelnut dried, krachi wood, sharks' fins white, sharks' fins black, lukkrabau seed, peacocks' tails, buffalo and cow bones, rhinoceros hides, hide cuttings, turtle shells, turtle shells soft, beche de mer, fish maws, birds' nests uncleaned, kingfishers' feathers, cutch, beyche seed (nux vomica), pungtalai seed, gum Benjamin, Angrai bark, agilla wood, ray skins, old deer horns, deer or young horns, deer hides fine, deer hides common, deer sinews, buffalo and cow hides, tiger bones, elephant bones, armadillo skins, sticklac, hemp, dried fish plaheng, dried fish plusalit, sapan wood, salt meat, mangrove bark, rosewood, ebony, rice, sugar white, sugar red, cotton cleaned and uncleaned, pepper, salt fish, beans and peas, dried prawns, tilseed, silk raw, bees-wax, tallow, salt and tobacco.

The country is badly handicapped by the terms of its treaties with other nations in which it is not permitted to charge more than 3 per cent. import duties.

Trade methods are exceedingly primitive. The only medium of exchange is silver. The coinage is principally from Mexican dollars, which are coined into "ticals," equal to about 60 cents United States currency. There are no bank methods of exchange except for foreign trade in the hands of British residents. If it is desired to transport money from one part of the kingdom to another, it must be carried by a royal escort, or, in possible cases, paid to some reliable trader who will produce the value in goods or money at the place designated.

Gold is as much a commodity as diamonds are in this country. The king has tried to make up for the recent de-



D. F. BRADLEY, D. D.

preciation of silver by debasing the coinage until the results are very disastrous.

The trade of the country is principally in the hands of Chinese and Arabian merchants. Most of the stores or bazaars in Bangkok are in floating houses on the Menam River or the numerous canals which intersect the city in place of streets. The greatest imaginable variety of articles is displayed in these stores, from which the fronts are entirely removed, so that everything is open to the inspection of possible buyers as they pass in their boats. Credit is never given and no books are kept except the merchant's reckoning of gains. In fact, there is no provision for the collection of a debt, even if the purchaser be wealthy. The only possible security provided for is on chattels or personal service. Produce is brought into the cities in boats on the rivers and canals which intersect the country in place of roads, and is sold for cash. This traffic is in the hands of the Siamese.

The Siamese are taxed by the Government to one-third the value of their time. There is a triennial tax levied on the Chinese residents, for which a receipt is given by a string tied around the left wrist and sealed with the official seal. The Chinese in Siam are about on a level with those of the Pacific Coast of this country in intelligence and activity, but are so far superior to the natives that they, with the Arabs, easily monopolize the trade. They emigrate in great fleets of their clumsy junks, which make one round trip a year, taking advantage of the trade monsoons, as they can only sail with the wind.

Dr. Bradley has an interest, of course, in his native country, which leads him to watch with care its political probabilities and prospects for advancement. He predicts that in the near future the country will pass into the control of the British Government, when the first great enterprise carried out will be the construction of a canal across the Malay Peninsula, thus shortening the great eastern route of commerce many hundreds of miles. Should this prediction be realized, the vast natural resources of Siam will become available and will have their influence in the markets of the world.

## THE MAN PROPELLER.

The management of men is a science. This missing, an army would be but a mob, a congress a Babel, and a mine or a mill on the road to bedlam or the sheriff. Abate order and discipline, let the time clock run as it pleases, put printed rules into the stove, and what is left of your business and yourself would be but a bare bone or a cracked egg.

Everybody knows this, from the man who runs a squad on municipal jobs to the manager of a mine, a steel plant, or a ward election. The boss is indispensable. To be a success he must be able to control, rule, or direct those placed in his charge. As a rule, his employer is more directly interested in the slate that gives the figures of production and the totals of the pay roll than in the ways and means by which the figures slide over to the right side of the ledger. This is more and more a necessity, as the merging of industries into combinations is on so large a scale that many a manager or president of a mine, or railroad, or group of mills, knows as little of his employes as he does of the mayor of Mars, or the cousins of an Egyptian mummy. This may be an unfortunate condition in industrial relationships, but it is a logical sequence to ruling causes. A manager may be as humane as the gentleman who, between Jerusalem and Jericho, provided oil and wine, a saddle and a hotel for the Jew whose pockets had been emptied and his bones broken by a gang of thieves. He may be strictly just and as much opposed to denying his employes their rights as he would be to rob his own head of its ears, and yet what may be done in his name and without his knowledge may be unjust and inhumane. It is among one of the more virulent and popular of modern scandals to charge the causes of discontent, and the sins of arbitrary and despotic management, to men who are as innocent of the abuses charged as are the horses they ride. We are of the conviction, and we speak from experiences on sea and land, in the coal pit and the lumber camp, in railroad service and other forms of labor, that in arbitrary, domineering and conscienceless under-bosses the peace and content of labor have suffered more than the newspapers ever tell, or the average demagogue cares to remember. Many a strike with the bark pulled from the tree would show a salaried man at the root of the trouble. We recall a coal miners' strike in the West. It had the usual black fringe of scandal and horrors—men hungry and children in rags. The sensational scribe served up his hash with the usual spices. The name of the mine operator was an offense to the public nose. He had built his home and bought his daughter a piano by grinding miners' bones and squeezing the labor lemon dry. Somebody went to work on this case and the cause of all the trouble and located it in a manager and some sub-bosses. The operator was brought in contact with the miners, and a week after every pick in the valley was busy. This instance could be multiplied by the hundred. But while this is true, it is just as true that the man propeller, as a rule, takes his cue from his employer. He is simply a sneeze from office snuff. He is manly or brutal, according to the copy written on the slate. He pipes the music for which he is paid, and the louder he swears and the more work he can squeeze out of ten hands and ten homes, the brighter his prospects. Such men do immense mischief and work more evil than is generally supposed. Fair-minded and reasonable managers of men, though not a few, are none too many; but, from the man propeller we have described, may the Lord deliver us.

FRED WOODROW.

## L. G. DUNTON &amp; CO.

Will buy all kinds of Lumber—  
Green or Dry.

Office and Yards, 7th St. and C. & W. M. R. R.,  
Grand Rapids, Mich.

## WALTER BAKER &amp; CO.

The Largest Manufacturers of

PURE, HIGH GRADE  
**COCOAS AND  
CHOCOLATES**

on this continent,  
have received

**HIGHEST AWARDS**

from the great

**Industrial and Food**

**EXPOSITIONS**

IN

**Europe and America.**

Unlike the Dutch Process

no Alkalies or other Chemicals or Dyes  
are used in any of their preparations.  
Their delicious

**BREAKFAST COCOA**

is absolutely pure and soluble, and  
costs less than one cent a cup.

SOLD BY GROCERS EVERYWHERE.

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Lamb Wool Soles  
in 3 grades.

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





## PORTER TO PARTNERSHIP.

## Progress of a Clerk Who Was Not Afraid of Work.

An Old Merchant in Hardware.

Of all the good things that came to me in my boyhood days probably none had so direct a bearing upon my prosperity as the offer of Mr. May of the use of his library. I had the average love of reading to be found in most boys; stories of adventure were my especial delight, but I eagerly read stories of any and every kind that came in my way; for heavier reading I had little inclination; books of travel were good if they were well filled with incident, but the descriptive parts I usually skipped. Of course, such a taste as this is not the one most to be commended, but a taste even for story reading is better than to have no taste for any kind of reading. And Mr. May, who seemed to take an interest in me, instead of trying to persuade me to drop stories for other matter, encouraged me to go on, only he laid much stress on the fact that there were many degrees in stories. His library contained a good collection of novels; among them I remember Scott's, James', Bulwer's, Miss Porter's, Miss Edgeworth's and others of those times. Scott's "Ivanhoe" looked rather dry to a boy who had been reading "The Trapper's Feast," but a few words regarding its hero made me desirous of reading it, and through it I became interested in early English history, and I found myself reading history with a greater relish than I had formerly read Cobbe's stories. I mention the matter here to impress it upon the clerks who see these chapters, that every young man has it largely in his power to educate himself, and that the evenings spent with good books are the most profitably spent of boyhood.

Between my sixteenth and seventeenth years I grew fast in maturity. I was the oldest child and my mother was poor; what she earned with her needle and my small salary kept a family of five of us. There were no extras about the house, nor much but plain fare set before us; our clothes were home made and chosen for service rather than for style. It seems as if life under such aspects was not very pleasant, but there are a great many comforts in life that do not depend on money altogether; we were able to keep out of debt and we had our home and each other, and, thank God, a mother's love is the same let her be rich or poor.

When I was 17, Mr. Ely said to me that Harry was going to leave, and if I could do the work with a boy to help me, he would advance my salary \$200 a year. I felt abundantly able to take Harry's place, and when he left I began to put in practice a great many ideas that he had laughed at when I had mentioned them to him. I explained them to Mr. Ely and he told me to go ahead.

I think our store was far ahead of the average country store of to-day: I rarely meet in my travels, and I am "on the road" more or less, any store that is kept neater than we kept ours, while I rarely find anywhere many nearly up to it. I had noticed that there were two lines of goods in every branch of trade—one that people bought because they needed, the other, goods they bought because they saw them. This was true in dry goods, it was no less true of groceries, and it was largely so in boots and shoes and hats and caps. In our town it was the fashion to display the staples in each line; we piled unbleached cottons and prints at the door; had boxes showing various kinds of sugar in the windows, and kept a pair of cowhide boots swinging over the door.

I reasoned that these were goods everybody wanted and that everybody bought, and that they rarely bought except when they did want them; they would come in and call for them anyhow; they must have them. But there was a large line of "fancy" goods that came partly under the head of extras that the eye would be pleased with and that would tempt a purchaser.

We went to work and cleared our show case of plug tobacco, ladies' hosiery, buff envelopes, etc., and made a brilliant display in it of buttons, ribbons, edgings,

braids, and goods of that kind; we put wires over the counters near the ceiling and on them pinned hosiery, handkerchiefs, collars, gloves, and similar articles. In the window where we had been wont to show sugars and a large box of bar soap we made a display of raisins, spices, and candy, and on the counter we piled up ground coffee in fancy packages, and chewing tobacco in handsome boxes; the shelves were full of goods having pretty labels, and the grocery department was an ornament to the store.

Anyone who has never tried the effect of a good display of fancy goods, I doubt my ability to convince of the difference between that method and the old-fashioned way of piling everything haphazard, but the difference is there and one has but to make a small trial of it to be convinced. Mr. Ely confessed before the first month was over that our trade had increased ten per cent., and the increase was entirely in the fancy goods—the ones we were most anxious to sell.

About this time we began to hear rumors of another store about to be started in town, and before long the story turned out to be a true one; some men were coming from Fairville, a city twenty miles away, and were going to open a general store. The facts were there were already more stores than the place justified; two of them gave their owners a very poor living, and Mr. Ely had made money because he had money and was able to handle everything and carry his trade as they needed. But a firm from the city probably meant sharp cutting and war, and we did not enjoy the prospect. The new store was to be opened in thirty days.

Lying about four miles from our place was a German settlement of about thirty families; they were hard working, thrifty people, and no one of the stores could say it owned their trade. They sold more butter and eggs than any other neighborhood in the county, and I concluded there might be a way whereby we could get their trade and hold it; if we were to have to fight for our trade we might as well begin at once. I suggested to Mr. Ely that he should buy a business wagon (he already had a horse), and that I would go down to the settlement and see what I should do with the people in arranging for a weekly collection of butter and eggs. He was willing I should make the attempt, so next week I started off one morning on what was my first drumming trip.

Delivery wagons have now become as necessary a part of every business as scales and counters, but many of us can easily remember when people carried home their own goods, and when one village dray did all the delivery of heavy goods for a whole town.

## Chas. Pettersch,

JOBBER OF

## Imported and Domestic Cheese

Swiss, Brick and Limburger a Specialty.

161-163 West Bridge St. Telephone 123

GRAND RAPIDS

## Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's	60	10
Cook's	40	10
Jennings', genuine	25	10
Jennings', imitation	50	10
AXES.		dis.
First Quality, S. B. Bronze	5	50
" D. B. Bronze	1	00
" S. B. Steel	6	50
" D. B. Steel	13	00
BARROWS.		dis.
Railroad	112	00
Garden	30	00
BOLTS.		dis.
Stove	50	10
Carriage new list	50	10
Plow	40	10
Sleigh shoe	70	10
BUCKETS.		dis.
Well, plain	3	50
Well, swivel	4	00
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70	10
Wrought Narrow, bright fast joint	40	00

Wrought Loose Pin	40
Wrought Table	40
Wrought Inside Blind	40
Wrought Brass	75
Blind, Clark's	70
Blind, Parker's	70
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	60
CHADLES.	
Grain	40
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	65
G. D.	65
Musket	60
CARTRIDGES.	
Tim Fire	50
Central Fire	25
CHISELS.	
Socket Firmer	75
Socket Framing	75
Socket Corner	75
Socket Slicks	75
Butchers' Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	120
COPPER.	
Planished, 14 oz cut to size	per pound 28
" 14x32, 14x56, 14x80	28
Cold Rolled, 14x56 and 14x80	28
Cold Rolled, 14x48	28
Bottoms	22
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, per pound	6 1/4
Large sizes, per pound	06
ELBOWS.	
Conn. 4 piece, 6 in	dos. not 75
Burrigated	dis. 50
Adjustable	dis. 40
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26	dis. 30
Ives', \$18; 2, \$24; 3, \$30	dis. 25
FILES—New List.	
Disston's	60
New American	60
Nicholson's	60
Heller's	50
Heller's Horse Raps	50
GALVANIZED IRON.	
Nos. 16 to 30; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16 17	
Discount, 70	
GAUGES.	
Stanley Rule and Level Co.'s	50
KNOBES—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Brantford's	55
Norwalk's	55
MATTOKES.	
Adse Eye	\$18.00, dis. 60-10
Hunt's Eye	\$15.00, dis. 60-10
Hunt's	\$18.50, dis. 20-10
MAULES.	
Sperry & Co.'s, Post, handled	50
MILLS.	
Coffee, Parkers Co.'s	40
" F. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	30
MOLASSES GATTS.	
Stebbin's Pattern	60
Stebbin's Genuine	60
Enterprise, self-measuring	30
NAILS.	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 35
Wire nails, base	1 35
60	Base Base
50	10
40	25
30	25
20	35
16	45
12	45
10	50
8	60
7 & 5	75
4	90
3	1 20
2	1 50
1	1 60
Finch	1 60
Case 10	65
" 8	75
" 6	90
Finish 10	75
" 8	90
" 6	90
Clinch 10	70
" 8	80
" 6	80
Barrell	1 75
PLANES.	
Ohio Tool Co.'s, fancy	dis. 40
Scotch Bench	250
Sandusky Tool Co.'s, fancy	40
Bench, first quality	40
Stanley Rule and Level Co.'s wood	50
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	50-10
Copper Rivets and Burs	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 26 to 27	9 20
Broken packs 1/4c per pound extra.	

HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40
Mason's Solid Cast Steel	80c list 60
Blacksmith's Solid Cast Steel Hand	80c 40
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60
State	per dos. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer	3 1/4
Screw Hook and Eye, 1/2	net 8 1/4
" 1/2	net 7 1/4
" 1/2	net 7 1/4
Strap and T.	dis. 5
HANGERS.	
Barn Door Kipper Mfg. Co., Wood track	60
Champion, anti-friction	60
Kipper, wood track	40
HOLLOW WARE.	
Pots	60
Kettles	60
Spiders	60
Gray enameled	40
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 70
Japanned Tin Ware	25
Granite Iron Ware	new list 30
WIRE GOODS.	
Blight	70
Screw Eyes	70
Hook's	70
Gate Hooks and Eyes	70
LEVELS.	
Stanley Rule and Level Co.'s	dis. 70
ROPES.	
Sisal, 1/4 inch and larger	7
Manilla	10
SQUARES.	
Steel and Iron	7 & 10
Try and Bevels	60
Mitre	20
SHEET IRON.	
Nos. 10 to 14	Com. Smooth. Com. 23 50 29 50
Nos. 15 to 17	3 50 2 61
Nos. 18 to 21	4 50 2 70
Nos. 22 to 24	3 55 2 80
Nos. 25 to 28	3 65 2 90
Nos. 27	3 75 3 00
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
SAND PAPER.	
List acct. 19, '86	dis. 50
SASH CORD.	
Silver Lake, White A.	list 50
" Drab A.	55
" White B.	50
" Drab B.	55
" White C.	50
Discount, 10	
SASH WEIGHTS.	
Solid Eyes	per ton 220
SAWS.	
" Hand	dis. 20
" Silver Steel Dia. X Cuts, per foot	70
" Special Steel Dia. X Cuts, per foot	50
" Special Steel Dia. X Cuts, per foot	20
" Champion and Electric Tooth X Cuts, per foot	30
TRAPS.	
Steel, Game	dis. 60
Oneida Community, Newhouse's	40
Oneida Community, Hawley & Norton's	70-10
Mouse, choker	15c per dos
Mouse, delusion	\$1.25 per dos
WIRE.	
Bright Market	70-10
Annealed Market	75
Coppered Market	70
Tinned Market	63 1/2
Coppered Spring Steel	3 55
Barbed Fence, galvanized	2 50
" painted	2 10
HORSE NAILS.	
An Sable	dis. 40
Putnam	dis. 05
Northwestern	dis. 10
WRENCHES.	
Baxter's Adjustable, nickle	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75
MISCELLANEOUS.	
Bird Cages	50
Pumps, Cistern	75
Screws, New List	70
Casters, Bed a d Plate	60
Dampers, American	40
Forks, hoes, rakes and all steel goods	65
METALS.	
PIG TIN.	
Pig Large	20c
Pig Bars	28c
ZINC.	
Duty: Sheet, 2 1/4c per pound.	
60 pound casks	6 1/4
Per pound	7
SOLDER.	
1/2 2/4	16
Extra Wiping	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
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—ALLWAY GRADE.	
10x14 IC, Charcoal	75
14x20 IC	6 75
10x14 IX	9 25
14x20 IX	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, Worcester	6 50
14x20 IX	8 50
20x28 IC	13 00
14x20 IC, Allaway Grade	6 50
14x20 IX	7 50
20x28 IX	13 50
20x28 IX	15 50
BOILER SIZE TIN PLATE.	
14x28 IX	\$14 00
14x31 IX	15 00
14x36 IX, for No. 8 Boilers,	per pound 10 00
14x60 X, " 9 "	



# MICHIGAN TRADESMAN

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E. A. STOWE, Editor.

WEDNESDAY JANUARY 16.

## FATE OF THE CURRENCY BILL.

There is no significance attaching to the defeat of the second Carlisle bill beyond considerations of political management. The carelessness shown in preparing and presenting both bills gives color to the intimation that the authors were actuated by considerations of sectional political prejudices and a desire to please their immediate constituents, with no thought that the bills would be pushed to serious consideration. The manner in which the defeat of the last bill was brought about, by forcing a test vote without any attempt to conciliate the opposition or to outline a policy for its consideration, indicates that there was either "playing to the gallery" or a regard to financial fluctuations in Wall Street, or both. There were some good features in the last bill, as, for instance, in the direction of extending bank circulation, but this was not sufficiently guarded against the "wild cat" idea to command any confidence.

The failure to pass a currency reform bill at the present session of Congress will be a serious obstacle in the way of a complete restoration of confidence in business circles. It is now perfectly clear that, until a currency bill is passed, the drain of gold from the Treasury must continue, and, in order to meet the constantly increasing demands, frequent issues of bonds will be needed.

The existing situation discloses the absolute need of two remedies—one the prompt retirement of the outstanding legal tender notes, and the other the creation of a bank currency to take the place of the Government notes. The redemption and cancellation of the legal tenders is necessary to stop the drain of gold and the constant bond issues. Under existing laws it is necessary for the Treasury to reissue legal tender notes as fast as they come in. As a result, there is a perpetual outflow of gold from the coffers of the Government, without a reduction in liability. As the taxes and customs dues are all payable in Government notes, the Treasury has no means of securing gold, except by issuing bonds. The legal tender notes are, therefore, a constant menace to the National Treasury, and the finances of the Government can never be placed upon a sound basis until they are retired.

The retirement of the legal tender notes would make a bank circulation necessary to meet the wants of trade. This must be secured either by rendering the issue of National bank notes more profitable or by the unconditional repeal of the tax on bank notes until some comprehensive measure governing circulation is framed by Congress.

The failure of the present session of Congress to pass a currency bill will postpone action on this important matter until next winter, when a new Congress, under the domination of a political party hostile to the administration, will be in power. This consideration should urge the Democratic leaders to point out the necessity of some immediate provision being made to check the gold drain, even if it is found impossible to secure the enactment of a comprehensive currency bill. The failure of the Carlisle bill should not prevent the introduction of other measures of currency reform. The debate in the House over the pending bill, although it has developed wide differences of opinion, has, nevertheless, served to emphasize the importance of a prompt solution of the currency problem.

The defalcation of the Treasurer of the State of South Dakota, involving from \$300,000 to \$350,000, has been a matter of much comment and speculation, especially as to its causes and the motives governing that official. The theories advanced make him out almost anything from a philanthropist overwhelmed by the financial depression to the veriest embezzler and thief. It has been stated that if he had not advanced State funds to help one of the local banks during the panic, the result would have been widespread failure and ruin throughout the State. This means, of course, that there was collusion between him and others in misappropriating the funds and thus violating his oath of office, which would argue a bad condition of financial politics. It is one of the risky conditions attending the organization of a newly settled State that, as all are newcomers, it is impossible to know the reliability of aspirants to its offices and thus opportunities are given for the exploits of such "Napoleons of Finance." It is found in this case that the culprit's father in Indiana, reputed wealthy, is execution proof and but a moiety can be collected from the other bondsmen. Whatever may have been the causes leading to the original defalcation or misapplication of State funds the fact that the defaulter at the last got possession of all the cash he could reach, having for some time laid his plans to that end, and absconded, as other thieves usually do, leaves no question as to the proper classification of him or his crime. To appreciate its enormity it must be remembered that the State had just passed through a season of extended drought, added to cheapened products and scarcity of money, making the collection of the taxes a serious matter. Then the magnitude of the sum taken is relatively much greater in so young a State. All these things considered, it amounts to a serious calamity.

H. Knickerbocker has resigned the Presidency of the Antrim County State Savings Bank of Mancelona and is succeeded by Warren E. Watson, C. E. Blakeley having been elected Vice-President to succeed Mr. Watson.

## The Grocery Market.

Sugar—The market has been steady on hard grades, but somewhat irregular on soft grades. The indications are that the market will be steady for some time.

Coffee—Brazilian grades are active and strong, having advanced  $\frac{1}{8}$  @  $\frac{1}{4}$  c. Manufacturers of package brands have advanced their quotations  $\frac{1}{8}$  c.

Bananas—Stock in the hands of local commission merchants is of a fair quality and is selling at reasonable prices, although the volume of sales average small, on account of the risk of having them spoiled in transit by severe weather.

Lemons—The extreme cold weather is, in a measure, responsible for the very low prices at which these goods are being sold. Dealers with a fair amount of stock on hand are chary about ordering from the auctions, as they fear the fruit may become frosted and, consequently, open up spotted and unsaleable.

Oranges—There are still a few boxes of fruit in our market that are in first-class order, having been loaded and started North while the weather was warm. They are being held at firm prices, and by the latter part of the present week will have been snapped up by the retail trade. A great many carloads of oranges are being shipped from Florida every day, but every orange was on the trees during the entire cold weather, which practically ruined the crop. The buyer, therefore, must take his chances of getting rid of his stock before decay sets in. The fruit is loaded in refrigerator cars, iced, and then closed securely, in order to secure an even temperature. There will be no perceptible change in the fruit while in transit, and, if dealers are careful to keep what they buy in a cool place, a great deal of it can be worked off at a profit; but if it is placed in a warm room, fermentation will begin and the fruit will soon become worthless. Our quotations are for fruit that has not been touched by frost, and, if you are offered fruit for less money, you are quite likely to get oranges which are more or less frozen. Sicily oranges have jumped up \$1 per box, and so many orders have been placed for Californias that the exchanges have issued circulars stating that they will accept no more orders for two weeks.

Peanuts—The new stock is coming forward in excellent condition and is being offered at prices which would seem were rock bottom. The nuts are sufficiently dry now to warrant placing in stock and will not shrink in weight by further drying out. Shelled goods are easy, and especially so are the No. 1 and No. 2 Virginias.

Candy—No material change in prices, as sugar has remained stationary. Grocery mixtures are being sold very low, but there are few large orders. French and handmade creams, chocolates and the finer lines of good are selling fairly well and the manufacturers are hopeful.

The directors of the National City Bank (Grand Rapids) made no mistake, Monday, in electing Constantine Morton to succeed the late Thos. D. Gilbert as President of that institution. Mr. Morton is a gentleman of wide experience and excellent judgment, having been engaged in active business enterprises for nearly thirty years, during which time he has acquired a knowledge of affairs and an insight into men and methods which will be of paramount value to him in his present position.

## Gripsack Brigade.

Percy D. Wells has signed with the Peerless Manufacturing Co., of Detroit, for 1895.

At the annual meeting of Post F (Saginaw) Geo. A. Reynolds was elected Chairman and A. R. Sutton Secretary.

J. N. Faulkner & Co. have engaged C. E. Northrup to represent them on the road. He will buy logs and lumber, as well as sell lumber.

W. F. Blake takes \$5,000 stock in the Worden Grocer Co. and will transfer his allegiance to that house from the Musselman Grocer Co. as soon as his successor can be selected and qualified.

R. J. Ferris, formerly on the road for the Royal Furniture Co., but more recently with the Oriel Cabinet Co., has engaged with C. P. Limbert for 1895, covering the trade of the Eastern States.

W. D. Downey, Western Michigan representative for E. B. Miller & Co. (Chicago), was called upon to mourn the death of his mother on Jan. 7. He has the sympathy of the fraternity in his affliction.

Ed. P. Andrew (Farrand & Votey Organ Co.) was in Hastings last week and caused the arrest of Thos. McGuigan on a charge of embezzling \$211.10, as the proceeds from the sale of four organs. The accused lies in jail in default of bail in the sum of \$350. Mrs. McGuigan attributes her husband's misfortune to his appetite for strong drink, asserting that the profits on organs sold was ample to support his family and meet the necessary expenses of selling, so that defalcation was unnecessary.

L. M. Mills (Morrison, Plummer & Co.) was called upon last Thursday to mourn the death of his mother-in-law, Mrs. Eliza McDowell, who expired after five weeks' illness from paralysis. Deceased was a person of beautiful character and bore up bravely under more trouble than ordinarily comes to the average individual. The remains were taken Monday to Traverse City, the former residence of the deceased, where the funeral and interment were held in the afternoon.

## The Grain Market.

Wheat closed strong at the end of the week with an advance of  $\frac{1}{8}$  c and held firm, owing to the buying of the short interest who covered their short sales before their loss would be greater. All calculations point to a much less amount in farmers' hands than was supposed to be. Receipts in the Northwest are falling off, as was anticipated, and there is a rumor of freight rates being reduced on wheat to what they were before the advance, or a deduction of 5c per 100 pounds. We are still inclined to the belief that wheat is good property to hold at present prices, especially as our exports are holding up and are increasing. Corn is, or seems to be, weak, and the demand is nominal at present prices; while oats, in sympathy with wheat, are strong, with a higher tendency.

Receipts during the week were: wheat, 60 cars; corn, 5 cars; and oats, 2 cars—the wheat being all for the mills here.

C. G. A. VOIGT.

John E. Gleason, of the firm of Gleason & Murray, general dealers at Lake City, was in town several days last week selecting a new grocery stock for the branch store the firm is opening at Falmouth.



## WHAT REGULATES VALUES.

The proposition that the value of a thing must be governed by the cost of production is as false as that it is measured by its usefulness, as is easily seen in any survey of the ordinary prices of necessities in the markets of the country or of the world.

Some ten or a dozen years ago cotton sold in New Orleans for 10 cents a pound, and wheat sold in Chicago for 100 cents a bushel. The cities mentioned are respectively the most important cotton and wheat markets in the world. It is not likely that the costs of producing wheat and cotton have declined to any extent in the past ten years, certainly not in any such ratio as the price has gone down. Evidently the prices of wheat and cotton to-day, standing relatively at about 50 cents a bushel for the one and 5 cents a pound for the other, cannot have been the results of decreased costs of production. Nor can their diminished values have been caused by any decline of usefulness, since these staples are just as much necessities of life as they were when they sold for double the values that can now be claimed for them.

It should not require any further demonstrations to show that the standard of value does not depend on the cost of production, or upon the usefulness of the articles themselves, and there must be some other explanation of the regulation of value, keeping always to the general doctrine that a thing is worth just what it will bring in the open market.

Passing by the entire subject of barter which existed before money was invented, it will be necessary to consider the money metals, gold and silver, since all paper currency, whether in the notes of governments, banks or individuals, is simply made up of promises to pay gold and silver, or either. Mankind had reached a high state of civilization before money was invented.

The extreme inconvenience of barter had been established, and it was necessary to devise some method by which exchanges of value could be readily and accurately made. Gold and silver had long been objects of admiration and extensively used as ornaments and adornments for the persons of the wealthy and distinguished, and, being also recommended by their practical indestructibility and resistance to decay and rust, were chosen as representatives of value. Precious stones might on some accounts have been selected, but they could not be divided into larger or smaller proportions to make payments, and obviously the choice fell on gold and silver.

Gold, being the more beautiful in public estimation, was held in greater admiration, and its extreme weight gave an idea that a greater value was concentrated in it. Bulk for bulk, gold is about twice as heavy as silver, and, therefore, an ounce of gold will occupy about half the room required for an ounce of silver. In the far East, in early times, gold was held to be only twice as valuable as silver, and this reckoning appears to have been based on the relations of weight. The relations of the two metals in the time of the Romans was somewhat variable, but was generally one of gold to twelve of silver, and this ratio seems to have generally obtained up to the discovery of America.

The Spaniards having opened to the nations the treasures of the New World, which they for centuries practically controlled, some time about the year 1700 established the ratio of 16 to 1, which has since been accepted throughout the commercial nations. Mexico and Peru, which were the principal sources of the Spanish treasures, were far richer in silver than in gold, and it was doubtless upon the basis that silver was sixteen times as abundant as gold that influenced the determination of the Spanish mint to establish such relative values for the two metals. When the great mines of California and Australia, the richest the world has ever known, poured their floods of gold into the commerce of the world, the idea began to be entertained that the yellow metal would become more abundant than the white; but the subsequent discoveries of silver and the fruitfulness of the old mines soon dispelled this idea, and the ratio of the two metals remains as it was established by the Spaniards.

One of the circumstances that has long operated to create and maintain a preference for gold was the action of the British Government, which in 1816, by the advice of Sir Isaac Newton, who was Master of the Mint, charged a higher seigniorage upon the coinage of silver than of gold; so it was more advantageous to keep gold in England, and to send silver abroad to pay foreign debts with. Other nations were perfectly willing to accept silver at the ratio of 16 to 1, and, as a result, England secured a large stock of gold, while the silver was put off on foreign countries.

But, of course, this is not the only reason for the decline of silver in the past few years. It is the result of the failure of the gold mines which were once so rich, while the silver product shows no such falling off until since it became unprofitable to work the less prolific mines. But should there be any increase in the value of silver, there will be no difficulty in securing ample production.

Coming back to the question of values, it appears that the relative conditions of demand and supply have more than anything else to do with regulating prices. When the crops, for instance, are very abundant, prices will go down. When they are cut short, prices will go up. This country has been recently treated to a remarkable spectacle in the price of corn rising above that of wheat. Ordinarily wheat stands far above corn; but in 1904 an abundant wheat crop was harvested in summer, while the corn, which is a fall crop, was cut off by excessive drought. The scarcity of corn raised its value, while the abundance of wheat operated to depress its own market.

The excessive crops of cotton and wheat have depressed the prices of those articles, just as the excessive production of silver in proportion to gold has reduced the value of silver. It is useless to talk of putting up prices by legislation. No law which the United States can make will enhance the price of silver or depress the price of gold in London. Everything depends on the great laws of demand and supply.

In old times we used to wear homespun clothing. Now a great many people are using homespun ideas of government and they are about as rough and knotty as the threads in our homespun clothes.

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

Sold by All Wholesale Dealers Traveling from Grand Rapids.

OYSTERS.

Anchor Brand

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

F. J. DETTENTHALER.

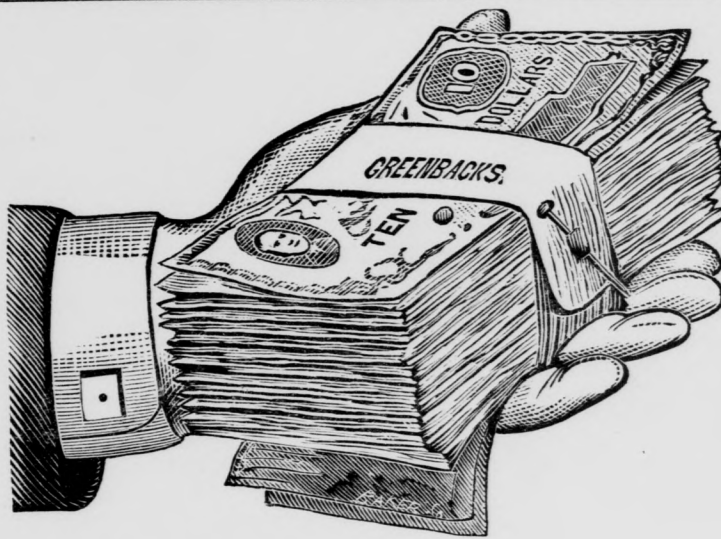
The Salt  
that's all salt

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

Diamond Crystal Salt

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

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



\$20,000

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

Candy

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

The Putnam Candy Co.

## THE DRUMMER'S ORDEAL.

My fellow passenger drew a long breath through the cigar stump between his teeth until it burned like a crematory furnace, and enveloped me in a haze of smoke; then he lighted his third cigar, settled himself back in his seat and began:

"Six years ago this coming January 19th I reached Spikers Station on the 5:14 train in the afternoon. I was traveling for a wholesale grocery firm, and was engaged in working the trade in this part of the State. Spikers is a little place.

"Only one local train a day stops there. The place consists of a forlorn station, a few poor frame dwellings, a store kept by a Scotchman, a saloon and a blacksmith shop. This, you know, is a sparsely settled region. At intervals in the broad expanse of scrubby woods there are small farms and an occasional ore bank or sawmill upon which the few inhabitants depend for their livelihood.

"I got off the train and hurried over to the store. As it was already dark the place was filled with loafers, rough-looking fellows, who stared in a vacant way as I unpacked my sample cases and spread the goods upon the counter. I knew the storekeeper, and had no trouble in selling him a bill, so that when I finished business with him at the end of an hour I felt amply repaid for my trouble. Then I began to look about for a place to spend the night.

"I found that the Pittsburg express stopped at Schmucker's Junction, three miles up the track, and that by good, brisk walking I would be able to catch it comfortably. I made arrangements to have my cases sent on by the local train next day and then took my leave, after having received explicit directions to follow the beaten path along the railroad.

"As I left the store I noticed, but did not heed, the sinister glances that three of the loafers who were sprawling along the counter cast upon me.

"It was a clear night; the moon was just rising above the mountains in the East; the air was cold and crisp and the ground frozen hard. In a few moments I passed the last house, reached the railroad and was reeling off rod after rod of the hard white path that stretched before me. I soon arrived at the woods and was plunging deep into their heart. I had set for myself a brisk, bracing pace and at first felt not the slightest uneasiness at my lonely condition, dark and forbidding though the woods seemed. But as I proceeded deeper and deeper,

until I could make out nothing down in the woods, suddenly I heard the wheels of a vehicle. I stopped and listened. It became louder and louder, as if approaching me, and then began to die away, and soon was lost in the noise of leaves and limbs.

"When I had gone about a mile and a half I found myself within a few yards of what appeared to be a wood road, that wound out from among the trees, crossed the track, and then lost itself in the blackness on the other side. I had just passed this road, when I was startled by the sudden sound of a footfall behind me, and before I could turn, two horny hands had seized my throat and held me fast. I tried to cry out, but my effort was stopped by a firm clutch of the strong fingers. Then two men appeared, and in another instant I lay helpless on the ground.

"The three ruffians were big, burly fellows, so heavily muffled up that beyond a few stray whiskers I could make out nothing of their faces. All my efforts at kicking and struggling proved vain. One sat on my legs and coolly tied my feet; another bound my arms, and then the clutch on my throat was loosened and I was allowed to breathe. In a few moments they had taken everything of any value that I had upon my person—a watch and my money, not much, only a few hundred dollars.

"This done, I thought that I would be allowed to go, but reckoned wrongly. One seized my hands and another my feet, and they laid me across the track. My horror knew no bounds when I realized what this meant. One of the brutes tied my feet hard down to the rail. I begged and threatened, pleaded and expostulated, offered them a reward for my release, and dire vengeance if they left me there, but in vain. They coolly wrapped the rope round and round my ankles and under the rail, and then, fastening my arms at the elbows, they proceeded to secure my body.

"The tighter I felt the rope drawing to hold me until the express freed me from the track and the world the more I pleaded. The final answer was a blow on the mouth and the information that they 'wasn't goin' to have me telling tales.' Then they left me.

"I heard the rattle of wagon wheels as they drove away. And then I was alone. I twisted and tore and writhed in my frantic efforts to free myself until exhausted. Time passed slowly. I pictured myself lying in pieces along the track.

## 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.

## 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.

## It Has No Equal



We know it because we sell more each year.

The Jobber sells more!

The Retailer sells more!

The Consumer buys more!

The Babies cry for more, and more mothers write us stating that the

**Gail Borden Eagle Brand Condensed Milk**

Is unequalled as a food for infants.

It Pays to Handle Such Goods

For Quotations See Price Columns



"At last I heard a ringing in the rails, a low, plaintive ringing that told me that the express was coming. Only a few moments and it would be on me. I twisted and writhed in one last desperate struggle for freedom. I tore and kicked until the ropes cut into my flesh, and my clothes where the thongs were grew hot from friction.

"The ringing became louder, until at last it developed into a roar. I looked down the track and saw the faint gleam of the headlight as the engine rounded a curve. One more minute!

"Frantically I struggled. Nearer and nearer came the flying train; louder and louder became the roar and ringing in the rails—so loud that it drowned my wild screams. The headlight was blinding me—all was over. No, I continued to struggle. Then I felt a burning sensation in my legs—a terrible heat—and an odor of burning clothing followed. I raised my head and the gleam of a flame met my eyes. There was a sudden flash, and in an instant my feet were enveloped in fire. I realized it then—the friction of the thongs, in my tremendous struggles, had set fire to my trousers.

"Suddenly, almost miraculously, the ropes unloosed—they had burned off and my feet were free. I raised myself on my back and waved my blazing legs in the air. There was a whistle for down breaks, a jarring of the rails as the wheels slipped over them—the headlight was right over me, blinding me by its brilliancy—but too late! I felt the cow-catcher's nose gently rub my back and then it stopped. I was saved!

"The whole train crew and all the passengers rushed up. In a few seconds the fire was extinguished, and I was carried by kind hands into one of the cars. Ah, that was a terrible experience! I hope I may never have another such."

"So do I," I joined in heartily.

The speaker paid no attention to me, but continued: "I lost fifteen pounds in fifteen minutes, a gold watch and \$300. My trousers, a new pair not yet paid for, were burned into knickerbockers. The bruises I recovered from. It was just six years ago and—"

He blew out a great puff of cigar smoke and was about to continue when above the buzz of conversation and rattle of the train arose the nasal tones of a farmer in the seat behind us as he exclaimed to his companion:

"Et do beat all th' way this 'ere kentry's growin', Sam. Two years ago they wasn't a house er a store at Spikers Station, an' now it's gettin' quite a place."

#### Things to Remember When Purchasing a Microscope.

From the Meyer Brothers' Druggist.

The expense of ignorance is ever evident to the observing person. In fact, every one realizes the cost of the bitter lesson taught by experience. We were made to realize this recently when called to examine a microscope which a druggist had purchased at an expense of \$45. The owner of the instrument was obliged to depend on the judgment and integrity of the firm from which he ordered, as his knowledge of the instrument was limited to its name. As a result the druggist exchanged his \$45 for a microscope that we would not pay \$10

for, unless it was to have a specimen as a cabinet example of different styles of manufacture.

It is just as true as it is unfortunate that the market is flooded with poor microscopes which are being sold at extravagant prices. It affords us pleasure to say that they are not the product of American industry, but are brought to this country to satisfy that morbid idea that so many have which leads them to believe in the superiority of anything that is "foreign," and rave over the article from Paris. It is not our intention to convey the idea that all foreign microscopes are of an inferior quality, for this is far from the truth. However, it is noteworthy that the United States manufacture fewer poor instruments than are imported for sale here. In fact, there is no necessity or even a good valid excuse for a pharmacist purchasing anything but an American microscope.

A word of advice avert the subject of selecting a microscope for pharmaceutical work may not be amiss at this time. Students at colleges of pharmacy, and those druggists who live in cities where such institutions exist, should embrace every opportunity of acquiring a knowledge of the microscope as an optical instrument. This will enable them to select the microscope most suitable for the work and within the range of their means. Do not invest less than \$25, and if possible spend \$50 or \$75 for an outfit.

Those who are so situated that they cannot become familiar with the microscope and be their own judge must depend on others for a selection. Their opticians, as a rule, are not microscopists, much less pharmacists, and their judgment is often materially strabismic from the effects of the profit influence. To them the best microscope is the one that costs them the least and sells at the highest price. It is far better for a druggist to consult some competent microscopist and place his order accordingly.

#### The Drummer's Prayer.

Our landlord at the head of the table, we hallow thy name. Let thy beefsteak come, let it be properly done, and let it be free from taint. Give us this day some ham and eggs, also fruit in season; forgive us when we kick as we forgive those who kick against us; put us not in unclean and buggy beds, deliver us from dirty towels and cockroaches, and thine be the glory and two dollars a day for ever and ever.



Mail and telegraph orders receive special attention.

### P. Steketee & Sons

will show a large line of Outing Shirts ranging in price from \$2.25 to \$6 per d. z. 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.

## 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.



## THEY ALL SAY

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

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



## JOBS IN RUBBERS!

Just the thing for

- - A LEADER.

WRITE FOR NET PRICE LIST BEFORE THEY ARE ALL GONE.

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

## STORE RULES

## Adapted to Establishments Employing Many Clerks.

An army is exactly what its leader is. If a strict disciplinarian, a devotee of tactics, a thorough drill master, it will be a perfect human machine like the German army. If the commander lacks military effectiveness, disregards details, is lax in enforcement of orders, the rank and file will be sleeping at their posts, neglecting duty and inattentive to the care of arms, etc. It is the same with a store. If the proprietor has at heart the interests of his business, is enthusiastic, on hand early, late and all the time, is master of his calling, takes a pride in store service, his clerks will like him, or else they are good for nothing.

Written rules may be necessary; certainly are in establishments having a large number of men, but whether it is best to have printed rules in a store employing a few men is a matter of controversy. The general opinion is to enforce unwritten rules by example and precept. A firm of enterprising grocers issues a cardboard folder to its employees which reads as follows:

## RULES FOR BUSINESS CONDUCT.

1. All inside employees, except cashier, required to be on hand at 7 o'clock a. m. sharp, and immediately proceed to business at their respective places. Cashier to report at 8 o'clock sharp. Store opens at 7 o'clock a. m. and closes at 6 p. m., with the exception of Saturday, which night store remains open until 10 o'clock. During holiday season or on exceptional occasions all employees are expected to report for duty after regular business hours, if necessary.

2. One hour only allowed for meals. No employee will receive pay for services not rendered. Each one must stand his own loss of time.

3. No smoking, or expectorating tobacco juice, by employees permitted in our building.

4. Loud talking, laughing or whistling in the salesroom by employees is strictly forbidden. When clerks are conversing together, they must not do so loudly enough to attract attention.

5. Arguments between clerks and customers or between employees will not be allowed. Arguing strike questions and political discussions are not necessary in the salesroom, and often serve to create a bad feeling. Therefore, all are requested to refrain from such arguments.

6. There is always something to be done in a store; no time should be wasted. Business, now, is concentrated into the hours between 7 a. m. and 6 p. m., and every moment needs to be improved. Therefore, we cannot allow visiting with companions who may come in, reading, or anything that will divert from business.

7. "Be methodical if you would succeed in business, or in anything." "A man for every place, and every man in his place." The duties of each employee will be distinctly stated, and each employee will be held responsible for the performance of those duties.

8. Customers must be served in their regular turn. No deviation from this rule will be permitted unless you have a sufficiently good reason, and then only after having received permission from the other customer. All, whether rich or poor, must have the right kind of attention and treatment.

9. Employees purchasing goods must fill out a regular order blank (or have it filled out), and have the goods put up and checked by the order clerk, the same as any other customer, whether the goods are to be delivered by wagon or not. Five per cent. discount allowed from retail prices.

10. No employee allowed to pay out money from the cash drawer for any purpose whatever, except he be authorized by one of the proprietors.

11. If through carelessness of employees in store, or delivery clerk, goods or any other articles belonging to the business be lost, destroyed, broken or damaged, the loss must be borne by the employee. No merchant ought to stand losses through carelessness of his employees. (This does not include unavoidable accidents.)

12. Employees are not allowed to make a practice of chewing gum, eating confectionery, fruits and other expensive goods out of the stock. The aggregate amount consumed by a large number of employees during a year would astonish one, and is more of a loss than the business can stand in these days of keen competition.

13. Delivery clerks are not allowed to take persons on the wagons for a ride while delivering goods. The only exception to this rule would be in the case of a customer or his children going to or from our store. Neither do we allow companions to occupy your time while at the stables.

14. Once each week on Wednesday night, between the hours of six and seven o'clock, our store floor must be cleared of all goods and scrubbed or mopped. All inside employees (except lady cashiers) who have been on duty that day are required to help. No excuse will be accepted.

15. Each salesman shall have certain stated shelf and counter space to arrange and keep clean at odd moments. Every shelf must be dusted and faced up full each morning.

16. Employees must exercise great care in weighing goods; neither short nor over weight will be allowed. Scales must be cleaned and balanced every morning. No guessing at measures, such as scooping up a quart measure half full for a pint, or shoveling a bushel basket half full for a half bushel. Your time is paid for, and we want you to take time enough to do everything right.

17. Delivery clerks must examine wagons carefully every morning to see if any repairs are needed, so that delay shall not occur while on the routes. Horses must be shod before 8 a. m., if needed that day.

18. In taking orders, see that the carbon paper is straight and even between order-sheets. Write each article plainly. Use abbreviations only when necessary, and then so that it will surely be understood. Use sharp pencil, and bear down sufficiently hard to get a plain duplicate. Every order must have date, initials or name of customer in full, street and number, and salesman's letter; otherwise you will be required to re-write it. Make no promises to customers that you do not know the house can keep. Each one is held accountable for any trouble arising through his failing to observe any of the above points. Order-sheets and cash checks must be perfectly separated along perforated lines.

19. Every employee in the house is expected to do his utmost in the way of saving. Use only the right sized sacks and paper. Use enough twine to make the package secure but no more. Turn gas low in cellar after using. Be careful not to leave "odds and ends" when cutting cheese, bacon, butter, etc. Keep potatoes shoveled up clean in bins. Save nails and cord when practicable. Pick up all sacks and paper which may drop on the floor, before they become soiled. See that goods do not get out of place, and so neglected and spoiled.

20. We must all improve in our manner of wrapping up packages and having them securely tied. Nothing evidences more the character and tone of a merchant and the store than the style of packages sent out.

21. Much depends on the treatment that customer get at the hands of clerks as well as proprietors, whether we please or hold their trade. Each one is required to treat politely each one, young or old, rich or poor, under all circumstances, who enters our store. No impatience or incivility toward any one will be allowed. This rule will apply also among employees.

## A Serious Mistake.

McSwatters—I made a bad break yesterday.

McSwatters—What was that?

McSwatters—You know I've been trying to get rid of Smugs; well, I thought that I was giving him that cigar you gave me but instead I gave him one of my perfectos. The result: I can't shake Smugs now, and when I smoked your cigar it gave the parrot a hemorrhage.

## Reeder Bros' Shoe Co.,

STATE AGENTS FOR

## The Lymcoming 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, Asst. 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 \*7:30am  
RETURNING FROM CHICAGO.

Lv. Chicago 8:35am 5:00pm \*11:45pm  
Ar. G'd Rapids 3:05pm 10:25pm \*6:35am

## TO AND FROM MUSKOGON.

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

## TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

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

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

## PARLOR AND SLEEPING CARS.

Parlor car leaves for Chicago 1:25pm. Arrives from Chicago 10:25pm. Sleeping cars leave for Chicago 11:30pm. Arrive from Chicago 6:25am.  
\*Every day. Others week days only.

## DETROIT,

Oct. 28, 1894

LANSING &amp; NORTHERN R. R.

## GOING TO DETROIT.

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

## RETURNING FROM DETROIT.

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

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

## TO AND FROM LOWELL.

Lv. Grand Rapids 7:00am 1:30pm 5:25pm  
Ar. from Lowell 12:40pm 5:30pm

## 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 &amp; MILWAUKEE Railway.

## EASTWARD.

Trains Leave	No. 14	No. 16	No. 18	No.
G'd Rapids, Lv	6:45am	10:30am	3:25pm	11:00pm
Ionia, Ar	7:40am	11:25am	4:27pm	12:35am
St. Johns, Ar	8:25am	12:17pm	5:20pm	1:25am
Owosso, Ar	9:00am	1:20pm	6:05pm	3:10am
E. Saginaw, Ar	10:50am	3:45pm	8:00pm	6:40am
Bay City, Ar	11:30am	4:35pm	8:37pm	7:15am
Flint, Ar	10:05am	3:45pm	7:05pm	5:40am
Pt. Huron, Ar	12:05pm	5:50pm	8:50pm	7:30am
Pontiac, Ar	10:53am	3:05pm	8:25pm	5:37am
Detroit, Ar	11:50am	4:05pm	9:25pm	7:00am

## WESTWARD.

For Grand Haven and Intermediate Points 7:00 a. m.  
For Grand Haven and Muskegon 1:00 p. m.  
Mil. and Chl. 7:35 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. 16 Parlor Car. No. 32 Wagner Sleeper.  
Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner Sleeper.  
JAS. CAMPBELL, City Ticket Agent.

## Grand Rapids &amp; Indians.

## TRAINS GOING NORTH.

Trains	Leave going North
For Traverse City, Petoskey and Saginaw	7:40 a. m.
For Traverse City	8:45 p. m.
For Saginaw	5:00 p. m.
For Petoskey and Mackinaw	10:25 p. m.

## TRAINS GOING SOUTH.

Trains	Leave going South
For Cincinnati	7:25 a. m.
For Kalamazoo and Chicago	2:15 p. m.
For Port Wayne and the East	9:15 p. m.
For Cincinnati	8:40 p. m.
For Kalamazoo and Chicago	11:40 p. m.

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

Trains	Leave	Arrive
Lv Grand Rapids	7:25 a. m.	2:15 p. m.
Ar Chicago	2:40 p. m.	9:05 p. 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	6:50a m	3:30 p m
Ar Grand Rapids	2:50pm	9:15 p m
3:30 p m. train has through Wagner Buffet Parlor Car.		
11:30 p m. train daily, through Wagner Sleeping Car		
Muskegon, Grand Rapids & Indians.		
For Muskegon—Leave	7:25 a m	9:55 a m
	1:00 p m	1:15 p m
	4:40 p m	6:30 p m
From Muskegon—Arrive		
		9:55 a m
		1:15 p m
		6:30 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.



## MEN OF MARK.

C. I. Clapp, Manager of the Michigan Manufacturing Co.

Chas. I. Clapp was born at Hartsville, New York, Feb. 5, 1858. When 6 years old his parents removed to Blissfield, Lenawee county, Michigan, and three years later they again changed their residence to Kalamazoo. Here the subject of our sketch attended school for eight years, when his family removed to Otsego, where Mr. Clapp entered to employment of C. W. Edsell, who at that time conducted a dry goods store there. He subsequently worked for P. W. Travis, but, after three years' experience in the dry goods business, he embarked in the bakery business on his own account,



subsequently conducting a grocery store, managing both enterprises with signal success for nearly eleven years. Six years ago he began manufacturing shirts, pants and overalls in a small way, beginning with four machines run by foot power. Two months later he added two more machines and put in steam power, and a year later he took into partnership Messrs. Ross and Miller, at which time the firm name was changed to C. I. Clapp & Co. and the business moved to more commodious quarters in the building formerly occupied as a hoe factory. In April, 1892, the business was merged into a stock company under the style of the Michigan Manufacturing Co., with an authorized capital stock of \$50,000, of which \$22,000 is paid in. The capacity was gradually increased until, a few months ago, forty-four machines were in continuous operation. Feeling the necessity of better banking and shipping facilities, as well as the prestige which necessarily attaches to a larger market, the company decided to move its business to this city, where it located, some weeks ago, on the second and third floors of the Reid building, at the corner of Louis and Campau streets. Here the capacity has been increased by the addition of eleven machines, including a number of special machines which curtail very materially the work ordinarily done by hand and by slower machines. Four traveling men are kept constantly on the road working the trade of this State, while the Chicago branch—the house of Wyckoff & Co.—keep several men at work in the West.

In the early history of the enterprise, Mr. Clapp christened his goods the "Ideal," and the brand has become a

familiar word in so many households that a proposition will be submitted at the next annual meeting of the stockholders to change the name of the company to the Ideal Clothing Co.

Mr. Clapp served Otsego faithfully as Trustee for two years, and held the responsible position of Treasurer for two terms. He was organizer and manager of the cornet band, a musical organization which won many honors for its members and the village. He was superintendent of the water works for five years, beginning with the creation of the system and closing with his removal to this city. He was last year Vice-Chancellor of Otsego Lodge, K. of P., and a member of Otsego Division, No. 7, U. R., K. of P., and the esteem in which he is held by the members of the order was given expression, on the occasion of his removal to Grand Rapids, in a banquet in his honor, which was participated in by nearly every member of the organization. Numerous impromptu speeches were made, deprecating Mr. Clapp's departure from the scene of his early labors and triumphs and paying hearty tribute to his many manly qualities as a brother and a citizen.

Personally, Mr. Clapp is a genial gentleman whose acquaintance is a pleasure and whose friendship is a treasure. Loyal to his friends, faithful to his business and zealous in the cause of humanity, his career presents a striking example of the distinction a man can achieve in the business world who is actuated by generous impulses and correct business methods.

## The Drug Market.

Gum opium is weak and lower.  
Morphia is unchanged.  
Quinine is steady.  
Gum camphor has declined.  
Gum kino is very scarce and higher.  
Oil anise is lower.  
Oil cassia has declined.  
Oil cubebs is lower.  
Serpentaria is scarce and has advanced.  
Sugar of lead is lower.  
Linseed oil is very firm. An advance was noted of 2c in Chicago Saturday.

## PRODUCE MARKET.

Apples—There is a fair outside demand for small lots, but the local demand is very moderate. Baldwins are about the only variety moving, commanding \$2.25 per bbl.  
Beans—Light receipts have forced the market up 5¢ to 10¢, in consequence of which local handlers pay \$1.30 to \$1.35 for country picked, holding city picked at \$1.60 in small lots and \$1.55 in car lots.  
Butter—Never flatter at this season of the year, due to the encroachments of the imitation article. The market is so utterly devoid of feature that quotations are useless.  
Cabbage—Price ranges from \$2.24 per 100, according to size and quality.  
Celery—Is held by dealers at 10 to 12¢ per doz.  
Cranberries—Leach's Walton Junction fruit is eagerly sought for by the trade at \$3.50 to \$3.75 per crate, according to quality.  
Eggs—20¢ for strictly fresh, 12¢ for pickled and 18¢ for cold storage stock.  
Lettuce—1 to 1½¢ per lb.  
Onions—Red Weatherfields and Yellow Danvers command 35¢ per bu. Spanish stock, \$1 per box.  
Parsnips—3¢ per bu.  
Potatoes—The market is quiet, but another week will probably witness a revival of the seeding demand from the South, which will have a tendency to stiffen the market. Local handlers pay 40¢ here and about 3¢ at outside buying points. Transactions in a small way are on the basis of 45¢.  
Radishes—Hot house stock commands 30¢ per doz bunches.  
Sweet Potatoes—Kiln dried Jerseys command \$3 per bbl. Kiln dried Illinois stock is held at 25¢ less.  
Squash—Hubbard brings 1½¢ per lb., but the market is strengthening and may go to 2¢ before the end of the month.

## SHAW'S NAME FILE OR LIGHTNING ACCOUNT KEEPER.



No Day Book. No Ledger. Enter accounts on slips instead of day-book. File these in pockets. Names will make an index. Each pocket holds 30 or more slips.

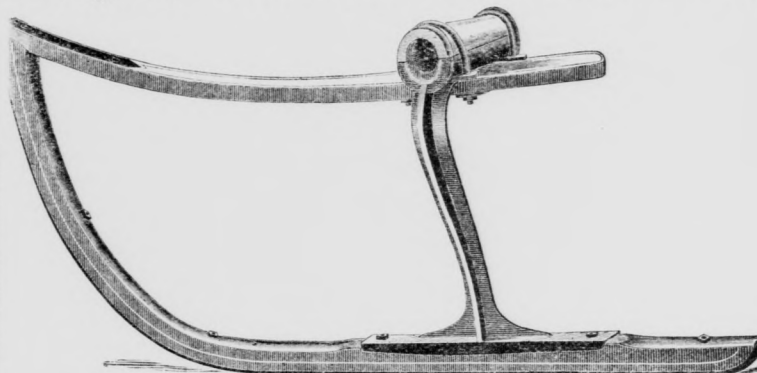
Strong testimonials and descriptive circulars furnished by

J. C. SHAW, Sole Mnfr.,  
29 Canal St., Grand Rapids.

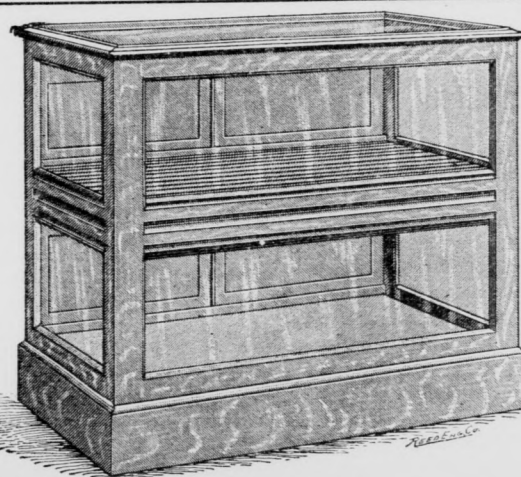
Big Money to Agents.

FOR ALL KINDS OF

Sleighs, Cutters and Runners,



Write BROWN & SEHLER, West Bridge St., Grand Rapids, Mich.



NEW CIGAR SHOW CASE.

Heyman  
Company.

Write for Prices of  
Any Kind.

63-65

Canal St.,

GRAND RAPIDS,

MICH.

## Drug Department.

### State Board of Pharmacy.

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

### Michigan State Pharmaceutical Ass'n.

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

### Grand Rapids Pharmaceutical Society.

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

### Preliminary Education of Apprentices in Pharmacy.

The necessity of a satisfactory preparatory education of those who enter drug stores to learn the art of pharmacy has been again and again discussed by writers on pharmacy topics, but no progress has been made. Under our laws every drug store must be conducted by a "registered pharmacist," and, therefore, every manager of a drug store is a pharmacist. The boy he takes into his store to learn the business becomes an apprentice, and a drug clerk, or the proprietor of a drug store, in the course of time. No matter how ignorant he may be, having gotten in he rarely gets out again.

Every intelligent man, who honestly and earnestly desires to see the day when a satisfactory standard of education shall be established in our profession, must realize that at the bottom of any shortcomings in that direction lies the absence of restraint upon the introduction of unfit recruits.

Only a small proportion of these apprentices, and generally the better part of them, ever come to the colleges of pharmacy. Hence the colleges cannot remedy the evil.

There seems to be no way by which the influx of unfit material can be prevented, except through the State boards of pharmacy.

A person who has not gone to school long enough to learn to spell common English words, or to estimate correctly the quantities required for the production of a given amount of a solution of any fixed percentage strength, or to calculate the size of each single dose of a poisonous ingredient in a prescription, cannot be fit to become a pharmacist; and this is so self-evident that, in the absence of any specific legal standard of a preliminary education of apprentices, it is the duty of the boards of pharmacy to examine into the fitness of all candidates for registration, not only with reference to their knowledge of chemistry and pharmacy, but also with reference to their general intelligence and education.

The introduction of a fixed minimum standard of compulsory preliminary education of apprentices must be brought about; but, until this shall have been accomplished, the State boards should refuse to register as a pharmacist or assistant pharmacist any candidate whose preparatory education is of so low a grade as to render it plain that he ought never to have undertaken to learn chemistry and pharmacy. The scholars of our public schools are not allowed to enter the high school until they are fitted to do so; why should any one be permitted to enter upon the study of pharmacy until reasonably prepared for it?

The lowest standard of compulsory preliminary education that might at first

be adopted is one equivalent to the requirements for admission to the best American standard high school. If the State boards of pharmacy would henceforth require at least that amount of general education of every candidate for registration, we would at once begin to make marked progress. Examinations of candidates to determine their general education might be omitted in all cases where satisfactory evidence is presented by them showing that they possess the education required.

No real general improvement in the status of pharmaceutical education can be expected without positive measures to compel sufficient preparatory education; and a sufficient standard of the compulsory preparatory education of all persons who enter drug stores to learn pharmacy is no less important than the pharmaceutical colleges, the pharmacy laws, and the State boards of pharmacy.

OSCAR OLDBERG.

### What is a Thing Worth?

The ancient political economists were much given to theorizing about finance and values, and one subject that was given a great deal of attention was the actual meaning of "value."

It was not strange, when men dealt largely in theoretical philosophy and gave little attention to practical facts, that they should have busied themselves with complicated discussions as to the basis of value; but it is surprising that, in this day of realism in philosophy as well as in political economy, anybody should vex himself with any elaborate speculations as to why a thing has value in the commerce and economy of the world.

But recently a very learned and elaborate book on the subject has appeared from the pen of Weisner, a prominent Austrian writer on political economy. It is entitled, in a translation which has been made of it, "Natural Value." However interesting to political philosophers, such a book is worth little in practical business life. Nevertheless it is worth while to gain some definite idea of the basis of value.

It should be understood that there is no absolute innate self-existing standard of value. A thing is worth what it will bring in the market, and the price depends upon how great is the momentary demand for it. When large consumers go into the market to purchase supplies, they create a sudden demand for a particular article, and so there is an immediate rise in its market price. This demand having been satisfied, a lull follows in the trading in that article, and so the price declines. Thus is seen the almost daily fluctuations in the markets for the principal articles of consumption.

Some of the writers have essayed to found values on the utility or usefulness of articles, but no rule of that sort will hold good. Wheat and cotton may be considered absolute necessities of life. The world cannot get on without them; but the market prices of those articles vary every day, their values being affected, as has been seen, by the special demand, as well as by the general demand and the supply. Some theorists have proposed to base the value of an article on its cost of production; but that is an entirely fallacious position, since every day is seen the spectacle of many useful articles sold below the cost of making them. All depends upon the extent to which such articles are needed.

Everybody knows that the mere reduction of prices is not sufficient to sell out a stock of goods. If people do not at the moment need the articles they generally will not buy, no matter how low the price. Nevertheless it is wise to purchase articles of necessity when the price falls below the customary average.

The terms "general demand" and "special demand" need a word of explanation. There is a general demand for wheat and cotton. There are so many human beings who must have clothes and food; consequently there will be a certain demand for cotton and wheat. But this general demand is not always the same every year. If it were known just how many persons had to be supplied with food and clothing, and just how much wheat and cotton each would require, it would be easy to figure out the wheat and cotton markets so far as the general demand is concerned.

But there is a special demand. Suppose a large purchaser of wheat or cotton, having laid in his supplies, should find that the ship in which they were being transported, or the warehouse in which they had been stored, had been destroyed by fire, or other casualty, such losers would require again to go into the market to supply their special demand. This fact might make the price go up. But there is another sort of special demand which for the moment largely increases the value of an article. The traveler who is waylaid by robbers would, at the critical moment, give a big price for a loaded pistol. When King Richard III offered his kingdom for a horse at the battle of Bosworth, he announced an enormous rise in the price of horses; but the demand was limited.

But all values of marketable products come back to a simple basis of values. In barbarous ages there was no money, and all business was done with barter. All exchanges were the swapping of products, or the exchange of products for services. There was a sort of general agreement about the value of articles or services; but where there was an urgent need of something, that something was held at a higher rate. In the same way, when there was a redundancy of certain things, they had to be disposed of at a lower valuation. It is just the same today.

When commerce grew to meet the demands of the civilized states of society, barter gave place to money. Articles convenient for exchange and transportation were adopted for money, and finally the general choice fell on gold and silver, because they were not subject to be destroyed by rust and decay, and were, of all other articles, least perishable. But gold and silver have never had an absolute and unchangeable value. There have been times when silver was worth more in proportion than gold. To-day it happens, for a variety of reasons, that gold is worth more in proportion than silver. The ratio of values may some day change back. FRANK STOWELL.

### A Reasonable Profit.

From the Chicago Apparel Gazette.

A merchant is entitled to a reasonable profit on his merchandise just as much as a mechanic is to his wages. Not only is he entitled to it but he must have it, for he must live as well as the day laborer; he must pay his expenses; hence any dealer should be slow to sacrifice his reasonable profit. It is plainly evident that if he does not make his profit his capital will go to pay his expenses and

he will fail; sooner or later he must do so. As the wageworker may be out of work and obliged to draw on his savings to live, so the merchant may in times of dull trade not be able to make his expenses, but when this is the case he should know it and seek a remedy. But the remedy should never be a cut in prices so that he cannot make his profit on his sales. If he cannot make his profit, he can rest assured that his purchasing is faulty, his expenses too great or his location is not such as to support a business of its class. No successful merchant ever sells goods except at a profit. The very class of dealers, the big department stores in large cities, whose claim is that they undersell the exclusive dealer, make a larger aggregate percentage of profit on their total sales than any other class of dealers. They do this by their splendid buying, by the small percentage of expense as compared with their total sales, not by a sacrifice of profit except on an occasional leader. If they sell an article at a low price, the cost corresponds.

### Prescription Accidents.

From the Medical Journal.

When we consider the immense number of prescriptions which are written daily, it seems remarkable that so few mistakes occur. It is certainly to the credit of physicians that poisoning by accidental misapplication of drugs at their hands is so rare. There are many ways in which a prescription may fail in its mission before or after leaving the druggist. Next to the lawyer, who is famous for his chirography, the physician is second, and makes a good one. If we will only stop to think how few people can write legibly, we will be surprised. This is different from women—they, as a general rule, if they can write at all, write plainly and distinctly. In connection with prescriptions the handwriting should be particularly distinct. It is especially in writing symbols that mistakes are liable to occur. A hastily written scruple or drachm may bear such close resemblance as to escape the commission of a blunder only by chance. An inexcusable source of error is in a lack of sufficient explicitness in the written directions on a prescription. Such vague expressions as "use as directed," "a teaspoonful when needed," are sources of accident. Patients find it very difficult to remember directions. Every physician should acquire the habit of carefully re-reading his prescription before it leaves his hands.

John Lithgow, of Boston, made a will that his \$150,000 should not be divided among his heirs until all his children and grandchildren were dead. The court says that he was crazy.

## Seely's Flavoring Extracts

Every dealer should sell them.

Extra Fine quality.

Lemon, Vanilla, Assorted Flavors.

Yearly sales increased by their use.

Send trial order.



**Seely's Lemon.**  
(Wrapped)

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

**Seely's Vanilla**  
(Wrapped)

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

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

Correspondence Solicited

**SEELY MFG. CO., Detroit Mich.**



## Wholesale Price Current.

Advanced—Gum Kino, Serpentina. Declined—Gum Camphor, Oil Anise, Oil Cassia, Oil Cubebs, Sugar of Lead.

ACIDUM.		TINCTURES.	
Aceticum.....	30 10	Aconitum Napellus R.....	50
Benzolcum German.....	65 75	" " F.....	50
Boricum.....	15	Aloes.....	50
Carbolicum.....	20 30	" and myrrh.....	50
Citricum.....	41 44	Arnica.....	50
Hydrochlor.....	30 5	Asafoetida.....	50
Nitricum.....	10 12	Atrope Belladonna.....	50
Oxalicum.....	10 12	Benzoin.....	50
Phosphoricum dil.....	1 25 60	" Co.....	50
Salicylicum.....	14 50	Sanguinaria.....	50
Sulphuricum.....	14 50	Baronina.....	50
Tannicum.....	1 40 60	Cantharides.....	50
Tartaricum.....	30 33	Capicum.....	50
AMMONIA.		Ca damon.....	
Aqua, 16 deg.....	4 6	" Co.....	50
" 20 deg.....	5 6	Castor.....	1 00
Carbonas.....	13 14	Catechu.....	50
Chloridum.....	13 14	Cinchona.....	50
ANILINE.		Cinchona.....	50
Black.....	2 00 25	Columba.....	50
Brown.....	50 100	Conium.....	50
Red.....	45 50	Cubeba.....	50
Yellow.....	2 50 30	Digitalis.....	50
BACCAR.		Ergot.....	50
Cubee (po 25).....	20 25	Gentian.....	50
Juniperus.....	8 10	Guaica.....	50
Xanthoxylum.....	25 30	" amon.....	50
BALSAMUM.		Hicromate.....	50
Copaiba.....	45 50	Bromide.....	50
Peru.....	2 00	Carb.....	50
Terabin. Canada.....	45 50	Chlorate (po. 17 19).....	50
Toluian.....	35 50	Cyanide.....	50
CORTEX.		Iodide.....	50
Ables, Canadian.....	18	Potassa, Bitart. pure.....	50
Cassia.....	12	Potassa, Bitart. com.....	50
Cinchona Flava.....	18	Potass Nitras, opt.....	50
Eunonymus atropurp.....	30	Potass Nitras.....	50
Myrica Cerifera, po.....	20	Prussiate.....	50
Prunus Virgin.....	12	Sulphate po.....	50
Quillala, grd.....	12	RADIX.	
Sassafras.....	12	Aconitum.....	50
Ulmus Po (Ground 15).....	15	Althae.....	50
EXTRACTUM.		Anchusa.....	50
Glycyrrhiza Glabra.....	24 25	Arum, po.....	50
" po.....	30 35	Calamus.....	50
Haematox, 15 lb. box.....	11 12	Gentiana (po. 12).....	50
" 18.....	13 14	Glycyrrhiza (pv. 15).....	50
" 14s.....	14 15	Hydrastis Canaden.....	50
" 14s.....	16 17	" (po. 35).....	50
FERRU.		Hellebore, Ala, po.....	50
Carbonate Precip.....	15	Inula, po.....	50
Chtrate and Quinia.....	30 50	Ipecac, po.....	50
Citrate Soluble.....	50	Iris plox (po. 35 38).....	50
Ferrocyanidum Sol.....	50	Jalapa, pr.....	50
Solut Chloride.....	15	Maranta, 4s.....	50
Sulphate, com'l.....	10 2	Podophyllum, po.....	50
" pure.....	7	Rhei.....	50
FLORA.		" cut.....	50
Arnica.....	12 14	" pv.....	50
Anthemis.....	18 25	Spigella.....	50
Matricaria.....	18 25	Sanguinaria, (po 25).....	50
FOLIA.		Serpentaria.....	50
Baronina.....	14 30	Senega.....	50
Cassia Acutifol, Tin.....	18 25	Similax, Officialis, H.....	50
lively.....	25 30	Scilla, (po. 35).....	50
" Alix.....	25 30	Symplocarpus, Fosti.....	50
Salvia officinalis, 4s.....	12 20	duus, po.....	50
and 4s.....	12 20	Valeriana, Eng. (po. 30).....	50
Ura Ural.....	50 10	" German.....	50
GUMMI.		ingiber a.....	50
Acacia, 1st picked.....	60	Zingiber j.....	50
" 2d.....	40	SEMIN.	
" 3d.....	30	Anisum, (po. 20).....	50
" sifted sort.....	30	Apium (graveleons).....	50
" po.....	60 80	Bird, is.....	50
Aloe, Barb, (po. 60).....	50 60	Carul, (po. 18).....	50
" Cape, (po. 20).....	12	Cardamon.....	50
Socotri, (po. 60).....	50	Coriandrum.....	50
Catechu, 1s, 1/4s, 1/2s.....	10	Cannabis Sativa.....	50
" 10.....	10	Cynodon.....	50
Ammonise.....	55 60	Chenopodium.....	50
Assafoetida, (po 60).....	50 60	Dipterix Odorata.....	50
Benzoinum.....	42 50	Foeniculum.....	50
Camphora.....	35 40	Foenugreek, po.....	50
Euphorium po.....	35 40	Lini.....	50
Gambanum.....	70 75	Lini, grd. (bbl. 3/4).....	50
Gamboge, po.....	70 75	Lobelia.....	50
Gustacum, (po 35).....	30	Pharlaris Canarian.....	50
Kino, (po 2 00).....	20 30	Rapa.....	50
Mastic.....	40	Sinapis Albu.....	50
Myrrh, (po 45).....	2 50	" Nigra.....	50
Opfi (po 3 30 23 50).....	40 60	SPIRITUS.	
Shellac.....	4 45	Frumenti, W. D. Co.....	50
" bleached.....	50 80	" D. F. R.....	50
Tragacanth.....	50 80	Juniperis Co. O. T.....	50
HERBA—In ounce packages.		Saacharum N. E.....	50
Absinthium.....	25	Spt. Vini Galli.....	50
Eupatorium.....	25	Vini Oporto.....	50
Lobelia.....	25	Vini Alba.....	50
Majorum.....	25	SPONGES.	
Mentha Piperita.....	25	Florida sheeps' wool.....	50
" Vir.....	25	Nassau sheeps' wool.....	50
Rue.....	30	carriage.....	50
Tanacetum, V.....	25	Velvet extra sheeps'.....	50
Thymus, V.....	25	wool carriage.....	50
MAGNESIA.		Extra yellow sheeps'.....	50
Calced, Pat.....	55 60	carriage.....	50
Carbonate, Pat.....	20 22	Grass sheeps' wool car.....	50
Carbonate, K. & M.....	20 25	riage.....	50
Carbonate, Jennings.....	35 36	Hard for slate use.....	50
OLEUM.		Yellow Reef, for slate.....	50
Absinthium.....	2 50 30	use.....	50
Amygdalae, Dulc.....	30 50	SYRUPS.	
Amygdalae, Amarae.....	8 00 25	Accacia.....	50
Anisi.....	2 40 25	Zingiber.....	50
Aurant Cortex.....	1 80 22	Ipecac.....	50
Bergamti.....	3 00 23	Ferri Iod.....	50
Caliputi.....	60 65	Aurant Cortes.....	50
Caryophylli.....	75 80	Rhei Arom.....	50
Cedar.....	35 40	Similax Officialis.....	50
Chenopodii.....	1 25 45	Senega.....	50
Citronella.....	8 40	scilla.....	50
Conium Mac.....	8 40	" Co.....	50
Copaiba.....	80 90	Touan.....	50
		Prunus virg.....	50

Morphia, S. P. & W.....	2 05 2 30	Seidlitz Mixture.....	2 30	Linseed, boiled.....	50	62
" S. N. Y. Q. &.....	1 95 2 20	Sinapis.....	2 18	Neat's Foot, winter.....	65	70
Moschus Canton.....	40	" opt.....	2 30	strained.....	65	70
Myristica, No 1.....	65 70	Snuff, Maccaboy, De.....	2 35	Spirits Turpentine.....	34	40
Nux Vomica, (po 20).....	10	Voes.....	2 35	PAINTS.....	bbl. 1b.	
Os. Sepia.....	15 18	Snuff, Scotch, De. Voes.....	2 35	Red Venetian.....	1 1/2	2 1/2
Pepsin Saac, H. & P. D.....	2 00	Soda Boras, (po. 8-10).....	2 25	Ochre, yellow Mars.....	1 1/2	2 1/2
" Co.....	2 00	Soda et Potass Tart.....	2 25	" Ber.....	1 1/2	2 1/2
Picis Liq, N. C., 1/2 gal.....	2 00	Soda Carb.....	1 1/2 2	Putty, commercial.....	2 1/2	2 1/2
doz.....	2 00	Soda, Bi-Carb.....	3 1/2 5	" strictly pure.....	2 1/2	2 1/2
Picis Liq., quarts.....	2 10	Soda, Sulphas.....	2 2	Vermilion Prime Amer.....	13 15	
" pints.....	2 05	Spts. Ether Co.....	50 55	Vermilion, English.....	65 70	
Pil Hydrarg., (po. 30).....	2 50	" Myrcia Dom.....	2 50	Green, Peninsular.....	13 16	
Piper Nigra, (po. 22).....	2 1	" Myrcia Imp.....	2 50	Lead, red.....	5 1/2 6	
Piper Alba, (po 65).....	2 3	" Vini Rect. bbl.....	2 49 2 59	" white.....	5 1/2 6	
Plix Burgun.....	2 7	Less 5c gal., cash ten days.....	1 40 1 45	Whiting, white Span.....	2 70	
Plumbi Acet.....	1 12	Strychnia Crystal.....	2 1/2 3	Whiting, Gliders.....	2 96	
Pulvis Ipecac et opti.....	1 10 20	Sulphur, Subl.....	2 1/2 3	White, Paris American.....	1	
Pyrethrum, boxes M.....	2 125	" Roll.....	2 2 1/2	Whiting, Paris Eng.....	1 40	
& P. D. Co., doz.....	2 125	Tamarinds.....	2 10	Universal Prepared.....	1 00 1 15	
Pyrethrum, pv.....	20 30	Terebenth Venice.....	2 30	VARNISHES.....		
Quassia.....	2 10	Theobromae.....	45 48	No 1 Turp Coach.....	1 10 1 20	
Quinia, S. P. & W.....	34 39 1/2	Vanilla.....	9 00 16 00	Extra Turp.....	1 00 1 70	
" S. German.....	27 37	Zinc Sulph.....	7 8	Coach Body.....	2 75 3 00	
Rubia Tinctorem.....	13 14	OILS.		No. 1 Turp Furn.....	1 00 1 10	
Saccharum Lactis pv.....	13 14	Whale, winter.....	Bbl. Gal	Extra Turk Damar.....	1 55 1 60	
Salacin.....	2 10 2 25	Lard, extra.....	70 70	Japan Dryer, No. 1.....	70 75	
Sanguis Draconis.....	40 50	Lard, No. 1.....	42 45	Turp.....		
Sapo, W.....	12 10	Linseed, pure raw.....	55 59			
" M.....	10 12					
" G.....	12 15					

## HAZELTINE &amp; PERKINS DRUG CO.

VALLEY CITY  
POULTRY POWDER

Nothing Like It to Make Hens Lay in Winter.

A valuable addition to the feed of laying 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
Jastor Oil	60	7 00
Diamond	50	5 50
Frazer's	75	9 00
Mica	65	7 50
Paragon	55	6 00

BAKING POWDER.		
	doz	gross
Acme	45	5 50
1 lb. cans. 3 doz.	45	5 50
1 lb. 1 doz.	10	1 00
Bulk	10	1 00
1/2 lb. cans. 6 doz.	55	6 00
1/2 lb. 4 doz.	3 20	2 00
1/2 lb. 2 doz.	2 00	1 00
5 lb. 1 doz.	9 00	9 00
Queen Flake	2 70	2 70
3 oz cans. 4 doz.	3 20	3 20
6 oz. 4 doz.	4 80	4 80
9 oz. 4 doz.	4 80	4 80
1 lb. 2 doz.	9 00	9 00
5 lb. 1 doz.	9 00	9 00
Red Star, 1/2 lb. cans.	49	75
1 lb. 1 doz.	1 40	1 40
Telfer's, 1/2 lb. cans.	45	75
1 lb. 1 doz.	1 50	1 50
Our Leader, 1/2 lb. cans.	75	75
1 lb. cans.	1 50	1 50

BATH BRICK.		
	2 dozen in case.	
English	90	
Bristol	80	
Domestic	70	

BLUING.		
	Gross	
Arctic, 4 oz. ovals.	2 60	
" 3 oz.	6 75	
" 2 oz. sifting box.	2 75	
" No. 3.	4 00	
" No. 5.	8 00	
" 1 oz. ball.	4 50	
Mexican Liquid, 4 oz.	3 60	
" 8 oz.	6 80	

BROOMS.		
No. 2 Hurl	1 90	
No. 1	2 00	
No. 2 Carpet	2 15	
No. 1	2 50	
Parlor Gem	2 50	
Common Whisk	85	
Fancy	1 00	
Warehouse	2 85	

BRUSHES.		
Stove, No. 1	1 25	
" 10	1 50	
" 15	1 75	
Rice Root Scrub, 2 row	85	
Rice Root Scrub, 3 row	1 25	
Palmetto, goose	1 50	

CANDLES.		
Hotel, 40 lb. boxes	10	
Star, 40	9	
Paraffine	10	
Wicking	24	

CANNED GOODS.		
Fish.		
Little Neck, 1 lb.	1 20	
Clam Chowder	1 30	
Standard, 3 lb.	2 25	
Cove Oysters	75	
Standard, 1 lb.	1 35	
Lobsters	2 45	
Star, 1 lb.	2 45	
" 2 lb.	3 50	
Picnic, 1 lb.	2 00	
" 2 lb.	2 90	

CANNED GOODS.		
Salmon.	1 75	
Columbia River, flat	1 50	
Alaska, Red	1 30	
pink	1 20	
Kinney's, flat	1 75	
Sardines.		
American	4 40	5
Lenawee	6 40	7
Imported	2 10	
Mustard	15 16	
Mustard	6 27	
Bonless	22	
Trout.		
Brook, 3 lb.	2 50	
Fruits.		
3 lb. standard	90	
York State, gallons	2 50	
Hamburg		

APRICOTS.		
Live oak	1 40	
Santa Cruz	1 40	
Lusk's	1 50	
Overland	1 40	
Blackberries.		
F. & W.	85	
Cherries.		
Red	2 1 20	
Pitted Hamburg	1 40	
White	1 15	
Erie	1 25	
Damsons, Egg Plums and Green	1 35	
Gages	1 25	
California	1 25	
Gooseberries.		
Common	1 25	
Peaches.		
Pie	1 10	
Maxwell	1 50	
Shepard's	1 50	
California	1 60	1 75
Monitor	4 00	
Oxford		
Pears.		
Domestic	1 25	
Riverside	1 75	
Pineapples.		
Common	1 00	1 30
Johnson's sliced	2 50	
" grated	2 75	
Booth's sliced	2 50	
" grated	2 75	
Quinces.		
Common	1 10	
Raspberries.		
Red	85	
Black Hamburg	1 20	
Erie, black	1 20	
Strawberries.		
Lawrence	1 25	
Hamburg	1 20	
Erie	1 05	
Terrapin	85	
Whortleberries.		
Blueberries		
Meats.		
Corned beef Libby's	2 20	
Roast beef Armour's	2 35	
Potted ham, 1/2 lb.	1 25	
" 1 lb.	70	
" tongue, 1/2 lb.	1 35	
" chicken, 1/2 lb.	95	
Vegetables.		
Hamburg stringless	1 15	
" French style	2 00	
Lima	1 45	
Lima, green	1 15	
soaked	70	
Lewis Boston Baked	1 25	
Bay State Baked	1 25	
World's Fair Baked	1 25	
Picnic Baked	85	
Corn.		
Hamburg	1 25	
Livingston Eden	1 10	
Purity	1 00	
Honey Dew	1 35	
Morning Glory		
Soaked	75	
Pears		
Hamburg marfat	1 30	
" early June	1 50	
Champion Eng.	1 40	
" petit pois	1 40	
" fancy sifted	1 65	
Soaked	65	
Harris standard	75	
VanCamp's marfat	1 10	
" early June	1 30	
Archer's Early Blossom	1 25	
French	2 15	
Mushrooms.		
French	1 90	21
Pumpkin.		
Erie	80	
Squash.		
Hubbard	1 15	
Succotash.	1 30	
Hamburg	80	
Soaked	80	
Honey Dew	1 40	
Erie	1 35	
Tomatoes.		
Hancock	90	
Excelsior	90	
Ellipse	90	
Hamburg	1 25	
Gallon	3 00	

CREAM TARTAR.		
Strictly pure	30	
Telfer's Absolute	30	
Grocers	15 25	

CATSUP.		
Blue Label Brand.	2 75	
Half pint, 25 bottles	4 50	
Pint	3 50	
Triumph Brand.		
Half pint, per doz	1 35	
Pint, 25 bottles	4 50	
Quart, per doz	3 75	

CLOTHES PINS.		
5 gross boxes	40 45	

COCOA SHELLS.		
35 lb. bags	2 3	
Less quantity	2 3	
Pound packages	6 1/2	2 7

COFFEE.		
Green.		
Rio.		
Fair	18	
Good	19	
Prime	21	
Golden	21	
Peaberry	23	
Santos.		
Fair	19	
Good	20	
Prime	22	
Peaberry	23	
Mexican and Guatemala	21	
Fair	22	
Good	22	
Fancy	24	
Maracaibo.		
Prime	23	
Milled	24	
Java.		
Interior	25	
Private Growth	27	
Mandehling	28	
Mocha.		
Arabian	25	
Roasted.		
To ascertain cost of roasted		
coffee, add 1/2 c. per lb. for roast-		
ing and 15 per cent. for shrink-		
age.		

COFFEE.		
Package.		
McLaughlin's XXXX.	21 80	
Bunola	21 30	
Lion, 60 or 100 lb. case	21 80	
Extract.		
Valley City 1/2 gross	75	
Felix	1 15	
Hummel's, toll, gross	1 65	
" tin	2 85	

CHICORY.		
Bulk	5	
Red	7	

CLOTHES LINES.		
Cotton, 40 ft.	per doz.	1 25
" 50 ft.	"	1 40
" 60 ft.	"	1 60
" 70 ft.	"	1 75
" 80 ft.	"	1 90
" 90 ft.	"	2 10
72 ft.	"	1 00

CONDENSED MILK.		
4 doz. in case.		
N. Y. Condensed Milk Co's brands		
Gall Borden Eagle	7 40	
Crown	6 25	
Daisy	5 75	
Champion	4 50	
Magnolia	4 25	
Dime	3 35	

CONDENSED MILK.		
Amboy	12	
Acme	11 1/2	
Lenawee	12	
Riverside	12	
Gold Medal		
Skim	8 29	
Brick	11	
Edam	1 00	
Leiden	20	
Limbarger	2 15	
Pineapple	2 24	
Roquefort	2 35	
Sap Sago	2 30	
Schweitzer, imported	2 24	
" domestic	2 14	

CHOCOLATE.		
Bakers.		
German Sweet	23	
Premium	37	
Breakfast Cocoa	43	

CHEESE.		
Amboy	12	
Acme	11 1/2	
Lenawee	12	
Riverside	12	
Gold Medal		
Skim	8 29	
Brick	11	
Edam	1 00	
Leiden	20	
Limbarger	2 15	
Pineapple	2 24	
Roquefort	2 35	
Sap Sago	2 30	
Schweitzer, imported	2 24	
" domestic	2 14	

COUPON BOOKS.		
1 books, per hundred	2 00	
2 " " " "	2 50	
3 " " " "	3 00	
4 " " " "	3 50	
5 " " " "	4 00	
6 " " " "	4 50	
7 " " " "	5 00	
8 " " " "	5 50	
9 " " " "	6 00	
10 " " " "	6 50	
11 " " " "	7 00	
12 " " " "	7 50	
13 " " " "	8 00	
14 " " " "	8 50	
15 " " " "	9 00	
16 " " " "	9 50	
17 " " " "	10 00	
18 " " " "	10 50	
19 " " " "	11 00	
20 " " " "	11 50	

COUPON PASS BOOKS.		
20 books, per hundred	1 00	
50 " " " "	2 00	
100 " " " "	3 00	
250 " " " "	5 00	
500 " " " "	10 00	
1000 " " " "	17 50	

CREDIT CHECKS.		
500, any one denom'n	3 00	
1000 " " "	5 00	
2000 " " "	8 00	
Steel punch	75	

CRACKERS.		
Butter.		
Seymour XXX	5	
Seymour XXX, cartoon	5 1/2	
Family XXX	5	
Family XXX, cartoon	5 1/2	
Salted XXX	5	
Salted XXX, cartoon	5 1/2	
Kenosha	5 1/2	
Boston	7	
Butter biscuit	6	
Soda.		
Soda, XXX	5 1/2	
Soda, City	7 1/2	
Soda, Duchess	10 1/2	
Soda, Wafer	10 1/2	
Crystal Wafer	11	
Long Island Waters	11	
Oyster.		
S. Oyster XXX	5 1/2	
City Oyster, XXX	5 1/2	
Farina Oyster	6	

CHEESE.	
Amboy.....	12
Acme.....	11 1/2
Lenawee.....	12
Riverside.....	12
Gold Medal.....	



PICKLES.	
Medium.	
Barrels, 1,200 count.	25 00
Half bbls, 600 count.	23 00
Small.	
Barrels, 2,400 count.	6 00
Half bbls, 1,200 count.	3 50
PIPES.	
Clay, No. 216.	1 70
" T. D. full count.	70
Cob, No. 3.	1 20
POTASH.	
48 cans in case.	
Babbitt's.	4 00
Penna Salt Co.'s.	3 00
RICE.	
Domestic.	
Carolina head.	5 1/2
" No. 1.	5
" No. 2.	4 1/2
Broken.	3 1/2
Imported.	
Japan, No. 1.	5 1/2
" No. 2.	5
Java.	5
Patna.	4 1/2
SPICES.	
Whole Sifted.	
Allspice.	9 1/2
Cassia, China in mats.	9 1/2
" Batavia in bund.	15
" Saigon in rolls.	32
Cloves, Amboy.	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.	15
Cassia, Batavia.	18
" and Saigon.	25
Cloves, Amboy.	22
" Zanzibar.	18
Ginger, African.	16
" Ceylon.	20
" Jamaica.	22
Mace Batavia.	22
Mustard, Eng. and Trieste.	22
" Trieste.	25
Nutmegs, No. 2.	75
Pepper, Singapore, black.	16
" white.	24
" Cayenne.	20
Sage.	20
" Absolute" in Packages.	
Allspice.	84 1 55
Cinnamon.	84 1 55
Cloves.	84 1 55
Ginger, Jamaica.	84 1 55
" African.	84 1 55
Mustard.	84 1 55
Pepper.	84 1 55
Sage.	84
SAL SODA.	
Granulated, bbls.	1 1/4
" 75 lb cases.	1 1/4
Lump, bbls.	1 1/4
" 145 lb kegs.	1 1/4
SEEDS.	
Anise.	@13
Canary, Smyrna.	4
Caraway.	7
Cardamom, Malabar.	80
Hemp, Russian.	4
Mixed Bird.	4 1/2
Mustard, white.	8
Poppy.	4 1/2
Rape.	30
Cattle bone.	30
STARCH.	
Corn.	
20-lb boxes.	6
40-lb "	5 1/2
Gloss.	
1-lb packages.	5 1/2
3-lb "	5 1/2
6-lb "	5 1/2
40 and 50 lb. boxes.	3 1/2
Barrels.	3 1/2
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 3 lb. boxes.	\$1 60
Barrels, 320 lbs.	2 50
" 115 2 1/2 lb bags.	4 00
" 105 lb "	3 75
" 30 lb "	3 50
Butter, 56 lb bags.	63
" 20 1/4 lb bags.	3 50
" 280 lb bbls.	2 50
" 24 lb "	2 25
Worcester.	
115 2 1/4 lb sacks.	84 10
60 5-lb "	3 75
30 10-lb "	3 50
24 14-lb "	3 30
320 lb. bbl.	2 70
8-lb sacks.	32 1/2
linen sacks.	60
Common Grades.	
100 3-lb. sacks.	\$2 10
60 5-lb. "	1 90
28 10-lb. sacks.	1 75
Warsaw.	
56 lb. dairy in drill bags.	30
28 lb. "	16
Ashton.	
56 lb. dairy in linen sacks.	75
Higgins.	
56 lb. dairy in linen sacks.	75
Solar Rock.	
56 lb. sacks.	22
Common Fine.	
Saginaw.	90
Manistee.	90

SALERATUS.	
Packed 60 lbs. in box.	
Church's.	3 30
DeLand's.	3 15
Dwight's.	3 30
Taylor's.	3 00
SEELY'S EXTRACTS.	
Lemon.	
1 oz. F. M. 8 90 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 50 "
2 " F. M. 2 50 "	25 50 "
Rococo—Second Grade.	
Lemon.	
2 oz. .... 75 doz.	8 00 "
Vanilla.	
2 doz. .... 1 00 doz.	10 50 "
SOAP.	
Laundry.	
Allen B. 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, 10 oz.	3 45
Ivory, 6 oz.	6 75
Lenox.	4 00
Mottled German.	3 15
Town Talk.	3 25
Dingman Brands.	
Single box.	3 95
5 box lots, delivered.	3 85
10 box lots, delivered.	3 75
Jas. S. Kirk & Co.'s Brands.	
American Family, wrp d.	\$3 33
plain.	2 27
N. K. Fairbank & Co.'s Brands.	
Santa Claus.	3 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.	
Silver.	3 65
Mono.	3 30
Savon Improved.	2 50
Sunflower.	2 80
Golden.	3 25
Economical.	2 25
SUGAR.	
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
Domino.	84 75
Cut Loaf.	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 Confection.	4 00
Confection 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 40
No. 10.	3 44
No. 11.	3 37
No. 12.	3 31
No. 13.	3 18
No. 14.	3 12
SYRUPS.	
Corn.	
Barrels.	37
Half bbls.	19
Pure Cane.	
Fair.	18
Good.	25
Choice.	28
TABLE SAUCES.	
Lea & Perrin's, large.	4 75
small.	2 75
Halford, large.	3 75
small.	2 25
Salat Dressing, large.	4 55
small.	2 65



TEAS.	
JAPAN—Regular.	
Fair.	@17
Good.	@20
Choice.	@24
Choicest.	@32
Dust.	@10
SUN CURED.	
Fair.	@17
Good.	@20
Choice.	@24
Choicest.	@32
Dust.	@10
BASKET FIRED.	
Fair.	@18
Choice.	@25
Choicest.	@35
Extra choice, wireleaf.	@40
GUNPOWDER.	
Common to fair.	@25
Extra fine to finest.	@50
Choicest fancy.	@75
COOLING.	
Common to fair.	@23
IMPERIAL.	
Common to fair.	@23
Superior to fine.	@30
FONG HATSON.	
Common to fair.	@18
Superior to fine.	@30
ENGLISH BREAKFAST.	
Fair.	@18
Choice.	@24
Best.	@40
TOBACCOS.	
Fine Cut.	
P. Lorillard & Co.'s Brands.	
Sweet Russet.	@30
Tiger.	@30
D. Scotten & Co.'s Brands.	
Hawatha.	@60
Cuba.	@30
Rocket.	@30
Spaulding & Merrick's Brands.	
Sterling.	@30
Private Brands.	
Bazoo.	@20
Can Can.	@27
Nellie Bly.	@24
Uncle Ben.	@24
McGinty.	@27
1/2 bbls.	@25
Columbia.	@24
Columbia, drums.	@21
Bang Up.	@20
Bang up, drums.	@19
Plug.	
Sorg's Brands.	
Spearhead.	@39
Joker.	@27
Nobby Twist.	@40
Scotten's Brands.	
Kylo.	@25
Hawatha.	@38
Valley City.	@34
Finger's Brands.	
Old Honesty.	@40
Jolly Tar.	@32
Lorillard's Brands.	
Climax (8 oz., 41c).	@39
Green Turtle.	@30
Three Black Crows.	@27
J. G. Butler's Brands.	
Something Good.	@28
Out of Sight.	@24
Wilson & McCauley's Brands.	
Gold Rope.	@43
Happy Thought.	@37
Messmate.	@32
No Tax.	@31
Let Go.	@27
Smoking.	
Catlin's Brands.	
Kiln dried.	@17
Golden Shower.	@19
Huntress.	@26
Meerschaum.	@29
American Eagle Co.'s Brands.	
Myrtle Navy.	@40
Stork.	@30
German.	@15
Frox.	@32
Java, 1/2 foil.	@32
Banner Tobacco Co.'s Brands.	
Banner.	@16
Banner Cavendish.	@36
Gold Cut.	@30
Scotten's Brands.	
Warpath.	@14
Honey Dew.	@26
Gold Block.	@30
F. F. Adams Tobacco Co.'s Brands.	
Peerless.	@26
Old Tom.	@18
Standard.	@22
Globe Tobacco Co.'s Brands.	
Handmade.	@40
Leidersdorf's Brands.	
Rob Roy.	@26
Uncle Sam.	@26
Red Clover.	@32
Spaulding & Merrick.	
Tom and Jerry.	@25
Traveler Cavendish.	@30
Buck Horn.	@30
Flow Boy.	@30
Corn Cake.	@16
VINEGAR.	
40 gr.	@7
50 gr.	@8
\$1 for barrel.	@9
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.	
" 13 "	90
" 15 "	1 25
" 17 "	1 50
" 19 "	2 40
" 21 "	
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 @ 60
Cross Fox.	3 00 @ 5 00
Badger.	50 @ 1 00
Cat, wild.	50 @ 75
Cat, house.	10 @ 25
Fisher.	5 00 @ 6 00
Martin, dark.	2 00 @ 3 00
Martin, pale, yel.	1 00 @ 1 50
Otter.	5 00 @ 8 00
Wolf.	1 00 @ 2 00
Beaver.	3 00 @ 7 00
Bear.	15 00 @ 25 00
Opossum.	10 @ 25
Deer skin, dry.	5 @ 25
Deer skin, green.	05 @ 12 1/2
HIDES.	
Green.	2 1/2 @ 3 1/2
Part Cured.	@ 4 1/2
Full.	@ 5 1/2
Dry.	5 @ 7
Kips, green.	3 @ 4
" cured.	@ 6
Calfskins, green.	5 @ 6
" cured.	7 @ 8 1/2
Deacon skins.	10 @ 25
No. 2 hides 1/2 off.	
PELTS.	
Shearings.	5 @ 20
Lambs.	25 @ 50
WOOL.	
Washed.	12 @ 15
Unwashed.	8 @ 12
MISCELLANEOUS.	
Tallow.	3 1/2 @ 4 1/2
Grease butter.	1 @ 2
Switches.	1 1/2 @ 2
Ginseng.	3 00 @ 3 25
GRAINS AND FEEDSTUFFS.	
WHEAT.	
No. 1 White (58 lb. test).	53
No. 2 Red (60 lb. test).	53
MEAL.	
Bolted.	1 40
Granulated.	1 55
FLOUR IN SACKS.	
*Patents.	1 95
*Standards.	1 45
*Bakers.	1 15
*Graham.	1 20
*Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
MILLSTUFFS.	
Less	
Bran.	\$14 50 @ 15 00
Screenings.	12 00 @ 13 00
Middlings.	16 00 @ 17 00
Mixed Feed.	23 00 @ 24 00
Coarse meal.	22 00 @ 23 00
CORN.	
Car lots.	@43
Less than car lots.	@45
OATS.	
Car lots.	@33
Less than car lots.	@35
HAY.	
No. 1 Timothy, car lots.	9 50
No. 1 " ton lots.	11 00
FISH AND OYSTERS.	
FRESH FISH.	
Whitefish.	@10
Trout.	@9
Black Bass.	@12 1/2
Clasces or Herring.	@6
Bluefish.	@10
Fresh lobster, per lb.	20
Cod.	10
No. 1 Pickerel.	@10
Pike.	@9
Smoked White.	@8
Red Snappers.	15
MOB.	12 1/2
Mackerel.	18 @ 25
OYSTERS—IN BULK.	
Counts.	2 20
Extra Selects.	1 65
Selects.	1 40
Scallops.	1 50
Shrimps.	1 25
Clams.	1 25
SHELL GOODS.	
Oysters, per 100.	25 @ 1 50
Clams.	7 @ 1 50
OYSTERS—IN CANS.	
F. J. Dettenthaler's Brands.	
Fairhaven Counts.	@33
F. J. D. Selects.	@28
Selects.	@25
F. J. D. Standards.	@23
Standards.	@15
Standards per gal.	@1 00
Anchor standards per gal.	@1 10
Oscar Allyn's Brands.	
New York Counts.	@32
Extra Selects.	@28
Selects.	@25
IX L Standards.	@20
Standards.	@15
Mediums.	@15
Standards, per gal.	@1 00
XL Standards, per gal.	@1 10

CROCKERY AND GLASSWARE.	
LAMP BURNERS.	
No. 0 Sun.	40
No. 1 "	45
No. 2 "	55
Tubular.	50
Security, No. 1.	60
Security, No. 2.	50
Nutmeg.	50
Arctic.	1 25
LAMP CHIMNEYS.—6 doz. in box.	
	Per box.
No. 0 Sun.	1 75
No. 1 "	1 88
No. 2 "	2 70
First quality.	
No. 0 Sun, crimp top, wrapped and labeled.	2 10
No. 1 " " " " " "	2 25
No. 2 " " " " " "	3 25
XXX Flint.	
No. 0 Sun, crimp top, wrapped and labeled.	2 60
No. 1 " " " " " "	2 25
No. 2 " " " " " "	3
Pearl top.	
No. 1 Sun, wrapped and labeled.	3 70
No. 2 " " " " " "	4 70
No. 2 Hinge, " " " " " "	4 88
Fire Proof—Plain Top.	
No. 1, Sun, plain bulb.	3 40
No. 2, " " " " " "	4 40
La Bastie.	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 " " " " " "	1 50
No. 1 crimp, per doz.	1 25
No. 3 " " " " " "	1 60
Rochester.	
No. 11, lime (65c doz)	3 40
No. 2, lime (c doz)	3 70
No. 2, flint (8c doz)	4 30
Electric.	
No. 3, lime (70c doz)	4 10
No. 2 flint (8c doz)	4 40
Miscellaneous.	
	Doz.
Junior, Rochester	50
Nutmeg	15
Illuminator Bases.	1 00
Barrel lots, 5 doz	1 00
7 in. Porcelain Shades.	1 40
Case lots, 12 doz.	1 00
Mammoth Chimneys for Store Lamps.	
	Doz.
No. 3 Rochester, lime	4 20
No. 3 Rochester, flint.	4 80
No. 3 Pearl top or Jewel gl's 1.25	5 25
No. 2 Globe Incandes. lime.	5 10
No. 2 Globe Incandes. flint.	5 85
No. 2 Pearl glass.	2 10
6 00	
OIL CANS.	
	Doz.
1 gal tin cans with spout	1 00
1 gal galv iron, with spout.	2 00
2 gal galv iron with spout	3 45
3 gal galv iron with spout.	4 50
5 gal McNutt, with spout.	6 00
5 gal Eureka, with spout.	7 00
5 gal Eureka with faucet.	6 40
5 gal galv iron A & W	7 50
5 gal Tilting Cans, Monarch.	10 00
5 gal galv iron Nacafas.	9 50
Pump Cans.	
3 gal Home Rule.	10 50
5 gal Home Rule.	12 00
3 gal Goodenough.	12 00
5 gal Goodenough.	13 50
5 gal Pirate King	10 50
LANTERN GLOBES.	
No. 0, Tubular, cases 1 doz. each.	45
No. 0, " " 2 " " "	45
No. 0, " " bbls 5 " " "	45
No. 0, " " bull's eye, cases 1 doz each.	1 00
LAMP WICKS.	
No. 0, per gross	30
No. 1, " "	25
No. 2, " "	30
No. 3, " "	60
Mammoth, per doz.	75
JELLY TUMBLERS—Tin Top.	
1/2 Pints, 6 doz in box, per box (box 00)	6
1/2 " 24 "	

**The War upon the Greenbacks.**

The unanimity with which the banking fraternity and their allies are clamoring for the retirement of the legal tender notes and the substitution for them of bank currency, either national or State, and either with or without Government bonds as security, illustrates the well-known propensity of human nature to advocate private at the expense of public interests. The legal tenders fill a place that would otherwise be occupied by the notes of the banks, and they thus diminish the profits of the banking business. Hence we hear, on all sides, the cry, "The greenbacks must go!" meaning by the greenbacks the Sherman act Treasury notes, as well as the original issues of the war.

The financiers and the newspaper writers who have taken up this cry evidently assume that the opinions they hear expressed in their immediate neighborhood are the opinions of the majority of the nation, but if they could extend their inquiries beyond this restricted field they would discover that outside of the great money centers, like New York and Chicago, there is among the people not only no hostility to the greenbacks but an active friendship for them, which will protect them from every attack. Soon after the war ended, this same cry, that "The greenbacks must go," was raised with such effect that their retirement, at the rate of \$4,000,000 per month, was ordered by Congress, but as soon as the process had fairly begun it was stopped by an almost unanimous vote. Again, in 1875, their retirement was ordered by the Resumption act, and again it was stopped by the act of February, 1878. Since then, nobody, until lately, has attempted the destruction of the greenbacks, and it will not be seriously attempted now.

Two objections are made to the continued issue by the Government of its promises to pay and to making them serve the purpose of money. One is that it is banking, which is a business in which it is said the Government ought not engage, and the other is that, under the law as it stands, the redeeming of these promises in gold is a task too great for the Government's powers. The efforts now making to perform it are, it is charged, not only ineffectual, but lead to a steady increase of the national debt and to a drain of gold from this country to Europe.

That the Government may engage in the banking business, or in any other business that the people decide to be for the general welfare, is provided in the Constitution; and whether the issuing of legal tender notes is or is not banking, it has been pronounced by the Supreme Court of the United States, which is the final arbiter of such questions, to be an exercise of the constitutional power to coin money. Those who disapprove of it must, therefore, convince the majority of their fellow citizens that it is not promotive of the public welfare, and this, as yet, they have failed to do. As to the agency of the legal tenders in drawing gold from the Treasury, and thus compelling an increase of the national debt to replenish the gold reserve, it is indeed true that the act of 1878, by peremptorily requiring the reissue of the greenbacks when they are redeemed pursuant to the provisions of the Resumption act, makes them an instrument for draining the Treasury of its gold unchecked by the

contraction of the currency which redemption without reissue would naturally cause. This evil, however, is created by legislation and can be cured by it. Even the very simple remedy of increasing the revenues of the Government so that they shall equal its expenses, instead of falling short of them, would suffice. Until the revenue became insufficient the redemption of the greenbacks in gold gave us no trouble. The \$100,000,000 of Government bonds which were sold during the past year, and the \$100,000,000 more which are probably going to be sold this year, have not been rendered necessary by the existence of the legal tenders. They have been a clumsy substitute for the short-term bonds which should have been authorized by Congress to meet the temporary needs of the Treasury, and their issue is a perversion of law, if it is not distinctly illegal.

But whether the legal tenders are or are not improper and detrimental, those who clamor for their extinction have evidently never considered the practicability of the measure, nor its inevitable consequences if an attempt should be made to carry it out. First of all, the overwhelming popular sentiment against it in the West and Southwest must be met and overcome, and this cannot be accomplished by mere declamation and assertion. Then, provision must be made to fill the vacuum in the currency which the retirement of the legal tenders would occasion. The substitution for them of bank notes would only partially suffice. At present they compose the greater part of the reserves which the national banks by law, and the State banks from necessity, hold against their deposits. This purpose bank notes will not serve, and recourse must be had to gold. The national banks alone would need \$165,000,000 in gold to replace their present legal tenders, and the State banks nearly as much. If the Government finds it difficult to obtain enough of the metal to keep its reserve up to \$100,000,000, certainly the banks would find it more difficult to obtain twice or three times that amount, and while they were engaged in getting it they would have to contract their loans to an extent which would lead to a frightful financial disaster.

Supposing, however, that, undeterred by this prospect, the retirement of the legal tenders should be determined upon, the next point to be considered would be the method of effecting it. The notes are certainly not to be repudiated, and if they

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are not repudiated they must either be paid off in gold out of surplus revenue or funded into bonds. Of the former plan it is enough to say that there is no surplus revenue now, nor is there likely to be one for a long while to come. The Administration is at its wits' ends to devise means for procuring enough revenue to barely meet its expenses, and paying off \$500,000,000 of legal tenders is out of the question. Besides, if there were a surplus, it could not be turned into gold to an extent sufficient to retire even \$50,000,000 of greenbacks a year without convulsing the financial world.

The other scheme, that of funding, seems more feasible, and it is discussed as if there were no obstacle to its accomplishment. Its advocates fail to consider that it involves the withdrawing, within a comparatively short space of time, not merely from the banks, but from the pockets of the people, of \$500,000,000 of currency, and that this would be so difficult as to be practically impossible. The talk of a popular loan proceeds from gross ignorance of the financial circumstances of our people. Unlike the French, they do not keep money hidden away in chests and old stockings, but invest all they can spare, retaining only so much as is absolutely necessary for their daily needs. To buy Government bonds they would have to draw out savings bank deposits yielding them a much higher rate of interest, or sell securities also producing more income. If the funding of the legal tenders is to be effected at all, it must be effected by the agency of banks and bankers, here and abroad; and if they attempted to scoop up the legal tenders and return them to the Treasury, a financial collapse would be the result. The burden which the payment of interest upon the bonds issued to do this mischief would impose upon the nation it is unnecessary to discuss. Even at the low rate of  $2\frac{1}{2}$  per cent. per annum, it would amount to \$12,500,000 a year, and would by that amount increase the already large deficit of the national revenue.

The upshot of the matter is that, for the sake of enabling the banks to put out \$500,000,000 of their own notes and make a profit by lending them as money, it is proposed that the country shall be saddled with an interest charge in perpetuity of \$12,500,000 a year, and incur the risk of a financial crisis compared to which that of 1893 would appear insignificant. Nor would the maintenance of gold payments be rendered any easier, nor the liability to gold exports be in the least diminished. The only difference would be that the task of keeping at par with gold \$500,000,000 of paper money would be transferred from a single central power, with the whole wealth of the country behind it, to the 8,000 and more banks, mostly small ones, scattered throughout forty-four States and each pursuing its own course without regard to that of its fellows. That such a scheme should receive the least countenance is amazing.

Far more pressing at the moment than measures relating to the currency is the reestablishment of the balance between the Government's income and the Government's expenditures. If the income cannot be increased sufficiently for the purpose by imposing duties on imported articles now free, such as tea and coffee, by increasing excise taxes, and by re-

quiring the use of stamps on instruments in writing, then resort must be had to the heroic remedy of scaling down our extravagant pension list until it comes within the Treasury's resources. After this matter has been disposed of, the provision of the act of 1878, requiring the reissue of redeemed greenbacks, might be repealed, and the gold fund for their redemption, created without authority of law by Secretary Sherman, and having no rights which any Secretary of the Treasury is bound to respect, might be established by act of Congress. As things are now, the so-called gold reserve fund is a mere matter of Treasury book-keeping, arbitrarily created and liable at any time to be arbitrarily destroyed. The present Secretary has openly asserted his right to use for general purposes the gold obtained by the sale of bonds under the Redemption act, and he has practically exercised it. The fund should be raised to \$200,000,000, or some such amount; it should be sacredly devoted to the single purpose of redeeming the legal tender notes, and when by their redemption it falls below a fixed limit, the legal tenders thereafter redeemed should be locked up in the Treasury until the deficiency in the fund is made good. It is true that the interest on the fund or on the bonds sold to create it, computed at  $2\frac{1}{2}$  per cent., would be equal to \$5,000,000 a year; but this is much less than the \$12,500,000 or \$15,000,000 which would be required for the funding of the whole \$500,000,000 of legal tenders, and, since the mere existence of the fund would insure their permanent maintenance at par with gold, it would be equivalent to adding \$300,000,000 without expense to the gold reserves of the country.

No legislation of this sort, however, is to be expected from the present Congress, nor, with any certainty, can it be expected from that which will succeed it. The repeal of the laws commanding the reissue of redeemed greenbacks has been talked of, but it is pronounced impossible by the Chairman of the House Banking and Currency Committee. The probability is that the Administration will speedily have to choose between suspending gold payments and scaling down, if not suspending, pension payments, with the odds in favor of the former. Nothing short of some such catastrophe will ever lead to an improvement in our financial system.

MATTHEW MARSHALL.

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By careful watching one will occasionally see a man who will try to beat down the price of a pair of shoes, or find fault at the price the dressmaker charges for making his wife's dress, who will climb up a pair of back stairs, take a latch key from his pocket and entering a room where the blinds are closely drawn down, sit down to a table and bet his bottom dollar that his kings up will beat any hand around the board.

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## GOTHAM GOSSIP.

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

## Special Correspondence

NEW YORK, Jan. 12.—The annual statement as to the amount of tomatoes packed in the country, given in this week's *American Grocer*, has been regarded with a good deal of interest. The figures given are the result of an estimate made after personal correspondence with all the packers. The *Grocer* has had so much experience in collecting these figures that it has a very complete list of packers. Still, the estimate does not include all factories, and therefore is the minimum, and this shows the enormous aggregate of 5,736,000 cases. People who are intending to put their spare cash into canning factories should put this statement in their pipes and smoke it. Canning factories are going up as if by magic in every part of the country and where the profit is to come from no one can tell.

The coffee market has been exhibiting a good deal of firmness, although whether the slight advance in quotations is justifiable or not remains to be seen. At the close Rio No. 7 is worth 15½c. Mild sorts are firm, too, Mocha being worth 26½@27c.

Refined sugar is about the most lifeless thing in town. There is only the most limited inquiry imaginable. It is likely that even the present low rate would be still further cut if necessary to make a good sized sale.

Tea is still firm and there is a freer buying from interior houses. Holders express much more confidence of good trade a little later.

Rice is firm and holders are, seemingly, very well satisfied with the prevailing condition of affairs. Telegrams from primary Southern points are of a very encouraging character and the better grades are higher. It is evident that purchases made now will not be made in vain.

Molasses remains without change, although, for the best grades, there is rather more inquiry. Syrups are quiet, with a range of 16@22c for good to choice. Sugar is so low that syrups are neglected.

Spices are without interest and holders and buyers alike are in a waiting mood. Pepper has declined to 4½c and 100 tons are sold for shipment.

Canned goods are dull here, but Baltimore reports a better demand since the turn of the year, although these reports are taken here with a little salt. There is a little more inquiry for gallon apples, but, aside from this, the market remains unchanged and we probably ought to be thankful that there are no decided "declines" to mention.

In foreign dried fruits there is very little doing. There is a little firmer feeling as to currants and California raisins, the latter selling, for 3-crown, at 3¼@3½c. Domestic dried fruits are quiet, although for the best evaporated apples there is a firm demand and sales are readily made on the basis of 7½@8½c.

Oranges from Florida are very apt to show the effects of late cold weather. Most of the arrivals sell at \$2.50@3. Apples are firm. Foreign green fruits, lemons, oranges and grapes are all doing well and bringing fairly remunerative prices. Bananas are dull and the supply is ample to meet all requirements.

Butter shows no animation. It is possible that, for the better grades, there is a firmer feeling, but buyers seem to have no great difficulty in supplying their wants at reasonable figures. Western extra creameries are worth 26c, but this is the limit.

Cheese is very quiet and the market shows no change from last week. Small sized, fancy, full cream will bring 11½@12c.

Eggs are in freer receipt and the market seems to be amply supplied. The result is lower quotations, choice fresh-gathered Western being quoted at 21½@22c.

Provisions are firmer and a better tone prevails all around. Mess pork, \$12.75@13.25. Family beef, \$10@11.50.

Breadstuffs are more active and wheat is higher, closing at 62c. Corn, 52½; oats, 34½c.

The most interesting event of the week has been a confirmation of the report that the great Chicago firm of Siegel, Cooper & Co. were to put up the largest store in New York. The syndicate has spent over \$6,000,000 in securing a site, and the store they will erect will be about half as large again as the largest store building here. That there is room for them no one doubts, for it is almost impossible to thread one's way through the crowds which infest all our large stores at any time. Let 'em come. JAY.

## Special Meeting of the Board of Directors, K. of G.

GRAND RAPIDS, Jan. 14.—A special meeting of the Board of Directors of the Michigan Knights of the Grip was held at the Hudson house, Lansing, Saturday, Jan. 12, being attended by R. W. Jacklin, Geo. F. Owen, A. F. Peake, F. R. Street, John R. Wood, S. E. Symons and J. F. Hammell. L. M. Mills and Geo. A. Reynolds were also present.

The minutes of the last meeting were read and approved.

A. F. Peake, chairman of the Finance Committee, reported that the accounts of the retiring Secretary and Treasurer were correct, and moved that the reports of those officers be approved and their bondsmen released from further obligation. Adopted.

On motion, a unanimous vote of thanks was tendered the retiring officers for the efficient work done by them during their terms of office.

On motion of A. F. Peake, the bonds of the newly-elected Secretary and Treasurer were approved and placed on file.

On motion, the five remittances of \$1 each, sent in without identification, constituting what is known as the "Unknown Fund," was passed to the credit of the general fund.

President Jacklin announced the following committees, which were confirmed by the Board:

Legislative—N. B. Jones, chairman, Lansing; W. V. Gawley, Detroit; J. N. Bradford, Grand Rapids.

Railroad—E. L. Smith, chairman, St. Johns; Chas. McNulty, Jackson; E. C. Cornwell, Saginaw.

Hotels—A. G. Ellis, chairman, Saginaw, E. S.; C. S. Brooks, Grand Rapids; J. J. Seagers, Bay City.

Bus and Baggage—L. J. Koster, chairman, Grand Haven; Burr Wilbur, Hillsdale; J. B. Corlette, Port Huron.

Employment and Relief—Kirk A. Smith, chairman, Kalamazoo; C. J. Lewis, Flint; John Hutchinson, Jackson.

Chaplain—John M. Fitch, Durand. Sargeant-at-Arms—Wm. M. Burrell, Jackson.

The following accounts were audited and allowed, and orders on the Treasurer ordered drawn for the amounts:

Geo. A. Reynolds, salary to date.....	\$130 28
L. M. Mills, " " " " " " " " " " " "	121 45
Tradesman Company.....	12 10
Grand Rapids Lithographing Co.....	7 50
R. W. Jacklin, attending board meeting..	6 10
F. R. Street, " " " " " " " " " " " "	3 25
S. E. Symons, " " " " " " " " " " " "	4 70
Geo. F. Owen, " " " " " " " " " " " "	3 85
L. M. Mills, " " " " " " " " " " " "	3 85
A. F. Peake, " " " " " " " " " " " "	7 65
John R. Wood, " " " " " " " " " " " "	4 52

Proofs of death of Silas Clarke (Wyandotte), Theodore J. Beaubien (Detroit) and B. F. Winch (Grand Rapids) were presented and approved, and the Secretary instructed to issue orders on the Treasurer to the amount of \$500 for each beneficiary, payable as soon as sufficient money comes in from assessments Nos. 1 and 2.

There being no further business, the meeting adjourned, to meet at the same place at 9 o'clock a. m., March 2.

GEO. F. OWEN, Sec'y.

## Monthly Meeting of Post E.

The regular meeting of Post E was held at Elk's Hall Saturday evening, Jan. 12, Chairman Lawton presiding.

The Executive Committee reported that the total expense of entertaining the State convention was \$2,190.74, all of which had been subscribed by citizens and business houses of Grand Rapids. The report was accepted and all the Committees, except the Executive Committee, discharged with thanks.

J. N. Bradford moved that the Secretary prepare and mail to each local member of the State organization, who is not a member of the Post, a communication explaining the advantages of membership in the Post, which was adopted.

Geo. W. Stowitts introduced the following resolution and moved its adoption:

*Resolved*—That a Committee on Sickness and Relief be constituted by Post E, to consist of three members, whose duty it shall be to receive all reports of illness and death and furnish the proper assistance, any bills incurred in such connection to be paid by the Post on being properly approved by any two members of the Committee. It shall be the duty of the Committee to furnish escort where death occurs away from the city or where the remains are to be taken to a distant point for interment, all necessary expenses incurred in such connection to be paid by the Post.

The resolution was discussed at some length and adopted.

Boyd Pantlind, Col. Aldrich and W. H. Turner were elected honorary members of the Post for 1895.

On motion of E. A. Stowe, the Secretary was instructed to communicate the thanks of the Post to all who contributed in any way to the success of the State convention.

Chairman Lawton announced the appointment of B. S. Davenport, J. T. Flaherty and Geo. W. Stowitts as members of the Executive Committee for 1895.

There being no further business the meeting adjourned.

Ludington—O. J. Wanger succeeds O. J. Wanger & Bros. in the manufacture of sash, blinds, etc.

## 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.....	24
Solid Brand, Standards, per can.....	18
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 Falls 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 Jars, per doz.....	1 40
1 pint Mason Jars, per doz.....	95
Mrs. Withey's Condensed Mince Meat, the best made. Price per case.....	
Mrs. Withey's bulk mince meat:	
40-lb. pail, per lb.....	6
25-lb. pail, per lb.....	6½
10-lb. pails, per doz.....	6½
2-lb. cans, per doz.....	1 40
5-lb. cans, per doz.....	3 50
Pint Mason Jars, per doz.....	1 40
Quart Mason Jars, per doz.....	2 25
Pure Cider Vinegar, per gallon.....	10
Pure Sweet Cider, per gallon.....	10
New Pickles, medium, barrels.....	5 00
New Pickles, ½ barrel.....	2 75
New Sauer Kraut, barrels.....	4 00
New Sauer Kraut, ¼ barrels.....	2 50
Maple Syrup, pint Mason Jars, per doz.....	1 40
Maple Syrup, quart Mason Jars, per doz.....	2 25
Maple Syrup, tin, gallon cans, per doz.....	9 00
Peach Marmalade, 20-lb pails.....	1 00

EDWIN FALLAS,

Grand Rapids, Mich.

*Silent Salesman*  
TRADE MARK

BUY

PHILLIPS' SHOW CASES.

J. PHILLIPS & CO. Detroit, Mich.

Established 1864.



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-Goodyea Rubbers.

USE JENNINGS' FLAVORING EXTRACTS

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**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.

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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

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GROCER  
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MUSKEGON  
BAKERY'S  
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**United States Baking Co.**

LAWRENCE DEPEW, Acting Manager,

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Note the following. Place orders early.

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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 Percales. Finest and  
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WHOLESALE

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

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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.

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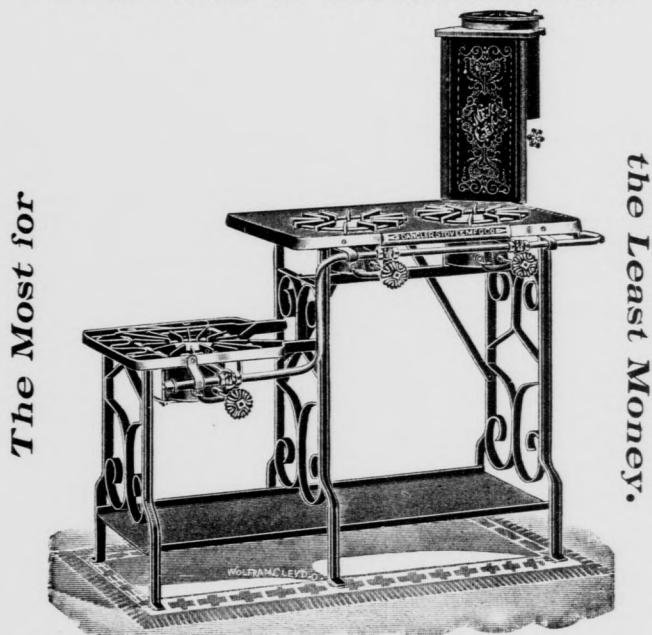
Dress Goods, Shawls, Cloaks,  
Notions, Ribbons, Hosiery,  
Gloves, Underwear, Woolens,  
Flannels, Blankets, Gingham,  
Prints and Domestic Cottons

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

**Spring & Company.**

## Our "New Gem."

*The Pride of the Household.*



MANUFACTURED ONLY BY  
THE DANGLER STOVE & MFG. CO.,  
CLEVELAND, OHIO.

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  
No. 414 2-Burner, High and Step, List - - 10  
Regular Gasoline Stove Discount.

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# Leonard Cleanable Refrigerator.

NOW READY--OUR NEW LINE FOR 1895.

Write us for catalogue and discount and secure the sale of the

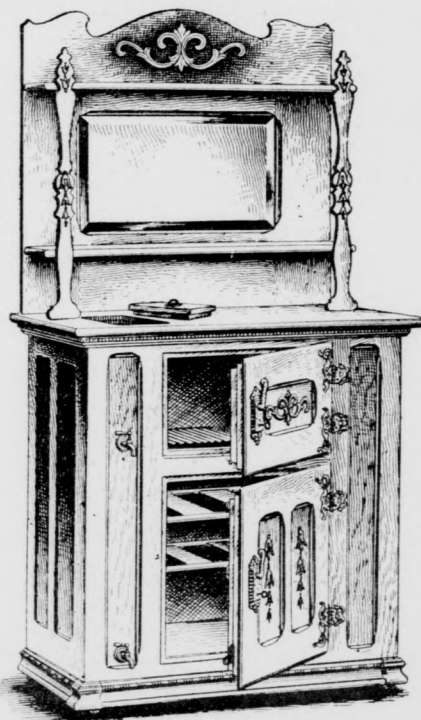
Best Selling and  
Best Advertised **Refrigerator in the World.**



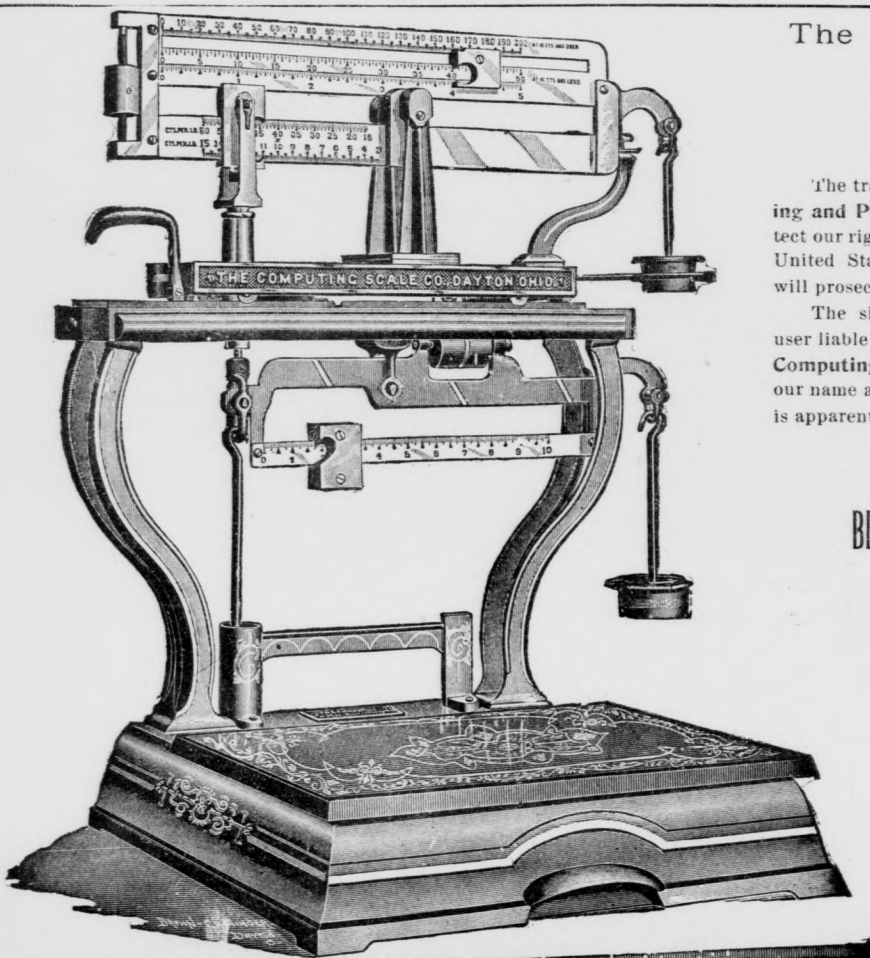
Be up with the times and sell only first-class Refrigerators. Remember that in buying from us you get your refrigerators direct from the manufacturers and so

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We give the agency of the Leonard Refrigerators to but one dealer in a town, if an order is placed the first of the season.



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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.

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"We are delighted with it." The Jos. R. Peebles Son's Co., Cincinnati, O.  
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"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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