

MICHIGAN TRADESMAN

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VOL. XII

GRAND RAPIDS, JANUARY 23, 189.

NO. 592

**Rubber and Oiled
Clothing Clothing**

Mackintoshes,

Large Line, Prices Right.

WEST MICHIGAN AGENTS

L. Candee Co.'s Rubbers.

OUR STOCK IS COMPLETE.

CAN SHIP PROMPTLY.

STUDLEY & BARCLAY, Grand Rapids Mich.
4 MONROE ST.

GRAND RAPIDS

BRUSH COMP'Y,



MANUFACTURERS OF

BRUSHES

GRAND RAPIDS, MICH

Our Goods are sold by all Michigan Jobbing Houses.

EDWARD A. MOSELEY,
TIMOTHY F. MOSELEY

Established 1876

MOSELEY BROS.

Jobbers of

SEEDS, BEANS, PEAS, POTATOES, ORANGES and LEMONS.

Egg Cases and Fillers a Specialty.

26, 28, 30 and 32 Ottawa St., GRAND RAPIDS, MICH.

**QUEEN * FLAKE
BAKING
POWDER**

THE ONLY HIGH GRADE BAKING POWDER

SOLD AT THE PRICE * 6oz CAN 10¢ 9oz CAN 15¢ 1lb CAN 25¢

NORTHROP, ROBERTSON & CARRIER
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ABSOLUTE TEA.

The Acknowledged Leader

SOLD ONLY BY

TELFER SPICE CO.,

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Anchor Brand

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

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**Duck Coats and Kersey
Pants**

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

Lansing Pants & Overall Co.,
LANSING, MICH.

PERKINS & HESS,

DEALERS IN

Hides, Furs, Wool & Tallow,

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

WE CARRY A STOCK OF CAMEL TALLOW FOR MILL USE.

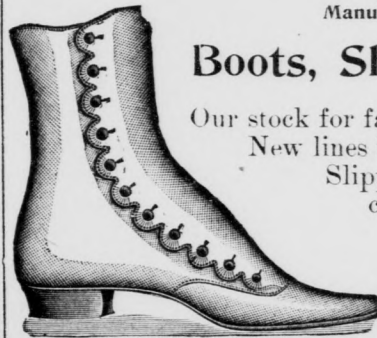


RINDGE KALMBACH & CO 12, 14 & 16 Pearl St.
GRAND RAPIDS.

Manufacturers and Jobbers of

Boots, Shoes and Rubbers.

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



Inspection Solicited

Agents for the Boston Rubber Shoe Co.

LEMON & WHEELER COMPANY

Importers and

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We Are Headquarters For

CANNED GOODS,

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

CURTICE BROS.' Fruits and Vegetables,
and

FONTANA & CO.'s Columbus Brand California Fruit.

Inspection of our stock and correspondence solicited.

I.M. Clark Grocery Co.

Buckwheat Flour

We make the best. Absolute purity and uniform quality guaranteed. Put up in 24, 12 and 10 pounds sacks and in barrels.

Please write us for price delivered at your R. R. Station.

Walsh-DeRoo Milling Co., Holland, Mich.

FLOUR, FEED and CEREAL SPECIALTIES,

Use Tradesman's Wants Column.

They Return Excellent Results.

Oyster Crackers

Are now in season. We manufacture } All Kinds.

SEARS' SALTINE WAFER or SQUARE OYSTER,

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

Try Our

ENGLISH FRUIT CAKES

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

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

SEND US YOUR HOLIDAY ORDERS.

New York Biscuit Co.,

S. A. SEARS, Manager,
GRAND RAPIDS, MICH.

Standard Oil Co.,

GRAND RAPIDS, MICHIGAN

DEALERS IN

Illuminating and Lubricating

=: OILS :=

Naptha and Gasolines.

Office, Michigan Trust Bldg.

Works, Butterworth Ave.

BULK WORKS AT

GRAND RAPIDS,
BIG RAPIDS,
ALLEGAN,

MUSKEGON,
GRAND HAVEN,
HOWARD CITY,

MANISTEE,
TRAVERSE CITY,
PETOSKEY.

CADILLAC,
LUDINGTON,

Highest Price Paid for

EMPTY CARBON & GASOLINE BARRELS.

MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, JANUARY 23, 1895.

NO. 592

THE MICHIGAN TRUST CO., Grand Rapids, Mich.

Makes a Specialty of acting as

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

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

Any information desired will be cheerfully furnished.

Lewis H. Withey, Pres.
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CHAMPLIN & STONE,
ATTORNEYS and COUNSELLORS.
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Grand Rapids, Mich.

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Fire & Marine Insurance Co.
Organized 1881.
DETROIT, MICHIGAN.

THE Grand Rapids FIRE INS. CO.
PROMPT, CONSERVATIVE, SAFE.
J. W. CHAMPLIN, Pres.
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THE MERCANTILE AGENCY
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Reference Books Issued quarterly. Collections attended to throughout United States and Canada

COMMERCIAL CREDIT CO.
65 MONROE ST.
Have on file all reports kept by Cooper's Commercial Agency and Union Credit Co. and are constantly revising and adding to them. Also handle collections of all kinds for members.
Telephone 166 and 1030 for particulars.
L. J. STEVENSON. C. E. BLOCK.
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PECK'S HEADACHE POWDERS
Pay the best profit. Order from your jobber

Try **OLD L&K Anthracite.**
Most durable coal in the market.
S. P. BENNETT FUEL & ICE CO.
Grand Rapids, Mich.

ARLOW
ROTHERS
HOOK
INDERS
LANK
OOKS
5 AND 7 PEARL STREET.

THE BACK OFFICE.

Written for THE TRADESMAN.

The question has been asked with much earnestness whether the time has not come for this intolerable rudeness of the English visitor to cease. An English author comes to the United States and goes home, after a round of open-handed and open-hearted hospitality, to fill the columns of a London newspaper with statements which, even had they been true, should have been left unsaid. The daughter of a noble house tells a Boston audience that the English will not send any more paupers to America, if America will promise not to send any more millionaires to England. John Burns, member of Parliament, who, like Christopher Sly, has shown himself unequal to the civilities tendered to him and "unto which he was not born," took the opportunity to remark, in return for these civilities, that "Chicago is a pocket edition of hell," or, as he afterwards revised the statement, "Hell is a pocket edition of Chicago."

Stopping for a moment to remark that, without doubt, Mr. Burns considers himself a competent judge of the locality he has seen fit to couple with the City of the West, and that, on grounds of courtesy, we would not question his competency or his conclusions, the query arises whether this inborn rudeness common to the English classes is not due to what seems to be a fact—that where there is a reigning family, with which the lower orders of life never come in contact, these lower orders consider it their bounden duty to show to those whom they consider beneath them the same lack of good breeding which they have received from those above them.

The man of letters, who had won for himself a name wherever our mother tongue is known, flattered at home, and especially flattered abroad, received, in his reception here, what he would gladly have given to the grade of life above him, if the golden door of royalty would let him in, and he, from the serene heights to which our excessive adulation had lifted him, was duty bound to play the part of Christopher Sly and "assume a virtue if he have it not."

It is not easy to believe that her ladyship could have meant, in the slightest degree, to offend, by a single word, the audience or the Nation where she had been received an honored guest; and it is easy to understand the numberless ways in which even the slightest word may have been mistaken and misconstrued. Her mission here—to do what she can for a class that deserve all the help and the pity to be anywhere obtained—ought to shield her from offensive criticism; but, if she did step over the line and say what had been far better left unsaid, it only shows that that part of Adam's family brought up behind feudal walls did not hesitate to assert itself at the very table of an indulgent host, and it remains for the host to decide whether this gentler type of Christopher Sly shall abuse her privilege with impunity. If the two

drive home the truth, "'Tis meet that noble minds keep ever with their likes," the thought is intensified in the example of English rudeness who has deemed it proper to make a display of his unenviable knowledge of pocket editions. This man, instead of being a type of the Christopher Sly class, is old Christopher himself, and, for a better understanding of him and all he represents, the reader should again peruse the Introduction of "The Taming of the Shrew." Altogether too much fuss has been made over this man. He took it into his head to come over here and look around; that is sensible—let him come. He wanted to go knocking about Chicago. It was to be expected and he was permitted to knock about. His statement shows that he knew where he wanted to go and, furthermore, went. Why not? He knew his business and went about it, and, when he went away, after an examination of the pocket edition, whose business was it but Christopher Sly's? We who concluded to dance attendance at "his lordship's" bedside must carry out the farce and go through with all the requirements of the foolish service; but, when the play is over, let us keep in mind that it was but a farce and that old Christopher is never to know what a guy we made of him, and especially is he not to be held responsible for his sayings and doings during that happiest period of his life.

Does it not seem, after all, that the rudeness complained of is due to ignorance rather than to intention, and that this is due, in a measure, to the caste idea—that whatever is not of it has little to deserve respect? There will come a time, doubtless, when America, like bluff King Hal, will weary of Old Jack Falstaff, his ignorance, his offensive familiarity, and, when that time comes, the offender, be he author, aristocrat, yeoman, will be taught, as Sir John was, to mend his ways and to remember to be respectful to his superiors.

* * *

It is always a pleasure to agree with our friend, the enemy, and when I read, the other day, from unquestioned authority, "It is the man who has served no apprenticeship and acquired no skill at his business who stands in the way, and who is not only an injury to himself, but to the finished workman and to the employer who foolishly employs him," I could hardly believe my eyes. Every employer who has had much to do with this business knows what it is to have just that sort of a workman thrust upon him. If the matter stopped there, the employer might, in time, manage to get along with the imposition; but, when pay day comes and the man with no apprenticeship and no skill coolly demands the wages of a workman who is skilled, and not only demands it but receives it, because somebody who knows neither employer nor employed says he must have it, if that doesn't "start the sweat," I don't know of anything that does.

How does this read?

The other day, I wanted a boy to fill a certain place. I concluded that I knew pretty well what kind of a boy I wanted, and, in the simplicity of my heart, forgot that, in my own business and in my own establishment, I couldn't do as I chose. I found a boy that promised to exactly fill the bill and I engaged him. Judge of my surprise when my foreman came to me and confidentially told me that he could find me a boy that would just suit me.

"Very well," said I; "keep him in mind and, when I want anybody, I'll have him show up."

"Oh—but I mean—to take this boy's place that's just come in."

"I don't want this boy's place to be taken. I want this very boy, and, until I find out that I don't want him, the other boy had better keep away from here if he knows what's good for him."

"Yes, but it's against the rules to let any outsider come in if there's an insider to take a place. This boy I'm telling you about is the son of a man who belongs to our order, and we all want him to come in."

"I suppose, then, the wages and everything of that sort is settled?"

"Well, they will be, after he has worked a while."

"Well, I guess we'll let matters stand as they are now. This boy is here and he's going to stay here; and I have an idea, Mr. Foreman, that, if you want to keep your place, you'd better be a little cautious about saying anything more about this boy or any other boy. When I want your services I'll let you know."

I see by the extract, however, that this is an exception, and that the real union man believes as I do—that the unskilled workman is "not only an injury to himself, but to the finished workman and to the employer who foolishly employs him."

* * *

I know a printing house not more than ten thousand miles from Grand Rapids, where the proprietor had a foreman who got drunk. At first, the foreman was cautious about letting himself be seen when in "a condition." He very soon got over that, however, and, when called to account for it, gave the proprietor very peremptory orders to take his departure for a locality well known for the torridity of its temperature. Not being ready to make the change just at the beginning of the busy season, and not willing to trust that part of his business to a drunken foreman, the proprietor discharged the man.

Now, he can't hire another foreman unless he takes a man from the "order", and he must pay the wages which the "order" says a foreman must have, whether he can earn such wages or not—at least, that is what the proprietor has been thinking all along. I shall write him of his blunder, because I get it from the highest authority that the "order" is working on his side first, last and all the time.

There is another house which has had more or less trouble arising from the dictation of its men. The "order" won't do this and the "order" won't allow that, until the spirit of the entire management is vexed within. Finding, one day, that the amount of paper folding required more hands than they could afford to pay, and learning that a folding machine would simplify matters very materially, they bought a folder and watched the result. It took up less room; it was a great deal cheaper; there was no confusion, and what had been no end of trouble was a delight. That set the management to thinking. Machines don't quarrel with anybody; they do their work well; they are always on hand; they don't seem to know any difference between an "order man" and a "disorder man;" they don't wait until you get into a tight place and then demand double wages, and they don't strike. A machine, therefore, is a mighty good thing to have. Why not see what we can get a typesetting machine for, learn to run it ourselves, and stop this everlasting dictation business? (The "order" allows, if I do not mistake, the owner to set his own type and run his own machine.) From their experience with the folder, that is probably what they will decide to do; but, from that time on, the paper they print will be a "rat" sheet, and the proprietors a set of men "about as mean as ye make 'em?"

Here is another fact that looks well or ill in type according to the fence you are on. Over here in Jonesville, the men were all the time complaining of being overworked, and the men downstairs couldn't understand why work was never done on time. They were obliged to figure on jobs too closely to enlarge the force, and, with the overwork going on, it did seem as if there was a screw loose somewhere. Nothing was said, for, of course, the foreman knew that the men were overworked and there was no use in talking the matter over with him. What did those mean men do but buy one of these registering clocks. Every one of those toil-worn men is now numbered, exactly as if he were a convict, and he is obliged to carry a key corresponding to his number. Every time he enters the building he registers, and every time he leaves the building he registers, and every one of the registering men is as mad now as he was tired before; and those good-for-nothing scapegraces in the office are laughing because the overwork has stopped and the orders are filled on time. Who can tell what this *fabula docet*?

RICHARD MALCOM STRONG.

The Beauty of Niagara

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

Some long-established stores in Brooklyn keep their clerks for years together. "I have seen," said a customer of one of these stores, "the salesmen there change from youth to age. Half a dozen of those I knew by sight in childhood are now gray-haired men. They are so sure of their places that one of them, after having gone into business on his own account, sold out at the approach of hard times and found a safe refuge at his old post."

"DO YOU KEEP GOLOSSES?"

Written for THE TRADESMAN.

The chair standing behind the stove has stood there for years. If some careless temporary occupant leaves it out of its accustomed place, the owner immediately puts it back where it belongs. It has always stood there, and for this reason it must always stand there though forty customers fall over it and break their necks. Its owner, of course, is too good a man to aid or abet in bringing about a catastrophe of this kind; yet, he clings so tenaciously to everything that is, and always was, that he will not (or, apparently, cannot) change things, not even when it appears self evident that a change might avoid the breaking of bones. The chair is old fashioned in style and old in service, and possesses enough raw material for three ordinary chairs. Time, or, rather, the friction of coarse homespun garments, has long since robbed it of its pristine coat of paint.

There is always an "eternal fitness of things" in the general make-up of the average Canadian village. The chair is fit companion to the old box stove, the old box stove bears a striking family resemblance to all the other fixtures in the store. The various articles of merchandise constituting the stock occupy places assigned to them by mere chance without the least regard to convenience or artistic arrangement, and, having once been placed, change, of course, has been out of the question. In this there is a sameness in all the village stores, but, inasmuch as the stock in each was first placed by chance, and has been subject to no change since that arrangement, each presents a conglomeration of merchandise without its likeness on earth. In some respects the merchant is not unlike his merchandise in appearance. He seems to have caught his earthly existence by a sort of rough-and-tumble, catch-as-catch-can process, and, having thus caught hold, he clings tenaciously, not to his existence merely, but to every peculiarity of circumstance connected therewith. Every village is a complete volume of Dickens, a living bundle of character, and each character a bundle of individual peculiarities. These peculiarities have their origin in accidents of birth, family traditions, early training, and hereditary taint; and each character parades his peculiarities with a degree of pride second to none but old John Bull himself. He believes that, without this, he would cease to be an individual and be no longer distinguishable from his species. In the individual, one never discovers a change or "the shadow of turning."

Life, in a sleepy old Canadian village, is, however, not so monotonous as it would appear to be, and a wide-awake American, keenly alive to the humorous, can find much to interest and amuse him.

Recently, while occupying the aforementioned old wooden chair, and cogitating on the "eternal fitness of things"—also before referred to—the writer's mind was suddenly recalled to affairs mundane by hearing the following interrogation: "Do you keep goloshes?" Turning to discover what manner of person wanted "goloshes," I beheld a queer, antiquated female of uncertain age and determined mien. A homemade crocheted hood adorned (?) her head, and a pair of twenty-five cent steelbowed spectacles

CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

STICK CANDY.		Cases	Bbls.	Palls.
Standard, per lb.			5	7
" H.H.			7	7
" Twist			6	7
Boston Cream	8 1/2			
Cut Leaf				8
Extra H H	3 1/2			0
MIXED CANDY.		Bbls.	Palls	
Standard		5	6 1/2	
Leader		5	6 1/2	
Royal		6	7 1/2	
Nobby		7	8	
English Rock		7	8 1/2	
Conserve		6 1/2	7 1/2	
Broken Taffy	baskets		7	
Peanut Squares	"		8	
French Creams			9	
Valley Creams			12 1/2	
Midget, 30 lb. baskets			8	
Modern, 30 lb.				
FANCY—In bulk			Palls	
Lozenges, plain			8 1/2	
" printed			9 1/2	
Chocolate Drops			11	
Chocolate Monumentals			12	
Gum Drops			5	
Moss Drops			7 1/2	
Sour Drops			8	
Imperials			9	
FANCY—In 5 lb. boxes.		Per Box		
Lemon Drops		50		
Sour Drops		50		
Peppermint Drops		60		
Chocolate Drops		65		
H. M. Chocolate Drops		75		
Gum Drops		35@50		
Licorice Drops		1 00		
A. B. Licorice Drops		75		
Lozenges, plain		60		
" printed		65		
Imperials		60		
Motives		70		
Cream Bar		55		
Molasses Bar		50		
Hand Made Creams		2@20		
Plain Creams		6@20		
Licorated Creams		30		
String Rock		60		
Burnt Almonds		90@1 25		
Wintergreen Berries		60		
CARAMELS.				
No. 1, wrapped, 2 lb. boxes		34		
No. 1, " "		51		
No. 2, " "		28		
ORANGES.				
Floridas, Fancy Brights 126		3 10		
Floridas, Fancy Brights, 150		3 75		
Floridas Fancy Brights, 176, 200, 216		4 25		
Florida Tangerines, 100 to 150 in flat		2 50		
LEMONS.				
Choice, 300		3 00		
Extra Choice, 300		3 10		
Fancy, 300		3 50		
Choice, 300		3 00		
Fancy, 300		3 50		
BANANAS.				
Large bunches		1 75		
Small bunches		1 00@1 50		
OTHER FOREIGN FRUITS.				
Figs, fancy layers 16lb		12		
" " 20lb		14		
" extra " 14lb		11		
" bags		6 1/2		
Dates, Fard, 10 lb. box		2 7		
" " 50 lb.		2 5		
" Persian, G. M. 50-lb box		2 5		
" 1 lb Royals, old				
NUTS.				
Almonds, Tarragona		2 14		
Ivaca		13 1/2@2 14		
California, soft shelled		2 12 1/2		
Brazil, new		2 7 1/2		
Filberts		2 10		
Walnuts, Grenoble		2 12		
" French		2 12		
" Calif.		2 13		
" Soft Shelled Calif.		2 14		
Taioe Nuts, fancy		2 10 1/2		
" choice		2 9		
Pecans, Texas, H. P.		6 2 7/2		
Chestnuts				
Hickory Nuts per bu		4 00		
Cocanute, full sacks		75		
Butternuts per bu		60		
Black Walnuts, per bu.				
PEANUTS.				
Fancy, H. P., Suns		6 2 5 1/2		
" Roasted		6 2 6 1/2		
Fancy, H. P., Flags		6 2 5 1/2		
" Roasted		6 2 6 1/2		
Choice, H. P., Extras		6 2 4 1/2		
" Roasted		5 2 6		
FRESH MEATS.				
BEEF.				
Carcass		5 1/2 @ 7		
Fore quarters		4 @ 8		
Hind quarters		5 1/2 @ 8		
Loins No. 3		8 @ 10		
Ribs		8 @ 10		
Rounds		5 @ 6		
Chucks		3 1/2 @ 4 1/2		
Plates		3 @ 3 1/2		
PORK.				
Dressed		5 @ 5 1/2		
Loins		7 1/2		
Shoulders		5 1/2		
Leaf Lard		8		
MUTTON.				
Carcass		4 @ 5		
Lambs		5 1/2 @ 5		
VEAL.				
Carcass		6 @ 7 1/2		

STEEL RANGE MAJESTIC.

What the Hardware Trade of Michigan Says of It.

The most prominent stove merchants in Michigan who have given a lifetime of study and observation to the subject of cooking apparatus, unite in saying that the Steel Range Majestic is the best constructed, the most economical in the use of fuel, the most perfect and satisfactory in its operation of any stove or range that has come within their notice.

Besides this, more than one hundred thousand housewives unite in saying that it is so far superior to other cook stoves and ranges they have used that their cooking by its use is made a positive pleasure.

The Steel Range Majestic is backed by the strongest and most sweeping guarantee ever made upon any commercial article.

MAJESTIC STEEL RANGE

100,000 housewives pronounce it the greatest cooking range. 18% fire linings guaranteed for five years against burning; other parts for twenty-five years against breaking. Descriptive cook book, 2 cents.

MAJESTIC MFG CO., St. Louis, Mo.

COMMENTS OF THE TRADE.

Five Testimonials Selected From More Than a Hundred

The Majestic Steel Range is the finest article of merchandise to sell that I have handled in 30 years that I have been in the hardware business. Of all the ranges we have sold there is positively not one but what is giving perfect satisfaction. Our dealings with the Majestic Manufacturing Company, which have been more extensive than we had expected, by a large degree, have been the most pleasant and satisfactory in every way that we could desire. They are honorable business men in every respect and it is not only profitable but a pleasure to do business with them. FRANK H. GRAVES, Manager Stove Department, Foster, Stevens & Co., Grand Rapids, Mich.

Before accepting the Majestic range we investigated the merits of this range thoroughly. We expected great things of it from what we heard from others, but I must say in justice to the Majestic that every expectation has been more than realized. There are other good steel ranges, but we believe that the Majestic is with out a fault, as far as the ability of man can make it, and compared to other steel ranges it is perfection in itself. The method employed by the Majestic Manufacturing Co. in introducing this range to the public is the most original and effective I have ever seen in business. Our experience with the company has been very pleasant indeed, and it has been a positive pleasure, as well as a benefit, to do business with so large and well conducted a firm.

Saginaw Hardware Co., Saginaw, W. S., Mich.

Our recent experience in selling the wonderful Majestic steel range has been most pleasant and profitable to us. Mechanically and scientifically the range is the cooking apparatus par excellence. There can be no economy in the household without a Majestic Steel Range upon which to do cooking and water heating.

EBERBACH HARDWARE CO., Ann Arbor, Mich.

The experience of a lifetime in the general hardware business has yet to show me a cooking range that can be compared with the Steel Range Majestic. We sold a large number during the exhibit, and since then our patrons unite in praise of it. H. S. MEYER-SINGER, Pontiac, Mich.

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

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.

bestrode her corpulent nose. She put a sledge hammer accent on the "losh," which, followed by a swishing hiss on the last syllable, somehow reminded me of the sudden bursting of a dam and the rush of pent-up waters. "Goloshes?" What, in the name of wonder, were "goloshes?" I had a faint recollection of having heard the term on the stage in some comedy, and that it had had something to do with footwear; but I had sold boots and shoes several years at one time in my life and had never heard the word in business. It might be the name of some newfangled vegetable; and so, when the chubby little red-faced merchant said, "Oh, yes, we keep them. What size do you want?" I thought that, possibly, Canada vegetables grew with numbers on them and were sold according to size. Imagine my surprise when the merchant fished out a pair of clumsy No. 8 Alaskas of Canadian manufacture.

In explanation, afterward, the merchant informed me that a "golosh" was a rubber-bottomed shoe with a low upper made of some other material. The Alaska answered this description, and he said that many of the English people persist in calling it by this name. My curiosity was aroused and I resolved to post myself on "goloshes."

The word has evolved from the Spanish "galocha," meaning a pottern, clog, or wooden shoe. The term was first made use of by the French, being applied to shoes made of leather and wood, the soles being wood, and the uppers leather. The term was adopted, later on, in England, as a shoemaker's technicality, signifying a method of repairing old boots and shoes by putting a narrow strip of leather above the sole, so as to surround the lower part of the upper leather. The clogmakers also adopted the term, applying it to French clogs, to distinguish them from other makes. Ordinary clogs were mere soles of wood with straps across the instep to keep them on, but "goloshes" were wooden shoes, usually with a joint at the part where the tread of the foot came, and with leather uppers similar to very low shoes.

When American rubber overshoes were introduced into England, about the year 1847, the term "goloshes" was applied to them. It was only about four years after Charles Goodyear made his wonderful invention of vulcanizing rubber by mixing with sulphur, and heating, according to circumstances, from 240 deg. to 310 deg. F. The first overshoes manufactured from it were necessarily clumsy and ill shaped. They were soon improved, however, in neatness, variety of style and in durability (thanks to the Hayward Rubber Company, mainly), and the demand for them greatly increased. As the result of these improvements, many mills were started for their production in the United States and, later on, in Great Britain, France, Germany, Russia, and, still later on, in Canada and other countries. To-day there is no end to the great variety of styles in which rubber overshoes are made. From the first clumsy overshoe manufactured in this country, down to the latest novelty in rubber footwear, each shoe has been placed on the market with a well-defined name known to both dealers and consumers—but "goloshes" is not one of them. John Bull, in the United States, crawls out of himself and learns to call things by their right names; but, at 'ome,

in his own "tight little island," or in his big colonial domains, there are no ready means of shaking him out of himself. He adopted "goloshes" a long time ago—therefore, he must stick to "goloshes" for all time to come. At first, "goloshes" meant wooden-soled clogs; but, when he got tired of clogs, he could not shake off the word "goloshes." His very nature was such that, after "goloshes" was incorporated in his vernacular, he couldn't get rid of it; and so, when the American rubber overshoe made its appearance, he *goloshed* over from the French wooden clog to the American rubber overshoe. There is no reason in this kind of goloshing, but reason cuts very little figure when John Bull's reputation for never giving up anything he once gets a firm hold of is at stake. While he remains a British subject, his loyalty is measured and valued by the strictness with which this reputation is maintained; but, when he becomes thoroughly Americanized, he throws away anything he has, providing he can get something better in its place. The trouble lies in the imperviousness of his conservative shell. This prevents him from absorbing new ideas. The American spirit of enterprise acts on this old shell as a solvent; but here in Canada he is in his native element. He disregards consistency and outrages common sense—but he sticks to "goloshes."

E. A. OWEN.

The Price of Success.

Fags—They say that Dr. Capsule has made a fortune within the last five years.

Gaggs—Gracious! What a lot of people he must have cured!

"You're 'way off; he didn't cure anybody; he discovered a new disease."

Poultry Raisers, Attention!

- Thoroughbred Fowls,
- Buff Wyandottes,
- Buff Brahmas,
- Buff Plymouth Rocks,
- Buff Columbians,
- White Plymouth Rocks,
- White Wyandottes,
- Light Brahmas,
- Barred Plymouth Rocks,
- White Leghorns,
- Eggs, \$2 per setting.

Cut clover, green food, Bowker's Animal Meal, Sheridan's Condition Powders. Lambert's Death to Lice. Correspondence solicited.

GUSTAV H. BEHNKE,

30 East Bridge St., Grand Rapids.



HIRTH, KRAUSE & CO.

Headquarters for

Over Gaiters and Leggings

\$2.50 per dozen and Upwards.

Lamb Wool Soles in 3 grades.

Duck and Sheepskin Slippers.

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

Announcement.

We shake hands with the youthful 1895; firm in the belief that business for the coming year is going to be good. We want our products to reach the homes of all the people in Michigan and ask the co-operation of the general trade to that end. Our goods have a recognized standard of value—purity and quality—and afford the seller a profit. Join us.

The Putnam Candy Co.

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

Sold by All Wholesale Dealers Traveling from Grand Rapids.

Florida Tangerines

Sound, high-colored fruit, untouched by frost. Flats of from 100 to 150, each \$2.50.

The Putnam Candy Co.

HATS, CAPS, AND STRAW GOODS.

Moore, Smith & Co., Boston, will be pleased to have their agent, M J. Rogan, Kalamazoo, Mich., call on any merchants who may wish to look over their line.

ESTABLISHED OVER 30 YEARS.

Back to the Old Price

P. & B. OYSTERS Beat Them All.

P. & B. Standards

PER GALLON, \$1.10.

CLEANLINESS and NEATNESS characterize our goods and packages.

The Putnam Candy Co.

New Specialties in

CANDY

Now in.

Oranges, Lemons, Nuts, Figs, Dates, Etc. always in stock and of the finest quality.

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

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Dowagiac—Spooner & Smith succeed Howard & Spooner in the meat business.

Escanaba—Gilmet & Cleary have purchased the furniture stock of P. M. Peterson.

Albion—Lewis Hunt succeeds C. R. Botsford in the bakery and grocery business.

Homer—Sloan & Aldrich succeed Sloan Bros. & Co. in the meat and grocery business.

Marcellus—Mohney & Castner succeed Elias Mohney in the grocery business.

Holland—Van Alsborg Bros. have opened a new meat market on Twelfth street.

Owosso—Allingham & Lovett, meat dealers, have dissolved, Mr. Lovett continuing.

Detroit—Frank G. Curtis & Co., tailors, have dissolved, Frank G. Curtis continuing.

Hillsdale—Frisbie & Kenyon succeed J. L. Frisbie in the grocery and crockery business.

Petersburg—J. M. Elder & Son succeed Rausch & Elder in the clothing business.

Albion—Geo. H. Phelps has removed his stock of jewelry from Kalamazoo to this place.

Prattville—Culver & Dunscomb, grocers, have dissolved, Dunscomb & Jones succeeding.

Houghton—Jilbert & Lang have sold their hardware stock to the Carlton Hardware Co.

Hillsdale—J. W. Forney has removed his harness business from North Adams to this place.

Ovid—Chauncey C. Dodge has purchased the grocery business of W. G. Cameron & Co.

Owosso—Hartshorn, Son & Crowe, dealers in agricultural implements and buggies, have dissolved, Hartshorn & Son succeeding.

Flushing—A. C. Davis & Co. succeed Jos. Davis & Son in the agricultural implement business.

Saginaw—C. L. Roeser succeeds Wm. Roeser & Sons in the agricultural implement business.

Gulliver—E. D. Beeson succeeds Beeson & Rindy in general trade and the cedar business.

Jackson—W. W. Zimmerman, formerly of Eaton Rapids, has opened a grocery store on East Main street.

Saugatuck—Bird & Heath, druggists, have dissolved. The business is continued by Phelps & Heath.

Decatur—Geo. D. McWilliams succeeds Alex McWilliams & Son in the agricultural implement business.

Newberry—The Newberry Celery & Improvement Co., Ltd., has sold its celery garden to H. L. Harris.

Dowagiac—W. L. Richmond succeeds R. W. Van Antwerp in the cigar, tobacco and confectionery business.

Bay City—John Jozwiak is succeeded by Frances (Mrs. J.) Jozwiak in the dry goods and clothing business.

Jackson—The Tuomey Store Co. is succeeded by Tuomey & Co. in the dry goods, boot and shoe and notion business.

Homer—Charles Garlinghouse has sold his interest in the grocery business at Battle Creek and has returned to Homer to live.

Ann Arbor—H. A. Brown (late of Brown & Cady) has opened a grocery on State street. J. E. Hurley (Lee & Cady) sold the new stock.

Spink's Corners—O. T. Larkin has purchased the general stock of E. S. Spink and will continue the business at the same location.

Vermontville—David Young has purchased an interest in the furniture stock of C. E. Hammond. The new firm will be known as Hammond & Young.

Ravenna—F. J. Young has purchased the interest of his father in the hardware firm of E. Young & Son and will continue the business in his own name.

Cadillac—The mortgage sale of the two clothing stocks formerly owned by Henry C. Auer, which was to have been held last Friday, was postponed until Friday of this week.

Traverse City—Q. E. Boughey has purchased the interest of his partners in the agricultural implement business of Q. E. Boughey & Co. and will carry on the business alone hereafter.

Traverse City—J. H. McGough and E. E. Perrine have bought the interest of their partner, Mr. Swigart, of St. Johns, in the grain, hay and feed business recently established here by them.

Allegan—The sale made by Abell, Phillips & Co. of their hardware stock and business to John F. Dryden has been declared off by mutual consent. The old firm will remain in Allegan and continue the business at the same location.

Detroit—The Mme. Rabaut Company, organized for the purpose of conducting a fancy goods and millinery store, has filed articles of association with the county clerk. The capital stock is \$20,000, which is represented to have all been paid in. The incorporators are Paul, John C. and Louis A. Rabaut of this city.

Detroit—On May 1, J. A. Roys, the veteran bookseller, will retire after a business life covering half a century, and his store will go out of existence as far as he is concerned. Mr. Roys came here in 1845, when book merchants peddled their wares and hustling was an important factor in working up a business. By hard labor he built up a fine trade and today he is the oldest bookseller in the city. Mr. Roys may sell out to other parties, but he has not yet decided.

Alpena—The Alpena Business Men's Association held its first important meeting on the 11th at the Churchill House, where over 200 sat down to a spread. Speeches were made by several local business men. The advantages of Alpena as a manufacturing center were set forth and funds were subscribed to carry on the work of advertising the town. With the Detroit & Mackinaw Railroad extended to the Straits this summer, it is expected to locate several more important manufacturing industries, in addition to nearly a dozen brought here during the last five years.

Kalamazoo—Charles W. Blake and wife, druggists at 214 West Main street and Dr. Nelson Abbott, the East Main street druggist, were arraigned before Judge Peck last Monday on a charge of violating the State pharmacy law preferred against them some time ago. They had been detected in selling drugs by an agent of the Michigan Board of Pharmacy. Mrs. Blake was found guilty and paid her fine of \$13, while the case against her husband was nolle prosequed

on payment of the costs, amounting to \$3. The case against Dr. Abbott was also nolle prosequed on his presenting a diploma which had been sent him by the Secretary of the State Board of Pharmacy, attesting his proficiency as a pharmacist. In view of the fact that he had applied for registration as a pharmacist prior to his arrest by the agent of the Board, the action of the Board, in causing his arrest, naturally occasions considerable unfavorable criticism.

MANUFACTURING MATTERS.

Cheboygan—M. D. Olds will build a new stove mill to replace the one recently burned.

Seaton—A. J. Olmstead has sold his sawmill to John Vinning, who will stock and operate it.

West Bay City—E. & C. Mueller are succeeded by Mueller & List in the planing mill business.

Mansfield—B. F. Davenport is succeeded by the Deep River Lumber Co. in the shinglemill business.

Muskegon—The Muskegon Valley Furniture Co. declared a dividend of 6 per cent., payable Jan. 14, from the profits of its business for 1894.

Watervale—A. O. Wheeler, receiver of the Watervale Lumber Co., is putting in enough hemlock, hardwood and cedar to keep the mill at work a good share of the season.

Ludington—T. R. Lyon contemplates taking out the old machinery in his "North" sawmill and replacing it with band saws. He has yet 42,000,000 feet of pine to manufacture.

Marquette—The Dead River Mill Co. has purchased from George McDonald his logs near Nestoria and will rail them to this city. There is about 600,000 feet and the price reported is \$9 on cars.

Bay City—Green & Braman are building an addition to their sawmill, in which machinery will be placed for the manufacture of pickets and other articles that can be worked out of slabs and refuse timber.

Ithaca—At a meeting of citizens, held here Jan. 15, arrangements were made with M. S. Doyle, proprietor of the Elsie Cheese Factory, whereby that gentleman will put in a cheese plant here similar to the one at Elsie, to begin operations with the summer season.

Belding—M. B. Divine has expressed a desire to remove his cigar factory from Greenville to this place, providing the business men here will furnish a building free of rent for two years. In case the deal is made the business will be merged into a stock company, R. L. Hall, of this place, and E. C. Watkins, of Rockford, having agreed to take several thousand dollars' stock in the enterprise.

Saginaw—At the annual meeting of the Michigan Salt Company, held here Jan. 17, the reports of the officers showed that the amount of salt manufactured in Michigan last year was 3,485,428 barrels, or 466,000 more than the year previous. The amount of salt now on hand is largely in excess of last year.

Holland—The Stern-Goldman Clothing Co. is the name of a corporation which will soon begin business here. Articles of incorporation were filed with the clerk of Kalamazoo county last week. The capital is given as \$8,000, and the stock is divided into 800 shares. Isaac Goldman, of Holland City, holds 300; Leopold and Herman Stern, of Kalamazoo,

167 each, and Gustav Stern, of Allegan, 166 shares.

Manistee—White & Friant have sold their sawmill property to W. R. Thorsen & Co. for \$7,000. The intention of the purchasers is to tear down the two mills and put in a modern bandmill with all the latest improvements, and also to put down a saltwell and build a vacuum pan plant. Mr. Thorsen was formerly Secretary, Treasurer and General Manager of the Stronach Lumber Co., but when that concern was sold to the Union Lumber Co., he retired from business and went to Europe for a couple of years. He has an interest in the Union Lumber Co. still, but takes no active part in its management.

Ionia—At the annual meeting of the stockholders of the Capital Wagon Works, some cold facts were stated by the Secretary. Starting with a capital of \$100,000, it was found at the end of two years that the capital was impaired \$46,947.99. The business of 1894 showed a net profit of 533.14, but as the indebtedness of the institution is \$125,000, the officers decline to resume operations unless the capital is restored to its original condition, as the interest account amounts to \$14,046.95 and the salary and labor accounts amount to \$29,998.62. The average cost of a wagon has been reduced from \$17.90 in 1892 to \$9.37 in 1894, the sales having increased in the meantime from \$113,000 in 1892 and \$100,000 in 1893 to \$143,000 in 1894. The stockholders will meet again Jan. 31 to consider the situation and decide on what course to pursue.

Home Expense on Business Principles.

Wykes & Burns are selling many copies of the "Family Expense Book," the neatest blank book out, for only forty cents postpaid. At the end of each week and month you can tell just where you stand. Dates for every day in the year are printed for entries under the following headings: Board or rent, groceries and provisions, physician and medicine, books and stationery, church and charities, labor or services, washing, lights, fuel, furniture, clothing, taxes, amusements, contingent expenses, cash paid out and cash received.

PRODUCE MARKET.

Apples—Greenings are about out of market and Spys are very scarce at \$2.50 per bbl. Baldwins are in ample supply at \$2.25 per bbl.
Beans—Light receipts have forced the market up 5¢@10¢, in consequence of which local handlers pay \$1.30@1.35 for country picked, holding city picked at \$1.60 in small lots and \$1.55 in carlots.
Butter—In a little better demand in some quarters, in consequence of which the glutted condition of the market has disappeared. Choice stock is salable at 5¢@16¢.
Cabbage—Price ranges from \$2@4 per 100, according to size and quality.
Celery—Is held by dealers at 10¢@12¢ per doz.
Cranberries—Leach's Walton Junction fruit is eagerly sought for by the trade at \$3.50@3.75 per crate, according to quality.
Eggs—18c for strictly fresh, 15c for pickled and 12c for cold storage stock. The supply of all grades is ample.
Lettuce—12¢c per lb.
Onions—Red Weatherfields and Yellow Danvers command 40c per bu. Spanish stock, \$1 per box.
Parsnips—35c per bu.
Potatoes—No change from a week ago.
Radishes—Hot house stock commands 30c per doz. bunches.
Sweet Potatoes—Kiln dried Jerseys command \$3 per bbl. Kiln dried Illinois stock is held at 25c less.
Squash—Hubbard brings 1½¢c per lb., if the quality is up to standard. Poor stock sells at ¼¢c.

GRAND RAPIDS GOSSIP.

Chas. Krantz has opened a meat market at 388 Jefferson avenue.

Adrian DeWitt has removed his hardware stock from 214 to 221 East Bridge street.

H. T. Allerton & Co. succeed Williams Bros. in the grocery and meat business at the corner of Wenham avenue and South Division street.

Heth Bros., hardware dealers at 923 South Division street, will shortly open a branch store at the corner of South Division street and Burton avenue.

The regular meeting of the Retail Grocers' Association, which was to have been held Monday evening, was postponed until the evening of Feb. 4, owing to the inclemency of the weather.

At the annual meeting of the Hazeltine & Perkins Drug Co., held Monday evening, Dr. Chas. S. Hazeltine, M. B. Hazeltine and Cornelius Crawford were re-elected directors of the corporation and the old officers were re-elected, as follows: President, C. S. Hazeltine; Vice President, C. Crawford; Secretary and Treasurer, M. B. Hazeltine; General Manager, H. B. Fairchild. The report of the Treasurer showed that the corporation sold more goods during 1894 than in any previous year in the history of the company.

The Grocery Market.

Sugar—Raw sugars are firm, European beet sugars being especially strong. Refined are steady, with no indication of any change in the market.

Dried Fruits—Currants are strong and higher, both old and new goods having sustained an advance during the past week. Apples, both evaporated and sundried, are stronger and higher. California prunes are weaker and a little lower. French prunes are firmly held and Sultanas are quiet and unchanged.

Coffee—An advance of ¼@½c has taken place on Rios and Santos, the latter grade being most in demand. Mild coffees are also stronger than a week ago, and higher prices are quite likely to be realized.

Rice—Both foreign and domestic grades are in fair demand, with prices firm and tending upward.

Canned Goods—The market is looking up a little, some varieties meeting a little better demand. Corn is still as flat as ever, but tomatoes and apples have shown some improvement. Small fruits are dull.

Oil—The price has been advanced ½c per gallon.

Bananas—Local dealers are not at all satisfied with the way this article is moving. One car was received early last week and, as orders were few, two-thirds of the fruit ripened all at once, and in order to save a portion of it, consignments were made to a number of the best retailers. It will be, at least, two months before the fruit can be moved with any degree of safety, satisfaction or profit.

Lemons—Some of the wholesalers have been taking advantage of the low prices ruling at the steamer auctions at Eastern markets and have been laying in a fair amount of new stock. By having the goods forwarded by the fastest freight lines, and instructing shippers to secure the tightest of refrigerator cars and hay-

ing and papering well, it is believed that the fruit will reach its destination in first-class order. Fortunately, the weather has been very mild during the past five days and no apprehensions have been felt that the stock will not open up as bright and sound as could be desired. The demand, as usual at this season of the year, is light and the prices quoted on the different lists could, and will be, shaded to liberal buyers.

Oranges—Up to the present no Messina or Valencia oranges have been offered by fruit dealers here. One or two of them were fortunate in having a fairly good supply of Floridas which were picked and shipped before the frost annihilated the greater portion of this year's crop, and they promptly advanced their selling price to a point that would yield a good profit and, to some extent, reimburse them for losses sustained during December, when, owing to fierce competition and too free consignments, the retailer could nearly make his own price. For the past two weeks large quantities of the frozen stuff have been dumped into every market in the country to the detriment of dealers who had good fruit and the disgust of purchasers. If one stops a moment to consider he knows that damaged goods of any kind, especially of food products, are a bad investment, besides being positively injurious. The "soft" Florida oranges (and there are still many of them in the hands of various dealers) will be cleaned out by the end of the present week, and the California and Sicily oranges will resume the position among deciduous fruits they have held before Floridas dethroned them.

Foreign Nuts—Are practically unchanged from last week's quotations.

Dates—Are in ample supply at steady prices, and nothing can be seen to warrant speculators buying.

Figs—Sell steadily in fairly large quantities at favorable prices.

The Grain Market.

There is no change of importance to report. While receipts have fallen off fully 50 per cent. in the Northwest and there is hardly any movement in the winter wheat belt, exports have been above the normal during the week, so that the visible will show quite a decrease. Prices have declined about 1c per bushel. One reason for no stronger markets is that exporting countries have sent an unusually large amount to the grain centers of Europe, which has had a depressing effect. The world's supply of wheat is about the same as one year ago. Some authorities claim a large decrease, but, if such was a fact, prices certainly would be stronger and higher than they are, so that the matter of higher prices depends on when the spring opens and how the winter wheat will come on. From all information up to the present time winter wheat is in good condition. There is only one thing which can be said—wheat is cheap, too cheap for farmers to make any effort to raise it or to increase the acreage.

Corn, in sympathy with wheat, shows a decline. While the crop was several hundred millions short, no one seems anxious to invest in it.

Oats remain fairly firm, with a leaning to easier prices.

Receipts have been: wheat, 96 cars; corn, 5 cars; oats, 7 cars. This is a very large amount of wheat—almost as much as went into Detroit last week.

C. G. A. VOIGT.

Gripsack Brigade.

Secretary Owen is busy sending out the first death assessment for 1895 to the members of the Michigan Knights of the Grip. He accompanies the notice with the certificate of membership for this year and other interesting information of an official character.

J. A. Gonzalez, for the past three years travelling representative for the Owl Cigar Co., N. Y., has transferred his allegiance to the Wellauer & Hoffmann Co., Milwaukee, having signed to represent the cigar department of that house in Michigan and Indiana during 1895. Mr. Gonzalez is an energetic salesman and will prove an accession to the Milwaukee institution.

Houston Post: We will say a few words for the commercial traveler as we meet him on the road and outside of business. He is an angel in disguise to the traveling public. Who knows the time tables and can tell you all about the stop overs, meals, stations, hotels and best rooms, the attractions at the various points, and the best and cheapest way of reaching them? Who gives up his comfortable lower berth and takes an upper one, or sits up when the sleeper is full and there is a lady, a feeble man or a sick child in the case? Who entertains the solitary traveler with his breezy, interesting tales of travels or humorous sketches conducive to digestion and provocative of convulsive laughter, and who will stay up all night, if needed, to minister to the wants of a friend or fill a card party? Whose hand and purse are always open to the afflicted? The drummer's. No wonder the public in general have found his ministrations necessary and will not do without him.

Purely Personal.

Clyde Cole, of the firm of Cole Bros., grocers at Kalkaska, was in town a couple of days last week.

Harry Converse, of the Boston Rubber Shoe Co., has been visiting W. A. McGraw (A. C. McGraw & Co.), of Detroit.

Fred H. Ball (Ball-Barnhart-Putman Co.) goes to Detroit to-day as the delegate of York Lodge, F. & A. M., to the Grand Lodge.

John M. Flanagan, of the Mancelona general dealer, was in town Monday on his way to Owosso to attend the receiver's sale of the Suedicor boot and shoe stock.

Geo. W. Reed, of the Stanwood general dealer, announces the arrival at his home of an invited guest—a young lady who acts as though she intended to take up her abode with the family until invited to share the fortunes of some young man.

F. M. Edwards, advertising representative of that sterling publication, the Chicago Dry Goods Reporter, was in town Monday. The Reporter has lately made a ten stroke by changing its form to pamphlet size and increasing the number of pages.

Travelers making Boyne City will be pleased to learn that J. C. Lewis, who formerly kept the Commercial House there, has opened a new hostelry there known as the Lewis House, which will be enlarged and made first class in every respect.

The Commercial Credit Company's 1895 book is delivered to its subscribers. This book is thoroughly revised and takes the place of all previous issues. It should be in the hands of every retail dealer in the city.

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 CHANGES.

FOR SALE—FIRST CLASS GROCERY STOCK and fixtures nearly new. Good location, good town. Good reason for selling. Great opportunity for the right man. Address No. 683, care Michigan Tradesman. 683

FOR SALE—OLD ESTABLISHED FURNITURE and second-hand store. Good chance to add undertaking, in best lake shore town in Michigan. Reason, poor health. Address Underbaker, 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 67 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, Calonia, Mich. 676

FOR RENT—A DESIRABLE STORE BUILDING formerly occupied by Elliott & Co., on north-east corner of Monroe and Ionia streets. One of the best locations in the city. Inquire of Peter Doran, 30 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 14 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. 666, care Michigan Tradesman. 666

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. 653

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. 658, care Michigan Tradesman. 658

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

MISCELLANEOUS.

WANTED—TEA LEAD IN ANY QUANTITIES from everywhere. Address, stating price, J. M. Hayden & Co., 63 Pearl St., Grand Rapids, or telephone 549. 64

I HAVE THE CASH TO PAY FOR A GOOD clean stock of hardware located in an A1 town. Address No. 684, care Michigan Tradesman. 682

THREE HUNDRED AND SIXTY ACRES farming land in Crow ord county, Michigan, to exchange for improved farm or stock of goods. Title perfect. H. Harrington, Reed City, Mich. 68

MEN TO SELL BAKING POWDER TO THE grocery trade. Steady employment, experience unnecessary. \$75 monthly salary and expenses or commission. If offer is satisfactory address at once with particulars concerning yourself. U. S. Chemical Works, Chicago, 67

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

WANTED—BUTTER, EGGS, POULTRY, potatoes, onions, apples, cabbages, etc. Correspondence solicited. Watkins & Smith, 8-26 South Division St. Grand Rapids. 675

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. 674

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. 564

FARM FOR MERCHANDISE.

The Michigan Hardwood Land Co., of Mancelonia, will trade best farming lands for stock of general merchandise.

WORK FOR WOMEN.

Local Aspect of a Much-Discussed Subject.

Written for THE TRADESMAN

"No: I generally get to the store about nine in the morning. At first, they made a fuss about my being late; so I went earlier for a day or two, and then went back to my old time. Nothing since then has been said to me, and, anyway, I work hard enough when I am there to make up, and I don't get half the pay the woman in my place did. I guess they are getting stingy."

These remarks led to a visit to some of the more important stores and offices of Grand Rapids, to learn the opinion held of women as clerks.

Three of the leading dry goods stores were visited. To the question how women were liked, the hearty response each time was, "We could not get along without them. Their honesty, strict attention to business and desire to please could not be surpassed by men; and lady customers prefer them on account of their taste and intuitive knowledge of what is wanted."

Voigt, Herpolsheimer & Co. employ the same number of women as men for clerks. They have tried the experiment with cash girls, and with success. The girls are more quiet and more obedient. Many of these girls become their best clerks. Recently, three gold medals were presented to girls who had been in their service ten years and were leaving to be married; and there is one lady who has been with them twenty-three years.

Two-thirds of the clerks in the Boston Store are women. Only the heavy departments of dress goods, linens and cottons are turned over to the men. The lighter departments of ribbons, laces, handkerchiefs, and even shoes, are given to the women, and they have proved most efficient in these lines.

But one-third the corps in Spring & Company's are women. Their work is declared above reproach. The wages of women in these stores range from \$4.50 to \$10 per week, and are from one-half to two-thirds as much as the men receive; but in these cases, one must take into consideration that all the heavier work, as well as more of the responsibility, is placed on the men.

Grocers find more and more use for women. Two firms on Monroe street have recently hired women as clerks, simply to take orders, and only to fill such as people wish to take with them. Such a place seems especially adapted to a woman, who finds it easier to suggest new dishes and table delicacies in the grocery line to the tired housekeeper who asks for something new.

Many places in china and glassware stores can be better filled by women. One merchant in such a store said: "Yes, there is good reason why there are so many women in our stores. Ladies like to be waited on by women. They know better what is wanted and are careful. As to being more or less reliable than men, it is six one and half a dozen the other. About pay? Well, it is too bad, and we are sorry, but it is a fact that women get much less. They have their homes and work for pin money. We can get young men, though, to work for \$5 or \$6 a week. My best woman gets more. She sees to everything, dusts dishes and all that."

Occasionally, a woman is employed by a furniture firm to show draperies.

As one large furniture dealer said, "Ladies like them to do the matching. We had one young woman here several years and she was well liked. She earned \$4 a week, and I don't know what she would have done without a home. But, since one of our young men went to New York and studied color two years, we do not need a woman." When asked if he knew of any women making a special study of this subject, he replied, "No, but I don't see why they shouldn't." Another large furniture dealer said, "We could use women all the while in designing rooms in private residences if they had studied color and harmony. The time is not distant when women will do this, for they have a natural taste for this line of work."

Woman is just as important a factor in the office as in the store. Women are fast fitting into the routine of office work, and they are especially apt as copyists, stenographers, billing clerks and book-keepers, and there is scarcely an office without one or more of them.

In railroad offices women are chiefly employed as stenographers. In one of the general offices there are eight stenographers and one ticket counter.

The Western Union Telegraph Office has five women. The responsible position of delivery clerk is sometimes held by a man, sometimes a woman. The pay is the same in either case.

One-half the clerks in the Gas Office are women. In all these places they are considered more accurate and attentive to business, also less headstrong.

Girls have entirely supplanted boys in the Telephone Exchange, and they have succeeded because of quickness and better disposition, and because they are easily controlled. There are now thirty-five girls employed. The first year an applicant learns the use of the switch board and earns \$15 a month. When she becomes competent, her wages are increased to \$30. These employes are pleasant and obliging and seldom is fault found with them. There is one girl who has been in the service ten years, and in all that time not a single complaint has been entered against her.

Such are the opinions held by some employers. But there is another side to the matter. Many women are there whose earnings mean more than simply pin money; their wages barely pay for the simplest food and clothes, and not a cent is left for books and other comforts, not to mention occasional amusements. Sometimes they are compelled to work nights and mornings at housework for their board. Pathetic tales could be told of the unselfish help given by women to their families. One gentleman who employs a number of women in his office said that every one of them either supports, or helps to support, a family.

But, on the whole, to an outsider, women's prospects are steadily growing brighter. True, positions which demand little preparation can always be filled easily and so the wages are correspondingly low. But every day new lines of business are offered which promise greater opportunities to women. But, in any kind of work, when a woman is willing to put her whole heart into it and master it, asking no privileges on account of sex, she is sure to find as much room at the top as her brother, and her ability is as quickly recognized. Z. E. U.

Dry Goods Price Current.

Table of Dry Goods Price Current. Includes sections for UNBLEACHED COTTONS, BLEACHED COTTONS, HALF BLEACHED COTTONS, GANTON FLANNEL, CARPET WARP, DRESS GOODS, COBSETS, CORSET JEANS, COTTONADES, PRINTS, TICKINGS, and various other textile categories with prices.

Table of Cotton & Yarns. Includes sections for COTTON D. BILL, DEKINS, GINGHAMS, GRAYN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, CANVASS AND PADDING, DUCKS, WADDINGS, SILESIAS, SEWING SILK, RIBBONS AND EYES—PER GROSS, PINS, COTTON TAPR, SAFETY PINS, NEEDLES—PER M., TABLE OIL CLOTH, COTTON TWINES, and PLAID OSNABURGS.

PORTER TO PARTNERSHIP.

Progress of a Clerk Who Was Not Afraid of Work.

An Old Merchant in Hardware.

When the drummer of to-day starts out after trade with his valise of samples in his hand, he feels something as I did the day I got into the wagon and started for Germantown. The expedition was my own idea entirely, so that if it failed I could not divide the failure with anyone. My plan was to inaugurate a weekly visit, when I would collect butter, eggs and cheese, and anything else the settlement might have to sell, and pay them either in goods or in orders on the store for cash; even if they came in for the cash, it would be worth a great deal to get them into the store.

It was a pleasant day and my hopes rose with the ride, so that by the time I reached the first house in the settlement I was in good spirits for trade. I drove up to the gate and hitched my horse, while one of the windows was soon full of faces watching me. Mr. Guggenheim opened the door as I went in the gate and gave me a "Wie geht's?" in answer to my "Good morning." I was pretty well acquainted with all the settlers there, so I proceeded at once to business.

"Have you any butter or eggs for me to-day, Mr. Guggenheim?"

"Butter an' eggs? You want some?"

"Yes, sir; I am coming around every week for such things, and will pay you just the same as we do in the store; or if you like better, I will bring you groceries for them next week."

"Yah, I will see." He called out the good wife and they spoke together in German; then they brought out a pan of butter and a few eggs. I weighed and counted what they brought me and then tried to get their order for some goods to be brought out the next week, but it all ended in my giving them an order on the store for the amount of the produce in cash.

At the next house I was successful in getting an order for goods for their produce. Some of the people looked on me with considerable suspicion, and wondered why I did not bring the cash along with me, but with these I called in some one who knew me and I got their stuff. As a result of my day's work, I carried back a very good load of produce, some good orders for goods to bring with me the next week, and I had opened trade with several families whom we had never sold to before.

On the next Saturday the people with the cash orders came in, and there were none of them but did some trading with us before they left the store. The next time I went out I had goods to deliver, and I came back with a good batch of orders for the week following. Mr. Ely considered my experiment a decided success, and when the new store started we were sure of the trade in the German settlement.

The new merchants started as if they were going to run out of trade every other store in town. They brought some of the city enterprise with them that one could see at a glance were capital ideas, but they also had some notions that were entirely out of place in the country. The store was arranged with great taste and so that everything was convenient for the salesman; the country was flooded with glaring handbills calling attention to the new store, and staples were quoted below cost, but Mr. Ely had been ahead of them here. He reasoned that they would surely cut down prices, first, because it was natural for a new firm to do it, and, next, because we were selling staples at what was a fair profit, while in the city where these men had been living staples were sold at cost or less. Then he said that if he were to cut down prices first many people in the country would give him the benefit of the decline, while if he waited until the new store was running it would be said he was forced by the new men to come down. So we anticipated their opening and circulars, and sent out ours, cutting prices down to the quick. The new firm went a little below us on some articles, but not enough to attract attention, and we could not say after they were started that we felt their competition at all.

One day I was standing at the depot waiting for a coming train, when I ran across the senior of the new firm, Mr. Haricot. He seemed very cordial, and after a few minutes' talk asked if I had made any engagement with Mr. Ely for any specified time. I told him I had not. Then he said he would give me an increase over any salary I might be getting if I cared to leave Mr. Ely and work for him. It seemed to me it was a very mean way of doing things between two merchants, but I simply said I was well satisfied with my position at Mr. Ely's, and should not care to change. I never mentioned this incident to Mr. Ely, but when, at the end of the year, he gave me \$50 more than was due me I was tolerably sure that he had heard of it from some one.

That \$50 was the beginning of my bank account. Mr. Ely told me to do just what I pleased with it, and mother said she did not need it. I determined at first that I would buy a watch with it; then I concluded I would have the "nobbyest" suit of clothes in the town; then I changed my mind and was about to start a private library with it, but I was talking to Mr. May about books and he said something that decided me to put it in the savings bank.

"Don't begin to invest very heavily in the purchase of books just yet, Mark," said he. "If you are able to save a little money don't put it where you cannot get at it; the day may not be far off when a little ready money will be the making of you; open a savings bank account when you have \$5 saved, and you will feel like adding to it whenever you can; then if you need your money it is where you can get it."

We had no savings bank nearer than the city, but a few days after this Mr. Ely sent me down there to pick out some groceries, and I opened an account in the savings bank there. I felt myself quite a capitalist as I rode home.

For the next three months I was tolerably busy. Mr. Ely caught a severe cold that settled on his lungs, and for twelve weeks he could not come near the store. Mr. May came in every evening and we made out orders for goods together, but during the day I had to shoulder the entire responsibility of the business. Fortunately it was not a time of year when farmers were selling much of their products, and when it came to selling our goods I was nearly as well posted as was Mr. Ely. In ordering goods I was without any experience whatever; Mr. Ely had always done this without consulting me, unless to ask about stock on hand. So I made all our orders very light in order to be on the safe side, and the result was that when Mr. Ely was able to come to the store we were very low in goods. After he had time to look the stock over, he decided it would pay to go to New York and lay in a good line of goods, and he determined, too, that I could do the work there as well as he, so he told me to get ready. No one but a clerk who "has been there" can realize my feelings as I carried this news home to my mother. I was so happy I slept but little that night.

Hardware Price Current.

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

AUGERS AND BITS.	
Snell's	60¢/10
Cook's	40
Jennings' genuine	25
Jennings' imitation	50¢/10
AXES.	
First Quality, S. B. Bronze	\$ 5 50
" " D. B. Bronze	1 00
" " S. B. Steel	6 50
" " D. B. Steel	13 00
BARROWS.	
Railroad	\$12 00 14 00
Garden	net 30 00
BOLTS.	
Stove	50¢/10
Carriage new list	75¢/10
Plow	40¢/10
Sleigh shoe	70
BUCKETS.	
Well, plain	\$ 3 50
Well, swivel	4 00
BUTTS, CAST.	
Cast Loose Pin, figured	70¢/10
Wrought Narrow, bright fast joint	40 60¢/10

Wrought Loose Pin	40
Wrought Table	40
Wrought Inside Blind	40
Wrought Brass	75
Blind, Clark's	70¢/10
Blind, Parker's	70¢/10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	60¢/10
CRADLES.	
Grain	40¢/10
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	55
G. D.	35
Musket	60
CARTRIDGES.	
Rim Fire	50
Central Fire	dis. 25
CHISELS.	
Socket Firmer	75¢/10
Socket Framing	75¢/10
Socket Corner	75¢/10
Socket Slicks	75¢/10
Butchers' Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	120¢/12½ dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 28
" 14x52, 14x56, 14x60	26
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	22
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, per pound	6¼
Large sizes, per pound	06
ELBOWS.	
Com. 4 piece, 6 in	dos. net 75
Corrugated	dis. 50
Adjustable	dis. 40¢/10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26	30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Disston's	60¢/10-10
New American	60¢/10-10
Nicholson's	60¢/10-0
Heller's	50
Heller's Horse Rasps	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16 17	17
Discount, 70	
GAUGES.	
Stanley Rule and Level Co.'s	50
KNOBS—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Brantford's	55
Norwalk's	55
MATTOCKS.	
Adze Eye	\$16.00, dis. 60-10
Hunt Eye	\$15.00, dis. 60-10
Hunt's	\$18.50, dis. 20¢/10.
MAULS.	
Sperry & Co.'s, Post, handled	50
MILLS.	
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	30
MOLASSES GATTS.	
Stebbin's Pattern	80¢/10
Stebbin's Genuine	80¢/10
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	25
16	45
12	45
10	50
8	60
7 & 8	75
4	90
3	1 20
2	1 60
Fine 3	1 60
Case 10	65
" 8	75
" 6	90
Finish 10	75
" 8	90
" 6	10
Clinch 10	70
" 8	80
" 6	90
Barrel %	1 75
PLANES.	
Ohio Tool Co.'s, fancy	dis. 2 40
Scotia Bench	2 50
Sandusky Tool Co.'s, fancy	2 40
Bench, first quality	2 40
Stanley Rule and Level Co.'s wood	50¢/10
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. 25 to 27	9 20
Broken packs ¼¢ per pound extra.	

HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40¢/10
Mason's Solid Cast Steel	30c list 80
Blacksmith's Solid Cast Steel Hand	30c 40¢/10
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60¢/10
State	per dos. net, 2 50
Screw Hook and Strap, to 12 in. ¼ 14 and longer	3¼
Screw Hook and Eye, ¼	net 1¼
" " " ½	net 8¼
" " " ¾	net 7¼
Strap and T	dis. 5
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track	50¢/10
Champion, anti friction	60¢/10
Kidder, wood track	40
HOLLOW WARE.	
Pots	60¢/10
Kettles	60¢/10
Spiders	60¢/10
Gray enameled	40¢/10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 72
Japanned Tin Ware	25
Granite Iron Ware	new list 2
WIRE GOODS.	
Blight	70¢/10¢/10
Screw Eyes	70¢/10¢/10
Hook's	70¢/10¢/10
Gate Hooks and Eyes	70¢/10¢/10
LEVELS.	
Stanley Rule and Level Co.'s	dis. 70
ROPS.	
Steel, ¼ inch and larger	7
Manilla	10
SQUARES.	
Steel and Iron	7 & 10
Try and Bevels	80
Mitre	20
SHEET IRON.	
Nos. 10 to 14	Com. Smooth. Com. \$3 50 \$2 50
Nos. 15 to 17	3 50 2 60
Nos. 18 to 21	4 05 2 70
Nos. 22 to 24	3 55 2 80
Nos. 25 to 28	3 65 2 90
No. 27	3 75 3 00
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
SAND PAPER.	
List acct. 19, '86	dis. 50
SASH COORD.	
Silver Lake, White A	list 50
" " " " " " " "	55
" " " " " " " "	50
" " " " " " " "	55
Discount, 10.	
SASH WEIGHTS.	
Solid Eyes	per ton \$20
SAWS.	
" Hand	dis. 70
" Silver Steel Dia. X Cuts, per foot	20
" Special Steel Dex X Cuts, per foot	50
" Special Steel Dia. X Cuts, per foot	30
" Champton and Electric Tooth X Cuts, per foot	30
TRAPS.	
Steel, Game	60¢/10
Onelda Community, Newhouse's	40
Onelda Community, Hawley & Norton's	70-10 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	62½
Coppered Spring Steel	50
Barbed Fence, galvanised	2 50
" " painted	2 10
HORSE NAILS.	
An Sable	dis. 40¢/10
Pittman	dis. 05
Northwestern	dis. 10¢/10
WRENCHES.	
Baxter's Adjustable, nickeled	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75¢/16
MISCELLANEOUS.	
Bird Cages	dis. 50
Pumps, Cistern	75¢/10
Screws, New List	70¢/10 40
Casters, Bed a d Plate	50¢/10 40
Dampers, American	40
Forks, hoes, rakes and all steel goods	65¢/10
METALS.	
Pig Tin	
Pig Large	26c
Pig Bars	28c
ZINC.	
Duty: Sheet, 2½¢ per pound.	
60 pound casks	6¼
Per pound	7
SOLDER.	
¼¢/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—BEST 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, " "	8 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 50
14x20 IC, " Alloway Grade	6 00
14x20 IX, " " "	7 50
20x28 IC, " " "	12 50
20x28 IX, " " "	15 50
BOILER SIZE TIN PLATE.	
14x20 IX, " "	\$14 00
14x21 IX, " "	15 00
14x26 IX, for No. 8 Boilers, } per pound	10 00
14x20 X, " " }	



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

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E. A. STOWE, Editor.

WEDNESDAY JANUARY 23.

COQUETTING WITH CRIME.

In the earliest times those authoritative rules of action which are denominated laws were based on the principles of honor and morality. A man has the right to do anything, provided his act does not work damage to any other individual. Therefore, no one has a right to injure another.

Upon this maxim is based the right to be secure from attacks upon life, limb, liberty, property and character. Government is founded upon the necessity for providing some agency by which these rights may be protected and invasions upon them punished. Honor is the sentiment which grows out of a recognition of these rights, and is the expression of a desire to see them protected and maintained.

The honest man, desiring not to wrong any one by infringing on his rights, will not only obey the regulations that are made for the protection of those rights; but when there is such a violation by others, although the wrong does not touch him, he realizes that it is a blow at justice and a disturbance of the order of society, and he wishes to see the intruder or malefactor brought to proper punishment.

Here is the true basis of honesty, honor and good citizenship.

But in a material age like the present, when money means so much in social life, when wealth is the key to political and social power, and the only means of securing the enjoyment of luxury and ease, the struggle for material prosperity becomes the chief object with a large portion of the population, and the contention grows so keen that not a few will adopt questionable means to secure the object of their desire.

By the growth and prevalence of such a state of affairs, it becomes necessary for many persons who have not been overscrupulous in the attainment of their object to take measures for their own protection, and, in the discussion of such subjects, the law-writers have come to draw very fine lines of demarcation between those acts which, while not fair and honest, are, nevertheless, not absolutely criminal.

It becomes of extreme importance for men to know just how far they can go on a course of selfish disregard for the rights

of others, and yet not place themselves in jeopardy of the penalties of an outraged law, and whereas it was intended in the beginning that honor and honesty and law should be very closely allied, there has grown up between them a wide gap; so, while the law does not in direct terms sanction and permit wrongdoing, means are found to deduce from it a virtual excusing of the wrongdoer.

Any decay in the legal standard of right and wrong necessarily infects the sentiment of which social honor is the expression, and, in consequence, there is a gradual falling away from the original standards of commercial honor. As to political honesty, that was the first to fail. The Government is an impersonal thing. It is not an individual, or even an organization of individuals. It is a something that represents the whole body of the people; the fund which is called public money is a contribution from the masses of the population. It really belongs to nobody, and, therefore, there is nobody to complain if it be made away with. In this way political jobbery comes to be a common affair, and so the public money becomes an object of desire by persons both in and out of official position.

But when the infection of dishonesty once begins to work upon men, where is it to stop? Who shall set limits to its ravages? Like any other dangerous and damaging infection, it spreads from one to another until it has implanted its contagious poison far and wide in a community where it has once taken hold. Men who have no scruples in engaging in a piece of political jobbery, but would not do a dishonest act in private business, finally lose sight of the line between public corruption and private dishonesty, and cross it without giving the matter a second thought.

Then comes the necessity for drawing a line, on one side of which questionable transactions may be carried on with impunity, while, on the other side, the door of the felon's cell yawns for the criminal. How often has it been that solicitous friends, suddenly alarmed at the revelations of suspicious transactions, have with anxious care investigated the matter, and, being assured upon competent advice that the conduct which had aroused apprehension stopped just short of the penitentiary gate, were forced to be content that the wrongdoing had not proceeded quite to the limits of felonious crime.

But is not the standard of private honor just as high as ever it was? THE TRADESMAN fully believes so. But it is possible that it is less generally esteemed. It is possible that the criminal corruptionist is more readily excused than formerly. It is possible that the frightful mien of the monster, crime, has, through too much association, become less revolting. It is possible that the social and political success of men who have reached their positions by questionable, or more than questionable, means has directed attention away from the methods by which that success was attained.

There is every reason to believe that human nature is marching on to better things, to a higher state of honor, virtue, piety and happiness. Such a result is in accord with all the prophecies, both sacred and profane. But it would be most premature to believe that this state of perfection is near at hand. There is

yet to be a great deal of sloughing off of unscrupulous selfishness and reckless crime. That happy day will come in its own good time; but there must yet be a long waiting for it, and much work of preparation by mankind. Let the work go on, at least.

STUDYING RAILWAYS IN COLLEGE.

Several of the principal American universities are giving particular attention to the various branches of economic science and philosophy. The University of Pennsylvania has a professorship of journalism, and the University of Chicago has introduced into its system a course of study on railroads.

It is not expected that any theoretical knowledge of newspaperdom, or of railroads, or of any other system of economics which unites practical acquaintance with the details of a complicated business with an exact professional experience can be of much assistance to the intending journalist or the incipient railway manager, but it is bound to be valuable as a part of a good general education.

A business man, or any sort of professional person, in this wonderful age, cannot know too much about the general matters of life, while a wide and varied acquaintance with every class of facts is invaluable to the lawyer, the journalist and the statesman. The American people run greatly to politics, and any man who hopes to be able to legislate intelligently on the various subjects which, in this age of wonderful progress, go before the law makers of the country ought to know something about the practical affairs of the business that may be said to move the world.

In connection with the study of railroads in the Chicago University, the *Railway Review* of that city remarks that a system of lectures is in use by which practical railway men come by invitation for the purpose of the presentation and discussion of some topic in connection with the management of railroads. This practice has resulted in giving to that institution an amount of information on railway topics not possessed by any other.

Chicago is one of the greatest railway centers in any country, and men can be found there who are well versed in any department of railway practice. The commerce of this great country is most intimately associated with railways, and the regulation of these great carriers has been already made the subject of legislative enactment, and will be in the future to a still greater extent. A fair knowledge of their operations, of their organization, of their earnings and expenses, of the relation of freight rates to agriculture and other industries, is of the greatest importance to those who write about them and to those who legislate on the subject. The railway course in the Chicago University is an important addition to its facilities for imparting instruction.

THE CURRENCY PROBLEM.

Now that it has been shown that the Carlisle currency bill cannot pass, it has become equally apparent to the entire country that a currency reform bill is urgently needed. So general is that conviction that conservative journals, and particularly the financial ones, are found urging that this same Congress which has just shown its inability to agree upon the Carlisle bill should,

nevertheless, pass some other measure remedying the defects in our currency system before adjourning on March 4.

It is now certain that no mere partisan measure will pass. The Democrats will be unable to push through a bill which does not conciliate the silver people, and, even if that element of the party should be cajoled into voting for a measure, the Republicans would antagonize it to a man. If any currency bill is to be passed at this session, therefore, an appeal must be made to the conservative forces in Congress, irrespective of party, and some measure must be introduced which will commend itself to the business and financial interests of the country.

Already a number of measures have been brought forward to take the place of the discredited Carlisle bill. All of these have more or less merit, but they have also the taint of partisanship about them, and, consequently, afford little hope of success.

To have the least chance of securing the support of the conservative elements of both Democrat and Republican parties, a bill must provide, first, for the retirement as speedily as possible of the legal tender notes, and, second, for the issuance of a well-secured bank currency. A bill which does not accomplish these two requisites must fail of its purpose, and probably would not be able to pass; but an attempt to accomplish much more than this would be equally abortive. Any attempt to bring the silver problem into the agitation for currency reform would only confuse matters and make it impossible to secure the passage of any measure.

The repeal of the silver purchasing clause of the Sherman bill was brought about at the very outset of the term of the present Congress by a combination of the conservative forces in both parties. What was then accomplished could be as easily brought about again before the final adjournment on March 4. For the administration to abandon all further efforts to pass a currency reform bill, owing to the refusal of Congress to accept the Carlisle measure, would be a woeful lack of courage.

To those familiar with the deliberation in preparing for a change in the administration of this Government and the improbability, amounting almost to an impossibility of the resignation of its chief magistrate, the story of the revolution in the French administration last week is almost incomprehensible, and at first glance suggests the idea of a lack of stability in the republican form of government in that country. On the contrary, however, nothing could have occurred to demonstrate more forcibly the strength to which the principles of republicanism have grown there. The enemies to this form of government were instantly at the front. The Bourbon pretender was ready with manifesto of willingness to take his throne, which excited only derision; while the socialists and anarchists were as quickly and more actively manifest. With French vivacity and toleration they made the assembly almost a bedlam during the election; but the result showed them in such an insignificant minority that there is but little to be apprehended from them in French politics.

RAILWAY BANKRUPTCY IN 1894.

With the new year comes the settling of accounts, and that proves to be judgment day with too many business concerns which have not been able to breast all the storms of 1894.

It is very generally conceded that the railways are a pretty fair index of the financial condition of the country and faithful reflectors of its prosperity or the lack of it. A glance at the statement of the receiverships and the sales in bankruptcy of American railways for 1894 gives some important particulars on the subject.

Timely information in this direction is furnished by the *Chicago Railway Age*, which is high authority in matters concerning the railways of the country. From the figures that have been gathered by actual transactions, it is seen that in 1894 over 7,000 miles of railway, incumbered by a stock and bond indebtedness of about \$396,000,000, have gone into the hands of receivers; while about 6,000 miles, with a funded indebtedness of more than \$319,000,000, have been sold out under foreclosure of mortgage.

More detailed information is worth attention. The figures of the *Railway Age* show that most of the defaulting roads are located in the West and South, although six of them hail from New York and the contiguous State of New Jersey. None of the New England States are represented, nor are Pennsylvania and Ohio, notwithstanding their great railway mileage and continued additions to it. The fact that Kansas, Nebraska, Texas and some of the other states in which railway operation has been notoriously unprofitable do not figure largely in the record for last year is explainable by the single statement that a large share of their railway mileage has been bankrupt for some years.

The largest items in the list are made up by the appointment of separate receivers for four companies that formed parts of two great systems which confessed bankruptcy last year, the Atlantic and Pacific and Colorado Midland, of the Santa Fe system, and the Oregon Railway and Navigation and Oregon Short Line, previously forming part of the Union Pacific. These four roads, whose insolvency really was announced in 1893, represent 3,696 miles, and \$183,768,000 of bonds and stock, or 52 per cent. of the mileage and 46 per cent. of the capitalization, showed in the list of receiverships for 1894. With these great failures deducted the record of the past year would be less appalling, though it would still greatly exceed that of every year between 1885 and 1892; while, if they were credited to 1893, the bankruptcy figures of that year would be indeed overwhelming.

As to cases of foreclosure, during 1894 there were forty-two railways brought to the block, having an aggregate of 5,643 miles, with \$164,216,000 of bonds and \$154,783,000 of capital stock, or an aggregate of \$318,998,000 of securities. The Richmond and Danville, and East Tennessee, Virginia and Georgia, and their dependencies, furnished a large share of the mileage and capitalization of this formidable list.

The results of the great financial panic of 1893 were necessarily carried over into 1894, and all this bankruptcy means, at least, a settling up of the old scores of misfortunes which occurred before 1894 was born. The figures show that in

nineteen years, commencing with 1876, the railroads sold out in bankruptcy were in number 593, embracing a mileage of 62,926, and carrying a stock and bond debt of \$3,528,125,000, or largely more than three thousand million dollars. It should seem certain that in the end the railways will settle down to such a basis as that they can be operated profitably. They could not pay their way through excessive inflation followed by periods of collapse, and they have been compelled, one by one, to succumb to the storm, and, cutting away their useless and dangerous top hamper, endeavor to make way under such scant sail as they may be able to hoist in such hurricane weather. It is only by such a course that they can hope to get safely into port. It is only on such a basis of caution and close-reefing that any business should be conducted in such a stormy season.

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HARD TIMES.

Pathetic Picture of Daily Life during the Panic.

Of course, you've read about it in the papers, sir. There didn't seem ter be much else in them, one time. A bank failin' here, an' another one there, an' some big concern that everybody supposed was worth millions, going ter smash. An' maybe, seeing yer' a writer ye'self, an' imaginin' is sort o' yer profession, yer've "imagined" how the working class felt about the hard times, an' hev' taken a satisfaction layin' the blame on Cleveland, or the folks that passed the Silver bill. But I tell yer, sir, there can't no imaginin' nor newspapers, nor hearsay—nothin but jest havin' be'n ther' yerself, make yer realize the feelin' that comes over a man when he walks up ter git his Saturday pay, an' in the envelope is a slip sayin' the force must be cut down, an' he won't be needed there any more.

It don't so much matter if he's alone in the world, but it generally happens he ain't. An' when I read that slip, the first thing I thought wa'n't about gittin' another place, or bein' dissatisfied myself, but the way my wife would look when I broke the news ter her. There was the little girl, too. An' though children of twelve ain't supposed ter know much about money affairs, she, bein' the only one, an' old fer her age, has got ter understandin' things most as well as her mother. She ain't very strong, an' we'd planned ter save up an' give her a little trip out in the country through August—hire her boarded ter some old farm-house, where she could have her fill of country air an' be ready fer school again in the fall.

I tell yer, sir, I never had many chances. Worked out summers an' went ter school winters until I was fifteen, an' then come into the city ter learn a trade. An' my wife had ter keep house fer her father until the old man died, an' then she married me, so her edercation ain't much ter boast of, either. But we'd talked it over between us, an' made up our minds 'at our little girl should have a show—go through the high school, an' through college, too, if she wanted, an' keep on just as long as we was able to work for her.

"Never mind," says my wife, when I come home, blue enough, an' she found out what was the matter. "Yer'll have ter git another place. An', if yer don't, the shops will start up in a week or two, an' a little vacation will do yer good."

I wa'n't so sure about the shops startin' up, but I'd always held 'at a strong, able-bodied man that kep' away from rum could find work somewhere, an' so the next Monday mornin' I started out ter look fur it. I tried the machine shops first—no chance there; they was all runnin' short, an' some o' them just laughed when I asked fur a job.

"You're the seventh that's be'n here this mornin'," one boss said. "What do yer suppose we want of yer when we can't keep our own hands employed?"

Times was hard, I, knew an' that wa'n't much more than I expected; but I hadn't reckoned on gittin' the same answer every place. I wa'n't partic'lar after a while. I tried them all—grocery stores, an' butcher shops, an' express-mans, an' woodyards. An' every time I come home my wife would ask, meanin' to make her voice sound as if she

wa'n't much concerned, "Well, did you find any work to-day?" An' I would answer as cheerful as I could, because of little Nell takin' in every word we said, "No, didn't seem ter git along very well to-day. Presume likely I'll strike some-thing to-morrow." But the next day things would go on jest the same, an' finally I begun ter feel discouraged.

We hadn't much laid by. I'd taken out a three thousand life insurance, in case anythin' should happen ter me; but, when times are prosperous, folks git into the notion of thinkin' they're goin' ter continue that way, an' spendin' the money as it comes. An' there was the rent ter pay, the same as if I was ter work. An' the grocer sent in word he'd got ter have cash hereafter; he hated ter ask it but hard times was pinchin' him. I pawned my watch—a silver one, but it brought a little—an' the ring I gave my wife once for her birthday, an' a locket of little Nell's. An' one night yer might 'a' seen me sneakin' out o' the back door with my winter overcoat done up in a bundle. Another time it was my wife's silk dress, an' then the rug in the parlor; always at night, though, fur, however poor a man is, it hurts his pride ter have his neighbors know he hain't had foresight enough ter provide fur a day like this.

Yer remember that hot spell we had the last part o' July? I come home one o' them days, when I'd be'n lookin' fur work, ter find Nell lyin' on the sofy with hardly strength to raise her head, though she did try ter brighten up when she saw me.

An' then my wife said she'd be'n sort o' ailin' fur a week or two, but the little thing had made her promise not ter tell, "because papa had so much ter worry him now, an' he'd want ter git a doctor, an' she was sure he couldn't afford it.

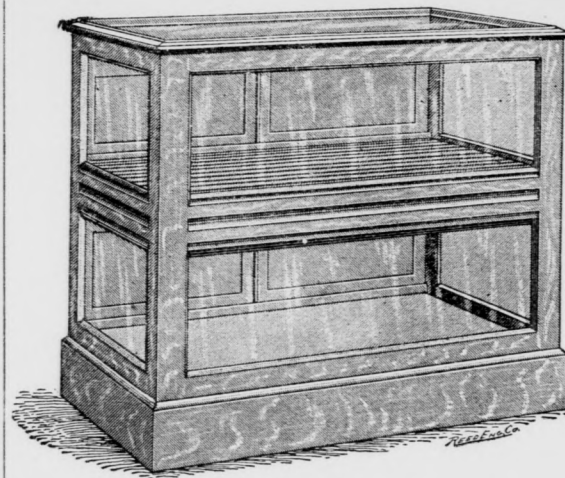
There was just two dollars in my pocket—every cent I had in the world—but she had that doctor in less than half an hour. He laughed an' tole her he guessed she'd be'n playin' too hard, an' a little medicine 'd make her all right, but when he got me out in the hall he looked grave. "I find considerable trouble with the heart," he said; "no settled disease, but it is in a highly irritable condition, an' she seems much run down. Has she be'n frettin' over anythin'? Anythin' on her mind?"

I tole him I was out o' work and I presumed she was botherin' about that.

"Oh, yes; she sees you lookin' gloomy, I suppose, and it reacts on her. Now I am goin' ter speak plainly with yer. Cheerfulness is one thing yer daughter must have. I cannot answer for the consequences if this anxiety continues. Send her inter the country for a month; or, if yer can't afford ter do that, yer must keep her from frettin' about things she cannot help. As fer the hard times, most people are worrying themselves unnecessarily. There is no cause for the depression except a temporary lack of confidence. Business will be in full swing by the middle of October."

He meant it kindly, I know, but I stood there an' looked after him an' wondered what difference it would make what happened by the middle of October, if a man couldn't see his way clear to livin' through August.

I went down ter look fer work again that afternoon. I tried the barrooms this time an' the livery stables, an' I tried ter git a job sweepin' streets.



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An' when all that failed I sit down on a curbstone, an' looked at the people ridin' by in their carriages, an' wondered if 'twas the way the Lord intended it—that some should have everythin' an' others nothin'—an' almost scared myself with the curses that kep' comin' inter mind, when I thought how easy it would have been fer them to help me, an' they wouldn't. "Come, move on here!" says a policeman, an' I started up.

It was about four o'clock, as I was slouching along the street, only stayin' there because I couldn't bear to go home an' face little Nell, that I heerd the fire-bell ring, an' the next minute the engines come puffing through the street. There was a crowd o' boys, an' women with shawls over their heads, an' men, an' I followed with the rest. I don't know why, unless with a foolish notion that if I could save a life, or do some other brave thing, they might make up a purse to reward me. The plainest of us do get high-flown ideas like that once in a while. But the fire was in a barn, as it happened; an', by the time the engines got there, the downstairs was a solid mass o' smoke.

I asked a man if the hosses was all out, an' when he said, "Yes," I stood an' watched the firemen fix on the hose. Jest as the water begun to play, a woman standin' near me give a cry. "Oh," says she, "see that little dog looking out o' the window! There! Upstairs!"

He was a little yeller half-starved thing, an' he stood an' pawed at the glass as if he knew his only chance was to break through it an' jump. "It's jest a stray dog," says a hostler. "He's be'n taggin' 'round here fur a day or two. Followed somebody up ther', I s'pose, an' got the door shut on him. Poor duffer!"

A little girl about as big as Nell commenced to cry. "Oh," she says, "can't somebody git 'im out? The fire hain't caught in that room at all yet. See 'im look! He's thinkin' some of us could run up an' unfasten the door, only we won't. Please, mister, can't you—"

An' I started. It might hev be'n jest her sayin' it, but it seemed to me that that dog had the same thought in his mind that I'd hed when I sit an' watched the people go by in the carriages. In gen'ral, I'm an every-day, common sense man, an' hold a man's life, with a wife an' little 'un dependin' on him, too precious to be risked for a mongrel yeller dog; but jest fur a minute it seemed to me that that little critter hed a soul

jest like folks, an' I took one long breath an' started in ter save it.

The smoke was thick, but it was a little clearer in the room where the dog was, an' soon's I opened the door the little thing seemed to know what I come fur an' give a run right inter my arms. There was a winder near, an' I broke it with my fist an' got a taste o' fresh air, an' then started back, agropin' my way down the stairs, blind, an' dizzy, an' gaspin', an' 'most givin' up at the last, till I felt a breath not quite so thick with smoke, an' then I knew the door was close by. The men raised a cheer as I come out, an' one o' the women went somewhere an' got me a glass o' water. But the biggest part of the crowd didn't pay no 'tention, an' when the fire died down they went away, an' left me sittin' on a pile o' blankets that hed been thrown out; for I'd breathed so much smoke it made me feel queer.

After a while I heard some one speak an' looked up. There was a fleshy good-lookin' man standin' by me. "Well," he says, laughin', "yer come mighty near gettin' caught in that building, my man. Do yer save dogs fer fun er from a sense o' duty?"

I told him that I wa'n't fond o' seein' animals suffer if I could help it.

"Well, I'm not either," he said, "but I didn't think I could prevent it. Yer look played out. Anythin' I can do fer yer?"

An' then, o' course, I asked him fer work. I'd said the words so often they rolled off from my tongue like somethin' I'd learned by heart. But I knew from the start I would't get anythin' from him, an' then ther' come a queer feelin' as if I'd never say them again.

"No-o," he said, "I don't believe we can take yer. One o' our men was taken sick a day or two ago, but we've decided we can get along without hirin' till he's better. Ever worked in a grocery store?"

I said, "No, I was brought up on a farm. Late years I've worked in a shop."

"Oh, yes—one o' Colton's hands. There has been two or three around lately. But, yer see, we should want a man who understood the business, and I've about made up my mind ter git along without extra help—for a time, anyway. I'm sorry I haven't anythin' fur yer. It can't be very pleasant to be turned out of a job through no fault o' yer own."

He was nice enough, yer see, an' I know folks tell about how much good a

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sympathizin' word does. But I watched him walkin' away, an' felt as if I'd got to the end of my rope—nothin' to fall back on now but that life insurance policy. It give me a creepy crawly feelin', at first, when my thoughts kep' strayin' around ter that, but after a little the idea was sort o' pleasant ter me. It would be enough to keep 'em on fer quite a while, I thought, an' it would be better than charity. Maybe Nell's mother would grieve more at first about her husband's dyin' than she would about bein' on the town books as a pauper; but ther' wouldn't be anythin' ter be ashamed of in the first kind o' grief. An' when my little Nell grew up, her dad havin' made a misstep one night an' fell into the river wouldn't be nothin' fur people to fling in her face.

I sat there with my head in my hands, thinkin' till the clock struck six. I had it all decided then, an' I got up an' started fur home. It wa'n't till I opened the door at the foot o' the stairs that I felt somethin' snuffin' around my heels, an' nen I saw 'at the little dog I'd saved from the fire had followed me. I picked him up in my arms, an' opened the sittin'-room door with a rush.

"Any news?" says my wife, all in a tremble, comin' ter meet me.

"News! I should think so!" I yelled, flingin' up my hat. "Why, Nell, yer dad's a hero! Saved a dog's life! Cheers and applause! Asked ter call around tomorrow an' see about a job. Good times ahead! Hurrah!"

It wa'n't very well done, I know. I never hed hed much practice in lies, yer see. But my wife thought I was jest puttin' on a little more than I felt ter please Nell. As fer her, she brightened up in a minit. She made me sit over on the sofy by her an' tell her all about the fire, an' how the little doggy looked, an' what the man I was goin' ter work fer said. An' I told her not to bother her little head with partic'lers—the matter wa'n't decided yet, but the next day I'd tell her all about it.

An' when I asked about supper, an' my wife said the butter was all out, an' she hedn't bought any meat that day, I commenced ter laugh, an' kept it up so long she got frightened an' thought I was losin' my mind. I said it was because I was so pleased that our hard times was goin' ter be ended in the morning. But somethin' I saw in her face quieted me. When—that—happened the next day, I couldn't have my wife always thinkin' I'd acted strange the las' night and wonderin' if I did it on purpose.

I pushed my chair back from the table. "Come, now," I said, "let's all take a ride on the electric cars. We've been mopin' long enough. An' now I know what I'm goin' ter do; a little outin' 'd be good fer us. Yer'd like ter go, Nellie, wouldn't yer? Mamma'll take the shawl, so's ter make it easier fer yer tired little back."

"I guess my wrap 'll do better," says my wife. An' then I remembered the pawnbroker's ticket. But Nellie looked up as pleased as if I'd offered her a fortune. "Oh, yes," says she. "An' I'll take the dog. He's so little, I can hold him right in my lap, and the car man won't care. Can't I take him, papa?"

I said, "Yes," and we started. The car was full, I rec'lect, an' there was some trouble about gittin' a seat. Two women got on after we did, an' we crowded along ter make room.

"See how full the car is," says one o' them, "an' mostly working people, too. They have money enough ter ride on the cars, it seems. I was sure the reports of the sufferin' among them were exaggerated."

She was holdin' a long knit purse, an' the thought come iato my mind ter snatch it away from her an' run. Fer a minit I hed ter grip my han's tergether ter keep from it; then I remembered the steppin' off the bridge would be surer, maybe, an' there wouldn't nobody call that a disgrace. An' all the while I was thinkin' it over I was talkin' ter Nell, tellin' about the way I used ter do on a farm—how I drove the cows, an' how I ploughed, an' how I raked the hay. The air blew cool in her face an' sent a little pink flush there. On the way back, my wife roused up a little an' commenced ter talk o' the times when we went ter school together, an' what everybody said an' did, an' I laughed an' joked as if I hedn't a care in the world. But when we got ter the house I felt as if I'd played my part as long as I could. I helped them off an' then stepped back over the car. "I'm a little nervous ter-night," said I. "Guess I'll ride up here a ways an' then walk back ter quiet me."

My wife looked queer. "Never mind, Jack," said she, with a tremble in her voice. "Something will happen." An' nen I see it all hedn't deceived her a bit.

The minit the cars started, someone touched me on the shoulder. I turned 'round, an' there was the man who had talked with me that afternoon. "Thought I'd seen yer before," says he; "but I couldn't think who it was till I noticed the dog. Found a place yet?"

I said, "No, I didn't expect ter."

"Oh, yer musn't git discouraged. Say, I was thinkin' after you'd gone that I didn't know what was the use o' us doin' all that extra work while the clerk was sick, as long as there was plenty anxious ter take it off our hands. Now, yer new ter the bus'ness, an', o' course, I can't pay fancy prices. But if yer want ter come an' try it for a while—probably till the shops open—it's only seven dollars a week, but—"

I turned 'round then an' caught hold o' his hand. In gen'ral, as I said, I'm a common sense man, an' men ain't given ter makin' much ado over their feelin's, but there are times when they will break through. I told him what he said hed saved my life—an' then felt ashamed of myself fer sayin' it.

"That yer little girl yer had with yer?"

I told him yes. "She's be'n sick, an' we thought the air might do her good."

"I thought she didn't look overly strong," said he. "Ought ter send her out in the country for a while."

"We've be'n plannin' on it," I said, "but the hard times stepped in ter prevent."

"The cars come ter the terminus then an' we got off."

"Well, good-night," said he. "I suppose I'll see yer at 6 ter-morrow—527 Main, the place is." An' then he added, as if he was ashamed of it: "If yer little un wants country air, why, there's my brother's folks live down Sunset way—big farm, plenty o' milk, lots o' children. My Jennie's goin' down ther' next week. One more won't make any difference. You'd better plan it so's yer little girl can go 'long with her an' they'll have all the better fun. Hang it all, what ails yer? Come, I say, don't do that—brace up an' be a man!"

Fer when I tried ter thank him ther' was a lump in my throat that choked me, an' I jest stood there with the tears runnin' down my face.

I've be'n thinkin' a good deal about it sence, an' it sort o' seems to me—though I ain't a preachin' man nor a professor o' religion—as if some trouble was jest sent ter show what poor, miser'ble fail-ures o' livin' we'd make if there wa'n't nobody ter oversee us. There I was, growin' more an' more desprit every day, an' plannin' ter get out o' the world, an' all the time the Lord was seein' ter everythin', even ter our goin' ter ride an' takin' jest that car. There's a story now.

The shops start up next week, an' the country's seen the worst o' it. But what I started out ter say, an' what I believe, sir, is that ther' can't none o' them writers, nor editors, nor folks that are fond o' givin' advice, tell how the workin' men feel over the hard times unless they've be'n through it theirselves.

PAULINE PHELPS.

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 HORP, Ass't C's'r. Transacts a General Banking Business. Interest Allowed on Time and Savings Deposits. DIRECTORS: Jno. A. Covode, D. A. Blodgett, E. Crofton Fox, T. J. O'Brien, A. J. Bowne, Henry Idema, Jno. W. Blodgett, J. A. McKee, J. A. S. Verdier. Deposits Exceed One Million Dollars.



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

CHICAGO AND WEST MICHIGAN RY. Nov. 18, 1894.

GOING TO CHICAGO. Lv. G'd Rapids 7:15am 1:35pm *11:30pm Ar. Chicago 1:25pm 6:50pm *7:30am RETURNING FROM CHICAGO. Lv. Chicago 8:25am 5:00pm *11:45pm Ar. G'd Rapids 3:05pm 10:25pm *6:25am TO AND FROM MUSKOGON. Lv. Grand Rapids 7:25am 1:25pm 5:30pm Ar. Grand Rapids 11:45am 3:05pm 10:25pm TRAVELERS 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 1:35pm. Arrives from Chicago 10:25pm. Sleeping cars leave for Chicago 11:30pm. Arrive from Chicago 6:25am. *Every day. Others week days only.

DETROIT, LANSING & NORTHERN R. E. Oct. 28, 1894

GOING TO DETROIT. Lv. Grand Rapids 7:00am 1:20pm 5:25pm Ar. Detroit 11:40am 11:40am 5:30pm 10:10pm RETURNING FROM DETROIT. Lv. Detroit 7:40am 1:10pm 6:00pm Ar. Grand Rapids 12:40pm 5:20pm 10:45pm TO AND FROM SAGINAW, ALMA AND ST. LOUIS. Lv. G R 7:40am 5:00pm Ar. G R 11:35am 10:45pm TO AND FROM LOWELL. Lv. Grand Rapids 7:00am 1:30pm 5:25pm Ar. from Lowell 12:40pm 5:20pm THROUGH CAR SERVICE Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train. Trains week days only. GEO. DEHAVEN, Gen. Pass'g Ag't.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

Table with columns: Trains Leave, No. 14, No. 16, No. 18, No. 10. Rows include Grand 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 7:00 p. m. " " " Mil. and Chi. 4:35 P. m. *Daily except Sunday. *Daily. Trains arrive from the east, 6:35 a.m., 12:50 p.m., 5:30 p.m., 10:50 p.m. Trains arrive from the west, 10:10 a. m. 3:15 p.m. and 9:15 p.m. Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car. No. 82 Wagner Sleeper. Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner Sleeper. JAS. CAMPBELL, City Ticket Agent.

Grand Rapids & Indiana.

Table with columns: Trains Going North, Leave going North. Rows include For Traverse City, Petoskey and Saginaw 7:40 a. m.; For Traverse City 7:40 a. m.; For Saginaw 5:00 p. m.; For Petoskey and Mackinaw 10:25 p. m. Trains Going South, Leave going South. Rows include For Cincinnati 7:25 a. m.; For Kalamazoo and Chicago 2:15 p. m.; For Fort Wayne and the East 3:15 p. m.; For Cincinnati 6:40 p. m.; For Kalamazoo and Chicago 11:40 p. m.

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

Table with columns: Lv. Grand Rapids, Ar. Chicago, 7:25 a.m., 2:15 p.m., *11:40 p.m.; 8:45 a.m., 2:40 p.m., 9:05 p.m., 7:10 a.m.; 2:15 p.m. train has through Wagner Buffet Parlor Car and coach. 11:40 p.m. train daily, through Wagner Sleeping Car and Coach. Lv. Chicago 6:50a.m. 8:30 p.m. 11:30 p.m. Ar. Grand Rapids 2:50pm 9:15 p.m. 7:20 a.m. 3:30 p.m. has through Wagner Buffet Parlor Car 11:30 p.m. train daily, through Wagner sleeping Car. Muskegon, Grand Rapids & Indiana. For Muskegon—Leave From Muskegon—Arrive. 7:25 a.m. 9:55 a.m. 1:40 p.m. 1:15 p.m. 4:40 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. A. Morrill, the Chicago Tea Importer and Cigar Jobber.

Charles A. Morrill was born in Plymouth, Penobscot county, Maine, Feb. 20, 1845. His heritage was brains, energy and a strong constitution.

When between two and three years old he was adopted by Mr. and Mrs. David C. Morrill, of Farmington Falls, Me., and spent his early life on a farm in the Sandy River valley, attending the village school when not at work. An apt scholar, he easily acquired such an education as the common schools of that day afforded. At the breaking out of the Rebellion he was determined to enter the army, and, not being able to get the consent of his foster parents, he quietly stole away one day and enlisted in Co. G, Seventeenth Maine Infantry, being mustered in at Farmington, Aug. 18, 1862, a boy of 16 years of age. He served his full term of three years and participated in the battles of Fredricksburg, Chancellorsville, Kelly's Fork, Locust Grove, Mine Run, the Wilderness, Siege of Petersburg and Little Sailor's Creek. At Chancellorsville, while participating in a night attack on the enemy in which his regiment was engaged, he was stunned by a shell, was taken prisoner by the rebels and confined in Libby prison and Belle Isle for more than two months, when he was returned to the Union lines by an exchange of prisoners. He immediately resumed his place in the ranks and on May 6, 1864, at the battle of the Wilderness, he was shot through the abdomen by a minie ball and left on the battle field among the dead. By the merest chance a companion noted evidences of life in the apparently inanimate form and succeeded in getting him away from the place in the last ambulance which left the field of battle. He was supposed to be mortally wounded, but was sent to the Mt. Pleasant General Hospital, at Washington, where he was cared for by Annie Etheredge, the famous Michigan nurse. He was subsequently removed to the Ft. Schuyler General Hospital, in New York Harbor, where he recovered from the injury sufficiently to be assigned to the Veteran Reserve Corps and returned to his regiment in season to participate in the entire campaign of 1865, culminating in the surrender of Lee at Appomattox, and was honorably discharged at Portland, Me., June 4, 1865. He was promoted to the position of corporal soon after entering the service, but immediately resigned; and, although he was frequently offered promotion, he persistently declined to rise above the ranks, preferring to remain "with the boys."

Returning home, Mr. Morrill entered as a student at the Old Wesleyan Seminary, at Kent's Hill, Me., paying his expenses with money saved from his pay as a soldier at \$13 per month. He taught school one winter and at 21 years of age was appointed United States Consular Agent at St. Thomas, Ont., where he served two years with credit.

Determined to seek his fortune in the West, he went to St. Louis in 1868 and took up the work of brakeman on the Northern Missouri Railroad, running between St. Louis and Kansas City. He had then made up his mind to adopt the profession of the commercial traveler, and most of his spare time in St. Louis was spent in seeking an opening in that direction. He finally obtained a commis-

sion from the importing tea house of Foster & Rockwood, the senior partner remarking at the time that if Mr. Morrill was as persistent in selling goods as he was in seeking an opportunity to get on the road, his success was by no means problematical. He was out five months on his first trip, during which time he made a record which eclipsed anything of the kind in the previous history of the house. His territory included Nebraska, Iowa, Minnesota and Wyoming, and, at the end of ten years' continuous service with Foster & Rockwood, he found he was in possession of \$30,000 from the savings from his salary and the results of a number of judicious investments. He thereupon resigned his position as salesman and formed a copartnership



with John Guild for the purpose of embarking in the importing tea business at Omaha under the style of Guild & Morrill. In 1880 the business was removed to Chicago and the following year Mr. Morrill purchased Mr. Guild's interest and has since carried on the business alone under the firm name of C. A. Morrill & Co. With great business foresight and keen judgment Mr. Morrill has increased a business of \$200,000 to \$1,000,000 in sales per year, which extend from the Ohio River to the Pacific Coast and from the Gulf of Mexico to the Canadian line. He has never failed in business, never given a note for merchandise and never failed to discount a bill. In addition to his tea business, which is one of the largest in Chicago, he owns the Morrill Cigar Co., which he established seven years ago, and which conducts an extensive business in the West and Northwest. He also owns more than \$100,000 worth of Chicago real estate and about 5,000 acres of land in Iowa, Kansas and Texas. He is a large holder of Chicago Street Railway stock and has stock in several Chicago banks, his total earthly possessions being estimated at a round half a million dollars.

Liberality and generosity have always been cardinal features of Mr. Morrill's career. A single instance is sufficient to show his breadth of vision. During the cyclone at Grinnell, Iowa, in 1883, two carloads of tea shipped by him to customers in Montana were blown into the river and destroyed. The loss was uncovered by insurance, but, on learning of the disaster, he immediately telegraphed his customers that he would, voluntarily, assume half the loss. Such

an act naturally made him a most popular man with the Montana trade, affording him an amount of gratuitous advertising which money could not buy.

Personally, Mr. Morrill is one of the most companionable of men. He is liked by his employes because he insists on paying salaries commensurate with the services rendered, while his business associates and competitors hold him in high esteem by reason of his inflexible honor and sterling integrity. Socially, he is a general favorite, because of his perpetual good humor and unusual conversational powers. He is a charter member of the Chicago Athletic Club, and a liberal patron of the race track, taking great pride in the possession of as speedy a pair of trotters as are owned by any man in Chicago. He was somewhat conspicuous as a Democratic politician until last fall, when he announced his abandonment of Democratic doctrines and his adoption of the tenets of Republicanism.

Mr. Morrill has a brilliant and beautiful wife, who has recently taken their only child, a daughter, abroad to complete her education in France and Germany.

Mr. Morrill is quite well known in this city, having come here occasionally to visit his cousin, W. F. Blake, who formerly represented his house in this State.

A Lansing Business Block.

In the office of architect W. D. Sutton, room 703 Michigan Trust building of this city are the plans for a very handsome block to be erected on Michigan avenue in Lansing for Mr. N. F. Handy, of Topeka, Kansas. It will be three story, of brick with sandstone trimmings, have a very ornamental front of art glass and brass, cost \$5,000 and be completed by June 10. Mr. Sutton is thoroughly conversant with all the details of planning and supervising the construction of buildings of all kinds, has a well cultivated taste in their ornamentation and for many years has been very favorably known in Michigan.

The Jackson Meeting.

The special meeting of the Michigan Wholesale Grocers' Association, which was held at Jackson last Tuesday, was well attended, thirty of the thirty-five houses belonging to the organization being represented in person. The proceedings were very harmonious, the consensus of opinion being that the organization should be maintained at any hazard. No action was taken involving any change in the policy of the Association in any respect.

Retail Grocers' Meeting Postponed.

The adjourned meeting of the Northern Michigan Retail Grocers' Association, which was to be held at Reed City next month, has been postponed until the regular meeting at the same place in August. This action has been deemed desirable by President Tatman, in view of the unsettled condition of the grocery business, necessitating the constant presence of the dealer at his place of business.

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.

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..... 6 1/2
Breakfast Boneless Bacon..... 8 1/2
Dried Beef, Ham Sets..... 9 1/2

Fresh Meats.

Beef Sides..... 5@ 6
Loins of Beef..... 8@10
Rib Roasts..... 7@ 9
Pork Loins..... 7 1/2

Beef in Barrels.

Boneless Rump Butts..... \$9 25

Lard in Tierces.

Kettle Rendered..... 7 1/2
Family..... 5 1/2
Compound..... 5 1/2
Vegetole..... 5 1/2

Ask for Quotations on Armour's No. 1, World's Fair Butterine. Its Price and Quality are right with us.

Ask for prices on any provisions or fresh 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.....	11 75
Short cut.....	12 00
Extra clear pig, short cut.....	14 00
Extra clear, heavy.....	13 00
Clear, fat back.....	13 50
Boston clear, short cut.....	13 25
Clear back, short cut.....	13 25
Standard clear, short cut, best.....	13 75
SAUSAGE.	
Pork, links.....	6 1/2
Bologna.....	5
Liver.....	6
Tongue.....	8 1/2
Blood.....	6
Head cheese.....	10
Summer.....	10
Frankfurts.....	7 1/2
LARD.	
Kettle Rendered.....	8
Granger.....	7 1/2
Family.....	6
Compound.....	5 1/2
Cotolene.....	7 1/2
Cotosuet.....	6 1/2
0 lb. Tins, 1/2 c advance.	
50 lb. " 3/4 c "	
25 lb. " 1/2 c "	
13 lb. " 1 c "	
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.....	7 25
Extra Mess, Chicago packing.....	7 00
Boneless, rump butts.....	9 50
SMOKED MEATS—CANNESSED OR PLAIN.	
Hams, average 20 lbs.....	9 1/2
" " 16 lbs.....	9 1/2
" " 12 to 14 lbs.....	10
" picnic.....	7
" best boneless.....	8 1/2
Shoulders.....	6 1/2
Breakfast Bacon boneless.....	8 1/2
Dried beef, ham prices.....	10
DRY SALT MEATS.	
Long Clears, heavy.....	6 1/2
Briskets, medium.....	7 1/2
" light.....	7
Butts.....	6 1/2
D. S. Bellies.....	6 1/2
Fat Backs.....	6 1/2
PICKLED PIGS' FEET.	
Half barrels.....	3 25
Quarter barrels.....	1 75
Kits.....	90
TRIPPE.	
Kits, honeycomb.....	75
Kits, premium.....	85

A. B. KNOWLSON,

Wholesale Shipper

Cement, Lime, Coal, Sewer Pipe, Etc.

CARLOTS AND LESS

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 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.

THE PRICE OF BREAD.

Periodical Revival of a Time-worn Complaint.

An editorial recently appeared in the *Herald*, of this city, under the heading "Facts for Bakers." In it are some surprising statements as to the enormous profit made by bakers, not only in large cities like New York but even in Grand Rapids, of which the following are samples:

The movement for cheaper bread which has been more or less noticeable throughout this country has accomplished much. It has in many places forced greedy and soulless bakers to accept a profit somewhat less exorbitant than the 200 or 300 per cent. which, in many places, Grand Rapids among the rest, is yet exacted. * * * But, be that as it may, there is not a baker in this city who pays even \$2.50 per barrel for the flour he uses, nor is there one whose percentage of profit is less than 300 per cent. on each loaf of bread sold. And, what is more, there is not one who can produce figures to successfully refute this statement.

With a view to confirming or refuting the statements of the *Herald*, THE TRADESMAN detailed a reporter to interview a number of leading bakers on the subject, with the following result:

Ernest F. Hubbard, of the Hill Bakery, said: "The writer of that article is certainly much mistaken, and could not have gotten the facts of the case. In the first place, we pay \$1.10 more per barrel for our flour than he quotes. We have just put in a carload of Minnesota flour at \$3.60 per barrel. We could never sell bread here made of the cheap quality he mentions. There are many conditions which make the business more profitable in a large city than in one of this size. The demand here is very fluctuating. Many families buy occasionally, but for the most part make their own bread. The demand here is much greater in summer than in winter. To-day, for instance, we have made 1,500 loaves. Now, if we could have made twice as much, the expense of labor would be increased very little. Then the expense of delivering is much more here. We require four teams to do our work, because the trade is so scattered. A Chicago firm can distribute 2,500 loaves with one team. One restaurant alone there will take 500 loaves. Our loaf which wholesales at 4 cents weighs one pound six ounces. There is a large amount of waste, also. We give barrels of bread too dry to be marketable to the Charity Organization, Little Sisters of the Poor, etc."

L. E. Patten, of the City Bakery, said: "No money is made on bread at the present prices, and were they lowered, it would simply drive men out of the business. Since the reduction in prices last spring, no greater quantity has been sold

—less rather than more—as people have thought the quality must be poorer. I cannot make an acceptable loaf of bread for any less money than we are doing. As it is, we make three times as much bread in summer as in winter, which insures us against loss. We use the best Minnesota flour and it costs us from \$3.80 to \$4 per barrel. A loaf of bread on the counter costs 3 cents. Added to this are the cost of delivering and loss by drying, and yet we must wholesale at 4 cents and retail at 5."

Chas S. Jandorf, the Monroe street baker, said: "Grand Rapids bakers cannot compete with New York or any large city. I know, because I have been a baker all my life and have worked in New York and Chicago and know all about their shops. People here would never be satisfied with such bread as is turned out from many New York bakeries. They often use the very poorest flour, mixing with it a little better quality to make it answer at all—sometimes mixing four or five different kinds."

In regard to the drawbacks in a place of this size, Mr. Jandorf spoke substantially as the others have done.

F. C. Hammerschmidt said: "The writer of the *Herald* article is entirely mistaken. There is not an iota of truth in the article. If there were any such profit, there would be no end to people who would want to go into the business. The actual cost of my bread is nearly 3 cents per loaf.

F. L. Blake, of South Division street, said: "The article is not worth noticing, and I do not care to say anything about it. The writer evidently does not know what he is talking about. My bread costs 3 cents a loaf before it is delivered. We use the best material and have only first-class help. It is made exactly as bread is made at home, except we are able to mold it a little softer. Our loss from stale bread is very small. I do not think we lose a bushel of bread in a week, but our men have to go twice a day and redistribute to prevent any being left. That is the only way we have any gain."

Jos. V. Tschauer, of the Union Bakery, when shown the *Herald* article, said: "If people believe such things as that about bakers, I only wish they would try it themselves for a little while. I make six different kinds of bread. Among them is a hop yeast bread, made of the best flour, a loaf of which weighs one pound and ten ounces, retailing at five cents. The man who wrote that article thinks he knows all about our business, but he doesn't and I am ready to sign my name to it. If we make twenty-five per cent., we think we are very well to do."

His Mistake.

Woman—That rocking-chair you sold me is a fraud.

Second-Hand Dealer—How's that?

"The rockers are not even and, as you rock, it keeps moving sideways all over the room."

"Mein Cracious! I haf made a mees-take, und sent you von new patent rocker varranted nod to veer oud de carpet all in von place. Dot kind costs two tollars more."

"Huh! Well, it's your mistake, and I won't pay the two dollars, and I won't send it back—so there."

A Florida negro mistook a mule for a ghost and poked it with a stick. The verdict recited that he came to his death by using too short a stick in probing the unknowable for evidence of a future existence.

HONEST STEALINGS.

This phrase, if a paradox from the standpoints of the law and the gospel, is not so in the accommodating flexibility of modern speech and conscience. There are dividing lines even among thieves. They grade up from the nude and unwashed article to the exquisite apex where they are mixed up with rainbows and angels' wings. The plain, original, and unlauded article, like a black sheep in a flock of Southdowns, is generally under some sort of supervision, and sooner or later rubs his nose against the cold iron of a prison cell or becomes the guest of a penitentiary cook. It is also true that the more refined and well-behaved article, dainty, delicate and glorious in collars and cuffs, sometimes exposes his cloven foot, and finds a stool for the same where repentance wears a striped suit, but carries no key for a prison door. The accommodations for these gentlemen, we regret to say, are gradually becoming insufficient, but what would they be in straitness of space and limits of accommodation if all who ought to be there were gathered in from the outside. What a procession it would be, and how it would shame the few who found their way into Noah's ark!

How many office chairs would be empty and what vacancies there would be in our courts and legislatures, our boards of trade, our police platoons, and even in our church pews. How many a mill would be silent and congressman dumb; dealers in real estate and managers of poor houses, charities and strikes—how few and lean would the members of this great army be if the roll were called and the sheep separated from the goats. If every brick were paid for with honest money, how small some of our houses would be, and if so-called honest stealing were withdrawn from banks and safe deposits, what a skeleton would be made of the golden calf.

In our State and municipal departments it is no secret, and nobody's hair gets gray in thinking of the matter, that in an alarming number of instances official salaries do not represent income. There are more chickens than eggs, and the milk ladled into private pans is a drain on more than one cow. This is true from the top to the bottom, from lobbying a bill to closing a contract for a sewer or demanding fees from an impecunious washerwoman. We have got so familiar with this process of being skinned that the operation is painless, and the man who secures the hide has but one regret—that there is not more of it. It is plain, whether we like the medicine or not, that if corruption and venality in public office are accepted as a requisite of patriotism, and mercenary motives are the royal stairway to the highest duties and dignities of the nation, is it not more than likely that the vice of Judas will sooner or later repent of its sins in the hempen necktie with which that person closed his biography.

It is true that a tree is known by its fruits, and a stringent persimmon can never be a libel on an apple tree, but if there were not something wrong at the bottom there would be very little of it at the top. Our public men are products and not a metamorphosis, and if we will be sufficiently candid and courageous to wipe our eye-glasses we will confess that, from trading a horse to getting a municipal charter, our consciences

trouble us but little. As a consequence, who loses breath or asks for ammonia or soda water when men who have been in public office for three years come out of the gold dust with enough of the metal to cover the wants of three score? How is it that in strikes we have one set of men eating cake and venison and another set seeking a meal, and finding it not, on the spareribs of a red herring. How is it that some men who could not pay for their shoes come out of a protracted struggle with a home of their own, a brass plate on the door, and a sleek horse in the back lot? How is it that of a barrel of money collected, what is left below the third hoop is accounted for, and the rest is swallowed up in "expenses?" What a fat-producing compound are honest stealings! Where should we be without them, and what will be our fate if the caterpillar outlives the cabbage?

FRED WOODROW.

The number of men who claim to keep the best cigar in the city is only equaled by the number who actually keep the poorest.

Send me a trial order for a mixed car of

**Flour,
Feed,
Hay,
Etc.**

G. H. Behnke,

30 East
Bridge Street,
Grand Rapids, Mich.

Chas. Pettersch,

JOBBER OF

Imported and Domestic Cheese

Swiss, Brick and Limburger a Specialty.
161-163 West Bridge St. Telephone 123
GRAND RAPIDS

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—Turpentine.		Declined—	
ACIDUM.			
Aceticum	82 10	Cubebae	1 40 1/2 50
Benzoleum German.	65 75	Excelsior	2 00 1/2 30
Boracic	15	Erigeron	1 20 1/2 30
Carbolicum	2 00 1/2 30	Gaultheria	1 50 1/2 60
Citricum	41 44	Geranium, ounce	7 75
Hydrochlor	3 1/2 12	Gossypii, Sem. gal	7 00 75
Nitricum	10 1/2 12	Hedeoma	1 25 1/2 40
Oxalicum	10 1/2 12	Juniperi	5 00 2 00
Phosphorium dil.	20	Lavandula	9 00 2 00
Salicum	1 25 1/2 60	Limonis	1 40 1/2 60
Sulphuricum	1 1/2 5	Mentha Piper	2 10 1/2 60
Tannicum	1 40 1/2 60	Mentha Verd	1 80 1/2 60
Tartaricum	3 00 1/2 33	Morrhuae, gal	1 30 1/2 40
AMMONIA.			
Aqua, 16 deg.	4 00 6	Myrica, ounce	5 00
" 20 deg.	6 00 8	Olive	9 00 3 00
Carbonas	12 1/2 14	Pictis Liquida, (gal. 35)	1 00 1/2 12
Chloridum	12 1/2 14	Ricini	3 80 96
ANILINE.			
Black	2 00 2 25	Rosmarini	1 90
Brown	8 00 1 00	Rosae, ounce	6 50 2 50
Red	4 50 5 00	Succini	4 40 45
Yellow	2 50 2 30	Sabina	9 00 1 00
BACCAR.			
Cubebae (po 25)	2 00 2 25	Santal	2 50 2 70
Juniperus	5 00 10	Sassafras	5 00 5 50
Xanthoxylum	2 00 30	Sinapis, ess, ounce	6 65
BALSAMUM.			
Copaiba	45 50	Tigifi	6 00
Peru	2 00 10	Thyme	4 00 5 00
Terabin, Canada	45 50	Theobromas	1 50 2 00
Tolutan	35 50	POTASSIUM.	
CORTEX.			
Abies, Canadian	18	Bi Carb.	15 1/2 18
Cassiae	12	Bichromate	13 1/2 14
Cinchona Flava	18	Bromide	4 00 4 30
Euonymus atropurp.	30	Carb.	12 1/2 15
Myrica Cerifera, po.	20	Chlorate (po. 17 1/2 19)	1 00 1 18
Prunus Virgini	12	Cyanide	5 00 5 50
Quillaja, grd.	10	Iodide	2 90 3 00
Sassafras	12	Potassa, Bitart, pure	23 25
Ulmus Po (Ground 15)	15	Potassa, Bitart, com.	15
EXTRACTUM.			
Glycyrrhiza Glabra	24 25	Potass Nitras, opt.	8 1/2 10
Haematox, 15 lb. box	11 1/2 12	Potass Nitras	7 9
" 1s.	13 1/2 14	Prussiate	28 30
" 1/2s.	14 1/2 15	Sulphate po	15 1/2 18
" 3/4s.	16 1/2 17	RADIX.	
FERRU.			
Carbonate Precip.	15	Aconitum	2 00 2 25
Citrate and Quinia	2 30	Althae	2 25 2 50
Citrate Soluble	80	Anchusa	12 1/2 15
Ferrocyanidum Sol.	60	Arum, po.	2 25
Solut Chloride	15	Calamus	2 00 4 00
Sulphate, com'l.	9 2 7	Gentiana (po. 12)	8 1/2 10
" pure	7	Glycyrrhiza (po. 15)	1 00 1 18
FLORA.			
Arnica	12 1/2 14	Hydrastis Canaden.	3 00 3 30
Anthemiss	18 25	(po. 35)	2 30
Matricaria	13 1/2 15	Heliochrysa, Ala, po.	15 20
FOLIA.			
Barosma	14 30	Inula, po.	15 20
Cassia Acutifol, Tin-	18 25	Ipecac, po.	1 30 1 40
nively	25 30	Iris plox (po. 35 38)	3 50 4 00
" " Alx.	25 30	Jalapa, pr.	4 00 4 50
Salvia officinalis, 1/2s	12 20	Maranta, 1/2s.	2 35
and 3/4s	20 30	Podophyllum, po.	15 1/2 18
Ura Ural	8 10	Rhei	7 50 1 00
GUMMI.			
Acacia, 1st picked	2 80	" cut	6 1 75
" 2d	40	" pv.	7 50 1 35
" 3d	30	Spigella	3 50 3 80
" sifted sorta	20	Sanguinaria, (po 25)	2 20
" po	60 80	Serpentaria	3 00 3 50
Aloe, Barb. (po. 60)	5 00 60	Senega	5 50 6 00
" Cape, (po. 20)	12	Simflax, Officinalis, H	2 40
Socotri, (po. 60)	15	M	10 1/2 12
Catechu, 1s, (1/2s, 14 1/2s,	16)	Scilla, (po. 35)	1 00 1 12
16)	1	Symplocarpus, Fostid-	2 35
Ammoniac	5 50 60	us, po.	2 25
Asafoetida, (po. 50)	5 00 6 1	Valeriana, Eng. (po. 30)	15 20 30
Benzoinum	5 00 5 50	" German	15 20 30
Camphora	4 20 5 00	Ingber a	18 20 20
Euphorbium po	25 10	Zingiber j.	18 20 20
Galbanum	2 50 3 00	SEMMEN.	
Gamboge, po.	7 00 7 50	Anisum, (po. 20)	2 15
Guaiaecum, (po 35)	2 30	Asium (graveleous)	14 1/2 18
Kino, (po 2 00)	2 00 3 00	Bird, 1s	4 00 6
Mastic	2 00 3 00	Carni, (po. 18)	1 00 1 12
Myrrh, (po 45)	2 40 3 00	Cardamon	1 00 1 25
Opit (po 3 30 3 50)	2 5 2 60	Coriandrum	1 20 1 4
Shellac	4 00 4 50	Cannabis Sativa	4 00 5
" bleached	4 40 4 50	Cydonium	7 50 1 00
Tragacanth	5 00 8 00	Chenopodium	1 00 1 12
HERBA—In ounce packages.			
Abinthum	25	Dipterix Odorata	2 40 2 60
Eupatorium	25	Poenicium	2 15
Lobelia	25	Poenogreek, po.	6 2 8
Majorum	28	Linl	3 1/2 4
Mentha Piperita	28	Linl, grd. (bbl. 3 1/2)	3 1/2 4
Rue	30	Lobelia	3 50 4 00
Tanacetum, V	32	Pharlaris Canarian	4 00 5
Thymus, V	25	Rapa	4 1/2 5
MAGNESIA.			
Calined, Pat.	55 60	Sinapis Albu.	7 2 8
Carbonate, Pat.	20 22	" Nigra	11 1/2 12
Carbonate, K. & M.	20 25	SPIRITUS.	
Carbonate, Jennings	35 38	Frumentum, W. D. Co.	3 00 2 50
OLEUM.			
Abinthum	2 50 3 00	" D. F. R.	2 00 2 25
Amygdalae, Dulc.	3 00 3 50	Juniperis Co. O. T.	1 25 1 50
Amygdalae, Amarae	8 00 8 25	Opit	1 50 2 00
Anisi	2 40 2 50	Shellac	1 75 2 30
Aurant Cortex	1 80 2 00	Saacharum N. E.	1 90 2 10
Bergamit	3 00 3 20	Spt. Vini Gall.	1 75 2 00
Cajiputi	6 00 6 25	Vini Oporto	1 25 2 00
Caryophylli	7 50 8	Vini Alba.	1 25 2 00
Cedar	35 40	SPONGES.	
Chenopodii	2 1 60	Florida sheeps' wool	2 50 2 75
Cinnamoni	1 25 1 4	Nassau sheeps' wool	2 00
Citronella	4 45	Velvet extra sheeps'	1 10
Conium Mac.	35 40	wool carriage	1 10
Copaiba	80 85	Extra yellow sheeps'	85
SYRUPS.			
Accacia	50	Grass sheeps' wool car-	65
Zingiber	50	riage	75
Ipecac	60	Hard for slate use	1 40
Ferri Iod	50	Yellow Reef, for slate	1 40
Aurant Cortex	50	TINCTURES.	
Rhei Arom	50	Aconitum Napellis R	60
Simflax Officinalis	60	" F	50
" "	50	Aloes	60
" "	50	" and myrrh	60
" "	50	Arnica	50
" "	50	Asafoetida	50
" "	50	Atrope Belladonna	60
" "	50	Benzoin	50
" "	50	" Co	50
" "	50	Sanguinaria	50
" "	50	Barosma	50
" "	50	Cantharides	75
" "	50	Capsicum	50
" "	50	Ca damon	75
" "	50	Castor	75
" "	50	" Co	1 00
" "	50	Catechu	50
" "	50	Cinchona	50
" "	50	" Co	60
" "	50	Columba	50
" "	50	Conium	50
" "	50	Cubeba	50
" "	50	Digitalis	50
" "	50	Ergot	50
" "	50	Gentian	50
" "	50	" Co	60
" "	50	Gualca	60
" "	50	" ammon	60
" "	50	Zingiber	50
" "	50	Hyoscyamus	50
" "	50	Iodine	75
" "	50	" Colorless	75
" "	50	Ferri Chloridum	35
" "	50	Kino	50
" "	50	Lobelia	50
" "	50	Myrrh	50
" "	50	Nux Vomica	50
" "	50	Opit	85
" "	50	" Camphorated	50
" "	50	" Deodor	2 00
" "	50	Aurant Cortex	50
" "	50	Quassia	50
" "	50	Rhatany	50
" "	50	Rhei	50
" "	50	Cassia Acutifol	50
" "	50	" Co	50
" "	50	Serpentaria	50
" "	50	Stromolum	60
" "	50	Tolutan	60
" "	50	Valerian	50
" "	50	Veratrum Veride	50
MISCELLANEOUS.			
Ether, Spts Nit, 3 F.	2 20 30	" "	3 20 34
" " 4 F.	3 20 34	Alumen	2 1/2 3
" ground, (po.	7)	Annatto	3 2 4
" "	5 50 60	Antimoni, po	4 50 60
" "	4 50 60	Antipyrin et Potass T.	1 40
" "	2 25	Antifebrin	2 25
" "	4 3	Argent Nitras, ounce	5 2 7
" "	3 80 40	Balm Gilead Bud.	3 80 40
" "	1 40 1 50	Bismuth S. N.	1 40 1 50
" "	11	Calcium Chlor, 1s, (1/2s	12 1/2 14)
" "	2 10 0	Cantharides Russian,	2 10 0
" "	2 28	Capsici Fructus, af.	2 28
" "	2 30	" B po	2 30
" "	10 1/2 12	Caryophyllus, (po. 15)	10 1/2 12
" "	3 75	Carmine, No. 40	3 75
" "	5 00 5 25	Cera Alba, S. & F.	5 00 5 25
" "	3 80 40	Cera Flava	3 80 40
" "	2 40	Coccus	2 40
" "	2 25	Cassia Fructus	2 25
" "	2 10	Centraria	2 10
" "	40	Cetaceum	40
" "	60 68	Chloroform	60 68
" "	2 15 25	" squibbs	2 15 25
" "	1 25 1 50	Chloral Hyd Crst.	1 25 1 50
" "	20 25	Chondrus	20 25
" "	15 20	Cinchonidine, P. & W	15 20
" "	3 40 12	" German	3 40 12
" "	75	Corks, list, dis. per	75
" "	35	dent	35
" "	2	Creasotum	2
" "	5 2 5	Creta, (bbl. 75)	5 2 5
" "	11	" prep.	11
" "	8	" precp.	8
" "	40	" Rubra	40
" "	24	Crocus	24
" "	6	Cudbear	6
" "	10 1/2 12	Capri Sulph	10 1/2 12
" "	70 90	Dextrine	70 90
" "	6	Ether Sulph	6
" "	35 35	Emery, all numbers.	35 35
" "	15 15	" po	15 15
" "	23	Ergota, (po.) 40.	23
" "	8	Flake White	8
" "	60	Galla	60
" "	7 8	Gambier	7 8
" "	20 20	Gelatin, Cooper	20 20
" "	30 50	" French	30 50
" "	15	Glassware flint, by box 80.	15
" "	25	Less than box 75.	25
" "	20	Gine, Brown	20
" "	22	" White	22
" "	55	Glycerina	55
" "	75	Grana Paradisi	75
" "	65	Humulus	65
" "	65	Hydraag Chlor Mite.	65
" "	85	" Cor	85
" "	85	" Ox Rubrum	85
" "	85	" Ammoniat.	85
" "	55	" Unguentum	55
" "	60	Hydrargyrum	60
" "	1 25 1 50	Ichthyobolla, Am.	1 25 1 50
" "	75 100	Indigo	75 100
" "	3 80 3 90	Iodine, Resubi	3 80 3 90
" "	24 70	Iodoform	24 70
" "	25	Lupulin	25
" "	60 65	Lycopodium	60 65
" "	70 75	Macle	70 75
" "	27	Liquor Arsen et Hy-	27
" "	10 1/2 12	drag Iod.	10 1/2 12
" "	2 1/2 4	Liquor Potass Arsenitis	2 1/2 4
" "	60 68	Magnesia, Sulph (bbl	60 68
" "	1 1/2	1 1/2)	1 1/2
" "	60 68	Mannia, S. F.	60 68

HAZELTINE & PERKINS DRUG CO.

VALLEY CITY POULTRY POWDER

Nothing Like It to Make Hens Lay in Winter.

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



Price 25 Cents.

HAZELTINE & PERKINS DRUG CO.,

Manufacturing Chemists,
GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz gross Aurora 55 6 00 Castor Oil 60 7 00 Diamond 50 5 50 Frazer's 75 9 00 Mica 75 7 50 Paragon 55 6 00	BAKING POWDER. Acme. 1/2 lb. cans 3 doz 45 1 lb. " 1 " 1 00 Bulk 10 Arctic. 1/2 lb. cans 6 doz case 55 1 lb. " 4 doz " 1 10 1 lb. " 2 doz " 2 00 5 lb. " 1 doz " 9 00 Queen Flake. 3 oz cans 6 doz 2 70 6 oz " 4 doz " 3 20 9 oz " 4 doz " 4 80 1 lb. " 2 doz " 4 00 5 lb. " 1 doz " 9 00 Red Star, 1/2 lb. cans. " 1 lb. " 75 " 1 lb. " 1 40 Telfer's, 1/2 lb. cans, doz. 45 " 1 lb. " 35 " 1 lb. " 1 50 Our Leader, 1/2 lb. cans. 45 " 1 lb. cans. 75 " 1 lb. cans. 1 50	BATH BRICK. 2 dozen in case. English 90 Bristol 80 Domestic 70	BLUING. Gross Arctic, 4 oz ovals 3 60 " 8 oz 6 75 " pints, round 9 00 " No. 2, 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 35 Rice Root Scrub, 3 row 1 25 Palmetto, goose 1 50	CANDLES. Hotel, 40 lb. boxes 10 Star, 40 " 9 Paraffine 10 Wickling 34	CANNED GOODS. Fish. Clams. Little Neck, 1 lb. 1 20 " 2 lb. 1 90 Clam Chowder. Standard, 3 lb. 2 25 Cove Oysters. Standard, 1 lb. 75 " 2 lb. 1 35 Lobsters. Star, 1 lb. 2 45 " 2 lb. 3 50 Picnic, 1 lb. 2 00 " 2 lb. 2 90 Mackerel. Standard, 1 lb. 1 10 " 2 lb. 2 10 Mustard, 2 lb. 2 25 Tomato Sauce, 2 lb. 2 25 Soured, 2 lb. 2 25 Salmon. Columbia River, flat 1 75 " tins 1 50 Alaska, Red 1 30 " pink 1 20 Kinney's, flats 1 75 Sardines. American 4 1/2 @ 5 " 4 @ 7 Imported 1/2 @ 10 Mustard 1/2 @ 15 @ 16 Boneless 1/2 @ 27 Trout. Brook 3, lb. 2 50 Fruits. Apples. 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 Erle 1 15 Damsons, Egg Plums and Green Gages. Erle 1 35 California 1 25 Gooseberries. Common 1 25 Peaches. Pie 1 10 Maxwell 1 50 Shepard's 1 50 California 1 50 @ 1 75 Monitor 1 75 Oxford 1 75 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 5) @ 2 75 " grated (2 5) @ 2 75 Quinces. Common 1 10 Raspberries. Red 95 Black Hamburg 1 40 Erle, black 1 30 Strawberries. Lawrence 1 25 Hamburg 1 25 Erle 1 20 Terrapin 1 05 Whortleberries. Blueberries 85 Meats. Corned beef Libby's 2 20 No. 2, sifting box 2 35 Roast beef Armour's 1 25 Potted ham, 1/2 lb. 70 " 1 lb. 70 " tongue, 1/2 lb. 1 25 " 1 lb. 75 " chicken, 1/2 lb. 95 " 1 lb. 95 Vegetables. Hamburg stringless 1 15 " French style 2 00 " Limas 1 35 Lima, green 1 15 " soaked 70 Lewis Boston Baked 1 35 Bay State Baked 1 25 World's Fair Baked 1 25 Picnic Baked 95 Corn. Hamburg 1 25 Livingston Eden 1 10 Purity 1 00 Honey Dew 1 85 Morning Glory 1 25 Soaked 75 Peas. Hamburg marrofat 1 80 " early June 1 50 " Champion Eng. 1 40 " petit pois 1 40 " fancy sifted 1 65 Soaked 85 Harris standard 75 VanCamp's marrofat 1 10 Archer's early June 1 30 French Early Blossom 1 25 French 2 15 Mushrooms. French 1 00 @ 21 Pumpkin. Erle 80 Squash. Hubbard 1 15 Succotash. Hamburg 1 35 Soaked 1 30 Honey Dew 1 40 Erle 1 35 Tomatoes. Hancock 90 Excelsior 90 Eclipse 90 Hamburg 1 25 Gallon 3 00	CREAM TARTAR. Strictly pure 30 Telfer's Absolute 30 Grocers' 15 @ 25	CATSUP. Blue Label Brand. Half pint, 25 bottles 2 75 Pint 4 50 Quart 1 doz bottles 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 1/2 Pound packages 6 @ 27	COFFEE. Green. Rio. Fair 13 Good 19 Prime 21 Golden 21 Peaberry 23 Santos. Fair 19 Good 20 Prime 22 Peaberry 23 Mexican and Guatamala. Fair 21 Good 22 Fancy 24 Maracaibo. Prime 23 Milled 24 Java. Interior 25 Private Growth 27 Mandehaling 28 Mocha. Imitation 25 Arabian 28 Roasted. To ascertain cost of roasted coffee, add 1/2 c. per lb. for roasting and 15 per cent. for shrinkage. Package. McLaughlin's XXXX 1 80 Lunola 21 30 40n, 60 or 100 lb. case 21 80 Extract. Valley City 1/4 gross 75 Felix 1 15 Hummel's, foil, 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 Jute 80 ft. " 85 " 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	COPON BOOKS.   "Trade Man." \$ 1 books, per hundred 2 00 " 2 " " 2 50 " 3 " " 3 00 " 4 " " 3 50 " 5 " " 4 00 " 10 " " 5 00 " 20 " " 6 00 "Superior." \$ 1 books, per hundred 2 50 " 2 " " 3 00 " 3 " " 3 50 " 4 " " 4 00 " 5 " " 4 50 " 10 " " 5 00 " 20 " " 6 00 Universal. \$ 1 books, per hundred 3 00 " 2 " " 3 50 " 3 " " 4 00 " 4 " " 4 50 " 5 " " 5 00 " 10 " " 6 00 " 20 " " 7 00 Above prices on coupon books are subject to the following quantity discounts: 200 books or over 5 per cent 500 " " 10 " " 1000 " " 20 " " 10000 " " 50 " " COUPON PASS BOOKS. [Can be made to represent any denomination from \$10 down.] 20 books 1 00 50 " 2 00 100 " 3 00 250 " 6 25 500 " 10 00 1000 " 17 50	CREDIT CHECKS. 500, any one denom'n 83 00 1000 " " 80 00 2000 " " 80 00 Steel punch 75	CRACKERS. Butter. Seymour XXX 5 Seymour XXX, carton 5 1/2 Family XXX 5 1/2 Family XXX, carton 5 1/2 Salted XXX 5 Salted XXX, carton 5 1/2 Kenosha 7 1/2 Boston 7 Butter biscuit 6 Soda. Soda, XXX 5 1/2 Soda, City 5 1/2 Soda, Duchess 8 1/2 Crystal Wafer 10 1/2 Long Island Wafers 11 Oyster. S. Oyster XXX 5 1/2 City Oyster XXX 5 1/2 Farina Oyster 6	DRIED FRUITS. Domestic. Apples. Sundried 5 1/2 Evaporated, 50 lb. boxes 6 1/2 California in bags 8 1/2 Evaporated in boxes. Blackberries 7 1/2 In boxes 7 1/2 Nectarines. 70 lb. bags 9 25 lb. boxes 9 Peaches. Peeled, in boxes 10 Cal. evap. " in bags 8 1/2 California in bags 6 1/2 Pitted Cherries. Barrels 5 50 lb. boxes 35 Prunelles. 80 lb. boxes 20 Raspberries. In barrels 20 50 lb. boxes 20 1/2 25 lb. " 20 1/2 Raisins. Loose Muscatels in Boxes. 2 crown 3 1/2 3 " 4 4 " 5 1/2 Loose Muscatels in Bags. 2 crown 3 1/2 3 " 4 Foreign. Currants. Patras, bbls. 4 Vostizzas, 50 lb. cases 4	Peel. Citron, Leghorn, 25 lb. boxes 13 Lemon " 25 " " 8 Orange " 25 " " 10 Raisins. Ondura, 29 lb. boxes 3 Sultana, 20 " " 7 1/2 Valencia, 30 " " 5 Prunes. California, 100-120 5 1/2 " 90x100 25 lb. bxs. 6 " 70x80 " " 7 " 60x70 " " 7 1/2 Turkey 4 00 Silver 5 00 ENVELOPES. XX rag, white. No. 1, 6 1/2 \$1 35 No. 2, 6 1/2 " 1 10 No. 1, 6 " 1 25 No. 2, 6 " 1 20 Manilla, white. 6 1/2 75 6 " 70 Coln. Mill No. 4 90 FARINACEOUS GOODS. Farina. 115 lb. kegs 2 1/2 Grits. Walsh DeRo & Co.'s 2 10 Hominy. Barrels 3 00 Grits 3 1/2 Lima Beans. 5 @ 5 1/2 Maccaroni and Vermicelli. Domestic, 12 lb. box 55 Imported 10 1/2 @ 11 Pearl Barley. Schumacher 3 1/2 Common 3 Peas. Green, bu 1 05 Split per lb 2 1/2 Rolled Oats. Schumacher, bbl. 2 50 " 1/2 bbl. 2 75 Monarch, bbl. 3 75 Monarch, 1/2 bbl. 2 10 Quaker, cases 3 20 Oven Baked 3 35 Sago. German 3 East India 3 1/2 Cracked. Wheat 3 FISH-SALT. Bloaters. Yarmouth 1 65 Cod. Georges cured 4 1/2 Georges genuine 4 Georges selected 7 1/2 Boneless, bricks 6 1/2 Boneless, strips 6 1/2 @ 20 Halibut. Smoked 11 @ 12 Herring. Holland, white hoops keg 70 " " bbl 8 75 Norwegian 8 75 Round, 1/2 bbl 100 lbs. 2 50 " 1/2 " 40 " 1 30 Scaled 15 Mackerel. No. 1, 100 lbs. 11 50 No. 1, 40 lbs. 4 20 No. 1, 10 lbs. 1 30 No. 2, 100 lbs. 10 00 No. 2, 40 lbs. 7 25 No. 2, 10 lbs. 4 35 Family, 90 lbs. 11 50 " 10 lbs. kits 55 Sardines. Russian, kegs 55 Trout. No. 1, 1/2 bbls, 100 lbs. 5 00 No. 1, 1/2 bbl, 40 lbs. 2 30 No. 1, kits, 10 lbs. 55 No. 1, 8 lb kits 55 Whitefish. No. 1 family 1/2 bbls, 100 lbs. 46 75 @ 3 60 " 40 " 3 00 @ 1 50 10 lb. kits 83 45 8 lb. " 69 39 MATCHES. Globe Match Co.'s Brands. Columbia Parlor 81 25 XXX Sulphur 1 00 Diamond Match Co.'s Brands. No. 9 sulphur 1 65 Anchor parlor 1 70 No. 2 home 1 10 Export parlor 4 00	FLAVORING EXTRACTS. Souders'. Oval Bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. doz 2 oz 8 75 4 oz 1 50 Regular Vanilla. doz 2 oz 1 20 4 oz 2 40 XX Grade Lemon. 2 oz 1 50 4 oz 3 00 XX Grade Vanilla. 2 oz 1 75 4 oz 3 50 Jennings. Lemon, Vanilla 2 oz regular panel 75 1 30 4 oz " 1 50 2 00 6 oz " 2 00 3 00 No. 3 taper 1 35 2 00 No. 4 taper 1 50 2 50 Northrop's. Lemon, Vanilla. 2 oz oval taper 75 1 10 3 oz " 1 20 1 75 2 oz regular " 85 1 20 4 oz " 1 60 2 25 GUNPOWDER. Rifle-Dupont's. Kegs 3 25 Domestic, 12 lb. box 1 20 Quarter kegs 1 10 1 lb cans 30 1/2 lb cans 18 Choze Bore-Dupont's Kegs 4 25 Half kegs 12 40 Quarter kegs 1 35 1 lb cans 34 Eagle Duck-Dupont's. Kegs 11 00 Half kegs 5 75 Quarter kegs 3 00 1 lb cans 60 HERBS. Sage 15 Hops 15 INDIGO. Madras, 5 lb. boxes 55 S. F., 2, 3 and 5 lb. boxes 50 JELLY. 15 lb. pails 2 @ 38 17 " " @ 42 30 " " @ 65 LICORICE. Pure 30 Calabria 25 Sicily 12 Root 10 LYE. Condensed, 2 doz 1 30 " 4 doz 2 25 MINCE MEAT.  Mince meat, 3 doz. in case 2 7 Pie Prep. 3 doz. in case 3 09 MEASURES. Tin, per dozen. 1 gallon 81 75 Half gallon 1 40 Quart 70 Pint 45 Half pint 40 Wooden, for vinegar, per doz. 1 gallon 7 00 Half gallon 4 75 Quart 3 75 Pint 2 MOLASSES. Blackstrap. Sugar house 14 Cuba Baking 16 Ordinary Porto Rico 20 Prime New Orleans 30 Fair 18 Good 22 Extra good 27 Choice 32 Fancy 40 Half-barrels 3c. extra
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PICKLES.	
Barrels, 1,300 count.	24 00
Half bbls, 600 count.	22 50
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 1/4
No. 1	5
No. 2	4 1/4
Broken	3 1/4
Imported.	
Japan, No. 1	5 1/4
No. 2	5
Java	5
Patna	4 1/4
SPICES.	
Whole Sifted.	
Allspice	9 1/4
Cassia, China in mats.	9 1/4
Batavia in bulk	15
No. 2	15
Saigon in rolls	32
Cloves, Amboyna	22
Zanzibar	11 1/2
Mace Batavia	70
Nutmegs, fancy	55
No. 1	90
No. 2	50
Pepper, Singapore, black	10
white	30
shot	16
Pure Ground in Bulk.	
Allspice	15
Cassia, Batavia	18
and Saigon	25
Saigon	35
Cloves, Amboyna	22
Zanzibar	18
Ginger, African	18
Cochin	20
Jamaica	22
Mace Batavia	65
Mustard, Eng. and Trieste	22
Trieste	25
Nutmegs, No. 2	75
Pepper, Singapore, black	15
white	24
Cayenne	20
Sage	20
"Absolute" in Packages.	
Allspice	84 1 1/2
Cinnamon	84 1 1/2
Cloves	84 1 1/2
Ginger, Jamaica	84 1 1/2
African	84 1 1/2
Mustard	84 1 1/2
Pepper	84 1 1/2
Sage	84
SAL SODA.	
Granulated, bbls.	1 1/4
75 lb cases	1 1/4
Lump, bbls.	1 1/4
145 lb bags	1 1/4
SEEDS.	
Anise	2 1/2
Canary, Smyrna	4
Caraway	7
Cardamom, Malabar	80
Hemp, Russian	4
Mixed Bird	4 1/4
Mustard, white	9
Poppy	8 1/4
Rape	4
Cattle bone	30
STARCH.	
Corn.	
20-lb boxes	6
40-lb "	5 1/2
Gloss.	
1-lb packages	5 1/4
3-lb "	5 1/4
6-lb "	5 1/4
40 and 50 lb. boxes.	3 1/2
Barrels	3 1/4
SNUFF.	
Scotch, in bladders	37
Maccaboy in jars	35
French Rappee, in jars	45
SODA.	
Boxes, English	5 1/2
Kege, English	4 1/2
SALT.	
Diamond Crystal.	
Cases, 24 3 lb. boxes.	1 60
Barrels, 320 lb.	2 50
115 2 1/2 lb. bags.	4 00
40 5 lb "	3 75
30 10 lb "	3 50
Butter, 56 lb. bags.	65
20 14 lb. bags.	3 50
280 lb. bbls.	2 50
24 lb "	2 25
Worcester.	
115 2 1/2 lb. sacks.	84 00
50 5-lb "	3 75
30 10-lb "	3 50
25 14-lb "	3 30
320 lb. bbl.	2 50
8 lb. sacks.	32 1/2
linen acks.	60
Common Grades.	
100 3-lb. sacks.	82 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
Manitowish	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. \$ 90 doz.	\$10 90 gro
2 " N. S. 1 20 "	12 60 "
2 " F. M. 1 40 "	14 40 "
Vanilla.	
1 oz. F. M. 1 50 doz.	16 20 gro
2 " N. S. 2 00 "	21 60 "
2 " F. M. 2 50 "	25 50 "
Rococo—Second Grade.	
Lemon.	
2 oz. 75 doz.	8 00 "
Vanilla.	
2 doz. 1 00 doz.	10 50 "
SOAP.	
Laundry.	
G. R. Soap Works Brands.	
Concordia, 10 1/2 lb. bars.	3 50
5 box lots	3 35
10 box lots	3 30
30 box lots	3 20
German Family, 60 lb.	2 25
5 box lots	2 15
25 box lots	2 00
Allen B. Wrisley's Brands.	
Old Country, 80 1-lb.	3 20
Good Cheer, 60 1-lb.	3 40
White Borax, 100 1/2 lb.	3 65
Proctor & Gamble.	
Concord.	3 45
Ivory, 10 oz.	6 75
6 oz.	4 00
Lenox.	3 65
Mottled German.	3 15
Town Talk.	3 25
Dingman Brands.	
Single box	3 95
5 box lots, delivered.	3 85
10 box lots, delivered.	3 75
Jan. S. Kirk & Co.'s Brands.	
American Family, wrp d.	43 33
plain.	2 27
N. K. Fairbank & Co.'s Brands.	
Santa Claus	3 90
Brwn, 60 bars.	2 10
80 bars	3 10
Lautz Bros. & Co.'s Brands.	
Acme	6 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
Scouring.	
Sapolo, kitchen, 3 doz.	2 40
hand, 3 doz.	2 40
SUGAR.	
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
Domino	84 75
Cut Leaf	4 75
Cubes	4 37
Powdered	4 37
XXXX Powdered	4 62
Granulated	3 94
Fine Granulated	3 94
Extra Fine Granulated	4 16
Mould A	4 37
Diamond Confec. A.	4 00
Confec. Standard A.	3 94
No. 1	3 81
No. 2	3 81
No. 3	3 81
No. 4	3 81
No. 5	3 75
No. 6	3 69
No. 7	3 62
No. 8	3 56
No. 9	3 10
No. 10	3 44
No. 11	3 37
No. 12	3 31
No. 13	3 18
No. 14	3 12
SYRUPS.	
Corn.	
Barrels	17
Half bbls.	19
Pure Cane.	
Fair	17
Good	20
Choice	25
TABLE SAUCES.	
Lea & Perrin's, large	4 75
small	2 75
Halford, large	3 75
small	2 25
Salad Dressing, large	4 55
small	2 65

TEAS.	
JAPAN—Regular.	
Fair	2 17
Good	2 20
Choice	2 24
Choicest	2 32
Dust	1 10
SUN CURED.	
Fair	2 17
Good	2 20
Choice	2 24
Choicest	2 32
Dust	1 10
BASKET FIRED.	
Fair	1 18
Choice	2 25
Choicest	2 35
Extra choice, wire leaf	2 40
GUNPOWDER.	
Common to fair	2 25
Extra fine to finest	2 35
Choicest fancy	2 75
Common to fair	2 23
IMPERIAL.	
Common to fair	2 23
Superior to fine	2 35
YOUNG HYSON.	
Common to fair	1 18
Superior to fine	2 30
ENGLISH BREAKFAST.	
Fair	1 18
Choice	2 24
Best	2 40
TOBACCO.	
Fine Cut.	
P. Lorillard & Co.'s Brands.	
Sweet Russet	30 23
Tiger	30
D. Scotten & Co.'s Brands.	
Hiawatha	60
Cuba	32
Rocket	30
Spaulding & Merrick's Brands.	
10 box lots, delivered	30
Private Brands.	
Bazoo	23 30
Can Can	27
Nellie Bly	24
Uncle Ben	24
McGinty	27
1/2 bbls.	24
Columbia, drums	23
Bang Up	21
Bang up, drums	19
Plug.	
Sorg's Brands.	
Spearhead	39
Joker	27
Nobby Twist	25
Scotten's Brands.	
Kylo	40
Hiawatha	38
Valley City	34
Finner's Brands.	
Old Honesty	40
Jolly Tar	32
Lorillard's Brands.	
Climax (8 oz. 41c)	39
Green Turtle	27
Three Black Crowns	27
J. G. Butler's Brands.	
Something Good	38
Out of Sight	24
Wilson & McCaulay's Brands.	
Gold Rope	43
Happy Thought	37
Messmate	32
No Tax	31
Let Go	27
Smoking.	
Catlin's Brands.	
Kiln dried	17@18
Golden Shower	19
Huntress	26
Meerschmum	29@30
American Eagle Co.'s Brands.	
Myrtle Navy	40
Stork	30
German	45
Proz	32
Java, 1/2 foll.	32
Banner Tobacco Co.'s Brands.	
Banner	16
Banner Cavendish	35
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	28@32
Red Clover	32
Spaulding & Merrick.	
Tom and Jerry	25
Traveler Cavendish	38
Buck Horn	30
Plow Boy	30@32
Corn Cake	16
VINEGAR.	
40 gr.	7 28
50 gr.	8 28
1 for barrel.	
WET MUSTARD.	
Bulk, per gal.	30
Beer mug, 2 doz in case.	1 75
YEAST.	
Magic	1 00
Warner's	1 00
Yeast Foam	1 00
Diamond	75
Royal	90

WOODENWARE.	
Tubs, No. 1	5 75
No. 2	4 75
No. 3	4 00
Pails, No. 1, two-hoop.	1 25
No. 1, three-hoop	1 25
Bowls, 11 inch.	
13 "	90
15 "	1 25
17 "	1 80
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	02 @ 03
Cross Fox	3 00 @ 5 00
Badger	50 @ 1 00
Cat, wild	50 @ 75
Cat, house	10 @ 25
Fisher	5 00 @ 6 00
Lynx	1 00 @ 2 50
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	10 @ 25
Deer Skin, green	05 @ 12 1/2
HIDES.	
Green	2 1/2 @ 3 1/4
Part Cured	2 @ 2 1/4
Full	2 @ 2 1/4
Dry	5 @ 7
Kips, green	3 @ 4
cured	2 @ 6
Calfskins, green	5 @ 6
cured	7 @ 8 1/4
Deacon skins	10 @ 25
No. 2 hides 1/2 off.	
SHEARINGS.	
Washed	5 @ 20
Unwashed	2 @ 50
MISCELLANEOUS.	
Tallow	3 1/4 @ 4 1/4
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 65
FLOUR IN SACKS.	
*Patents	1 95
*Standards	1 45
Bakers'	1 5
*Graham	1 20
Rye	1 40
*Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
MILLSTUFFS.	
Car lots	Less
Bran	\$14 50
Screenings	12 00
Middlings	16 00
Mixed Feed	13 50
Coarse meal	19 00
CORN.	
Car lots	46
Less than car lots	48
Car lots	33 1/2
Less than car lots	36
HAY.	
No. 1 Timothy, car lots	9 50
No. 1 ton lots	11 00
FISH AND OYSTERS.	
FRESH FISH.	
Whitefish	2 10
Trout	2 9
Black Bass	12 1/2
Halibut	2 15
Ciscoes or Herring	2 16
Bluefish	2 10
Fresh lobster, per lb.	30
Cod	10
No. 1 Pickerel	2 10
Pike	2 9

"FOR VALUE RECEIVED."

Written for THE TRADESMAN.

The question arises, What is value? Webster defines it as "The property or properties of a thing which render it useful;" or, again, "Estimated worth; price accepted as equivalent to the utility of a thing."

After all said in explanation, value—as applied to the millions of objects passed in exchange, the world over—is one of the most undefinable expressions in our language. The writer of Sacred Proverbs, who knew human nature so well, stated the truth of this matter in a nutshell when he described one typical transaction as follows; "It is naught, it is naught, saith the buyer: but when he gives his way then he boasteth." There are still differences of opinion nowadays between buyer and seller, whether expressed in words like these or not—since human nature is much the same as in the days of Solomon.

All human activities, since the race began, have been directed to the exchange of equivalents. Both buyer and seller are ever intent on pursuing the phantom of actual value. Ever since England's warlike sovereign offered his "kingdom for a horse," and found no taker, down to the latest shouted quotation in the modern stock exchange, men have been doing business with differing opinions as to the worth of articles sought to supply temporary wants—never perfectly in accord, yet ever closing bargains on some satisfactory basis, because necessity compels—leaving the solution of the question, "What is value?" to be discovered by wiser heads than their own.

In a spirit of curious enquiry the question has often been asked, "What would be the effect of an irresistible force coming in contact with an immovable body?" The true answer is still to arrive—since imagination can scarcely picture a sensible conclusion in a case where the premises are so contrary to reason. As to the buyer and seller in open market to-day, two forces meet that are, in general, more elastic in their natures. They may banter and chaff, contradict and affirm, overpraise and depreciate in turn till the patience of one or the other is overtaxed, but the real value in dispute will usually be found at the exact spot between the extremes of opinion, marked by individual interest as the point of least resistance.

As all the virtues belonging to humanity are better appreciated through contrast or comparison, so must the value of every marketable commodity be considered as relative to some condition indefinite and ever liable to change. Among these conditions fashion exerts an important influence on the market or relative value of articles which are in daily use, either for comfort or social display; but it seldom affects consumers unfavorably—in fact, they rather appreciate the increased expense entailed, because it narrows a circle that aims at nothing so much as to be exclusive. Combinations of capital in manufacturing enterprises, in wholesale lines of trade, or real estate deals, also exert a powerful influence on values; and this is the condition most commonly complained of by the people who are compelled to buy at market rates. While this is one of the evils common to a free government, for which no statesman or philosopher has yet de-

vised a remedy, there is comfort in the thought that it has some redeeming features and limitations.

The buyers can afford to spend time in contending for the highest value in each small transaction which concerns daily supplies, however may vary the estimates of the parties thereto. The oriental style of bargaining does not prevail in this fast age, especially among the American people. The relative worth of anything desirable in the retail market is generally known in advance, so that haggling or beating down are now uncommon between shoppers and tradesmen, unless, perhaps, in the very remote rural districts. This is partly accounted for by the fact that leading retailers in every community in all lines of trade largely advertise not only their goods, but also prices on those that are most in demand. The customer, therefore, has only to compare quality with price to find the relative value. If his judgment is faulty he may not always get the worth of his money; but, in the long run, exchanges under this system prove usually satisfactory to both dealer and customer.

One practice still extant that confuses a customer's estimate of true value is advertising staple goods to be sold at $\frac{1}{4}$, $\frac{1}{5}$, or $\frac{1}{2}$ off what are understood to be usual retail rates. The public draws inferences from it which tend to demoralize trade by diminishing confidence in the honesty of all dealers. Scarcely one of the shoppers who crowd to take advantage of such offers believes this fractional rebate is other than a catch phrase used to serve a temporary purpose, though many hope to secure bargains carelessly thrown in among the general rush.

Said a hustling butcher to a customer who was rather rusty in mental arithmetic, as he placed on the scales a roast nicely manipulated, "Seven times seven is seventy-seven. You may have that fine roast for seventy cents." As the pleased buyer passed out, enjoying the fiat ten per cent. rebate, while I blushed like a guilty endorser, the butcher winked at me, and said: "It takes only a little fast talk to make business pay."

The practice of retailing goods at rebate prices is not necessarily questionable on the score of morality. It is one of the many well-worn devices of retailers to draw unwilling custom, and is as fair in a business sense as that of the jobbers who sell certain lines of goods at a discount from list prices, provided no misrepresentations are made or implied. The latter method, however, as a policy has a better justification in reason. Listed goods have a varying cost founded on small gradations in weight, dimensions, or quality, which determines the selling rate. As it is very inconvenient to change the price of each individual grade to meet market fluctuations, a permanent list is established which represents the relative value in each grade, and the discount from this list is but a short method of adapting prices to cost, all the way between manufacturer and consumer.

There is no doubt that excessive competition among retail dealers does create in minds of a certain class of consumers false ideas of true value. They infer from the sweeping reductions made by a few that the majority who maintain regular prices are extorting unreasonable profits. Such people indulge exagger-

ated estimates concerning the volume of business, and naturally nurse themselves into a chronic state of grievance thereat. With no experience in trade to instruct judgment, they presume to lay down an arbitrary limit of per cent. profit for all mercantile transactions, to go beyond which is extortion. But for home use they have a different measure, leaving percentage out of the question so far as profits are considered. From the standpoint of the buyer they define true value to be the lowest price asked by any seller. When they come to market as venders with fruit, grain, vegetables or other farm products, the value of each article is for them the highest price offered by any buyer. But concerning value as an exchangeable equivalent they have no intelligent conception.

Strictly speaking, if all exchanges made in the world were actual equivalents in the sense that neither party could receive anything worth more than was passed in exchange, commerce would prove only a barren ideal, and men would have no incentive to better their condition. The fact is, in every actual transfer of value, whether it be labor for cash, labor for goods, labor for labor, products for money, or products for products, there is always an advantage expected on one side or the other; and if the judgments of both parties to the trade are sound, each one should be a gainer. Otherwise, commerce might as well be a formal exchange of tenpenny nails even up, *ad infinitum*.

Granting these premises, it follows that a laudable object in all forms of exchange may be to secure a profit, and when both parties to the transaction respect the average customs of legitimate business, the chances are favorable for an equal division of that profit. If human nature could only rise to the high level of its possibilities, even a horse trade might be effected without transgressing the laws of God or man.

What demoralizes value in mercantile transactions is the never-ceasing schemes of one or both parties to secure more of a fair share of what may well be termed "the unearned increment."

A—buys a large lot of goods on credit at a fair value. After trying in vain to sell them to advantage, the creditor reclaims them, and to secure the money due puts them up at forced sale. B—bids them in at half the original invoice price and afterwards sells at a good profit. All this change of value results from A—'s lack of judgment and greed to grasp more of the legitimate profits of business than his capital justified.

In the larger markets of the world other conditions may enter as factors—such as overproduction, good or bad harvests, exhaustion of natural resources and war between nations; so that values are ever fluctuating, and he who is blest with the best judgment, foresight and memory usually receives a larger share of the wealth that comes from wholesale exchanges than do others who are less gifted.

The original question, therefore—What is value?—may be answered satisfactorily to themselves by these lucky investors. Yet he who in a narrower sphere operates on the true theory of exchanging equivalents, wherein the interests of buyer and seller are mutually protected, may succeed in maintaining a high commercial standing, and when striking a final balance sheet, find himself possessed of a handsome surplus, besides the satisfaction of having always given full measure for value received.

S. P. WHITMARSH.

Horse Sausage

is something we do not care to talk about. **Horse Feed** is what we wish to discuss this week and we will use horse sense in doing so.

Do You Sell Feed?
Do You Buy Feed?
Do You Use Feed?

If so, note this: Lots of people make feed. Lots of people make poor feed.

WE MAKE GOOD FEED!

Our Special Sale

will continue for one week more and you will be wise if you take advantage of it.

We guarantee satisfaction. Our feed has never been excelled. If you handle feed send in your order now and be ready to reap the harvest. Don't wait till the demand for feed is all gone before filling your bins.

Valley City Milling Co.,

Grand Rapids, Mich.

Panacea for Dull Times.

Written for THE TRADESMAN.

When trade is dull don't stick your hands in your pocket and draw your face down, thus calling attention to the fact, but bring your goods to the front, make a good display of some article, and, by judicious advertising, command attention. Get people to talk about you and the "snaps" you offer and they will become interested and spend their money with you.

A department store will engage a "curio" to place in a front window to attract the people, and on all sides of the particular object or mechanical invention so exhibited will be displayed various articles, to which are fastened placards setting forth in conspicuous characters the superiority of manufacture and the points wherein it excels over competing articles of like design. A sled, a table, a stand or picture rack is marked so low that you wonder how it can be made for the price. Some article in the line of actual necessities is offered at wholesale rates. What's the result? People talk about what first caught their eye and then remark the bargain offered. They tell acquaintances that "So and So" has a window worth looking at. They say, "Yes, we've heard about it," and they will put themselves to some trouble to go home that way to see for themselves. More than half the people who gaze from the outside will go in, and half of those who go in will buy something, and the aggregate daily sales will make the proprietor happy and pleased with his scheme.

The dry goods houses advertise special linen sales, and the stores are thronged, but you don't suppose for a moment, do you, that their sales are confined to linen goods? If so, you are mistaken. The dissemination of the special sale idea brings people to the store, and then courteous clerks interest them with the various lines of merchandise handled, and liberal purchases of miscellaneous articles from the various departments swell the merchant's daily average.

Careful investigation will show that, wherever you see business going on lively, there are vim and vigor at the head of the institution, and the hustle apparent is the legitimate outcome of persistent and well-directed reaching out for trade. Conditions are largely what we, as individuals, make them, and the successful dealer is the one who is ever alert to do a favor, and to make a person feel that his orders are appreciated.

This is the season of the year when trade is usually quiet, when a seeming lethargy keeps people from buying, and, therefore, it is all the more necessary that special inducements be put forward to attract the dollars to your till. Put your best foot forward, be pleasant, be up to the requirements of your business, and *don't let trade get dull*. Be careful to select help that have the qualifications necessary in your particular line, see that they are bright, keen and obliging, and keep in close touch with them by taking an interest in their welfare. There isn't an employe about you in any capacity who does not walk a little firmer when good work is noticed and appreciated; and when it is so easy to do or say something to create a better understanding, don't let the opportunity go by default, as it is in the end a matter of dollars and cents to you.

If proper care is exercised in buying goods, and proper discrimination is used in surrounding yourself with the brightest, brainest persons to assist the business along, with a liberal use of printer's ink, there will be no dull times with you, and the wail of the calamity howler will strike no responsive chord in your mental make-up.

FRANK T. LAWRENCE.

Weak Features of the Income Tax Law.

Whatever may be said in favor of an income tax in general, the proposal which was carried at the last session does not commend itself to anyone who has studied the history of direct taxation. The new tax is levied with entire disregard of justice to those who pay it, and with no real security to the government which undertakes to collect it. It assesses all incomes equally, regardless of the fact that they differ very greatly in value according to the source from which they are derived. Incomes from land and investments have the highest value; those from trade and manufacturers come next; those from professions rank lowest, as being most precarious. The English law taxes these according to their several values, thus adjusting the burden according to the ability to bear it. The old American law—which was denounced as unconstitutional and oppressive by the party which enacted the present one—also made a discrimination between larger incomes and smaller, which was sound in principle, and might have been carried much farther.

On the other hand, the new law gives none of the securities required for a thorough assessment. It extemporizes, hastily, a body of officials without experience, and directs them to throw the dragnet of the law over the whole country. Their trust-worthiness is untested. Their knowledge of the field is simply nothing. Their inexperience is unlimited. The English law is in the hands of an expert staff, under the direction of a permanent commission. It knows the people of every neighborhood and their style of living. It watches with the eye of a hawk every transaction which gives a clue to the value of incomes, wills, sales of property, and the like. It thus makes the tax as inevitable as death, and accustoms the least honest to obey the requirements of the law, and all this without any sort of publicity, except where the claims of the commissioners are disputed and have to be tested in the courts.

The United Kingdom, again, is a little compact country, with an area not much more than a thirtieth of that of the United States, while the population is about two-thirds as great as ours. The machinery needed is less expensive, although the distribution of wealth everywhere pays for itself, except, perhaps, in Connaught and the western Highlands of Scotland. Our new tax necessitates an array of officials who in most parts of the country will have nothing to collect. They will be as much at their ease as the North Carolina collector who replied to Mr. Carlisle that he had no opinion as to the difference between specific and *ad valorem* duties, as there were no importations at his port. This, indeed, will make the law a very comfortable arrangement for the party in power, but not for the people at large. - FRANK STOWELL.

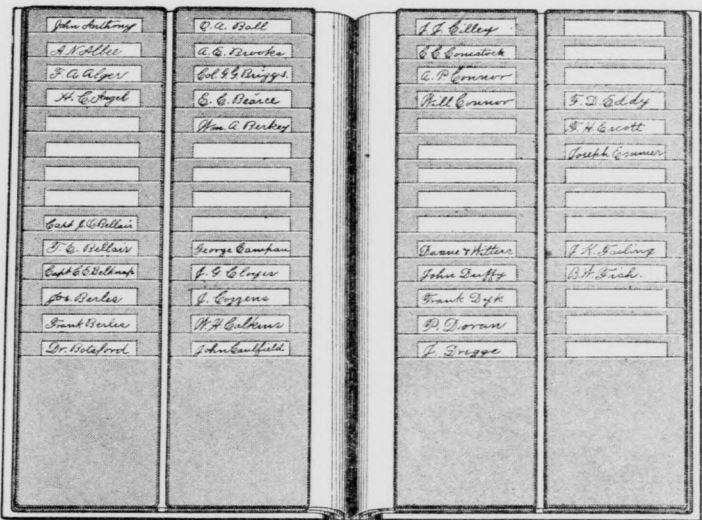
Spring 1895.

Our salesman will shortly call on you with a complete and magnificent line of Novelties in Hair Ornaments, Belt Buckles and Pins, Garter Clasps, Czarina Collarettes, and everything produced for the season, in connection with our usual complete line of Jewelry. Wait until you have seen our goods before placing your order.

WURZBURG JEWELRY CO.,

76 Monroe St., - - - Grand Rapids.

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. The names will make an index.

Mr. J. C. SHAW—Dear Sir—I have one of your file books. The only thing I can blame you for is that your brain did not work quicker, for then I might have been saved these years of worry and labor, and perhaps my hair would not have been as gray as it is now; and the only thing more I can say is "Eureka," and success to you and your file book.
J. K. FAILING, Hardware Merchant.
Grand Rapids.

Strong testimonials and descriptive circulars furnished by
J. C. SHAW, Sole Mnfr.,
29 Canal St., Grand Rapids.

Big Money to Agents.

WHOLESALE OYSTERS

OSCAR ALLYN,
106 Canal St.

For Fish, Game and Poultry telephone 1001.

Office Telephone 1055.

Barn Telephone 1059.

SECURITY Storage and Transfer Co.

257-259 OTTAWA ST.

Moving, Packing, Dry Storage.

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

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, Jan. 19--The jobbing grocery trade is without special feature. Trade remains steady, but it cannot be called brisk. The usual forces are ample to wait on all customers, and, while there are quite a few buyers from out of town in the dry goods district, their number is not large when we reach the heart of the grocery section. Purchases are being made in an everyday manner, and nothing is sought after extensively. It seems strange that coffee should keep up in price the way it does. Reports from Rio note firm market there, so the situation here seems but a reflection of the primary points. No. 7 Rio is worth 16c here. Mild sorts are steady and firmer and quite a trade is being done in some sorts.

Refined sugars are meeting with usual trade. Quotations are without change, but, as remarked last week, rates would probably be shaded rather than lose a good sale. Granulated, 3 13-16c.

Molasses and syrups are steady, and buyers and sellers agree much more readily than they have done, because the buyer takes it and asks no concessions. All grades are in better position, and the baser sorts were helped by the disposal of an amount, said to be some 20,000 barrels, for home distilling purposes.

Rice is firm and former quotations are firmly adhered to. Good to prime, 4 3/4 @ 5 1/8 c.

Butter is dull and uninteresting. While receipts are not excessive, the feeling is rather weak, and 25c is certainly the very highest quotation which can be made.

Cheese is steady. Full cream is held with quite a degree of confidence. Small sized are worth 11 1/2 @ 12c.

Eggs are steady, with 22c as the top quotation, and in many cases this will be shaded.

Canned goods are dull, duller, dullest. Baltimore brokers try to make out that a brisk trade is going on there and that business is improving daily; but these reports lack confirmation, if we may judge by the spirit of the New York market. Canning factories are becoming as plenty as skating rinks were during the craze and they promise to be about as remunerative to the builders.

Dried fruits are in rather better shape and holders are feeling more and more encouragement. This is true of nearly the entire range, both of foreign and domestic.

Provisions have experienced a good export demand and are firm and higher. Mess pork, \$12.75 @ 13; lard, \$7.02 1/2; beef, \$10 @ 11.50.

Breadstuffs remain about unchanged. Wheat, 60 3/4 @ 61c; corn, 51 1/4 c; oats, 34 @ 34 1/2 c.

Fresh fruits are firm. Unfrosted Florida oranges, \$2.50 @ 4 per box; apples, \$2 @ 3.50 per bbl. for greenings.

People who have been acquainted with New York around College Place will notice a big change there, as the entire west side of the street is being torn down in order to make the thoroughfare wider. It is a big work.

The Secretary of a large insurance company decided a short time since that it would be better for his office work to introduce half a dozen or more women as typewriters, operators and assistant book-keepers. He had noted that, of the feminine employes in his office, the pretty ones were the least effective and attracted the most attention, to the detriment of the work of the other clerks. So he decided to engage only women who were of mature years and experienced in office work. First, he advertised, stating that applicants should give age and number of years' experience. He did not succeed in getting a single satisfactory reply. Then he went to a well-known business college and told the manager that he did not suppose he would have any trouble in aiding him, as he did not want a young or attractive-looking woman. The manager listened to him while he explained his wants, and then, going to a desk, took out a file of letters with a smile and laid them before his visitor. There

were upward of half a hundred applications from banks and commercial institutions, and every one of them, without a single exception, asked for a woman of mature age. The manager said that it was absolutely impossible to supply the demand for employes of the description that business men now demanded, but he had rafts of pretty girls at all times who were applicants.

From Out of Town.

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen in trade: Chas. McCarty, Lowell. Friedrich Bros., Traverse City. Cole Bros., Kalkaska. Frank Hamilton, Traverse City. John M. Flanagan, Mancelona.

The Drug Market.

Opium is dull and weak. Morphia is unchanged. Quinine is a little firmer on account of increased demand.

The insurrection in Hawaii of a few hundred malcontents, which was met and defeated by the Government before an organization could be fairly effected, has excited almost as much comment in this country as though it had occurred in our own territory and gives an added significance to the overtures of the Dole government for annexation. Perhaps nothing else could have occurred to show how greatly American influence and interests predominate there. These are certainly sufficient to warrant careful consideration at the hands of our Government and it is not improbable that annexation may finally result.

Some undertakers whose customers are poor people are using coffins made of paper. The coffins are made in all styles out of pressed paper pulp, just the same as the common paper buckets. When they are varnished and stained they resemble polished wood, and in point of durability they are much better than wooden ones, it is claimed.

The cold world little realizes the sense of desolation that shuts down on a man who thinks he has been handed too much change by his grocer, when he dodges round the corner and finds it correct to a cent.

It is a common thing nowadays to see a man smoking a cigar who cannot afford a clean collar oftener than once a month.

Gillies' fine New York coffees are clean values. J. P. Visner will soon see you.

OYSTERS

Note New Prices.

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 Pails at bottom prices.	
Mrs. Withey's Home Made Jelly, made with boiled cider, 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	1 05
Mrs. Withey's Condensed Mince Meat, the best made. Price per case	2 40
Mrs. Withey's bulk mince meat:	
40-lb. pail, per lb.	6
25-lb. pails, per lb.	6 1/4
10-lb. pails, per lb.	6 1/2
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, 1/2 barrel	2 75
New Sauer Kraut, barrels	4 00
New Sauer Kraut, 1/2 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.

SWEET'S HOTEL.

MARTIN L. SWEET has assumed control of Sweet's Hotel, retaining the Messrs. Irish as manager. Extensive improvements have been made throughout the house. Steam heat has been put in every room, and the office, remodeled and newly decorated, is one of the handsomest in Michigan.

A.C. MCGRAW & CO. DETROIT
RUBBER DEPARTMENT.
BOSTON RUBBER SHOE CO.

WE STAND AT THE HEAD ON RUBBERS AS WE CARRY THE LARGEST STOCK.

MERCHANTS NOTE OUR TERMS

ALL RUBBERS SHIPPED DURING JAN. FEB. OR MARCH ARE NOT PAYABLE UNTIL MAY 1ST 1895.

OUR SOUVENIR BOOK* FROM THE FOREST TO THE FOOT. SENT FREE UPON APPLICATION.

TROJANS,



Sold on Its Merit.

Quality



Guaranteed.

Order from Your Jobber ON Grand Rapids Soap Works.



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.

THE TRADESMAN COMPANY

Engraving Department

Consult Us Before Placing Your Orders.

SPRING TRADE

Are you ready for it?

Note the following. Place orders early.

WE ARE SHOWING

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

VOIGT, HERPOLSHEIMER & CO.

Muskegon Bakery Crackers

(United States Baking Co.)

Are Perfect Health Food.

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

Muskegon Bakery Butter Cracker.

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

Nine
Other
Great
Specialties
Are

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

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

United States Baking Co.

LAWRENCE DEPEW, Acting Manager,

Muskegon,

Mich

High Grade Lard

We have it. Manufactured expressly for us. First car-load just received. We call it "Gold Leaf." You will make no mistake if you put it in stock.

Packed in tierces, 80 lb. tubs, and 50, 5 and 3 lb. tins.

MUSSELMAN GROCER CO., Grand Rapids.

Our "New Gem."

The Pride of the Household.

The Most for



the Least Money.

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.

FOSTER-STEVENS & CO.

MONROE
ST.

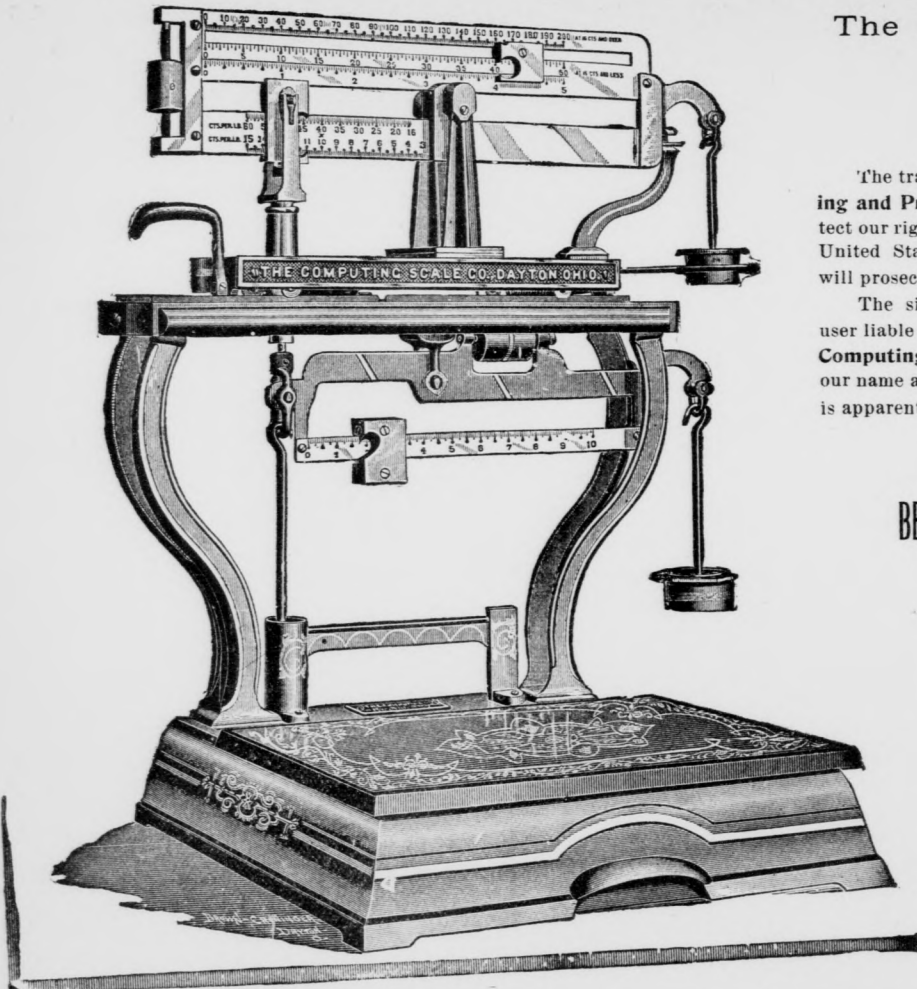
Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.



The Dayton Computing Scale

WARNING--To Users of Scales.

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

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

Respectfully

THE COMPUTING SCALE CO.

BE SURE YOU BUY THE DAYTON COMPUTING SCALES

See What Users Say:

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

For further particulars drop a Postal Card to

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

CROCKERY and GLASSWARE

Now is the time to stock up with staples--We will show you each week a few Assortments; but to appreciate our immense variety you should come and see our stock. Correspondence solicited. Write for Illustrations and Prices and Lists of New Goods.

Assorted Crate John Maddock & Sons White Royal Semi-Porcelain---Astor Shape.



CREAM.



BUTTER.



SUGAR.

6 Dozen	5 inch Plates.....	\$ 51	3 06
2	" 6 " "	62	1 24
12	" 7 " "	73	8 76
2	" 8 " "	84	1 68
2	" 7 " Deep Plates.....	73	1 46
6	" Fruits.....	34	2 04
6	" Pads.....	23	1 38
	9 inch Dishes.....	1 35	68
	" 10 " "	2 03	1 01
	" 12 " "	3 38	1 69
	" 6 " Scallops.....	1 13	57
	" 7 " "	1 35	68
	" 8 " "	2 03	1 01
	" 3 " Bakers.....	79	1 58
	" 7 " "	1 35	45
	" 8 " "	2 03	68
	" 7 " Covered Dishes.....	4 73	1 58
	" 8 " Casseroles.....	6 08	2 03
	" 8 " Covered Dishes.....	5 40	1 80
	Covered Butters.....	4 05	2 02
	Sauce Boats.....	1 80	90
	Pickles.....	1 35	68
	12 Jugs.....	2 70	90
	24 Jugs.....	1 58	53
	30 Jugs.....	1 35	68
	36 Jugs.....	1 13	56
	24 Bowls.....	1 13	57
	30 Bowls.....	90	45
	36 Bowls.....	75	38
	Sugars.....	3 04	1 52
	Creams.....	1 35	68
15	Sets Hd. Teas.....	90	13 50
6	Cooffees.....	1 05	3 15
3	30 Ftd. Bowls.....	90	2 70
	Crate and Cartage.....		2 50

No. 13179. \$65 10
These cuts illustrate our newest shape, **The Astor**. We claim this is the finest shape and best quality that has ever been produced in earthenware. We carry full line in open stock as well as assorted crates. Electrotypes free.

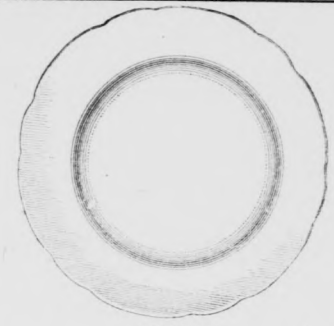
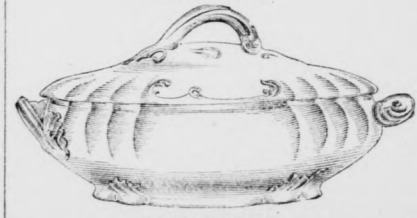


PLATE.



SAUCE BOAT.



COVERED DISH.

H. LEONARD & SONS, Grand Rapids.