

MICHIGAN TRADESMAN

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GRAND RAPIDS, JANUARY 30, 1895.

NO. 593

GRAND RAPIDS

BRUSH COMP'Y,



MANUFACTURERS OF

BRUSHES

GRAND RAPIDS, MICH.

Our Goods are sold by all Michigan Jobbing House.

EDWARD A. MOSELEY,
TIMOTHY F. MOSELEY

Established 1876

MOSELEY BROS.

Jobbers of

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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¢

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The largest line, best styles and lowest prices in the city at

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TELFER SPICE CO.,

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

Lansing Pants & Overall Co.,
LANSING, MICH.

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DEALERS IN

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WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.



OYSTERS.

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

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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.

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TRY THE

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Importers and

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Inspection of our stock and correspondence solicited.

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"Jess" what you want.

We are always on the lookout for something to please our trade and put dollars in their pockets; and, after thorough investigation, and many tests have secured a plug tobacco that just suits everybody. It is called "JESS," is a club shaped plug, 2x12, spaced for 3 cuts and shows a good margin to the retailer. It weighs 16 ounces to the plug and the consumer gets full value for his money. We propose to push it to the front and make it the leading plug tobacco of Michigan. Ask our salesman to give you a chew, and show you the goods and you will buy. Everybody is taking it. Why? Because it is "Jess" what they want and have been looking for.

Musselman Grocer Co.,

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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.,

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PETOSKEY.

CADILLAC,
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Highest Price Paid for

EMPTY CARBON & GASOLINE BARRELS.

MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, JANUARY 30, 1895.

NO. 923

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**

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Any information desired will be cheerfully furnished.

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Pay the best profit. Order from your jobber

Coal

reconsigned from Grand Rapids to all points north on short notice.

S. P. BENNETT FUEL & ICE CO.

Grand Rapids, Mich.



THE BEVERAGES WE INFUSE.

Written for THE TRADESMAN.

Under the above title the writer proposes to discuss in detail two extensively used and—when unadulterated—valuable foods of the world. The words "valuable" and "foods" are here used in a double sense. They are valuable as food, although generally taken in liquid form, because chemistry reveals the same constituents which are found in solid foods; and they are valuable in a commercial sense from the fact that their production and consumption are world wide and involve more than \$250,000,000 annually. These two kinds of liquid food are our tea and our coffee, and which, at the present moment, are consumed by at least 900,000,000 human beings, or nearly one-half of the whole human race.

The following table will exhibit the nutritive value of tea and beans—100 parts—as they are generally placed upon the market:

	Tea.	Beans.
Water.....	5	14
Starch and gum.....	27	48
Gluten.....	20 to 25	21
Fat.....	3	2
Tannic acid.....	15	10
Husk or woody fiber.....	20	2
Ash.....	5	2
	100	100

The starch, gum, tannic acid and woody fiber are variable in the tea leaf, and, while the analysis may not be exact, it is approximately correct. Coffee will be considered hereafter. Of this large percentage of gluten, the water in which we usually infuse our tea extracts only a part; hence we throw away in the waste leaves quite a portion of the nutrition they contain. A few grains of bicarbonate of soda thrown into the water in which the tea is steeped would dissolve a larger portion of the gluten and the beverage would, in consequence, be more nutritious. Some half-civilized nations or tribes prepare a "brick tea," which is believed to extract most of the nutriment from the leaf. They rub the tea to fine powder, boil it with a mild alkali water to which salt and fat have been added, and pour off and drink this decoction. Sometimes they mix this decoction with a little milk, butter and roasted meal. Harris, in his "Highlands of Ethiopia," says: "They drink from twenty to thirty cups daily, when traveling, and can subsist upon this alone for weeks in succession." The effects of tea used in this way seem to be two fold: first, it directly nourishes by the gluten, butter, milk and meal it contains; second, it makes this food go farther, through the waste retarding influence of the *theine*, or active principle, which is now quite thoroughly extracted. The tea plant, *Thea Sinensis*, has much resemblance to the *Camellia Japonica*, a flowering plant now grown in this country—and is the original Chinese tea plant or shrub. There are, in China, as distinguished by botanists, several varieties of this species of plant, as the *Thea Viridis*, *T. Bohea* and *T. Striata*. These plants grow from three to four

feet in height, and are now cultivated somewhat in one of our Southern States. There are many other shrubs and a few herbs found in various parts of the world, the leaves of which are dried and their infusion used in the same manner as *Thea Sinensis*. The native Indians of this continent had their favorite herb drinks, all of which grew wild in the country, under the names of Appalachian, Oswego, Labrador, sloe and sage teas. The Central American and mixed races indulged in their chocolate and coffee, which were produced upon their own soil. In South America, coffee and mate have been the favorite beverages for centuries, while, throughout the United States and the British possessions, at the present day, tea and coffee seem to have become a daily necessity.

Artificial drinks are prepared in both civilized and semibarbarous lands and extensively used, viz., tea, coffee, chocolate, beer, wine, and various alcoholic drinks under a variety of names, and each country has its favorite. As a rule, these drinks are classed among the luxuries of life, rather than the necessities, and are prepared from vegetable substances. They are divided into two classes—infusions and fermented liquors—although some of them should more correctly be called decoctions, as they are boiled. The infusions are generally drunk warm or hot, while the brewed or distilled drinks are generally taken cold. It is a somewhat singular fact that a love for hot drinks, more especially infusions and decoctions, should alike prevail in all parts of the globe. One would naturally suppose that, in the most northern portions of the earth, the inhabitants would desire hot drinks, while, in the more tropical parts, cold drinks would be preferred, but the latter is not the case. This general predilection for hot drinks can hardly be accounted for. Man-kind is, to a great extent, the creature of habit; thus, sometimes we follow for several generations the path and the habits of our ancestors. The tastes we acquire in our youth often remain with us, increasing in intensity, it may be, to the end of life.

Tea has been drunk, as a beverage, from very remote periods. Tradition tells us that it was used by the Chinese as early as the year 300 of our era; but, Chinese tea merchants in this country have assured the writer that an infusion from this plant was used in China more than a thousand years before the birth of Christ, and that there is proof of this on record. An ancient legend of the Chinese reads as follows: A pious hermit who, in his watchings and prayers, had often been overtaken by sleep, so that his eyelids closed, in holy wrath against the weakness of the flesh cut them off and threw them on the ground. But one of the gods caused a tea shrub to spring forth from them, the leaves of which exhibited the shape of an eyelid, with eyelashes also, and which, when steeped and drunk, possessed the gift of hindering sleep. A similar story is related con-

cerning the introduction of coffee into Arabia.

Neither the tea nor the coffee plant was ever found to be native to the Western Continent. It was after the year A. D. 600 that the use of tea became general in China, and in the year 810 it was introduced into Japan. Tea was not brought into Europe until the beginning of the seventeenth century, although hot infusions of sage and other leaves had already been familiar as drinks in that country. About this time a Russian embassy to China brought back to Moscow some carefully packed green tea, which was highly prized. In the same century—1664—the English East India Company considered it a rare gift to present the reigning sovereign of England with two pounds of tea." ["The Tea Plant," Schleiden, p. 142].

Tea was, without doubt, first brought to America from Europe by its early discoverers, and the colonists had more or less of this luxury among them from their first settlement, and history records a first great tea party, at Boston, Dec. 16, 1773.

Our teas are principally grown and prepared for use in China and Japan, including the kingdoms of Corea, Assam and Java. Coffee is also produced in some of these countries, but only a small portion of this reaches our markets, as we are largely supplied from our own continent and the adjoining islands.

The method of infusing tea in China is different from ours; it would be better if we adopted it. The tea is put into a cup for each person and boiling hot water is poured upon it. It is allowed to stand a few minutes—from five to ten, according to the temperature of the room—and the hot infusion is then drunk off the leaves, and without the admixture of milk or sugar. This method of making tea is followed by the Chinese residing in this country as well. In our country, the use of cream and sugar with tea probably arose from the desire to make the bitter infusion of the leaves palatable. This practice has been generally continued and is an improvement in several respects.

The tea leaf acquires its fine flavor from the drying by artificial heat and the manipulation in preparing it for use. The green leaf from the shrub has an entirely different flavor and is not relished. Sixty years ago, few tea leaves were thrown away, at least in the United States, after being infused. Among the country people there were generally several females in the family who ate them, much as they would "greens."

The first effect of tea is exhilarating. It excites the brain to increased activity and produces wakefulness; hence its usefulness to those who devote much time to mental labor. It soothes and quiets the vascular system, and thus is useful as a remedy for inflammation and for headache. The active principle (*Theine*, or caffeine, for they are identical) is the medicinal part of the plant. To obtain a sample of *Theine* it is only necessary to

take a small quantity of dry, finely powdered tea leaves, place them upon the concave surface of a watch crystal covered over with a conical cap of clean paper, and place the whole upon a hot plate. A white vapor will gradually rise from the tea and condense on the inner side of the paper, in the form of minute colorless crystals. This alkaloid is the true *Theine*. These crystals, obtained also from roasted coffee, were at first supposed to be a different substance, and the name "caffeine" was applied; but they have since been found to be identical. Tea and coffee, as brought to our merchants, contain nearly 2 per cent. of this principle, and, odd as it may seem, were it not for the delicate aroma residing in their volatile oils—this aroma differs widely—we might drink them in the dark with equal relish.

It is quite remarkable that *Theine* is not only found present in Chinese tea, but also in mate, or Paraguay tea, of South America, in all coffee, and in guarana, a substance prepared and used in Brazil in the same manner as coffee. Another curious fact is that in countries remote from each other, plants so very unlike in appearance should have been, by a kind of instinct, as it were, selected by the natives for the same purpose—that of yielding a slightly exciting, exhilarating and refreshing beverage; still further, that those plants should all be found to contain the same remarkable active principle. Another fact may surprise us; that is, that all the food we eat and all the beverages we infuse contain, in varied proportions, the same, or a part of the same, nourishing constituents which sustain our lives, and that either or both, taken in excess, instead of proving beneficial, will, like all other transgressions, evoke injury. As these various beverages have been used to some extent for centuries past, the selection of the plants must have been made by the independent discovery of each people or nation that these plants were capable of gratifying a natural craving in all, or of supplying—like the newly-launched newspaper—"a long-felt want." The observed effects of this substance—*Theine*—when taken into the stomach of human beings, justify this conclusion. Every where, nonintoxicating and nonnarcotic beverages are in general use—among tribes of every color, beneath every sun, in every condition of life. The custom, therefore, must meet some universal want of our frail human nature. Everyone knows that the animal body, while living, undergoes constant decay and renovation. Mental and bodily labors waste it and food renews it. The introduction into the stomach of even a minute portion of *Theine*—say three or four grains a day—has the effect of sensibly diminishing waste of the tissues. This fact indicates that the waste of our bodies may be lessened by the drinking of tea and coffee; and, if the waste be lessened, the necessity for food to repair it will be lessened in equal proportion. Tea and coffee, therefore, are not only far from being useless luxuries, but save, and stand, to a certain extent, in the place of, food, while, at the same time, they soothe the nerves and enliven the mind. Tea, particularly, also serves another purpose for the aged and infirm—it serves as a medicine. It is a fallacy to suppose that old people drink tea merely from force of habit. In the life of most persons a period arrives when

the stomach no longer digests enough of the ordinary elements of food to make up for the daily waste of the body. This fact may be noticed in the size and weight of our bodies, which then begin to diminish more or less perceptibly. The fat which assists to round out the features and furnish the healthy and beautiful contour of the countenance decreases and wrinkles change the expression. At this period, the warm cup of tea is not only a grateful food, but it is a medicine to arrest this waste and to enable the feeble powers of digestion still to supply what is needed for the wear of the solid tissues. Is it, then, any wonder that tea should be a favorite—on the one hand with the poor, whose supplies of substantial food are scanty, and, on the other, with the aged and infirm, especially of the feeble sex, whose strength has begun to fail? Nor is it surprising that the aged female whose income will barely purchase the common necessities of life should spend a somewhat extravagant portion of the wherewithal for tea. She can live quite as well on less common food, when she takes her cup of tea with it, and, because of this indulgence, she feels more cheerful, more active and better fitted for her work.

In some countries, among the poorer classes, an infusion of the husks of the cocoa—the refuse of the chocolate mills—is largely used as a beverage. These husks are often sold by our grocers, under the name of "cocoa shells."

Coffee seems to possess greater medicinal powers than tea. It is noticed that, in France and Turkey, where coffee is the principal beverage, gravel and gout are almost unknown. "One French gentleman, who was 50 years old and had chalky deposits in the joints of both hands and feet, and for whom strong coffee alone was prescribed, was completely cured." [Pharmaceutical Journal, Vol. 13, p. 330].

The composition of unroasted coffee, compared with the tea from China, as it comes to us, is very nearly shown in the following table:

Tea—[Mulder]. Coffee—[Payen].	
Water.....	5
Starch and gum.....	12
Gluten.....	15
Fat.....	13
Tannic acid.....	5
Woody fiber.....	34
Ash.....	6
	100
	100

It will be seen that gluten, in tea, forms one-fourth of the dry leaves and perhaps one-eighth of gum; so, if we chose to eat the leaves in the mass, they would prove as nutritious as beans or peas; but, as an excess of the gluten and gum is not dissolved in the beverage, unless an alkali is added, our coffee is nearly or quite as nourishing as this and is almost five times as rich in oil or fat.

Natural waters are found to be different in the making of tea or coffee. This has been traced to the slight proportion of alkali which some waters contain.

Never allow tea or coffee to boil, if you desire to enjoy their exquisite flavor and odor. Boiling, for even a few minutes, dissipates the volatile oil into the atmosphere, leaving an odorless, bitter and astringent decoction for your beverage. Remember, it is an infusion and not a decoction or broth you desire to make.

Both tea and coffee, if kept dry and away from noxious odors, improve with age. It is not, therefore, a question merely of dollars and cents, with the more wealthy of our people who pur-

CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

STICK CANDY.		Cases	Bbls.	Palls.
Standard, per lb.				
" H. H.			6	7
" Twist			6	7
Boston Cream	8 1/4			
Cut Loaf				8
Extra H. H.	3 1/4			0
MIXED CANDY.		Bbls.	Palls.	
Standard				6 1/4
Leader	5 1/4			7 1/4
Royal	6			7 1/4
Nobby	7			8 1/4
English Rock	7 1/4			8 1/4
Conserves	6 1/4			7 1/4
Broken Taffy				7 1/4
Peanut Squares	7			8
French Creams				9 1/4
Valley Creams				12 1/4
Midget, 30 lb. baskets				8
Modern, 30 lb.				
FANCY—In bulk			Palls.	
Lozenges, plain				8 1/4
Chocolate Drops				9 1/4
Chocolate Monumentals				11
Gum Drops				5
Moss Drops				7 1/4
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	
Imperials			.65	
Mottos			.70	
Cream Bar			.55	
Molasses Bar			.50	
Hand Made Creams			.80@.90	
Plain Creams			.60@.70	
Decorated Creams			.90	
String Rock			.60	
Burnt Almonds			.90@1.25	
Wintergreen Berries			.60	
CARAMELS.				
No. 1, wrapped, 2 lb. boxes			34	
No. 1, " 3 " "			51	
No. 2, " 2 " "			28	
ORANGES.				
Floridas, Fancy Brights 126			3 75	
Floridas, Fancy Brights, 150			4 00	
Floridas, Fancy Brights, 176, 200, 216			4 25	
LEMONS.				
Choice, 300			3 00	
Extra Choice, 300			3 00	
Fancy, 300			3 50	
Choice, 360			3 00	
Fancy, 360			3 50	
Common			2 50	
BANANAS.				
Large bunches			1 75	
Small bunches			1 00@1 50	
OTHER FOREIGN FRUITS.				
Figs, fancy layers 10 lb.			12	
" " 30 lb.			14	
" extra " 14 lb.			11	
" bags " 14 lb.			6 1/2	
Dates, Fard, 10-lb. box			2 7	
" " 50-lb. "			2 6	
" Persian, G. M. 50-lb. box			2 5	
" 1 lb Royals, new			2 7	
NUTS.				
Almonds, Tarragona			4 14	
Ivaca			13 1/2@14	
California, soft shelled			2 1/2@2 1/4	
Brazil, new			2 1/4	
Filberts			2 1/4	
Walnuts, Grenoble			2 1/2	
" French			2 1/2	
" Calif.			2 1/3	
" Soft Shelled Calif.			2 1/4	
Table Nuts, fancy			2 10@	
choice			2 9	
Pecans, Texas, H. P.			6 2 1/4	
Chestnuts				
Hickory Nuts per bu., Mich.			1 50	
Cocconuts, full sacks			4 00	
Butternuts per bu.			60	
Black Walnuts, per bu.			60	
PEANUTS.				
Fancy, H. P., Suns			2 5 1/4	
" Roasted			6 2 1/4	
Fancy, H. P., Flage			2 5 1/4	
" Roasted			6 2 1/4	
Choice, H. P., Extras			2 4 1/4	
" Roasted			5 2 1/4	
FRESH MEATS.				
BEEF.				
Carcass			5 1/4@ 7	
Fore quarters			4 2 1/2	
Hind quarters			5 1/4@ 8	
Loins No. 3			8 2 1/2	
Ribs			8 2 1/2	
Rounds			5 2 1/2	
Chucks			3 1/4@ 4 1/4	
Plates			3 2 1/4	
PORK.				
Dressed			5 2 1/4	
Loins			7 1/4	
Shoulders			5 1/4	
Leaf Lard			8	
MUTTON.				
Carcass			4 2 1/2	
Lambs			5 1/4@ 5	
VEAL.				
Carcass			6 2 1/4	

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. 1898 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 agency 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.

WILLIAM SEYFFARDT, Sec'y, 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. MEASINGER, 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.

chase a chest or two of tea at a time and from 100 to 200 pounds of green coffee and consign them to the larder; it is that age may ripen them—that Father Time may perform for them what they cannot. "Exactly how it comes—by what slow chemical change within the bean—that coffee of the most inferior quality so ripens by keeping as, at length, to yield, on roasting, a coffee equal to the finest Mocha, we do not, as yet, know." [Payen].

As most people are aware, coffee is seldom prepared for the table in its highest state of perfection. In this age of haste, time seems too valuable to devote to the pleasures of eating and drinking. We just "bolt" our food and "skip"—anything will do, if it only sustains life. Thus we purchase coffee nicely roasted—we know not how long ago; often it is kept ready ground—we know not how long since. If it were possible to roast, grind and prepare our coffee for drinking within the same hour, one could not imagine a more grateful, delicious and nourishing beverage.

It is not positively known how long coffee has been used. In Persia, it is known to have been in use as early as A. D. 875. It is a native of Abyssinia, and was introduced into Arabia in the beginning of the fifteenth century. "In 1652, the first public coffee house was established in London, England, by a Greek named Pasqua." [Ellis].

The coffee tree varies in height from eight to twenty feet, according to the soil and climate in which it is grown. Its foliage is evergreen, resembling that of the orange and lemon, being dark, smooth and glossy. The seed is sown in nurseries, the same as the orange and lemon, and is transplanted when about six months old. In three years from transplanting it comes into full bearing. It may not be generally known that the leaf of the coffee tree is used in some parts of the world as a substitute for tea, and, without doubt, this is the best substitute known; of course, there is a vast difference between a substitute and an adulteration.

This article has confined itself so far to pure tea and coffee, and it will not be out of place, now, to speak of the substitutes and adulterations of these two world-known beverages. As early as 1845, Prof. Blume, of Leyden, who had traveled much in Java, made known in Holland that the coffee leaf was used, in the Eastern Archipelago, in place of tea, and recommended its use in Europe; and at the great Exhibition in England in 1851, Dr. Gardner showed specimens of prepared coffee leaves, which attracted much attention. He announced that they contained *Theine* and suggested that they be substituted for our ordinary tea. In 1850, on the Island of Sumatra, prepared coffee leaves, formed the only beverage of the whole population, and from their nutritive qualities had become an important necessary of life. The natives there prefer the leaf to the berry or "fruit" of the coffee tree, giving as a reason that it is more nutritious. Many kinds of leaves which possess a slightly bitter taste, as some varieties of the box shrub, the willow, wild plum, bitter wintergreen, red currant, etc., are extensively used to adulterate the true teas. Of course, this is done solely for gain, and, while in one sense the adulteration is comparatively harmless, the consumer is swindled. It is said that

half a century ago the Chinese did use a compound of four parts of roasted and ground gypsum (plaster of Paris) to three parts of Prussian blue, to color teas for the American market, but it is doubtful if anything of this kind is now used. Prepared coffees, as roasted and ground, are also adulterated with various substances, most of which, however, are harmless, but are a direct swindle to the purchaser. Probably the latest and most ingenious adulteration of coffee is a factitious or "artificial bean," composed principally of starch and gluten. It is made by machinery to closely imitate both the raw and roasted coffee berry, and is sometimes found mixed with them in the proportion of from 12 to 25 per cent. The attention of the writer was first called to a sample in the raw coffee, but within the past year we have found them in samples of the roasted coffee. Upon close examination, these berries seemed to have been made into a dough, then passed through metallic moulds, as in the process of making crackers, and afterward dried or baked. The manufacture is so perfect that it is only by close observation that they can be detected, except in the infusion, when of course, they are dissolved and the fraud is then discovered.

When we consider the enormous amount of tea and coffee alone which the world is consuming daily, and of its vast commercial importance, we are filled with amazement at the development and increasing growth of a taste and habit so universal over the entire globe. It might be well, in closing, to compare the present consumption with statistics of the past, and gaze with prophetic eye into the future. The world's consumption of coffee is many times that of tea and has probably distanced it forever. We will not pretend to give a reason for this fact. Mr. Ingham Travers tells us that, as far back as 1853, "The total product of the cured tea in China alone was 1,000,000 tons annually. To this must be added the tea of Japan, Corea, Assam and Java." Mr. Travers estimates one acre of land to yield 600 pounds of tea, when cured. The consumption of tea in Great Britain, in 1852, only amounted to 24,000 tons, or about one-forti-fifth of the estimated product of China. "The consumption of coffee in Great Britain, in 1852, was 35,000,000 pounds. About that time, the total European consumption of coffee was 75,000 tons annually, valued at \$22,500,000." [Dr. Stenhouse].

In 1891, there was a statement going the rounds of the press in the United States, said to be based upon Government statistics, that, during the year then just closed, our consumption of coffee was fifteen pounds annually to every citizen of the republic! There is no reason to doubt the above statement, neither are we surprised that coffee is yearly advancing in price, with the stimulus of ever increasing demand, and that teas as gradually declining. Coffee has hardly been higher in price for years past than it is to-day and this at a time of general financial depression in America, while tea is at as low a point as ever was known.

This subject may be deemed incomplete without a description of the process of preparing tea and coffee for market, but, the article is already long, and such a paper will be given at some future time. F. A. Howie.

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.

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

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

BOSTON RUBBER SHOE CO.

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
 OR
 Grand Rapids Soap Works.



HEROLD-BERISCH 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.

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.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Horseshoe—J. N. Gilpin has opened a grocery store.

Manton—John Hill has opened a new grocery store.

North Star—Chas. Brooks has sold his general stock to H. W. McBride.

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

Petoskey—Andrews & Clapper, meat dealers, have added a stock of groceries. Lakeview—Jacob Weiss has removed his general stock from Kalkaska to this place.

Climax—Perren & Riley, general dealers, have dissolved, Kiley & Gustine succeeding.

Schoolcraft—Neeley & Dewey have opened a branch clothing store at Constantine.

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

Negaunee—Henry W. Bregstone succeeds Alexander Heyne in the dry goods business.

Albion—E. A. Davis succeeds N. & E. A. Davis in the grocery and produce business.

Muskegon—Smith & Wellington, grocers, have dissolved, A. W. Wellington succeeding.

Bessemer—C. W. Hanson has purchased the book and stationery business of Frank J. Doris.

Alpena—Masters & Barrett, boot and shoe dealers, have dissolved, W. S. Barrett succeeding.

Escanaba—Gilmette & Cleary succeed P. M. Peterson in the grocery, crockery and furniture business.

Big Rapids—F. Fairman has sold his dry goods stock to Mrs. E. Patrick, who will continue the business.

Jackson—The Bortree corset factory has been sold on chattel mortgage to Louis F. Boos, the musician.

Sault Ste. Marie—Lipsett & Campbell, meat dealers, have dissolved, A. M. Campbell continuing the business.

Alpena—Masters & Barrett, boot and shoe dealers, have dissolved. The business will be continued by W. F. Barrett.

Big Rapids—Barker Bros. have purchased the grocery stock of J. S. Barker and moved their stock to the latter location.

Freeport—J. W. Edwards is now doing business at S. C. Woollett's old stand. He carries lines of boots, shoes, groceries and crockery.

Mackinaw City—C. H. Zimmerman succeeds Zimmerman & Williams in general trade and the shingle manufacturing business.

Muskegon—Frank Johnson, who has carried on a grocery business in Lower town for years, has gone to Anderson, Ind., for permanent residence.

Albion—W. H. Sampson has bought the grocery stock of A. P. Wolcott and will ship it to Battle Creek. Mr. Wolcott retires from trade.

Olivet—A. C. Shallear is adding a stock of groceries to his meat and canned goods business. Frank H. Clay (W. J. Quan & Co.) sold the goods.

Mancelona—J. J. Gage has resigned his position as manager of the Antrim Iron Co.'s store and will soon remove to East Jordan, his mercantile interests at that place rendering it necessary that he should give the business his personal attention.

Boyne Falls—C. C. Batchellor has closed his general store, near Boyne Falls, and removed the stock to this place and consolidated it with his stock here.

Holland—William Swift has sold his grocery stock to Henry Olert, who will continue the business at the same location. Mr. Swift will continue the flour and feed business.

Bellaire—H. A. Snyder has retired from the grocery and provision firm of Hemstreet Bros. & Snyder. The business will be continued by H. M. Hemstreet and E. Hemstreet under the style of Hemstreet Bros. & Co.

Manistee—The Manistee Liquor Co. has been organized, with a capital stock of \$10,000, to continue the wholesale liquor business established by F. J. Pomeroy & Co. Patrick Noud is President of the corporation and Michael Fay is Secretary.

Detroit—Snedcor & Hathaway's shoe stock was sold at receiver's sale to J. L. Hudson for 60 cents on the dollar. Pingree & Smith bought the machinery and leather. Mr. Snedcor will probably resume business on a smaller scale in a short time.

Lowell—L. H. Hunt and his son, Ernest, have formed a copartnership under the style of L. H. Hunt & Co. and purchased the drug stock of W. M. Clark, who has concluded to take up his residence in the West on account of his wife's health. The elder Hunt is one of the oldest druggists in the State, having been a member of the former firm of Hunt & Hunter for about a quarter of a century.

Detroit—Henry A. Newland & Co. have filed articles of copartnership with the county clerk. James F. Joy is a special partner of the firm, and invests \$30,000, on which he is to draw 7 per cent. interest. Charles Montague invests \$22,500; Arba M. Seymour, \$11,250; Frank L. Hyde, \$11,250. They are to receive 6 per cent. a year on the investment and a salary. John A. Gleeson and Burr Wilbur are partners who invest nothing. James F. Joy receives nothing but the percentage of interest agreed upon, and is not to be held liable for losses beyond the amount of his investment.

MANUFACTURING MATTERS.

Battle Creek—Silas C. Bellamy succeeds F. C. Locklin in the manufacture of gloves and whips.

Battle Creek—The Union Manufacturing Co., at this place, has reorganized under the style of the Union Steam Pump Co.

Detroit—The Excelsior Button Co. has filed articles of association with the county clerk. The capital stock is \$27,000, of which \$11,000 is paid in.

Thompsonville—M. E. Brown & Co., who were formerly engaged in the saw and planing mill business, have dissolved. The business will be continued by W. C. Brown.

Big Rapids—C. H. Olds has retired from the Michigan Cigar Co. and will embark in business elsewhere. The business will be continued by Jas. Vandenberg and Jas. O'Beck under the same style.

Boyne Falls—Hankey & Son have purchased the grist mill and water power belonging to the Horne estate and will rebuild the mill and change it to full roller process during the coming summer season.

Novi—Hon. Fred M. Warner has decided to erect and operate his third factory, locating it at this place. The building will be 24x70 feet in dimensions, with a cold storage 24x24. Chas. Deer will have charge of the factory.

Adrian—The Bond Steel Fence Post Co. has been organized with a capital of \$40,000 to embark in the manufacture of steel posts. Geo. W. Bond is President of the corporation, Seymour Howell is Treasurer and A. M. Keeney is General Manager.

Aral—Dr. O'Leary has sold the sawmill and real estate formerly owned by Chas. T. Wright to Chas. Secor, of Manistee, who will put the mill in repair and begin operations as soon as a stock of logs can be secured. Lyman Dailey has been placed in charge of the enterprise.

The Grain Market.

The past week has been a week of surprises. Every day recorded a lower point. While all the preponderance of news seemed in favor of higher markets, the reverse took place. We shall have to have more exports, while the visible made quite a decrease last week and probably only a moderate one this week. The traders are looking on the recent great fall of snow, completely covering the fields, as a good omen for another good crop of winter wheat. The fact, also, is gaining that one month of 1895 is about gone, and that we are working toward another harvest with a big load of wheat to carry. While 50c wheat is carried easier than \$1 wheat, the question arises. What are we going to do with our next crop of winter wheat? It seems as though the Government crop reporter is all wrong in his reckoning.

In the early part of the 1894 crop it was given out that the United States was short probably 390,000,000 to 400,000,000 bushels, while the last report was about 460,000,000, and many authorities claim this is way below. Why cannot the Government come nearer the actual amount? Unless it can do better, it had better quit.

Corn, in sympathy with wheat, is also lower. The trouble seems to be that traders are disgusted with the markets and let them alone, and they sag lower, until it begins to look as though there were no bottom.

Oats remain firm and strong and there is more inquiry for them than for the other cereals.

Receipts in this market were 66 cars of wheat, 21 cars of corn and 10 cars of oats. C. G. A. VOIGT.

His Customers Want Coffee, Not Paper.

ADVANCE, Jan. 22.—Can't you do something for us retail tradesmen who handle package coffee—more particularly McLaughlin's? I have handled XXXX for the past twelve years. From four to six slips of paper are put in each package which, more or less, get into the mill and clog it, thus necessitating frequent cleaning of the mill, which takes time and money. I grind nine tenths of all the package coffee I sell, and the time spent in cleaning the mill amounts to more than the profit on the goods, besides the loss of the coffee which patrons will not accept, where paper is ground up with it. I think that merchants ought to "kick", and if that won't do, cease patronizing all firms that work so against our interest. What say you? Please answer in your valuable paper.

A. B. STEELE.

This is an old complaint and it is time the matter was given proper consideration by manufacturers of package coffees. Will Mr. McLaughlin please stand up and answer for himself?

The Drug Market.

Opium is weak and lower.

Morphia is unchanged.

Quinine is in good demand but steady in price.

Linseed oil is firm and an advance is probable.

Salacine has advanced.

Blue vitriol is firm and advancing.

Gum camphor is lower.

Oil anise has declined.

Serpentaria is scarce and higher.

Turpentine has advanced.

PRODUCE MARKET.

Apples—All winter varieties command \$2.50 per bbl., if in good condition, while fancy stock readily commands \$3.

Beans—The price continues to advance and still higher prices are looked for as the country is, apparently, getting bare of stock. Handlers pay \$1.40@1.45 for country picked, holding city picked at \$1.70@1.75.

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 15c@16c.

Cabbage—Price ranges from \$2.24 per 100, according to size and quality.

Celery—Sustained a sharp advance during the week—in fact doubled in price—dealers who have any stock holding it at 20c@25c 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 16c for cold storage stock. The cold weather has depleted the accumulations of fresh eggs and the price may go to 20c in consequence.

Lettuce—12½c per lb.

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

Parsnips—35c per bu.

Potatoes—Stronger and higher, the local market having advanced to 50c. Unless the weather moderates soon, so that shipments may be made in safety, the price will go still higher.

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 1½c per lb., if the quality is up to standard. Poor stock sells at ½@1c.

M. R. ALDEN. E. E. ALDEN.
M. R. ALDEN & CO.,

Wholesale - Produce,

Strictly Fresh Eggs and Choice Creamery and Dairy Butter a Specialty.

76 So. Division St., Grand Rapids.
We buy on track at point of shipment or receive on consignment. Phone 1300.

A. B. KNOWLSON,

Wholesale Shipper

Cement, Lime, Coal, Sewer Pipe, Etc.

CARLOTS AND LESS
GRAND RAPIDS, MICH.

Blank Books,
Tablets,
Stationery.
EATON, LYON & CO.
20 & 22 Monroe St.,
GRAND RAPIDS.

GRAND RAPIDS GOSSIP.

A. C. Fassett succeeds Geo. Hickox in the bakery and confectionery business at 135 South Division street.

M. R. Alden & Co., recently from Lake Odessa, have opened a wholesale butter and egg store at 76 South Division street.

Peter Hanson, formerly engaged in trade at Morley, has opened a grocery store at Lakeview. The Lemon & Wheeler Company furnished the stock.

Harry Wood and Albert Hilliard have formed a copartnership under the style of Wood & Hilliard and opened a grocery store at Millersville. The Worden Grocer Co. furnished the stock.

Judge Severens, of the U. S. Court, handed down a decision last Tuesday, denying the petition of the Heaton-Peninsular Button Fastener Co. for an injunction enjoining the Eureka Specialty Co. from manufacturing and selling staples which can be used in the Peninsular machine. The Heaton-Peninsular Co. has never had a patent on the staple, but has claimed the protection of the patent laws on the ground that the staple must be used in a machine the patent on which is owned by the Heaton-Peninsular Co. Judge Severens refused to take this view of the matter, holding it to be an attempt to maintain a monopoly on an unpatented article, which is contrary to public policy.

Acting on the suggestion of Treasurer Lehman, a delegation of a dozen members of the Retail Grocers' Association waited on the Board of Health last Thursday and entered a formal protest against the further sale of frozen oranges in this market. Secretary Wilson met the delegation with due courtesy and assured them that the Board would endeavor to prevent the further sale of frozen goods. Mr. Wilson said he had satisfied himself as to the unwholesomeness of the frosted oranges and was pleased to note that most of the Eastern cities had taken decisive steps to prevent their sale. He deplored the fact that the local Board had not a more stringent ordinance covering the subject of unwholesome fruit, and suggested that the Association co-operate with the Board in securing the enactment of such a measure at the hands of the Common Council. Immediate action was taken on the matter by the grocers present and a committee was appointed to co-operate with the Board in the manner suggested.

The Grocery Market.

Sugar—Raw sugars are slightly higher in Europe and correspondingly stronger in this country. Refined grades are firm and strong and slightly higher prices may reasonably be looked for in the near future.

Provisions—In the face of decreasing receipts, prices have steadily declined, probably owing to the depression in grain and the uncertainty over the outcome of the currency question.

Oranges—A few sound, heavy, juicy Floridas can yet be had by paying a good price and there seems to be no end of the frosted stuff offered in every market. Much of the latter finds sale among certain classes who eagerly accept anything which is apparently cheap. There is always a limit to the forbearance of the

public and the soft, bitter, unhealthy stuff will soon be repudiated by all dealers and California navels and seedlings, together with Sicily brands, will be the general offerings. The navels now in market show up very finely and are really of good quality, barring a tartness which is, as yet, a little too pronounced.

Lemons—Fancy grades are selling at very reasonable figures and the supply is ample in the hands of all dealers without being forced to have goods come through while the severe storms are raging. Inferior and second-class stock can be purchased considerably below quotations, as they appear elsewhere in this paper, but the "best is the cheapest."

Bananas—The local market is entirely bare of any stock fit to reship at present and such a condition will probably exist until the weather becomes moderate.

Fruits—Currants are higher in Greece and correspondingly stronger in the Eastern markets. French prunes are a trifle lower here but stronger abroad. Valencia raisins are dull. Californias are strong, with indications of an upward tendency.

Oil—The Standard Oil Co. announces an advance of $\frac{1}{4}$ c on deodorized stove gasoline and $\frac{1}{2}$ c on naptha.

Candy—Continues to move in fairly good volume and, although sold at exceedingly close prices, manufacturers keep up full working forces and are strong in the belief that the coming year will prove to be fairly remunerative and, as a whole, satisfactory to all concerned.

Dates—Have touched bottom and the best goods can be purchased as low now as they will probably be at any time during the season.

Figs—Are somewhat firmer, as the arrivals are not nearly as heavy as they were before the holidays. Prices vary from 9@15c, according to quality.

Another Bicycle Factory in the Field.

Grand Rapids will shortly have a third bicycle factory, the initiatory steps having been taken Saturday evening to inaugurate a new enterprise in that line under the style of the Cycloid Cycle Co. The new corporation will have a capital stock of \$20,000, of which \$15,000 will now be placed on the market, \$13,500 having already been subscribed, as follows:

Geo. C. Fitch	100
Ensley Martin	101
J. C. Simons	100
Jas. Cooper	100
J. J. Wernette	100
A. Viero	100
S. A. Wernette	100
Geo. E. Fitch	100
Robert J. Ball	40
Wm. E. Martin	10
Chauncey H. Fisher	100
Frank H. Simons	100
Claude D. Freeman	100

At the annual meeting, above referred to, five directors were elected as follows: Geo. C. Fitch, James Cooper, Chauncey H. Fisher, Frank H. Simons and Claude D. Freeman. The officers have not yet been selected, but it is expected that the election will result as follows:

President—Geo. C. Fitch.
Vice-President—Frank H. Simons.
Secretary and Treasurer—Claude D. Freeman.

The new company has leased the three-story building at 488 South Division street, formerly occupied by Geo. C. Fitch as a carriage factory, and has ordered the necessary machinery to embark in the manufacture of the same class of bicycles which were turned out by the Cycloid Co. last season. Two styles of wheels will be produced, one with hickory fork and one with steel fork.

A Nefarious Traffic.

The action of the dago and Russian fruit peddlers in purchasing a carload of frozen oranges which was refused by a local fruit house, has caused considerable comment during the past week. It appears that a large portion of the consignment was taken by A. Silverman, who was peddling the stuff without having a city license, thus doubly violating the law. The purchasers of the trash succeeded in selling some of the stuff to the Morse department store, but THE TRADESMAN has been unable to learn that any reputable grocery house imposed on its customers in this manner. The man Silverman endeavored to interest M. C. Goossen in the fruit by offering the oranges at \$10 per 1,000, but an inspection of the stock in Silverman's cellar satisfied Mr. Goossen as to its unwholesomeness and he refused to be a party to such a fraud. In consequence of the prompt action of the Retail Grocers' Association, it is improbable that any further consignments will be received here; and in case there are any further arrivals of this character, it is quite likely the local Board of Health will prohibit their sale.

Merged into a Corporation.

The Grand Rapids Dairy Co. was organized Monday with a capital stock of \$10,000, for the purpose of enlarging and continuing the milk business established here several years ago by Woodworth Bros. The capital stock comprises 1,000 shares, divided among four stockholders in the following amounts:

Irving Woodworth	324
O. D. Woodworth	1
Bates & Troutman (Moline)	333
Jas. S. Toland (Ross)	34

The directors are E. N. Bates, Irving Woodworth and Jas. S. Toland, who have elected the following officers:

President—E. N. Bates.
Vice-President—Jas. S. Toland.
Secretary—W. V. Troutman.
Treasurer—Irving Woodworth.

The out-of-town stockholders will supply a large portion of the milk distributed by the company in the city, superintending the cooling and shipment of the milk, erecting for that purpose commodious dairy buildings at Moline and, possibly, later on, at other points in Allegan county along the line of the G. R. & I. Railroad. Stringent rules for the government of farmers furnishing milk will be adopted and enforced, with a view to securing the best possible results for all concerned.

Any druggist in want of a clerk can usually be supplied by applying to B. Schrouder, Sec'y Grand Rapids Pharmaceutical Society, 209 East Bridge street.

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

Wants Column.

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

BUSINESS CHANCES.

A GOOD STORE BUILDING AND \$1,000 stock general merchandise, to exchange for \$750 worth \$500. For particulars address No. 686 care Michigan Tradesman. 686

WANTED—TO EXCHANGE FOR STOCK OF goods, \$1,000 stock and \$1,000 store building at Henrietta. Stock comprises groceries, wall paper, clothing notions; also fixtures. Store is 20x70, with 10x50 addition. Three quarters of an acre of land good barn, apple trees, well and cistern. Buildings all new and painted in good shape. Store is one-half mile from fashionable summer resort. For particulars address No. 69 care Michigan Tradesman. 690

GROCERY STOCK FOR SALE—INVOICING about \$7,000 in a bustling town of 8,000. Everything cash. The only grocery that made money last year. Reasons other than usual. Address No. 61, care Michigan Tradesman. 691

FOR SALE—SHARES OF STOCK IN THE principle hardware in Cadillac, Mich. The trade is established and the location is good. Wherever this business is known it is favorably known and an opportunity like this is seldom offered. Good reason for selling will be furnished. For particulars, address A. W. Newark, Cadillac, Mich. 692

STOCK OF CLOTHING AND GENTLEMEN'S furnishing goods, established trade; splendid opening for a general store will sell cheap for cash. Address No. 680, care Michigan Tradesman. 680

FOR SALE—DRUG STOCK, CLEAN AND fresh, new shelving, counters, show cases, soda fountain and safe, the finest location in good business town. Will take \$4,000 payable half cash and balance on short time. Address for particulars, No. 685, care Michigan Tradesman. 685

TO EXCHANGE—FOR STOCK GROCERIES, boots and shoes or clothing, ten acres of nice land in first ward. Coldwater, Mich. Address S. Spurlock Sherwood Mich. 688

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 east lake shore town in Michigan. Reason, poor health. Address Undertaker, care Michigan Tradesman. 678

FOR RENT—HOTEL TO RENT, PARTLY furnished, good bar and bar fixtures, excellent location; good chance to the right party. Inquire 67 Carrier St., Grand Rapids. 674

FOR RENT—A DEIRABLE STORE BUILDING formerly occupied by Elliott & Co., on northeast corner of Monroe and Ionia streets. One of the best locations in the city. Inquire of Peter Doran, 20 Tower Block. 685

STOCK OF CLOTHING AND GENTLEMEN'S furnishing goods, to trade for real estate. Address No. 666, care Michigan Tradesman. 660

GOOD FARM NEAR STATE CAPITOL, clear title, to exchange for boots and shoes G. W. Watrous, Lansing, Mich. 689

IF YOU WANT TO BUY OR SELL REAL estate, write me. I can satisfy you. Chas. E. Mercer, Rooms 1 and 2, Widdicombs building. 673

GOOD OPENING FOR DENTIST. Address S. S. Burnett, Lake Ann, Mich. 684

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—A POSITION BY AN EXPERIENCED drug clerk; a graduate in pharmacy, registered in Michigan; best references of former employers as to character and ability; use no liquor nor tobacco; salary reasonable. Address 567 care Michigan Tradesman. 667

WANTED—POSITION BY RE-INTERESTED pharmacist of experience either in drug store or salesman on the road. Address No. 688, care Michigan Tradesman. 688

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

MISCELLANEOUS.

FOR EXCHANGE—GOOD PRODUCTIVE real estate for drug stock worth \$4,600 to \$3,500. Address Druggs, Kalamazoo, care of carrier No. 9. 689

WANTED—MAN SUPPLY AGENTS MICHIGAN with shafter's New Pancake Griddle; positive proof you realize \$5,000 annually; no capital required; must be financially responsible; no other need apply (stamp). W. Shaefter, Canton O. 687

WANTED—TEA LEAD IN ANY QUANTITIES from everywhere. Address, stating price, J. M. Hayden & Co., 69 Pearl St., Grand Rapids, or telephone 549. 684

I HAVE THE CASH TO PAY FOR A GOOD clean stock of hardware located in an A1 town. Address No. 68, care Michigan Tradesman. 682

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

MAN TO SELL BAKING POWDER TO THE grocery trade. Steady employment, experience unnecessary. \$5 monthly salary and expenses or commission. If offer is satisfactory address at once with particulars concerning yourself. U. S. Chemical works, Chicago. 677

WANTED—BUTTER, EGGS, POULTRY, potatoes, onions, apples, cabbages, etc. correspondence solicited. Watkins & Smith, 8-86 South Division St., Grand Rapids. 673

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

NEARLY NEW BAR-LOCK TYPEWRITER for sale at a great reduction from cost. Reason for selling, we desire another pattern of same make of machine, which we consider the best on the market. Tradesman Company, 100 Louis St., Grand Rapids. 664

FARM FOR MERCHANDISE.

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

TIRELESS TRAVELERS.

M. J. Rogan, Western Representative for Moore, Smith & Co.

THE TRADESMAN recently asked M. J. Rogan for such data as would enable the writer to prepare a comprehensive sketch of his life, whereupon his Celtic tongue wagged with such rapidity that the stenographer was called into requisition, with the following result:

"I was born Sept. 18, 1860, in a small town on the borders of England and Scotland, my parents having moved there from Ireland a short time previous to this event. Considerable argument has been indulged in by my acquaintances regarding my nationality—whether Irish or English. I claim to be an Irishman, of which country I am very proud. A gentleman remarked to me lately, 'Mike, you must be English, as you were born in England.' I replied that I would not be a horse if I were born in a stable. My father conducted a small clothing business and we lived over the store. I had several brothers and sisters, who died young, and now I am the only one of the family left; but the name is not likely to die out, as I have seven children, four boys and three girls.

At the age of 10 years I became tired of going to school and was determined, against the wishes of my father, to go out to work. In the following three months I tried five different jobs—tailor, carpenter, grocer, twine spinner and carriage painter. The latter job I worked at just three days. This was in the winter time and I did not find washing carriages at one shilling and sixpence (36cents) a week to my liking. For about a year previous to this I had been learning telegraphy at the railway station, where I spent a good many of my evenings, and at the age of 10 years and three months—at which time I would be taken for a lad of 14 years—I secured a position at a small station on the North British Railway Co.'s road, about seventy miles from home, at ten shillings a week (\$2.50), paying \$2 a week for my board. When I arrived at my new home, I had only 36 cents in my pocket, my father refusing to give me any money, as I left home against his wishes. I remained on the railroad about three years, and then went into a clothing store to work, where I remained until I was between 18 and 19 years of age, when I accepted a position to travel on the road with a line of clothing, my territory being the North of England and parts of Scotland. During this same year, 1879, I got married. In the spring of 1888 I caught the foreign fever and made up my mind to go to Australia. Several friends of mine induced me to try the United States first, saying if I did not like Yankee land I could then go to Australia. I changed my plans, of which I have been very thankful, and came to New York, landing there on Sunday, June 3rd, 1888, a total stranger. On Monday morning I started down Broadway, looking for a position as traveling salesman among the wholesale clothing houses, that being my ambition. However, I failed to find any clothing houses looking for a greenhorn to represent them, so I accepted a position with an overall and shirt factory in Poughkeepsie, to sell goods in Michigan on commission. I secured this position after being in this country three days. I then started for Michigan, my first stop being at Detroit, where I sold J. L. Hud-

son my first bill. I plugged around for two straight weeks after that before I sold another bill. I had very hard work making sales, and, after trying it one year and making just \$220 over and above my traveling expenses, I decided to go into the clothing business in Otsego, Mich. After running the store for six months, I concluded I was not adapted for country store life and was eager to again try my luck on the road, thinking that, with my eighteen months' experience in the United States, and my store experience, I would be better able



to achieve success. I secured a position with Walter Buhl & Co., Detroit, to sell their line of hats in Michigan. My success dates from that event. A good deal of the credit belongs to Mr. Hempstead, Mr. Buhl's general manager, who really gave me my first start. As a proof of how well I succeeded for Buhl & Co., I may say I received the first year a salary of \$1,000 and remained with them four years, at the end of which time I was accorded \$2,300 a year, the largest salary, I have understood, ever paid any Detroit hat salesman. I then went with a New York hat house for a year, when the old-established and popular hat house of Moore, Smith & Co., of Boston, had a vacancy in the West. I accepted a position with them in October last to represent them in Michigan, Ohio, Indiana and Illinois, three-quarters of my time being devoted to Michigan. I expect to sell hats for this concern as long as I am on the road.

So much for the history of a career almost meteoric in the speed which has marked its progress. Even the most casual reader will note between the lines of Mr. Rogan's graphic description of his career that whatever success he has achieved has been earned by *solid hard work*, he never knowing what it was to get discouraged or have the blues. About two and one-half years ago he disposed of his clothing stock in Otsego to M. S. Keefer, of Middleville, receiving \$3,300 for the stock and owing \$4,350, the discrepancy being paid his creditors out of his salary afterwards. While he had unfortunate experience in the retail business, having lost \$4,000 of hard earned cash, he never got the blues, believing he would yet be on top some day. He has now the best position he ever had and his prospects were never brighter. He belongs to the Catholic church and is a member of the C. M. B. A. and A. O. H., being Vice-President of the Kalamazoo Division of the latter order. In politics he is a very ardent Republican. Taking everything into consideration, Mr. Rogan has had remarkable good luck for a man who came to this country an entire stranger a little over six years ago, and his career affords a striking illustration of the success a man may achieve, even under the most discouraging circumstances, in the land of the free and the home of the brave.

Dry Goods Price Current.

UNBLEACHED COTTONS.	
Adriatic.....	6 1/2
Argyle.....	5
Atlanta A A.....	6
Atlantic A.....	5 1/2
" H.....	5
" P.....	5
" D.....	5
" LL.....	4 1/2
Amory.....	6 1/2
Archery Bunting.....	3 1/2
Beaver Dam A A.....	4 1/2
Blackstone O, 32.....	5
Black Crow.....	5
Black Rock.....	5 1/2
Boat A.....	5 1/2
Capital A.....	5 1/2
Cavanat V.....	5 1/2
Chapman cheese cl.....	3 1/2
Clifton C R.....	5 1/2
Comet.....	5 1/2
Dwight Star.....	6 1/2
Clifton C C C.....	5 1/2
BLEACHED COTTONS.	
A B C.....	8 1/2
Amazon.....	8
Amsburg.....	5 1/2
Art Cambric.....	10
Blackstone A A.....	6 1/2
Beats All.....	4
Boston.....	12
Cabot.....	6
Cabot, %.....	6 1/2
Charter Oak.....	5 1/2
Conway W.....	7 1/2
Cleveland.....	6
Dwight Anchor.....	7
" shorts.....	6
Edwards.....	6
Empire.....	7
Farwell.....	6 1/2
Fruit of the Loom.....	7 1/2
Fitchville.....	7
First Prize.....	6
Fruit of the Loom %.....	6 1/2
Fairmount.....	6 1/2
Full Value.....	6 1/2
HALF BLEACHED COTTONS.	
Cabot.....	6
Farwell.....	7
CANTON FLANNEL.	
Unbleached.....	5 1/2
" B.....	5 1/2
" C.....	5 1/2
" D.....	5 1/2
" E.....	5 1/2
" F.....	5 1/2
" G.....	5 1/2
" H.....	5 1/2
" I.....	5 1/2
" J.....	5 1/2
" K.....	5 1/2
" L.....	5 1/2
" M.....	5 1/2
" N.....	5 1/2
" O.....	5 1/2
" P.....	5 1/2
CARPET WARP.	
Pearless, white.....	13 1/2
" colored.....	13 1/2
Integrity.....	13 1/2
DRESS GOODS.	
Atlantic, 45 in.....	3 1/2
" Serge, 45 in.....	3 1/2
" F.....	3 1/2
" FF.....	3 1/2
Pacific 45 in.....	3 1/2
" A A.....	3 1/2
" A I.....	3 1/2
" T C.....	3 1/2
" M C.....	3 1/2
CORSETS.	
Coraline.....	\$9.00
Schilling's.....	9.00
Davis Walata.....	9.00
Grand Rapids.....	4.50
CORSET JEANS.	
Naumkeag.....	7
Androsoggin.....	7
Armory.....	6 1/2
COTTONADES.	
Moscow.....	21
Alpha.....	2
Dundee.....	12 1/2
unkerhill.....	12
Woodstock.....	15
PRINTS.	
Allen dress goods.....	4 1/2
" Turkey red.....	4 1/2
" robes.....	5
American indigo B.....	4 1/2
" shirting.....	3
" delaines.....	4 1/2
" b'k white.....	4 1/2
Arnold.....	5
" long cloth A. 11.....	5
" B.....	7 1/2
" C.....	6 1/2
" gold seal T R.....	5 1/2
Bear Mill.....	5
Stan'd A percale.....	8
" D.....	7 1/2
Charter Oak fancies.....	3 1/2
Elberon solids.....	4 1/2
Fountain red.....	7 1/2
" cardinal.....	5 1/2
Garner's.....	10 1/2
stand, ind. blue.....	10 1/2
satines.....	5 1/2
cardinals.....	8
Flower Pot.....	5 1/2
mousseline.....	5 1/2
Del Marine Mgs.....	5 1/2
Quaker style.....	5 1/2
Harmony fancies.....	4 1/2
" chocolates.....	4 1/2
Hamilton fancies.....	4 1/2
TICKINGS.	
Amoskeag A C A.....	1 1/2
Conostoga.....	1 1/2
Hamilton N.....	6 1/2
" EB.....	6 1/2
" ER.....	6 1/2
" D.....	7 1/2
" BB.....	10 1/2
" AA.....	10 1/2
Clifton Arrow B'nd.....	4 1/2
" World Wide.....	4 1/2
" LL.....	4 1/2
Full Yard Wide.....	6 1/2
Georgia A.....	6 1/2
Honest Width.....	8
Hartford A.....	5 1/2
Indian Head.....	5 1/2
King A.....	5 1/2
King E C.....	5
Lawrence L L.....	4 1/2
Madras cheese cloth.....	6 1/2
Newmarket G.....	6 1/2
" N.....	4 1/2
" DD.....	5
" X.....	6
Nolbe R.....	5
Our Level Best.....	6
Oxford R.....	6
Pequot.....	6 1/2
Solar.....	6
Top of the Heap.....	7
BLEACHED COTTONS.	
Geo. Washington.....	8
Glen Mills.....	7 1/2
Gold Medal.....	7 1/2
Green Ticket.....	8 1/2
Great Falls.....	6 1/2
Hope.....	6 1/2
Just Out.....	4 1/2
King Phillip.....	7 1/2
" O P.....	7 1/2
Lonsdale Cambric.....	9 1/2
Lonsdale.....	9 1/2
Middlesex.....	9 1/2
No Name.....	7 1/2
Oak View.....	6
Our Own.....	5 1/2
Pride of the West.....	11
Rosalind.....	7 1/2
Sunlight.....	4 1/2
Utica Mills.....	8 1/2
Nonpareil.....	10
Vinyard.....	8 1/2
White Horse.....	8
" Rock.....	8 1/2
Dwight Anchor.....	
Dwight Anchor.....	7
HOUSEWIFE Q.....	
Housewife Q.....	6 1/2
" R.....	7
" S.....	7 1/2
" T.....	8 1/2
" U.....	9 1/2
" V.....	10
" W.....	10 1/2
" X.....	11 1/2
" Y.....	12 1/2
" Z.....	13 1/2
WHITE STAR.....	
White Star.....	17
" colored.....	19
PACIFIC B A W.....	
Pacific B A W.....	10 1/2
Hamilton grey mix.....	10 1/2
" plains.....	10 1/2
36 in. fancy.....	5
36 in.	1 1/2
36 in.	2 1/2
36 in. Flannels.....	3 1/2
36 in.	25
36 in.	20
36 in.	20
CORSETS.	
Wonderful.....	\$4.50
Brighton.....	4.75
Bortree's.....	9.00
Abdominal.....	15.00
CORSET JEANS.	
Biddeford.....	5
Rockport.....	5 1/2
Pepperwell.....	7 1/2
COTTONADES.	
Stratford.....	16
Ionic.....	16
Holt.....	16
Seaver Jean.....	17
HAMILTON RAVEN'S.....	
Hamilton Raven's.....	5
" staples.....	5
" twill drap.....	6
Imperial solid cloth.....	8 1/2
" blue D G.....	6 1/2
" p'k purple.....	5 1/2
India twill and tur.....	7 1/2
key red robes.....	7 1/2
Lodi fancy.....	3 1/2
" shirtings.....	3 1/2
Manchester fancies.....	5
" mourn.....	5
Martha Washington.....	4 1/2
Indigo blues.....	4 1/2
turkey red.....	4 1/2
fancies.....	4 1/2
Pacific.....	10 1/2
blk & white p's.....	5
Aventine.....	5
fancie blk, white.....	5
solid blk prints.....	5
fast color robes.....	5 1/2
Bedford cords.....	7 1/2
Pascale fancies.....	4 1/2
" carion rbs.....	5
Peabody solid blk.....	4 1/2
" solid color.....	5 1/2
Simpson's m'ing fac.....	5
" solid blk.....	5
" crepon.....	5 1/2
TICKINGS.	
Imperial.....	8 1/2
Swift CC.....	7
Swift S.....	8
Galveston B.....	8
Lenox.....	13
Kimono.....	17
Salem.....	10
Warren.....	11 1/2

COTTON DRESS.	
Atlanta, D.....	6 1/2
Boot.....	6 1/2
Clifton, K.....	7
DEMINS.	
Lawrence, 9 oz.....	12
" No. 220.....	11
" No. 250.....	9 1/2
" No. 280.....	8
Everett, blue.....	10 1/2
" brown.....	10 1/2
GINGHAMS.	
Amoskeag.....	5
" Persian dress.....	6 1/2
" Canton.....	7
" AFC.....	8 1/2
" Teazle.....	10 1/2
" Angola.....	10 1/2
" Persian.....	7
Arlington staple.....	6 1/2
Arasapha fancy.....	4 1/2
Bates Warwick dress.....	7 1/2
Centennial.....	10 1/2
Criterion.....	10 1/2
Cumberland staple.....	5 1/2
Cumberland.....	5 1/2
Essex.....	4 1/2
Elfin.....	7 1/2
Everett classics.....	8 1/2
Exposition.....	7 1/2
Glenarie.....	6 1/2
Glenarven.....	6 1/2
Glenwood.....	7 1/2
Hampton.....	5
Johnson, chalon cl.....	4 1/2
" indigo blue.....	9 1/2
" zephyrs.....	16
GRAIN BAGS.	
Amoskeag.....	12 1/2
Stark.....	15 1/2
American.....	12
THREADS.	
Clark's Mile End.....	45
Coats, J. & P.....	45
Holyoke.....	22 1/2
KNITTING COTTON.	
No. 6.....	33
" 8.....	34
" 10.....	35
" 12.....	36
No. 14.....	37
" 16.....	38
" 18.....	39
" 20.....	40
CAMBRICS.	
Slater.....	3 1/2
White Star.....	3 1/2
Kid Glove.....	3 1/2
Newmarket.....	3 1/2
RED FLANNEL.	
Fireman.....	27
Creedmore.....	24
Talbot XXX.....	30
Nameless.....	27 1/2
MIXED FLANNEL.	
Red & Blue, plaid.....	40
Union R.....	22 1/2
Windsor.....	18 1/2
6 oz Western.....	20
Union B.....	22 1/2
DOMEST FLANNEL.	
Nameless.....	3 1/2
".....	4
".....	4 1/2
".....	5
".....	6
CANVASS AND PADDING.	
Slate, Brown, Black.....	9 1/2
9 1/2.....	9 1/2
10 1/2.....	10 1/2
11 1/2.....	11 1/2
12 1/2.....	12 1/2
12.....	12 1/2
DUCKS.	
Severin, 8 oz.....	8
Mayland, 8 oz.....	9
Greenwood, 7 1/2 oz.....	9
Greenwood, 8 oz.....	11 1/2
Boston, 8 oz.....	11 1/2
West Point, 8 oz.....	10
" 10 oz.....	12
Raven, 10 oz.....	12
Star.....	13 1/2
Boston, 10 oz.....	12 1/2
WADDINGS.	
White, doz.....	20
Colored, doz.....	19
Per bale, 40 doz.....	\$8.10
Colored.....	6.50
SILKETS.	
Royal.....	12 1/2
Red Cross.....	7 1/2
Laconia.....	9 1/2
Victory O.....	6
Victory J.....	7
" M.....	8
" K K.....	10 1/2
" S.....	12 1/2
SEWING SILK.	
Corticelli, doz.....	75
twist, doz.....	37 1/2
50 yd, doz.....	37 1/2
HOOKS AND EYES—PER GROSS.	
No 1 B'k & White.....	5
" 2.....	5
" 3.....	6
No 2-20, M C.....	45
" 3-18, S C.....	40
No 2 White & B'k.....	12
" 4.....	15
" 6.....	18
No 8 White & B'k.....	20
" 10.....	22
" 12.....	23
SAFETY PINS.	
No 2.....	25
No 3.....	25
NEEDLES—PER M.	
A. James.....	1.40
Crowley's.....	1.35
Marshall's.....	1.00
TABLE OIL CLOTH.	
5-4.....	1.75
6-4.....	2.30
COTTON TWINES.	
Cotton Sail Twine.....	28
Crown.....	12
Domestic.....	18 1/2
Anchor.....	16
Bristol.....	13
Cherry Valley.....	15
I X L.....	18 1/2
PLAIN OSNABURGS.	
Alabama.....	6 1/2
Alamance.....	6 1/2
Augusta.....	7 1/2
Ar sapha.....	6 1/2
Georgia.....	6 1/2
Granite.....	5
Haw River.....	5
Haw J.....	5
Mount Pleasant.....	6 1/2
Yoneda.....	5
Prymont.....	5 1/2
Randelman.....	6
Riverside.....	5 1/2
Sibley A.....	6 1/2
Toledo.....	5
Otis checks.....	7

Limited Money and Excess of Crops.

Now that the farmers are beginning to investigate the laws of supply and demand, with a view to seeking the cause of the low prices of the principal staple products of the farm, it would be well for them to be informed in regard to some simple principles which underlie all commercial business.

Of all the wealth which is produced by the combination of labor and capital, the surplus over and above what is required for daily consumption for the uses of life is stored up in the form of improved land; houses for all the purposes of residence, manufacturing and other business and pleasure; machinery, railways, and their equipments; ships and boats; jewelry and ornaments; furniture, musical instruments, and all other articles, except food and clothing. In these is embraced the visible material wealth accumulated by a people. What is consumed in the process of living does not appear in any visible form, but is represented by money.

Of course, a great part of the earnings of labor is consumed for necessities for which cash is paid. The balance is preserved in the visible manifestations of wealth which have been mentioned. From this it will be seen that money is needed chiefly for supplying the immediate necessities of the entire population, and is of practical use only so far as it is placed and kept in circulation.

The amount of money in a country varies but little from time to time, but there is great fluctuation in the amount in circulation at different periods. In a season of business depression, when many people are earning little or nothing, they have not the money to spend, and are forced to practice extreme economies; but, of course, there is always a large amount of money paid for necessities, and it may be assumed that this money in the hands of the people is the gauge of the extent of business. When the people have more money they will live better and enjoy more luxuries; but when money is scarce, so far as the masses are concerned, the people will live more frugally and confine themselves more closely to the bare necessities.

But suppose, for the convenience of illustration, that the people had every year the same amount of money to spend. It will be seen that the necessities of life must be first provided for. There is rent, which will require so much; then there will be so much more for food, and a certain proportion for clothing. Then there are taxes and doctors' bills. After the earnings have been apportioned to meet the necessary demands, then, if something remains, it may be devoted to the savings' bank and to a few luxuries and indulgencies.

It will be seen that, under these conditions, the people have just so much money with which to buy the necessities of life, and, if any of these should unduly rise in price, the allowance for that article will be insufficient, and there must be an enforced economy somewhere to meet the change. If flour should suddenly go up from \$3 to \$10 a barrel, the allowance apportioned for bread would have to be largely increased, and that increase would mean cutting off some other allowance. When the prices of any necessary are greatly reduced, the consumers get the benefit correspondingly.

But it should be understood that the

people as a mass have only a certain amount of money with which to buy each article of necessity, and they have no means of getting any more; so that, when there is a rise in any price, it is necessary to cut off some other allowance to meet the emergency. In the matter of cotton, there is only a certain amount of money that can be spent for that necessary. This sum cannot be increased, save by diminishing what is devoted to some other purpose, and, therefore, whether the cotton crop be great or small, it will bring from year to year about the same amount of money. The more cotton, the lower must be the price.

This rule holds good in every department of consumption, and, therefore, any idea that great riches are to be gained by an excessive production of necessities is most false and deceitful. Of course, there is some difference in the amount the people have to spend from year to year; but, for the illustration of the principle stated above, it is easier to assume that the amount is always the same; but the variations of the amounts of money in circulation in different years do not affect the principle; they strengthen it; and when it happens that an excessive crop comes in a year when many people are earning little or nothing, that aggravates the depressing effect of the overcrop. Let it be remembered that the masses can earn only a given amount of money, and that is affected by what are called bad years; but they have no means of adding to it without sacrificing their accumulated property, and they cannot spend more than they can get. Thus it is that an excessive production of any article of value is never profitable, since there is no increase in the money for which it is to be sold. RADIX.

Rubber Stamp Signatures.

A business house which permits careless office methods, especially in the matter of signing receipts, is in constant danger of annoyance and probable litigation. The legality of a rubber stamp receipt was recently passed upon by a Philadelphia judge, who pronounced it null and void. The principal of a house or the manager of a department is too prone to delegate too important powers and responsibilities to subordinates. The latter may be faithful, honest and intelligent, but there are certain important duties which, in the interest of employer and employee, the former should assume. A slight mistake in the office has caused many a weary and expensive hour on the witness stand in court.

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's	60&10	
Cook's	40	
Jennings', genuine	25	
Jennings', imitation	50&10	
AXES.		dis.
First Quality, S. B. Bronze	\$ 5.50	
" " D. B. Bronze	1.00	
" " S. B. Steel	6.50	
" " D. B. Steel	13.00	
BARROWS.		dis.
Railroad	\$12.00	
Garden	14.00	
BOLTS.		dis.
Stove	50&10	
Carriage new list	75&10	
Plow	40&10	
Sleigh shoe	70	
BUCKETS.		dis.
Well, plain	\$ 3.50	
Well, swivel	4.00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70&10	
Wrought Narrow, bright fast joint	40	
Wrought Wide, bright fast joint	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	25
CHISELS.	
Socket Firmer	75&10
Socket Framing	75&10
Socket Corner	75&10
Socket Slicks	75&10
Butcher's Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	120 12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 28
14x52, 14x56, 14x60	28
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	6 1/2
Large sizes, per pound	06
ELBOWS.	
Com. 4 piece, 6 in.	dis. net 75
Corrugated	dis. 50
Adjustable	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$36	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&10-10
Heller's	50
Heller's Horse Rasps	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16 17	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
MATTOKS.	
Adse Eye	\$16.00, dis. 60-10
Hunt's Eye	\$15.00, dis. 60-10
Hunt's	\$18.50, dis. 20&10.
MILLS.	
Sperry & Co.'s, Post, handled	50
MOLASSES SIZES.	
Coffee, Parkers Co.'s	4
" P. S. & W. Mfg. Co.'s Malleables	4
" Landers, Ferry & Clark's	4
" Enterprise	4
NAILS.	
Advance over base, on both Steel and Wire	1.25
Steel nails, base	1.35
Wire nails, base	1.35
60..... Base Base	10
50.....	25
40.....	25
30.....	25
20.....	35
16.....	45
12.....	45
10.....	50
8.....	60
7 & 8.....	90
4.....	1.25
3.....	1.25
2.....	1.50
Fine 3.....	1.60
Case 10.....	65
" 8.....	70
" 6.....	70
Finish 10.....	90
" 8.....	90
" 6.....	10
Cinch 10.....	70
" 8.....	80
" 6.....	90
Barrell 1/2.....	1.75
PLANES.	
Ohio Tool Co.'s, fancy	dis. 24
Scotch Bench	25
Sandusky Tool Co.'s, fancy	24
Bench, first quality	24
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 1/2 c per pound extra.	

Maydole & Co.'s	dis. 40
Kip's	dis. 2
Verkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 60
Blacksmith's Solid Cast Steel Hand	30c 40&10
HINGERS.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer	3 1/4
Screw Hook and Eye, 1/2	net 1 1/2
" " " 3/4	net 8 1/4
" " " 1	net 7 1/4
Strap and T.	dis. 7 1/4
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track	dis. 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 75
Japanned Tin Ware	25
Granite Iron Ware	new list 25
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
ROPES.	
Steel, 1/2 inch and larger	7
Manilla	10
SQUARES.	
Steel and Iron	7&10
Try and Bevels	60
Mitre	20
SHEET IRON.	
Nos. 10 to 14	Com. Smooth. Com. 3 50 2 50
Nos. 15 to 17	3 50 2 50
Nos. 18 to 21	4 05 2 70
Nos. 22 to 24	3 55 2 50
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
" " Drab A	55
" " White	50
" " Drab B	55
" " White C	55
Discount, 10.	
SASH WEIGHTS.	
Solid Eyes	per ton 320
SAWS.	
" Hand	20
Silver Steel Dia. X Cuts, per foot	70
" Special Steel Dia. X Cuts, per foot	50
" Special Steel Dia. X Cuts, per foot	30
" Champion and Electric Tooth X	
Cuts, per foot	30
TRAPS.	
Steel, Game	60&10
Oneida Community, Newhouse's	40
Oneida Community, Hawley & Norton's	70-10 10
Mouse, choker	15c per doz
Mouse, delusion	\$1.25 per doz
WIRE.	
Bright Market	dis. 70-10
Annealed Market	70
Coppered Market	70
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed Fence, galvanized	2 50
" painted	2 10
HORSE NAILS.	
Au Sable	dis. 40&10
Putnam	dis. 05
Northwestern	dis. 10&10
WIRE NETS.	
Baxter's Adjustable, nickle	30
Joe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75&10
MISCELLANEOUS.	
Bird Cages	50
Pumps, Castern	75&10
Screws, New List	70&10 10
Castors, Bed a d Plats	50&10&10
Dampers, American	40
Forks, hoes, rakes and all steel goods	65&10
METALS.	
Pig Large	28c
Pig Bars	28c
ZINC.	
Duty: Sheet, 2 1/4 c per pound.	
50 pound casks	6 1/2
Per pound	7
SOLDER.	
40%.....	16
Extra Wiping	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson	per pound
Hallett's	" 13
TIN—MELTIN GRADE.	
10x14 IC, Charcoal	\$ 7 50
14x20 IC, " "	7 50
10x14 IX, " "	9 25
14x20 IX, " "	9 25
Each additional X on this grade \$1.75.	
TIN—ALLWAY GRADE.	
10x14 IC, Charcoal	70
14x20 IC, " "	6 75
10x14 IX, " "	8 25
14x20 IX, " "	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, " "	8 50
14x20 IX, " "	8 50
20x28 IC, " "	13 50
14x20 IC, " Allway 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
14x22 IX, for No. 8 Boilers, 1/2 per pound	10 00
14x20 X, " " "	



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E. A. STOWE, Editor.

WEDNESDAY JANUARY, 30.

FOOLISHNESS OF ARBITRATION.

When the striking operatives of the Brooklyn street car lines came to realize that their cause was unjust, their demands unreasonable and that their action was destined to end in disaster, they offered to submit the differences between themselves and their employers to arbitration. It is probable that most of the strikers believed that in this action there was involved a possibility, if not a probability, of the termination of the strike; for it is astonishing to what extent a belief in the possibility of arbitration in such cases obtains, and this in view of the fact that all experience has demonstrated the contrary. The instance is yet to be placed on record where an important strike of this character in any line of industry has been settled by such means. Yet "arbitration" is not only the cry of the demagogue but is heard from the lips of philanthropists and students of industrial philosophy, until it is not to be wondered at that there should be so widespread popular belief in its practicability. The astonishing thing is that so many well-informed and apparently sincere workers in the cause of industrial progress should continue to reiterate the fallacy.

The word in its primary meaning does not indicate a peaceful or conciliatory manner of settling disputes. It is the most arbitrary word in our language; but there has been given to it a different meaning in its use to designate a voluntary submission of differences to the decision of others. This manner of settling disputes, where the circumstances are such that others may become cognizant of all the conditions of the case, is of value, and, frequently, saves the great expense and uncertainty of submitting such questions to the regular courts; and there has been given a meaning to the word in such use of a peaceable, voluntary character that it does not deserve. This secondary meaning has caught the popular ear, and no wonder when it is so largely the shibboleth of the popular teachers—the press and platform.

There has resulted from the secondary meaning of the word a curious, paradoxical idea of compulsory arbitration, that should be somehow different, more conciliatory and peaceful than the arbitrament of the present courts. Thus we

hear a clamor for commissions of arbitration to be created by legislatures, and other similar schemes, which can be nothing more than the establishing of a new form of courts, necessarily more arbitrary and absolute than the ones now existing.

The reason why arbitration in the case of any important industrial controversy is impossible is that the conditions governing every industrial enterprise are peculiar to that particular enterprise, and these conditions are only fully known to those in immediate charge who have learned them by long experience. Every employer knows how slowly and gradually the knowledge of these conditions has become, as it were, a part of his very nature, and it is simply impossible to convince him that any one can become sufficiently cognizant, by simple investigation, of these conditions to decide the most important questions for him. An employer even may think in a general way that there may be such a thing as this kind of arbitration, but when it comes to questions of his own business its impossibility becomes quickly manifest.

WINTER NAVIGATION.

The wreck of the *Chicora*, involving the loss of twenty-seven lives and property to the value of \$175,000, revives discussion of the question to what extent winter navigation on the Great Lakes is advisable or justifiable, and whether regulations should not be enacted to govern such navigation. The financial loss to the Graham & Morton Transportation Co. demonstrates that, so far as that company is concerned, winter navigation does not pay; but it is unreasonable to cry out against the greed of the company which prompts to such risks so long as it is subject to the competition of others assuming the same risks.

The laws which govern in the qualification of officers and the inspection and licensing of vessels should be extended to govern the seasons of navigation, and boats should not be permitted to run during the season when underwriters refuse to take risks upon them. It does not necessarily follow that all winter navigation should cease, for the science of lake shipbuilding has become so exact that certain specifications may be made to govern in the construction of vessels for winter work, and these specifications should be sufficient to warrant the recognition of underwriters. The *Chicora* is said to have been built with reference to winter use, and to have been the strongest passenger steamer on the lakes. This would tend to show—what is probable—that a passenger steamer for winter cannot, at present, be commercially constructed, and no such should be licensed or allowed to run during that season.

Freight vessels may be built strong enough to stand any storms experienced on the lakes. The line of transfer boats from Frankfort to Manitowoc seem to have demonstrated this, as have other similar boats; so it is fair to say that specifications may be easily made that can be commercially complied with in the construction of freight carriers, and no laws of competition will be interfered with if all others are subjected to considerations of safety, for the cost of the construction of those permitted to run will be relatively much greater, that is, taking into consideration that they are only freight boats at any season.

THE CURRENCY PROBLEM.

One of the principal arguments advanced against the adoption of either the Baltimore plan of reforming the currency, the Carlisle plan, or any other similar project, is the claim that the banks would not issue a sufficient amount of circulation to absorb the Government legal tender notes as security for such circulation, or to supply the place of the legal tenders, should the Government decide to retire them altogether.

This claim is based mainly on the banking statistics of ante bellum days, when, under the best conditions, the bank note circulation amounted only to 50 per cent. of the capital of the banks issuing notes. This is scarcely good reasoning, as the conditions which prevailed prior to the great civil contest are dissimilar in every respect to those existing at the present time.

In the first place, there was not then the same demand for money there is at the present time, and, secondly, the banks did not exert such paramount influence on the country's trade as is the case to-day. The increased influence of the banks is shown by the fact that, although the total capital in 1859 was already \$403,000,000, at the present time it has increased to \$668,000,000 for the national banks alone. In 1859 the proportion of circulation to capital was 50 per cent., the proportion of deposits to capital 60 per cent., and the proportion of loans to capital was 150 per cent. At the present time, taking the national banks alone, the proportion of deposits to capital is 337 per cent, and the proportion of loans to capital is 300 per cent. It is, therefore, clear that the banks have not only greatly increased their capital, but have augmented their influence many hundred fold in the way of deposits and loans in proportion to capital.

The value of circulation to the banks would be based upon their ability to keep their notes out, and thus make a profit on their credit as well as upon their actual capital. The larger their deposits and loans, the greater will be their ability to keep notes in circulation. As the loans and deposits are now so very much larger in proportion to capital, compared with what they were in ante bellum days, it is but reasonable to suppose that circulation would, under favorable laws, be proportionately expanded.

The reasons why the circulation of national banks is not larger than it is under existing laws are obvious. In the first place, there is no elasticity possible, and, secondly, at the present price of Government bonds, the notes are unprofitable. Not only are the notes secured by the deposit of bonds, but, at the present valuation of Government bonds, the security exceeds the total issue of notes by at least 33 per cent. Of course, under any of the currency reform plans which have been proposed, the issue of notes would be made profitable to the banks; hence, with their immense deposits and loans, there would be little fear that the note circulation would be taken out to the full limit and suffice fully to replace the legal tenders.

The great strike of street car operatives at Brooklyn, which has been the chief topic of discussion in the newspapers for the past fortnight, naturally

recalls the street car strike here three years ago, about the only difference being that the Brooklyn affair was larger and more expensive to handle. As was the case in Grand Rapids, the strikers, acting under the instruction of the officers of the trades unions, resorted to intimidation, obstruction, assault, incendiarism and murder, thus placing themselves under the ban of the law as rioters and criminals. As is always the case in such outbreaks, the strikers received large accessions to their ranks in the persons of idlers and criminals, who invariably take advantage of every opportunity of this character to indulge their propensity to destroy life and property. Of course, the strike was destined to failure as soon as the strikers resorted to unlawful methods, but the event tends to confirm the opinion which is gradually assuming the form of a conviction—that strikes must eventually be put down by the strong arm of the law and that violations of law at such times must not be treated with any more leniency than the same offenses are treated in times of peace.

Gripsack Brigade.

W. D. Simmons has taken the position of local representative for the Toledo Rubber Co.

M. J. Rogan (Moore, Smith & Co.) will be at Sweet's Hotel Thursday and Friday, Feb. 7 and 8, on the last trip of the season.

Fred Evans, formerly with Cusino Bros., of Detroit, succeeds Chas. I. Flynn as traveling representative for John E. Kenning & Co.

Chas. W. Payne, house salesman for the Musselman Grocer Co., will visit the trade formerly covered by W. F. Blake until a permanent arrangement is made with a regular representative.

W. F. Blake shook hands with his associates at the Musselman Grocer Co. Saturday and started out Monday with the grip of the Worden Grocer Co. His numerous friends among the trade join THE TRADESMAN in wishing him success in his new connection.

William H. Bennett, a traveling salesman from Chicago, is missing from the Franklin House, Detroit. All of his baggage was left at the hotel. He is 65 years of age, 5 feet 8 inches tall, weighs about 175 pounds and has grey hair, blue eyes, hooked nose and a scar on his chin. He wore a black suit of clothes with slouch hat.

Arthur Squires, traveling representative for the Soapine Co., was recently arrested at Bay Bity on a charge of larceny of a mileage book from L. H. Allen, circulator for the Detroit Journal. The accused admitted his guilt and told the officer making the arrest where he had pawned it. He subsequently pleaded guilty and was fined \$10 and costs.

L. Williams, who goes by the euphonious title of Windy Williams, writes THE TRADESMAN that he has severed his connection with P. Lorillard & Co. to accept the offer of an interest in the Detroit Cigar Manufacturing Co.—otherwise known as John McLean. Windy will continue to travel in Eastern Michigan, chanting the virtues of Green Seal and other brands manufactured by his new connection.

It is said to be of no use to whisper in the presence of Queen Victoria. Her ears are so sharp that she can almost hear a person wink in the next room.

SOUTH AMERICAN DEVELOPMENT.

After several years of extreme depression, owing to bad financial management and revolutions, South American securities are again commanding attention in the European markets. So vast are the resources of that portion of the Western Hemisphere that, notwithstanding the perpetual political disturbances and the reckless destruction of property thus occasioned, South American investments still hold out inducements to the European investor. A few years of peace have helped greatly to restore prosperity in Argentina and Chili, and the same experience has been repeated in Venezuela and Columbia, although on a smaller scale. Brazil and Peru, however, have gone steadily backward, owing to the constant political disturbances which are maintained in those countries.

In Brazil, the inauguration of a new President has been the signal for the breaking out afresh of the fires of rebellion. In Rio Grande do Sul, which province has been in a state of revolt ever since the overthrow of the monarchy, the rebels have recently been very active and have gained a number of victories. Admirals da Gama and de Mello, though in exile, are still assisting Rio Grande rebels, and will doubtless be again in active service against the Brazilian Government at the first opportunity. All over Brazil there have recently been disturbances of more or less magnitude, indicating popular unrest, and the Government has experienced much uneasiness.

In Peru the same conditions exist. In that country there is a formidable rebellion in progress against the Government of General Caceres, and the rebels under Pierola have recently gained victories. As a result of the civil war, commerce has languished in Peru, and there have been serious bread riots in Lima.

This disturbed condition of a great portion of South America is much to be regretted, as it unquestionably retards the development of that part of the world, with its splendid resources and almost boundless opportunities for enterprise. That these disorders are fostered and abetted by European influence, for some sinister purpose, there is little room to doubt, and on several occasions British manipulation has been clearly apparent. If the United States is ever to play the important role in foreign affairs which the position among the nations clearly points to, it would be well to begin with South America. This country should aid in bringing order out of chaos in that part of the world, and where European machinations are apparent in connection with the revolutions, strong representations should be made by this country. A powerful fleet should be maintained at all times in South American waters to protect American interests. There is no doubt that the presence of the United States squadron at Rio during the de Mello rebellion prevented a much more active assistance being extended the rebels by Europe than there was. That European aid was forthcoming at that time there is not the slightest doubt.

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.

The Rebate Matter from a St. Louis Standpoint.

Jacob Furth in Inter-State Grocer.

That is a nice little correspondence—and, if we may term it so, controversy—in THE MICHIGAN TRADESMAN, published at Grand Rapids, between a grocer, who tries to justify the retailer when taking rebates from salesmen, and the editor of the paper, who controverts the grocer's position. It is a little early for us to tackle that question in this issue, but we will certainly endeavor to discuss it as we get along in our work. As to the ethics of the practice but little can be said that would in the least serve to make it appear right and proper; but everyday ethics and everyday business are two separate and distinct matters. Whether the retailer who takes money from a salesman, knowing that it is against the rules of the house and against the moral character of the man to pay it, is as THE TRADESMAN calls him, a "tempter," or whether the grocer is right when he says that he would be foolish not to take money or its equivalent when offered to him, is but one portion of the controversy. One thing is certain, the practice is a pernicious one that has led to evil, to degradation and to infamy many of the salesmen who have indulged in it. Houses which condone the offense are, in our opinion, as culpable and, perhaps, more so than the salesman. A little more stiffening to the moral backbone of employer and employee, a little more regard for the inner voice which, like the omnibus strap of old, is said to be the inner check to the outer man, would soon bring matters into better shape.

The Proverb of the Dead-Beat.

A dead-beat that is hatched from laziness is of few days and full of trouble. He cometh forth like a flower and is cut down; he fleeth also as a shadow and continueth not.

As for the dead-beat's wife, her days are as grass; as a flower of the field, so she flourisheth. In the morning she is alive and clucketh; but in the evening she moveth her household effects to another town; she hath no abiding habitation.

Even so it is with the dead-beat. To-day he plumeth himself; he strutteth abroad and maketh a great show of himself. To-morrow he falleth a prey to the collector.

In his pride he eateth the grocer's food which he payeth not for and waxeth fat, saying to himself: "All things are made for my enjoyment." When his fall cometh, there is none who remembereth the day of his triumph, and men mock him.

A few days ago the little son of a well-known physician was entertaining a playmate at his father's house. As children will, they ransacked every nook and corner of the building. Their curiosity led them to explore the recesses of a closet in which the doctor keeps his instruments and other personal effects, among which is a complete skeleton. The strange boy was frightened when he first beheld the grinning remnant of what once had been a human being, and started to run away. The doctor's son, however, had seen the skeleton so often that he entertained for it only that feeling of contempt begotten by familiarity, and in a little while succeeded in so allaying the fears of his companion that the youngster began to handle the thing and rattle its dry bones. "Where did your father get it?" he finally asked. "I don't know," was the reply; "but I guess it was his first patient, for he's had it an awful long time."

The announcement is made that the earth does not revolve as rapidly as it did a thousand years ago; but it still swings round fast enough to satisfy the man who has a note coming due.

ELECTROTYPES
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REGISTER CO.,**
Grand Rapids, Mich.

THE BACK OFFICE.

Written for THE TRADESMAN.

The story is told of a servant girl, New England born and bred, who concluded to give up a good position with a family who had lately come from the West, because they did not like, and would not have, baked beans for supper on Saturday night, no family, in her estimation, being respectable who ever had anything else on the last night of the week. She was finally induced to remain, and, if we may believe the story, admitted, after a fair trial, that a family might be respectable and not wind up the week with a supper of brown bread and beans. Life, to the servant girl, had been unconsciously reduced to the bean pot standard and anything varying from that standard was just so much out of the way.

I have a friend who has built a home—not simple a house—in the most desirable part of the town. Days and nights he and his worthy wife have given to the plan and the building their best thought. Home life has been the idea “from turret to foundation stone.” Hating a cold hall, they have taken advantage of the reception hall idea and have made it the “snuggery” of the house, so that whoever enters the door is made glad at once by the sense of comfort that pervades the place. Here is an open fireplace, there a windowed nook, and glimpses through this curtained doorway and that hint of the comfortable homelife that the inmates enjoy. The good wife has all the closet and store room she wants, the good man has his easy chair where lamp and firelight give him exactly what he wants, and they—the wife and he—believe that theirs is the ideal house, because they know it is the home they have been dreaming of all these years. And they have a wide circle of friends who believe the same thing—that is, the most of them. However, Tip Williams was in here the other day and, in speaking of the dinner party we both attended recently at the new house, he said right out and out that Robson had spent money enough on his new house to have a fine one, and that it was doubtful if, hunting the country over, a clumsier affair could be found, outside and in, than that same house of Robson's. “In the first place, you can't get into it without popping right into the family the first thing. There never was a stairway yet handsome enough to be part of the sitting room, and the only thing to be done with it is to partition it off with just room enough for the hatrack and a hall

chair. For my part, I must say that I couldn't feel quite—well, I won't say respectable, in such a house as that—but you know what I mean.” (And I did, for the man was gauging Robson's house by his own bean pot standard.)

“Of course,” Tip went on, “'tis a mighty easy thing for one man to tell another what he ought to do with his money, but, to my way of thinking, Robson did a mighty foolish thing in buying that big lumbering grand piano for his parlor, the other day. Oh, he can afford it, and all that sort o' thing—there's no doubt about that; but what he wants it for, for the life of me, I can't see. He doesn't know one tune, or even one note, from another, and, while his wife sings a little, her singing never'll set the river afire; and there that big thing stands, from one week's end to the other, a thing to be dusted and a plague forever and ever. Now, what the man ought to have done was to put that fireplace in the hall to one side, and build in one of these handsome hall organs, right where that fireplace stands. That would have been worth something and would have added more to the appearance of that reception hall—I hate 'em, anyway—than all the fireplaces in creation.” And yet, when “the toils of the day are over,” and Robson runs his fingers over the keys of his parlor grand, and bits of melody, sacred to the memory of “the springtime, the only pretty ring time” rise from the trembling strings and float away, carrying with them the day's vexations and its cares, he believes, although he can barely pick from the notes the commonest tune, that the parlor grand is the grandest thing he has; and, when his wife comes in and sings the old tunes that won his heart and made possible the realization of this happy home, he might not say to the criticisms that it is only a difference in bean pots, but he would say that every man has a fair idea of what he wants to make him happy, and will do his level best to get what he thinks will accomplish that result.

I was thinking of Robson and his grand piano, the other day, when my eye fell upon an item in a trade paper denouncing, with a great deal of earnestness, the fact that two many trade papers are giving place in their columns to long and stupid stories. “A trade paper should furnish trade news, and anything else in the trade paper is wholly out of place. If a grocer wants stories, he can find them in his Sunday paper where they belong.” It is not for me, after what has been so far said, to say that

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.

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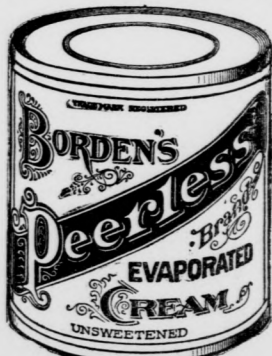
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It cannot be compared with any unsweetened milk or evaporated cream heretofore offered.

It is not dark in color.

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NEW YORK CONDENSED MILK COMPANY

For Quotations See Price Columns

the criticizing trade paper is wrong, but it does seem to me that the paper is insisting that the large family of trade papers shall have, willy nilly, baked beans for the Saturday night supper, if they are to be considered respectable; and it also seems to me that the majority of these trade papers (and a large majority, at that) are determined not to follow the bean pot diet. Let me take the first one that come to hand—no matter what its name or where it is printed. It is a goodly sheet and a prosperous one. If I do not mistake, it has a large constituency that depend upon its quotations in the management of their business; and, yet, this same first-class trade paper devotes a number of pages to matter wholly outside of trade, and, what is more remarkable, these pages are in German. I do not read the language with ease, but I read enough to know that there are capital stories in this department of that trade paper, and some of the best jokes that I have seen have been hidden under that same German type. What can a German grocer want of such stuff in his trade paper, when he can have his pick of Sunday papers, and of German papers, for that matter, direct from the Fatherland? The fact is, the German, as well as his American brother, has made up his mind that he won't have bean porridge, hot or cold.

Here is another one; it doesn't make any difference where it comes from. It is a long-established trade paper, and its columns are quoted wherever there is trade; and, yet, that trade paper, whose counsels are sought by the highest financial authorities in the land, indulges not only in stories and items of interest outside of the trading world, but actually furnishes rebuses and riddles for its readers. Such lack of the bean pot is there in Celestial minds!

A great deal has been said from time to time, about what should be the make-up of a trade paper. In nine cases out of ten the fact is that the man who makes it up knows better than anybody else what his particular paper wants, and just as often what it must have. I can't tell what will take in Indiana half as well as the editor of the *Trade Journal*; and I am quite sure that the *Merchant Sentinel* would give me food for reflection if I should insist on its eating the Yankee supper of pork and beans. There is one thing I can say, and will, and that is that a list of subscribers to a trade paper limited to a price list, and to an item recording the trade fact that Grocer Jones staid over night in Smithville, would turn out a lot of men so hide-bound that you couldn't move a hair on one of them without dislocating a rib—a condition of things not possible in this day and generation.

The Back Office claims to be no prophet, but, if it reads aright the signs of the times, the real trade paper has before it a promising future. It will be made up of all that is best; the novelist will bring here his best work for his rich reward; the poet will have no verse too fine for his widening circle of readers; science will lay upon its altars the re-



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.

WORLD'S FAIR SOUVENIR TICKETS

ONLY A FEW LEFT.

Original set of four - - - - - 25c
Complete set of ten - - - - - 50c

Order quick or lose the opportunity of a lifetime to secure these souvenirs at a nominal figure. They will be worth ten times present cost within five years.

Tradesman Company.

Your Bank Account Solicited.

Kent County Savings Bank,

GRAND RAPIDS, MICH.

Jno. A. COVODE, Pres.
HENRY IDEMA, Vice-Pres.
J. A. S. VERDIER, Cashier.
K. VAN HOP, Ass't 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.

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.

The Salt that's all salt

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

Diamond Crystal Salt

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

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

Florida Tangerines

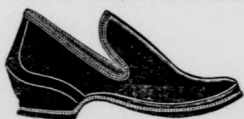
Sound, high-colored fruit, untouched by frost. Flats of from 100 to 150, each \$2.50.

The Putnam Candy Co.

THEY ALL SAY

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

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



JOBS IN RUBBERS!

Just the thing for

- - A LEADER.

WRITE FOR NET PRICE LIST BEFORE THEY ARE ALL GONE.

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

sults of her research, that they may reach sooner the masses for whose good they were intended; all that learning can do, all that art can accomplish, will, sooner or later, be found in the columns of the trade paper. These things are already creeping in. Within the month this Back Office received a trade paper of such artistic beauty that I put it by as a marvel; and I have among my clippings for future use some editorial work from a trade paper that could only come from a pen trained in one of the best colleges of the country. The trade paper may have begun with the price list, but it will not end there, and he who insists that its field is not the world will wake up to find, as did poor Rip, his gun broken, his dog dead, and himself a stranger in the village where he was born.

Here is a piece of the Heathen Chinese in prose. A grocer—well, in Alaska, let us say—has been having a mighty tough time of it lately. He sold a man some peaches put up in a glass jar. In getting the peaches out, the man, or his wife, or his maid servant broke the jar and, in eating the fruit, a piece of glass got into his mouth and played "High Betty Martin" with his palate. The result was a lawsuit. The Alaskan grocer won the case but had to come down with a good bill of costs. Later, a woman, walking one way and looking another, fell on this same grocer's sidewalk and wanted something and three ciphers to ease the pain in her damaged ankle. His lawsuit had taught him a lesson, so he kept out of this one by settling for several hundred dollars. One of his horses is pretty particular about having anything touch his heels. What does a little girl in the neighborhood do but waltz right up to that horse's hind legs to the tune of something and two ciphers, which the grocer had to pay for damages. He made up his mind that he had had enough of that sort of fun, and he insured his team in a casualty company, so that, when his horse ran over another child, he didn't have to pay anything but his insurance dues; but they amount to a pretty figure, let me tell you, and, if anybody can furnish any better reason for making a profit of a cent a pound on sugar, there's a grocer up in Alaska who is ready to call him an ignorant, demagogic, blatant-mouthed agitator, and is all ready to "go for" that Heathen Chinese!

Mr. Carnegie, the millionaire of Pittsburgh, if report be true, surprised his friends, the other day, by saying that it is disgraceful for a man to die rich. It scarcely need be said that Mr. Carnegie will disgrace neither himself nor his family by any such condition. It brings up the old story of the farmer who said that, when he was married, he told his wife that he wanted to be a rich man. She reproved him and said she would be satisfied if she could only be comfortable. "Years went by," said the farmer. "Fortune favored us and I became a rich man—richer than I had ever dreamed of becoming; but my wife ain't 'comfortable' yet."

If Mr. Carnegie will tell us what amount, in his estimation, would make him "rich," we can tell better whether the threatened disgrace will be likely to imperil the fair name of him and his.

It seems that the New York Legisla-

ture has passed a law against certain persons in the State riding free on any public conveyance; and it seems that the President of the New York Central Railroad has taken this opportunity to revoke certain half rate tickets which certain clergymen throughout the State have been making the most of. It may, or it may not, be true that some of the holders of these tickets have disposed of them to the scalpers, a statement which I believe to be untrue; but the real point to be looked after is, why these same clergymen should enjoy these half rate courtesies any more than the poorest sheep in the pasture, who in so many instances need the half rate so much more.

For some unaccountable reason, there is, and always has been, a feeling that, if there are any favors to be bestowed in the community, the clergyman is the only proper recipient. Not only is the fattest chicken killed, when the minister comes to the farm, but the choicest part is sure to find its way to the visitor's plate. In fact, from the beginning of the good man's life to the end of it, there is a continual giving; indiscriminate giving, it may be called, for it seems to include everything under the sun—except a fair salary promptly paid. A boy showing a fondness for books and study is "called" to the ministry—that is, a friend, in the kindness of his heart, thinks so, and the Society sends him to school and to college and to the seminary and then turns him over to some parish, which takes him in hand and continues the giving, until the fair student, the poor minister and the worn-out preacher finds rest and peace at last, where almsgiving is no more. This may, or may not, be considered an exaggerated statement of a pitiful fact. Admitting this, there is still good reason for saying that this sort of treatment is degrading in tendency and works evil to all parties concerned. The donation party, the oyster supper, the thousand and one contrivances to give something to the minister, are, in too many instances, so many schemes to reduce to the minimum the money which a minister has earned and ought to have without scheming. A city clergyman, with a good salary, deserves no half rate ticket, and he, above all men, should refuse to take it. A country clergyman, with a small salary, cannot afford to take it, for it not only lessens the independence which he, of all men, should possess, but it furnishes the schemers of his congregation an excuse for not paying him in full the meager salary which he earns several times over, and which is too often doled out to him long after it is due. A minister, in the majority of cases, is more of a man than the rest of us, and he should be treated as well, at least, as the rest of us, and there is no surer way to do this than to give him a good salary, pay it promptly and let him assert his manhood by paying full price for a ticket when he wants one.

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

Use Tradesman Coupon Books.

Reeder Bros' Shoe Co.,

STATE AGENTS FOR

The Lycoming Rubber Company,

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

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

H. M. Reynolds & Son,

Jobbers of

STRAW BOARD,

BUILDING PAPERS,

BUCKSKIN and MANILLA

WRAPPING PAPER,

ROOFING MATERIALS,

COAL TAR and ASPHALT;

also

Practical Roofers,

Corner Louis and Campau Sts.,

Grand Rapids, Mich.

L. G. DUNTON & CO.

Will buy all kinds of Lumber—
Green or Dry.

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

Grand Rapids, Mich.

WALTER BAKER & CO.

The Largest Manufacturers of



EUROPE AND AMERICA.

Unlike the Dutch Process

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

BREAKFAST COCOA

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

SOLD BY GROCERS EVERYWHERE.

WALTER BAKER & CO. DORCHESTER, MASS.

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

Arrive. Depart.
10:20 p.m. Detroit Express 7:00 a.m.
5:30 a.m. Atlantic and Pacific 11:20 p.m.
1:50 p.m. New York Express 6:00 p.m.
*Daily. All others daily, except Sunday.
Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.
Parlor cars leave for Detroit at 7:00 a.m.; returning leave Detroit at 4:35 p.m., arriving at Grand Rapids 10:20 p.m.
Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)
A. ALMQUIST, Ticket Agent,
Union Passenger Station.

CHICAGO

Nov. 18, 1894

AND WEST MICHIGAN R.Y.

GOING TO CHICAGO.

Lv. G'd Rapids 7:15am 1:25pm *11:30pm
Ar. Chicago 1:25pm 6:50pm *7:30am
RETURNING FROM CHICAGO.
Lv. Chicago 8:25am 5:00pm *11:45pm
Ar. G'd Rapids 3:05pm 10:25pm *6:25am

TO AND FROM MUSKOGON.

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

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

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

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

PARLOR AND SLEEPING CARS.

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

*Every day. Others week days only.

DETROIT,

Oct. 28, 1894

LANSING & NORTHERN R. R.

GOING TO DETROIT.

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

RETURNING FROM DETROIT.

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

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

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

TO AND FROM LOWELL.

Lv. Grand Rapids 7:00am 1:30pm 5:25pm
Ar. from Lowell 12:40pm 5:20pm

THROUGH CAR SERVICE.

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

Trains week days only.

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

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

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

WESTWARD.

For Grand Haven and Intermediate Points *7:00 a.m.
For Grand Haven and Muskegon *11:00 p.m.
" " " Mil. and Chi. *5:35 p.m.

*Daily except Sunday. *Daily.
Trains arrive from the east, 6:35 a.m., 12:50 p.m., 5:30 p.m., 10:40 p.m.
Trains arrive from the west, 10:10 a.m., 3:15 p.m., and 9:15 p.m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car. No. 82 Wagner Sleeper.
Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner Sleeper.

JAS. CAMPBELL, City Ticket Agent.

Grand Rapids & Indiana.

TRAINS GOING NORTH. Leave going North
For Traverse City, Petoskey and Saginaw 7:40 a.m.
For Traverse City 5:25 p.m.
For Saginaw 5:00 p.m.
For Petoskey and Mackinaw 10:25 p.m.

TRAINS GOING SOUTH. Leave going South
For Cincinnati 7:55 a.m.
For Kalamazoo and Chicago 3:15 p.m.
For Fort Wayne and the East 3:15 p.m.
For Cincinnati 5:40 p.m.
For Kalamazoo and Chicago 11:40 p.m.

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

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

11:40 p.m. train daily, through Wagner Sleeping Car and Coach.
Lv. Chicago 6:50am 3:30pm 11:30pm
Ar. Grand Rapids 2:50pm 9:15pm 7:30am
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.
1:00 p.m. 1:15 p.m.
5:40 p.m. 5:20 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.

CORPORATION GOSSIP.

Gen. R. A. Alger has sold his \$5,000 stock in the Grand Rapids Fire Insurance Co. to Dwight Cutler. The annual election of directors will occur Wednesday afternoon, at which time successors to Gov. Alger and the late F. B. Stockbridge, as well as five local members, will be chosen.

Stockholders of the Diamond Match Company, at the annual meeting in Chicago, on Feb. 6, will vote upon the proposition of the directors to declare a stock dividend of 10,000 shares, to reduce the accumulated surplus, and to issue \$1,000,000 additional stock for sale at par, in order to extend and improve the business. These two items will increase the capital stock to \$11,000,000. Of course, the stockholders will favor both propositions, and, after the benefits have been distributed, it is natural to expect a big slump in the price of the stock. The intention of the directors has been paraded before the public so long that it would seem as if insiders wanted to put up the market price, so as to unload what stock they had purchased before making the announcement.

The sale of the plant and franchise of the Grand Rapids Gas Co. has been consummated, the first 10 per cent. payment on the purchase price of the stock having been made. THE TRADESMAN was the first journal to announce the conditions of the sale and it is now the first to announce the intentions of the purchasers in regard to the re-organization of the enterprise. The promoters have bonded the plant for \$1,200,000—the amount of the purchase price—and stocked it for \$1,000,000. Each purchaser of \$1,000 worth of bonds at par receives \$500 in stock, so that \$600,000 of the stock will be disposed of in this manner. This leaves a balance of \$400,000 in stock, which is being offered to investors at 40 cents on the dollar. Recent advices from Wall Street lead to the belief that the stock will find a ready market at that price, so that the promoters of the sale will reap the handsome profit of \$160,000 for conducting and consummating the negotiations. So far as THE TRADESMAN's information goes, only \$75,000 of the bonds has been set aside for Grand Rapids investors, although three or four times that amount would be likely to find ready sale here. So scanty an assignment to local investors is surely mistaken policy on the part of the managers of the re-organized company, for the time may come when it will be desirable for the corporation to have a considerable number of influential friends at this end of the line to secure favorable, and attempt to defeat unfavorable, legislation at the hands of the Common Council. What the policy of the new company will be in its dealings with the public is, as yet, entirely problematical, but ordinary business foresight would naturally dictate a continuance of the same liberal policy which characterized the management of the late Mr. Gilbert, who, despite some peculiarities of a minor character, was as broad minded and far seeing a business man as Grand Rapids ever possessed. In case the new corporation does not adopt Mr. Gilbert's methods, or pursue a policy equally as liberal, it will be a comparatively easy matter to create and put into operation a competing company, as the franchise of the present corporation is not an exclusive one, municipalities having no authority to grant exclusive franchises to any corporation.

The Hardware Market.

General Trade—January has been quite a busy month in many lines. The snow has been more than welcome and has given lumbermen and farmers a chance to get in their logs and wood. This has resulted in a good demand for all kinds of lumber tools, such as saws, cant hooks, files, saw handles, chain, etc. In price there has been but little change to note. Advances are few and declines many. The demand for snow shovels, hand sleighs and skates has been very good. Especially has this been so for skates, such a demand not having been known in years. A general scarcity has been the result, and manufacturers have all been sold out and jobbers have been accommodating each other, so far as possible, in many cases paying retail prices in order to accommodate their trade.

Barbed Wire—While none is being used at present, the majority of dealers have gotten their orders in for early spring shipment, and those who have are fortunate, as the manufacturers are trying to advance prices. The present price from mill is: Painted, \$1.60@1.55; galvanized, \$2@1.90. A lower price need not be looked for.

Wire Nails—Have been very weak, but at the present time a firmer tone pervades the market. Manufacturers are withdrawing the extremely low prices made during the first part of the month and are doing their best to improve prices.

Window Glass—Firm, with advancing tendencies.

Horse shoes—Weak and we look for lower figures.

Bar iron and steel have touched bottom.

Cistern and drive pumps are as last year.

Gas pipe is mentioned for higher prices.

Purely Personal.

Will D. Tuxbury, who is in charge of the Sullivan Lumber Co.'s operations at Wallin, was in town one day last week.

Burridge D. Butler, Advertising Manager for the Majestic Manufacturing Co., of St. Louis, has been trying his hand at selling ranges to the trade, with such marvelous success that his employers may wish to transfer him from the advertising to the selling department. He placed seven ranges at Ann Arbor and ten times as many at Jackson in one day last week.

Greg. M. Luce, formerly a Grand Rapids traveling man, but now a leading lumberman in Southern Mississippi, sends THE TRADESMAN an announcement of the Scranton (Miss.) State Bank, of which he is a director, informing the stockholders that a cash dividend of 10 per cent. has been declared from the earnings of 1894, besides carrying 7 per cent. to the surplus account.

Strikers never seem to learn anything from experience. Everybody recognizes the right of men to quit work, and no striker can be denied that right. But when men claim not only the right to quit work but to prevent by force other men from working, they doom to failure any strike based upon such claims. It is curious that men still insist on making such strikes, in view of the fact that no such strike has ever succeeded in this country.

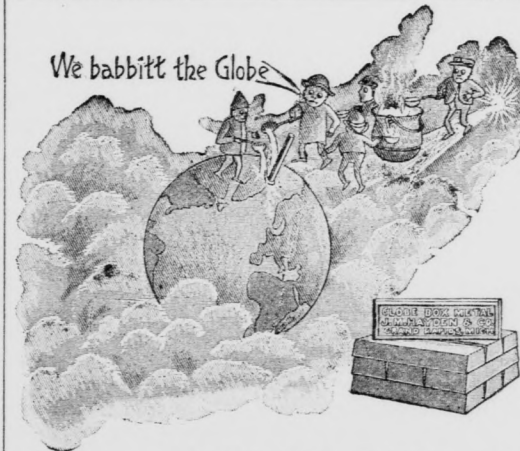
False pretense does not serve the man who cannot obtain money under any pretense.

CHAS. A. MORRILL & CO.,

Importers and Jobbers of

TEAS

21 LAKE ST., CHICAGO, ILL.



The Globe Box Metal

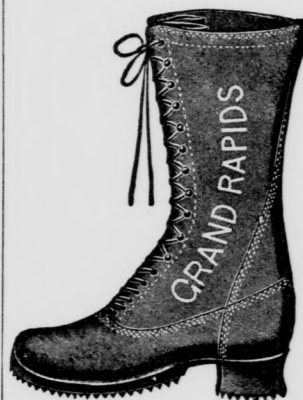
pours like water and is as tough as tripe. Used in babbitting counter shafts, emery grinders, carving machines and all high speed machinery. Its trial costs you nothing if not satisfactory. If it proves its merit it is the cheapest high-grade babbit metal made.

Telephone 540.

J. W. HAYDEN & CO., Grand Rapids.
69 PEARL ST.

RINDGE, KALMBACH & CO.,

12, 14, 16 Pearl St., GRAND RAPIDS, MICH.



MANUFACTURERS AND JOBBERS OF

BOOTS,
SHOES,
and
RUBBERS.

Our aim is to please our customers. We know what they want and have got it. Come and see. WE MAKE and handle the best lines in the market—everything up to date.

Agents for the Boston Rubber Shoe Co.

We carry as large a stock as any jobber. Orders filled promptly and always at best terms and discounts.

General Stampede

FROM THE

Curse of Credit.



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

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

TRADESMAN COMPANY.

Drug Department.

State Board of Pharmacy.

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

Michigan State Pharmaceutical Ass'n.

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

Grand Rapids Pharmaceutical Society.

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

INDIVIDUALITY IN ADVERTISING.

There should be an identity between the advertiser and the article he sells which will make it impossible to dissociate the two. When the man's name is spoken, his business should be immediately brought to mind, and if the product he controls is in demand, his name will naturally follow as indicating the place of supply; one should suggest and be a sequence to the other.

It remains for each merchant to discover for himself the style of advertising best adapted to his trade. An attraction that proves wonderfully profitable in one locality will fail completely in another. One druggist spends time and money in arranging his windows—he has confidence in this medium and will attempt no other. Another retailer will deem artistic display a waste of time; his pet method partakes possibly of the lottery—a valuable present given to the holder of a certain ticket, or to the best guesser of the number of beans in a jar. Another pharmacist believes in signboards scattered throughout the country; he follows the railroad track, leases ground at intervals, and builds board fences on which to paint his name and business. Books and pamphlets for distribution are found effective by some advertisers; but the book, to save it from the usual fate of the printed circular, should be something more than a catalogue of his own goods—it should contain fire-alarm signals, theatre diagrams, a list of poisons and antidotes, or a condensed materia medica.

A New York druggist who pins his faith devoutly to advertising by window displays is at present exhibiting a beautiful representation of Northern Lights. When questioned concerning the expense of such an elaborate arrangement, he stated that the cost was comparatively little, much less than one would suppose from the artistic effect produced. The display consists of huge blocks of ice piled high; underneath, an arc-light of probably 1,000 candle power is stationed, and behind the ice a wheel revolves, with pieces of colored glass pendent from the circumference. At each turn of the wheel a procession of prismatic colors is reflected through the ice, giving flashes of brilliancy that rival Nature's own boreal fireworks. An automatic ventilator in the upper part of the window exhausts the warm air and moisture, and a drain attachment carries off the water.

The adoption of a trade mark or coat of arms has found favor with some druggists; something unique is most desirable—a two-tailed cat, winged horse, or a symbolic emblem suggested by the name of the apothecary. It appears conspicuously upon wrapping-paper, stationery, labels, bottles, window-panes, etc., and as soon as the mark becomes

identified with the merchant every bearer of a bundle from his place becomes an unconscious advertiser. A combination of colors is good for this purpose, but to be most effective the idea must be carried out in detail; the colors should be constantly visible in window-dressing, inside decorations, labels and wrappers, even string for tying packages. A trade mark soon becomes characteristic and is recognized at a glance.

It is said that a worthless article needs only to be extensively advertised to make it a successful seller. This is partly true; the advertiser may get back the amount of his investment, but the intelligent public will not be twice fooled when it comes to a question of merit. It is characteristic of Americans that they take a humbug philosophically, but the experience teaches a new lesson in shrewdness, and the author of the swindle has acquired a reputation that will stick to him through his entire career. Advertising goes a long way, but the quality of the goods must sustain the promises or the business will meet an early death in the mercantile world. In these days of press investigation the precept "Honor for Honor's Sake" must be followed by "Honor for Safety's Sake." If the manufacturer of a new article, particularly a patent nostrum, appears to reap large returns and great profits from his advertising, he is at once "looked after," his product analyzed, the actual cost of its ingredients compared with the selling price, its pretensions to medicinal value are assailed, and its possible injurious effects upon the system told with harrowing detail. If it is proof against this searchlight attack, it has earned the right to live; if not, it goes out like a candle, or seeks new fields where the daily newspaper is unknown.

One of the queer things to be seen on the Bowery is the "puller-in." The man or woman engaged for this purpose stands outside the store, and pounces, like the historical spider, upon a victim, coaxes, wheedles, and drags him over the threshold of the establishment. This is no doubt forcible advertising, but, outside the limits of the Bowery, such delicate methods would not be appreciated. In localities less enterprising and more conservative, hypnotism might be substituted. This subject seems to have been inoculated into the public recently, and it may be that the development of the germ will result in the "professional hypnotist"—an open field, by the way, of unbounded resources and possibilities. With a person of such ability as a drug-store attache, no other advertising would be necessary; business would be brisk and profitable in the dullest times, simply at the will of the hypnotizer.

The advertiser must be bold—an Ajax defying competitors and the money market. Like everything else, if entered into with half a heart, returns will be as weak as the spirit that called them forth. It requires strength to achieve great results.

L. H. FOSTER.

The Chinese customs post office has issued a new series of nine stamps to commemorate the birth day of the empress dowager.

Mrs. Havemeyer, the sugar king's wife, employs sixty servants and pays her boss cook \$10,000 a year. Plenty of sugar in that.

If he who hesitates is lost, the moral of it is that he should not hesitate.

The Microscope in Pharmacy.

That pharmacy is a profession, we know from her direct relation to the several sciences; the greater the scientific requirements in pharmacy, the higher will be her rank as a profession; the greater the pharmacist's intellectual enlightenment, the higher will be his position in the social world. His relation to science actually identifies him with specific social functions, as it is a common thing that the druggist is called upon by the public to enlighten them with the results of such scientific research as they need. The pharmacy is the place where they will be furnished with just as much information as they seek—they need as much light as they can get, and for the most part have no other hall of science at which to apply.

The pharmacist of to-day should at least be able to ascertain the purity of the drugs and chemicals carried in stock by him. This necessarily demands a thorough knowledge of the physical and anatomical properties and characteristics of the crude material. In the study of this material many of the external characteristics are indistinct to the unaided eye. These, however, may be clearly distinguished by the aid of a simple microscope or lens; the study of the anatomy or inner structure of the tissues must be made with the compound microscope, an instrument of higher magnifying power.

Probably no one instrument has so revolutionized science and contributed so much to progress and a knowledge of the works of nature as the microscope. The great advancement in structural anatomy of organisms which our knowledge has made in the last decade we owe largely to the microscopical researches made by pharmacists and botanists.

By virtue of his profession, the educated pharmacist should be the chemist and analyst of the people; thus, he would be called upon to make microscopical examinations of urine, sputum, animal tissues, stomach contents, water, etc.

These examinations may not only result in a gain from a pecuniary standpoint, but necessarily terminate in a gain of confidence as to his capacity in his profession, as well as esteem and friendship—all of which are most essential to success in business.

The microscope is an exceedingly delicate instrument, and its use must be learned. The faculty of seeing with it must be acquired; this requires some perseverance if we wish to attain the accurate vision here indispensable; through experimental training alone will we be able to discover the presence of objects that were in the early part of our work entirely overlooked.

There is hardly a substance that we could prepare for microscopical examination but would reveal something new and of interest. This excites the curiosity, which only lasts for a short time before something offering particularly interesting peculiarities will be found and will turn our investigations into a certain one of the manifold branches of microscopy.

LOUIS ROMINGER.

A recent medical writer asserts that careful examination of a number of cases shows that loss of hearing is almost always due to some disease of the throat or nose.

Use Tradesman Coupon Books

Details Which Will Take Care of Themselves.

If there ever was an occupation requiring watchful care, it is that of the pharmacist. One by one new remedies accumulate, and, as time goes by, it becomes difficult in some cases to get reliable data referring to the dose, properties and solubilities of these once new remedies.

If the druggist will trim a neat blank label and gum it on the back of each bottle, he will find that he will need all of its space in which to write a few things down—details that will take care of themselves. The first thing to note down is the cost price per ounce. Then follows the selling price per grain or drachm. If the pharmacist will continue his statistics further, he should add the dose, usual and maximum, then the effect on the system, in one or two words—and we have plenty in the vocabulary to describe each therapeutic effect, by the way—giving also the incompatibles and solubility, concluding with an advisable vehicle.

It may be a year or two—yes, even longer—before these same facts, gleaned at the time from the books and journals, will be of great service to the one dispensing. Maybe it will be a new clerk, or assistant, or the proprietor, who will be asked by a physician or patient the dose, effect, compatibility or solvent for this identical yet out-of-the-way remedy.

By embodying all this in a few words, and writing it on a small label on the bottle, the answer will always be at hand, and where it is most needed.

It is just these peculiar remedies that your physician may ask you about, and it is your business to furnish the information. He may doubtless know the therapeutic value and dose, yet inquire for its solubility and a pleasant method of administration. If every out-of-the-way chemical or preparation is thus labeled, the compounding of a prescription calling for it would be more of a pleasure than a task, and still serve to relieve the druggist's memory of details, which will then take care of themselves.

FRANK T. GREEN.

"None but the brave deserve the fair" and none but the brave can live with some of them.

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—Saladine, Blue Vitrol, Serpentina, Turpentine. Declined—Opium, Gum Camphor, Oil Anise.

ACIDUM.	
Aceticum	80 10
Benzolcum German.	65 75
Boricum	41 44
Carbolicum	20 30
Citricum	10 12
Hydrochlor	30 5
Nitrosum	10 12
Oxalicum	10 12
Phosphoricum dil.	10 12
Salicylicum	1 25 60
Sulphuricum	1 40 60
Tannicum	1 40 60
Tartaricum	30 33
AMMONIA.	
Aqua, 16 deg.	40 6
20 deg.	60 8
Carbonas	130 14
Chloridum	120 14
ANILINE.	
Black	2 00 25
Brown	80 10
Red	45 50
Yellow	2 50 30
BACCAR.	
Cubeae (po 25)	20 25
Juniperus	80 10
Xanthoxylum	25 30
BALSAMUM.	
Copaiba	45 50
Peru	20 30
Terabin, Canada	45 50
Tolutan	35 50
CORTEX.	
Abies, Canadian	18
Cassiae	12
Cinchona Flava	12
Enonymus atropurp.	30
Myrica Cerifera, po	20
Prunus Virgin.	12
Quillaja, grd.	10
Sassafras	12
Ulmus Po (Ground 15)	15
EXTRACTUM.	
Glycyrrhiza Glabra	24 25
Haematox, 15 lb. box	11 12
" 1s.	13 14
" 1/2s.	14 15
" 3/4s.	16 17
FERRU.	
Carbonate Precip.	2 15
Citrate and Quinia	2 30
Citrate Soluble	2 50
Ferrocyanidum Sol.	2 15
Solnt Chloride	2 15
Sulphate, com'l.	2 7
" pure	2 7
FLORA.	
Arnica	120 14
Anthemum	18 25
Matricaria	18 25
FOLIA.	
Barosma	140 30
Cassia Acutifol, Tin-	180 25
nivelly	250 30
Salvia officinalis, 1/2s.	12 20
and 3/4s.	80 10
Ura Ural	12 20
GUMMI.	
Acacia, 1st picked	2 60
" 2d	2 40
" 3d	2 30
" sifted sorta.	2 20
" po	60 80
Aloe, Barb. (po. 60)	50 60
" Cape, (po. 20)	12 12
Socotri, (po. 60)	50 50
Catechu, 1s, 1/2s, 3/4s,	1 16
16)	1 16
Ammoniac	55 60
Asafoetida, (po. 50)	50 60
Benzoinum	40 48
Camphora	35 10
Euphorbium po	2 30
Gamboge, po	70 75
Guaicum, (po 25)	2 30
Kino, (po 2 00)	2 30
Mastic	2 80
Myrrh, (po. 45)	2 40
Opil (po 3 30 2 3 50)	40 60
Shellac	4 45
" bleached	4 45
Tragacanth	50 80
HERBA—In ounce packages.	
Absinthium	25
Eupatorium	20
Lobelia	25
Majoram	25
Mentha Piperita	25
" Vir	30
Rue	30
Tanacetum, V.	22
Thymus, V.	25
MAGNESIA.	
Calcined, Pat.	55 60
Carbonate, Pat.	20 22
Carbonate, K. & M.	20 25
Carbonate, Jennings	35 36
OLIVUM.	
Absinthium	2 50 3 00
Amygdalae, Dulc.	30 35
Amygdalae, Amarae	8 00 25
Anisi	2 10 20
Aurant Cortex	1 80 2 20
Bergamit	3 00 2 20
Cajiputi	60 65
Caryophylli	75 80
Cedar	35 65
Chenopodii	21 60
Cinnamomi	1 25 1 4
Citronella	2 45
Conium Mac.	20 65
Copaiba	80 90
CUBEAE.	
Exechthitios	1 40 21 50
Erigeron	2 30 31 30
Gaultheria	1 50 21 60
Gesantum, ounce	2 75
Gossipii, Sem. gal.	70 75
Hedeoma	1 25 21 40
Juniperi	50 22 50
Lavandula	30 22 50
Limonia	2 40 21 60
Mentha Piper	2 10 23 00
Mentha Verid	1 80 22 50
Morrhuae, gal	1 30 21 40
Myrcia, ounce	2 50
Olive	90 23 00
Picea Liquida, (gal. 35)	10 12
Ricini	80 96
Rosmarini	1 30
Rosae, ounce	6 50 23 50
Succini	40 45
Sabina	90 21 00
Santal	2 50 27 00
Sassafras	50 55
Sinapis, ess. ounce	2 65
Tigili	2 50
Thyme	40 50
" opt	2 60
Theobromas	15 20
POTASSIUM.	
Bi Carb.	15 18
Bichromate	13 14
Bromide	40 43
Carb.	12 15
Chlorate (po. 17 19)	16 18
Cyanide	50 55
Iodide	2 90 3 00
Potassa, Bitart. pure	23 25
Potassa, Bitart. com.	2 15
Potass Nitras, opt.	2 10
Potass Nitras	70 9
Prussiate	20 30
Sulphate po.	15 18
RADIX.	
Aconitum	20 25
Althae	2 25
Anchusa	12 15
Arum, po.	2 25
Calamus	20 24
Gentiana (po. 12)	80 10
Glycyrrhiza, (pv. 15)	16 18
Hydrastis Canadian.	2 30
(po. 35)	2 30
Hellebore, Ala. po.	15 20
Inula, po.	15 20
Ipecac, po.	1 30 21 40
Iris plox (po. 35 38)	35 40
Jalap, pr.	40 45
Maranta, 1/2s.	2 35
Podophyllum, po.	15 18
Rhel	75 81 00
" cut.	21 75
Spigelia	75 81 35
Sanguinaria, (po 25)	35 38
Serpentaria	50 55
Senega	55 60
Similax, Officialis. H	2 40
" M	2 25
Scilla, (po. 35)	10 12
Symplocarpus, Fosti-	2 35
dus, po.	2 35
Valeriana, Eng. (po. 30)	15 20
" German.	15 20
Zingiber a.	15 20
Zingiber j.	15 20
SEMIN.	
Anisum, (po. 20)	2 15
Apium (graveleons)	14 18
Bird, 1s.	4 6
Carui, (po. 18)	10 12
Cardamon	1 00 21 25
Coriandrum	12 14
Cannabis Sativa	40 5
Cydonium	75 81 00
Chenopodium	10 12
Dipterix Odorata	2 40 22 60
Foeniculum	2 15
Foenugreek, po	2 8
Lini	3 4 4
Lini, grd. (bbl. 8 1/4)	3 4 4
Lobelia	35 40
Pharlaris Canarian.	40 5
Rapa	4 4 5
Sinapis Albu	70 8
" Nigra	110 12
SPIRITUS.	
Frumentum, W. D. Co.	2 00 25 50
" D. F. R.	2 00 25 25
" 1 25 21 50	
Juniperi Co. O. T.	1 65 22 00
Ipecac	1 75 23 50
Saccharum N. E.	1 90 22 10
Spt. Vini Galii	1 75 25 50
Vini Oporto	1 25 22 00
Vini Alba	1 25 22 00
SPONGES.	
Florida sheeps' wool	2 50 22 75
carriage	2 00
Nassau sheeps' wool	2 00
carriage	2 00
Velvet extra sheeps'	1 10
wool carriage	1 10
Extra yellow sheeps'	85
carriage	85
Grass sheeps' wool car	75
riage	75
Hard for slate use	1 40
Yellow Reef, for slate	1 40
use	1 40
STRAIPS.	
Accacia	50
Zingiber	50
Ipecac	50
Ferri Iod	50
Aurant Cortes	50
Rhel Arom	50
Similax Officialis	50
Senega	50
Scilla	50
" Co	50
Toisan	50
Prunus vlg	50
TINCTURES.	
Aconitum Napellis R	60
" F	60
Aloes	60
" and myrrh	60
Arnica	50
Asafoetida	50
Atrope Belladonna	60
Benzoin	50
" Co	50
Sanguinaria	50
Barosma	50
Cantharides	75
Capicium	50
Ca damon	75
Castor	75
Catechu	50
Cinchona	50
" Co	50
Columba	50
Conium	50
Cubea	50
Digitalis	50
Ergot	50
Gentian	50
" Co	50
Guaica	50
" ammon	50
Zingiber	50
Hyoscyamus	50
Iodine	75
" Colorless	75
Ferri Chloridum	35
Kino	50
Lobelia	50
Myrrh	50
Nux Vomica	50
Opil	35
" Camphorated	50
Deodor	2 00
Aurant Cortex	50
Quassia	50
Rhatany	50
Rhel	50
Cassia Acutifol	50
" Co	50
Serpentaria	50
Stromonium	50
Tolutan	50
Valerian	50
Veratrum Veride	50
MISCELLANEOUS.	
Ether, Spts Nit, 3 F.	35 38
" 4 F.	38 40
Alumen	2 4 3
" ground, (po.	30 4
7)	30 4
Annatto	55 60
Antimoni, po	40 5
et Potass T.	50 60
Antipyrin	21 40
Antifebrin	2 25
Argent Nitras, ounce	2 43
Arsenicum	50 7
Balm Gilead Bud.	38 40
Bismuth S. N.	1 40 21 50
Calcium Chlor, 1s, (1/2s	2 11
12 1/2s, 14)	2 11
Cantharides Russian,	21 00
Capici Fructus, af.	2 26
" po	2 28
" B po	2 28
Caryophyllus, (po. 15)	10 12
Carmine, No. 40	50 55
Cera Alba, S. & F.	50 55
Cera Flava	38 40
Coccus	2 40
Cassia Fructus	2 25
Centuria	2 10
Cetaceum	2 40
Chloroform	60 68
" squibbs	21 25
Chloral Hyd Crst	1 25 21 50
Chondrus	20 25
Cinchonidine, P. & W	15 20
" German	3 4 12
Corks, list, dis. per	75
cent	2 35
Cressotum	2 35
Creta, (bbl. 75)	50 55
" prep.	50 55
" precip.	50 55
" Rubra	2 8
Crocus	35 40
Cudbear	2 24
Cupri Sulph.	5 2 6
Dextrine	10 12
Ether Sulph.	75 80
Emery, all numbers	2 6
" po.	2 6
Ergota, (po.) 40	80 85
Flake White	12 15
Galla	2 23
Gambler	7 2 8
Gelatin, Cooper	80 80
" French	80 80
Glassware tint, by box	80
Less than box 75.	80
Gline, Brown	80 15
" White	120 25
Glycerine	140 30
Grana Paradisi	2 22
Humulus	25 55
Hydraarg Chlor Mite.	75 75
" Cor	65 65
" Ox Rubrum	85 85
" Ammoniat.	85 85
" Unguentum	45 55
Hydrargyrum	2 60
Ichthyobolla, Am.	1 25 21 50
Indigo	75 81 00
Iodine, Resubl.	3 80 23 80
Iodoform	2 4 70
Lupulin	2 25
Lycopodium	60 65
Macis	70 75
Liquor Arsen et Hy-	2 27
drarg Iod	10 12
Liquor Potass Arsenitis	10 12
Magnesia, Sulph (bbl	2 4 4
1 1/4)	60 65
Mannia, S. F.	60 65

Morphia, S. P. & W.	2 05 2 30	Seidlitz Mixture.....	2 20	Linseed, bottled.....	59 62
S. N. Y. Q. &		Sinapis.....	2 18	Neat's Foot, winter	
C. Co.	1 95 2 20	" opt.....	2 30	strained.....	65 70
Moschus Canton.....	2 40	Snuff, Maccaboy, De	2 35	Spirita Turpentine.....	35 40
Myristica, No 1.....	65 70	Voes.....	2 35		
Nux Vomica, (po 20).....	2 10	Snuff, Scotch, De. Voes	2 35	PAINTS.	bbl. lb.
Os. Sepia.....	15 18	Soda Boras, (po. 8-10).....	70 9	Red Venetian.....	1 1/2 20 3
Pepsin Saac, H. & P. D.	2 20	Soda et Potass Tart.....	24 25	Ochre, yellow Mars.....	1 1/2 20 4
Co.....	2 20	Soda Carb.....	1 1/2 2	" Ber.....	1 1/2 20 3
Picis Liq, N. C., 1/2 gal	2 20	Soda, Bi Carb.....	3 1/2 5	Putty, commercial.....	2 1/2 24 3
doz.....	2 20	Soda, Ash.....	3 1/2 4	" strictly pure.....	2 1/2 24 3
Picis Liq, quarts.....	2 20	Soda, Sulphas.....	2 2	Vermilion Prime Amer-	
" plants.....	2 20	Spts. Ether Co.....	50 55	ican.....	130 15
Pil Hydrarg, (po. 80).....	2 20	" Myrcia Dom.....	2 20	Vermilion, English.....	65 70
Piper Nigra, (po. 22).....	2 1	" Myrcia Imp.....	2 50	Green, Peninsular.....	130 16
Piper Alba, (po 35).....	2 3	" Vini Rect. bbl.....	2 49 2 59	Lead, red.....	5 1/2 26
Pilz Burgun.....	2 7	Less 50 gal, cash ten days.		" white.....	5 1/2 26
Plumbi Acet.....	10 12	Strychnia Crystal.....	1 40 1 45	Whiting, white Span.....	2 70
Pulvis Ipecac et opil.....	10 12	Sulphur, Subl.....	2 1/2 3	Whiting, Gilders.....	2 90
Pyrethrum, boxes M	2 125	" Roll.....	2 2 2 1/2	White, Paris American	1
& P. D. Co., doz.....	2 125	Tamarinds.....	80 10	Whiting, Paris Eng.....	1 40
Pyrethrum, pv.....	30 30	Terebenth Venice.....	2 20 30	Universal Prepared.....	1 00 1 15
Quassia.....	80 10	Theobromae.....	45 48	VARNISHES.	
Quinia, S. P. & W.	3 4 39 1/2	Vanilla.....	9 00 16 00	No. 1 Turp Coach.....	1 10 21 20
S. German.....	2 72 37	Zinc Sulph.....	70 8	Extra Turp.....	160 21 70
Rubia Tincturum.....	120 14			Coach Body.....	2 75 3 00
Saccharum Lactis pv.....	120 14			No. 1 Turp Furn.....	1 00 21 10
Salacin.....	2 30 2 50			Extra Turk Damar.....	1 55 1 60
Sanguis Draconis.....	40 50			Japan Dryer, No. 1	
Sapo, W.....	120 14			Turp.....	70 75
" M.....	10 12				
" G.....	2 15				
OILS.					
		Whale, winter.....	70 70		
		Lard, extra.....	50 85		
		Lard, No. 1.....	42 45		
		Linseed, pure raw.....	55 59		

HAZELTINE & PERKINS DRUG CO.

VALLEY CITY
POULTRY POWDER

Nothing Like It to Make Hens Lay in Winter.

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

Price 25 Cents.

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

GROCERY PRICE CURRENT.

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

AXLE GREASE.		Apricots.		CREAM TARTAR.		COTTON BOOKS.		Peel.		FLAVORING EXTRACTS.	
Aurora	55 6 00	Live ork.	1 40	Strictly pure.	30	TRADESMAN	1	Citron, Leghorn, 25 lb. boxes	13	Souders'.	
Jastor Oil.	60 7 00	Santa Cruz.	1 40	Telfer's Absolute.	30	TRADESMAN	5	Lemon " 25 " " "	8	Oval Bottle, with corkscrew.	
Diamond.	50 5 50	Lusk's.	1 50	Grocers'.	15 25	CREDIT COUPON		Orange " 25 " " "	10	Best in the world for the money.	
Frazer's.	75 9 00	Overland.	1 40	CATSUP.		"Superior."		Raisins.		Regular	
Mica.	65 7 50	F. & W.	85	Blue Label Brand.		1 books, per hundred	2 00	Ondura, 29 lb. boxes.	2 5	Grade	
Paragon.	55 6 00	Cherries.	21 20	Half pint, 25 bottles.	2 75	2 " " " "	2 50	Valencia, 30 " " "	2 7 1/2	Lemon.	
BAKING POWDER.		Pitted Hamburg.	1 40	Pint	4 50	3 " " " "	3 00	Prunes.		2 oz.	75
Acme.	45	White.	1 15	Triumph Brand.	3 50	4 " " " "	3 00	California, 100-120.	5 1/2	4 oz.	1 50
1 lb.	1 00	Erie.	1 35	Half pint, per doz.	1 35	5 " " " "	3 00	" 90x100 25 lb. bxs.	6 1/2	Regular	
Bulk.	10	Damsons, Egg Plums and Green	1 25	Pint, 25 bottles.	4 50	6 " " " "	3 00	" 80x90	6 1/2	Vanilla.	
Archie.		Gages.	1 35	Quart, per doz.	3 75	7 " " " "	4 00	" 70x80	7 1/2	2 oz.	20
1 lb.	1 00	Common.	1 25	CLOTHES PINS.		8 " " " "	4 00	" 60x70	7 1/2	4 oz.	2 40
3 oz cans 6 doz.	2 70	Peaches.	1 10	5 gross boxes.	40 45	1 books, per hundred	2 50	Turkey.		XX Grade	
4 " 4 doz.	1 10	Maxwell.	1 50	COCOA SHELLS.		2 " " " "	3 00	Silver.		Lemon.	
5 " 2 doz.	2 00	Shepard's.	1 50	35 lb. bags.	2 3	3 " " " "	3 50	ENVELOPES.		2 oz.	50
1 lb.	1 00	California.	1 60 21 75	Less quantity.	2 3 1/2	4 " " " "	4 00	No. 1, 6 1/2.	1 35	4 oz.	3 00
Queen Flake.		Monitor.	1 25	Pound packages.	6 1/2 67	5 " " " "	5 00	No. 2, 6 1/2.	1 10	XX Grade	
3 oz cans 6 doz.	2 70	Oxford.	1 25	COFFEE.		6 " " " "	6 00	No. 1, 8.	1 25	Vanilla.	
6 " 4 doz.	3 20	Pears.	1 25	Green.		7 " " " "	7 00	No. 2, 8.	1 00	2 oz.	75
9 " 4 doz.	4 80	Riverside.	1 75	Rio.		8 " " " "	8 00	Manilla, white.	75	4 oz.	3 50
1 lb.	4 00	Common.	1 00 1 30	Fair.	18	9 " " " "	9 00	Coin.	90	Jennings.	
5 lb. 1 doz.	9 00	Johnson's sliced.	2 50	Good.	19	10 " " " "	10 00	FARINACEOUS GOODS.		Lemon. Vanilla.	
Red Star.	75	Booth's sliced.	2 75	Prime.	21	11 " " " "	11 00	Farina.		2 oz regular panel.	75
1 lb.	1 40	Booth's grated.	2 25	Peaberry.	23	12 " " " "	12 00	115 lb. kegs.	2 1/2	4 oz.	1 50
Telfer's.	45	Common.	1 10	Santos.	19	13 " " " "	13 00	Grits.		6 oz.	2 00
1 lb.	55	Raspberries.	1 00	Good.	20	14 " " " "	14 00	Walsh DeRoo & Co.'s.	1 85	No. 3 taper.	2 00
1 lb.	1 50	Black Hamburg.	1 40	Prime.	22	15 " " " "	15 00	Hominy.		No. 4 taper.	2 50
Our Leader.	45	Erie, black.	1 20	Peaberry.	23	16 " " " "	16 00	Barrels.	2 1/2	2 oz oval taper.	75
1 lb.	1 50	Lawrence.	1 25	Mexican and Guatemala.	23	17 " " " "	17 00	Grits.	2 1/2	3 oz.	1 75
BATH BRICK.		Hamburg.	1 25	Fair.	21	18 " " " "	18 00	Lima Beans.	5 25 1/2	4 oz.	1 60
2 dozen in case.		Terrapin.	1 05	Good.	22	19 " " " "	19 00	Maccaroni and Vermicelli.		2 oz regular.	85
English.	80	Whortleberries.	85	Prime.	22	20 " " " "	20 00	Domestic, 12 lb. box.	55	4 oz.	1 20
Bristol.	70	Blueberries.	85	Peaberry.	23	21 " " " "	21 00	Imported.	10 1/2 11	1 lb cans.	30
Domestic.	60	Meats.		Mexican and Guatemala.	23	22 " " " "	22 00	Pearl Barley.		1/2 lb cans.	18
BLUING.		Corned beef Libby's.	2 20	Fair.	21	23 " " " "	23 00	Schumacher.	3 1/2	Kegs.	3 25
Arctic, 4 oz ovals.	3 60	Roast beef Armour's.	2 35	Good.	22	24 " " " "	24 00	Common.	3	Half kegs.	1 90
8 oz.	6 75	Potted ham, 1/2 lb.	1 25	Prime.	22	25 " " " "	25 00	CUPON PASS BOOKS.		Quarter kegs.	1 10
10 " 3, sifting box.	2 75	" 1 lb.	70	Peaberry.	23	26 " " " "	26 00	[Can be made to represent any		1 lb cans.	30
" No. 2.	4 00	" 1/2 lb.	1 35	Good.	22	27 " " " "	27 00	denomination from \$10 down.]		1/2 lb cans.	18
" No. 3.	4 00	" 1 lb.	70	Prime.	22	28 " " " "	28 00	20 books.	1 00	Choke Bore—Dupont's.	4 25
" No. 4.	4 00	" 1/2 lb.	1 35	Peaberry.	23	29 " " " "	29 00	50 "	2 00	Kegs.	11 00
" No. 5.	4 00	chicken, 1/2 lb.	75	Mexican and Guatemala.	23	30 " " " "	30 00	100 "	3 00	Half kegs.	5 75
1 oz ball.	4 50	" 1 lb.	75	Fair.	21	31 " " " "	31 00	250 "	6 25	Quarter kegs.	3 00
Mexican Liquid, 4 oz.	3 50	" 1 lb.	75	Good.	22	32 " " " "	32 00	500 "	10 00	1 lb cans.	30
8 oz.	6 80	" 1 lb.	96	Prime.	22	33 " " " "	33 00	1000 "	17 50	1/2 lb cans.	18
BROOMS.		Vegetables.		Peaberry.	23	34 " " " "	34 00	CREDIT CHECKS.		Kegs.	4 25
No. 2 Burl.	1 90	Beans.		Good.	22	35 " " " "	35 00	500, any one denom'n.	3 00	Half kegs.	2 40
No. 1.	2 00	Hamburg stringless.	1 15	Prime.	22	36 " " " "	36 00	1000 "	5 00	Quarter kegs.	1 35
No. 2 Carpet.	2 15	" French style.	2 00	Peaberry.	23	37 " " " "	37 00	2000 "	8 00	1 lb cans.	34
No. 1.	2 50	" Lima.	1 35	Mexican and Guatemala.	23	38 " " " "	38 00	Steel punch.	75	Eagle Duck—Dupont's.	
Parlor Gem.	85	Lima, green.	1 15	Fair.	21	39 " " " "	39 00	CRACKERS.		Kegs.	11 00
Common White.	1 00	soaked.	70	Good.	22	40 " " " "	40 00	Butter.		Half kegs.	5 75
Fancy.	1 00	Lewis Boston Baked.	1 25	Prime.	22	41 " " " "	41 00	Seymour XXX.	5	Quarter kegs.	3 00
Warehouse.	2 85	Bay State Baked.	1 25	Peaberry.	23	42 " " " "	42 00	Family XXX.	5 1/2	1 lb cans.	60
BRUSHES.		World's Fair Baked.	1 25	Good.	22	43 " " " "	43 00	Family XXX, cartoon.	5 1/2	Sage.	15
Stove, No. 1.	1 25	Picnic Baked.	95	Peaberry.	23	44 " " " "	44 00	Family XXX, cartoon.	5 1/2	Hops.	15
" 10.	1 50	Corn.		Good.	22	45 " " " "	45 00	Family XXX, cartoon.	5 1/2	INDIGO.	
" 15.	1 75	Hamburg.	1 25	Prime.	22	46 " " " "	46 00	Family XXX, cartoon.	5 1/2	Madras, 5 lb. boxes.	55
Rice Root Scrub, 2 row.	85	Livingston Eden.	1 10	Peaberry.	23	47 " " " "	47 00	Family XXX, cartoon.	5 1/2	S. F., 2, 3 and 5 lb. boxes.	50
Rice Root Scrub, 3 row.	1 25	Purity.	1 00	Good.	22	48 " " " "	48 00	Family XXX, cartoon.	5 1/2	JELLY.	
Palmetto, goose.	1 50	Honey Dew.	1 35	Prime.	22	49 " " " "	49 00	Family XXX, cartoon.	5 1/2	15 lb. pails.	33
CANDLES.		Morning Glory.	75	Peaberry.	23	50 " " " "	50 00	Family XXX, cartoon.	5 1/2	17 " "	38
Hotel, 40 lb. boxes.	10	Peas.		Good.	22	51 " " " "	51 00	Family XXX, cartoon.	5 1/2	30 " "	59
Star.	9	Hamburg marrofat.	1 30	Prime.	22	52 " " " "	52 00	Family XXX, cartoon.	5 1/2	LICORICE.	
Paraffine.	10	early June.	1 50	Peaberry.	23	53 " " " "	53 00	Family XXX, cartoon.	5 1/2	Pure.	80
Wicking.	24	Champion Eng.	1 40	Good.	22	54 " " " "	54 00	Family XXX, cartoon.	5 1/2	Calabria.	25
CANNED GOODS.		fancy sifted.	1 65	Prime.	22	55 " " " "	55 00	Family XXX, cartoon.	5 1/2	Sticky.	12
Fish.		Soaked.	65	Peaberry.	23	56 " " " "	56 00	Family XXX, cartoon.	5 1/2	Root.	10
Clams.		Harris standard.	75	Good.	22	57 " " " "	57 00	Family XXX, cartoon.	5 1/2	LYE.	
Little Neck, 1 lb.	1 20	VanCamp's marrofat.	1 10	Prime.	22	58 " " " "	58 00	Family XXX, cartoon.	5 1/2	Condensed, 2 doz.	1 20
" 2 lb.	1 90	early June.	1 30	Peaberry.	23	59 " " " "	59 00	Family XXX, cartoon.	5 1/2	" 4 doz.	2 25
Clam Chowder.	2 25	Archer's Early Blossom.	1 25	Good.	22	60 " " " "	60 00	Family XXX, cartoon.	5 1/2	MINCE MEAT.	
Standard, 3 lb.	2 25	French.	2 15	Prime.	22	61 " " " "	61 00	Family XXX, cartoon.	5 1/2	1 gallon.	1 75
Cove Oysters.	75	Mushrooms.	19 21	Peaberry.	23	62 " " " "	62 00	Family XXX, cartoon.	5 1/2	Half gallon.	1 40
Standard, 2 lb.	1 35	Pumpkin.	85	Good.	22	63 " " " "	63 00	Family XXX, cartoon.	5 1/2	Quart.	70
Lobsters.		Erie.	1 15	Prime.	22	64 " " " "	64 00	Family XXX, cartoon.	5 1/2	Pint.	40
Star, 1 lb.	2 45	Squash.		Peaberry.	23	65 " " " "	65 00	Family XXX, cartoon.	5 1/2	Half pint.	40
" 2 lb.	3 50	Succotash.	1 30	Good.	22	66 " " " "	66 00	Family XXX, cartoon.	5 1/2	Wooden, for vinegar, per doz.	40
Picnic, 1 lb.	2 00	Hamburg.	1 35	Prime.	22	67 " " " "	67 00	Family XXX, cartoon.	5 1/2	1 gallon.	7 00
" 2 lb.	2 90	Soaked.	80	Peaberry.	23	68 " " " "	68 00	Family XXX, cartoon.	5 1/2	Half gallon.	4 75
Mackerel.		Honey Dew.	1 40	Good.	22	69 " " " "	69 00	Family XXX, cartoon.	5 1/2	Quart.	3 75
Standard, 1 lb.	1 10	Tomatoes.		Prime.	22	70 " " " "	70 00	Family XXX, cartoon.	5 1/2	Pint.	2
" 2 lb.	2 10	Hancock.	90	Peaberry.	23	71 " " " "	71 00	Family XXX, cartoon.	5 1/2	MOLASSES.	
Mustard, 2 lb.	2 25	Excelsior.	90	Good.	22	72 " " " "	72 00	Family XXX, cartoon.	5 1/2	Blackstrap.	
Tomato Sauce, 2 lb.	2 25	Eclipse.	90	Prime.	22	73 " " " "	73 00	Family XXX, cartoon.	5 1/2	Sugar house.	14
Souped, 2 lb.	2 25	Hamburg.	1 25	Peaberry.	23	74 " " " "	74 00	Family XXX, cartoon.	5 1/2	Ordinary.	16
Salmor.		Gallon.	3 00	Good.	22	75 " " " "	75 00	Family XXX, cartoon.	5 1/2	Prime.	20
Columbia River, flat.	1 75	CHOCOLATE.		Prime.	22	76 " " " "	76 00	Family XXX, cartoon.	5 1/2	Fancy.	30
" pails.	1 30	Baker's.		Peaberry.	23	77 " " " "	77 00	Family XXX, cartoon.	5 1/2	MEASURES.	
Alaska, Red.	1 30	German Sweet.	23	Good.	22	78 " " " "	78 00	Family XXX, cartoon.	5 1/2	Tin, per dozen.	
pink.	1 30	Premium.	1 50	Prime.	22	79 " " " "	79 00	Family XXX, cartoon.	5 1/2	1 gallon.	1 75
Kinney's, flat.	1 75	Breakfast Cocoa.	43	Peaberry.	23	80 " " " "	80 00	Family XXX, cartoon.	5 1/2	Half gallon.	1 40
CHEESE.		Amboy.	13 1/2	Good.	22	81 " " " "	81 00	Family XXX, cartoon.	5 1/2	Quart.	70
Sardines.		Acme.	11	Prime.	22	82 " " " "	82 00	Family XXX, cartoon.	5 1/2	Pint.	40
American.	4 1/2 5	Lenawee.	12	Peaberry.	23	83 " " " "	83 00	Family XXX, cartoon.	5 1/2	Half pint.	40
" 1/2.	6 1/2 7	Riverside.	12 1/2	Good.	22	84 " " " "	84 00	Family XXX, cartoon.	5 1/2	Wooden, for vinegar, per doz.	40
Imported.	2 10	Gold Medal.	8 29	Prime.	22	85 " " " "	85 00	Family XXX, cartoon.	5 1/2	1 gallon.	7 00
Mustard.	15 216	Skim.	11	Peaberry.	23	86 " " " "	86 00	Family XXX, cartoon.	5 1/2	Half gallon.	4 75
Boneless.	12	Brick.	1 00	Good.	22	87 " " " "	87 00	Family XXX, cartoon.	5 1/2	Quart.	3 75
Trout.		Edam.	20	Prime.	22	88 " " " "	88 00	Family XXX, cartoon.	5 1/2	Pint.	2
Brook, 3 lb.	2 50	Leiden.	20	Peaberry.	23	89 " " " "	89 00	Family XXX, cartoon.	5 1/2	MOLASSES.	
Fruits.		Limburger.	2 15	Good.	22	90 " " " "	90 00	Family XXX, cartoon.	5 1/2	Blackstrap.	
Apple.		Pineapple.	2 24	Prime.	22	91 " " " "	91 00	Family XXX, cartoon.	5 1/2	Sugar house.	14
3 lb. standard.	90	Rognesfort.	2 25	Peaberry.	23	92 " " " "	92 00	Family XXX, cartoon.	5 1/2	Ordinary.	16
York State, gallons.	2 50	Sap Sago.	2 20	Good.	22	93 " " " "	93 00	Family XXX, cartoon.	5 1/2	Prime.	20
Hamburg.		Schweitzer, Imported.	2 24	Prime.	22	94 " " " "	94 00	Family XXX, cartoon.	5 1/2	Fancy.	30
		domestic.	2 14	Peaberry.	23	95 " " " "	95 00	Family XXX, cartoon.	5 1/2	MEASURES.	

Peerless evaporated cream. 5.75

PICKLES.

Medium.	
Barrels, 1,200 count.	\$2 40
Half bbls, 600 count.	\$2 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 1/2
" No. 1.	4 1/2
" No. 2.	4 1/4
Broken.	3 1/2

Imported.

Japan, No. 1.	5 1/2
" No. 2.	5
Java.	5
Patna.	4 1/4

SPICES.

Whole Sifted.	
Allspice.	9 1/2
Cassia, China in mats.	9 1/2
" Batavia in bund.	15
" Saigon in rolls.	32
Cloves, Amboyna.	32
" Zanzibar.	11 1/2
Mace Batavia.	70
Nutmegs, fancy.	65
" No. 1.	50
" No. 2.	50
Pepper, Singapore, black.	10
" white.	20
" shot.	16
Pure Ground in Bulk.	
Allspice.	15
Cassia, Batavia.	18
" and Saigon.	25
" Saigon.	35
Cloves, Amboyna.	22
" Zanzibar.	18
Ginger, African.	16
" Cochin.	20
" Jamaica.	22
Mace Batavia.	65
Mustard, Eng. and Trieste.	22
" Trieste.	25
Nutmegs, No. 2.	75
Pepper, Singapore, black.	16
" white.	24
" Cayenne.	30
Sage.	20
" Absolute" in Packages.	
Allspice.	84 1 55
Cinnamon.	84 1 55
Cloves.	84 1 55
Ginger, Jamaica.	84 1 55
" African.	84 1 55
Mustard.	84 1 55
Pepper.	84 1 55
Sage.	84

SAL SODA.

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

SEEDS.

Anise.	2 1/2
Canary, Smyrna.	4
Caraway.	4
Cardamon, Malabar.	80
Hemp, Russian.	4
Mixed Bird.	4 1/2
Mustard, white.	9
Poppy.	8
Rape.	4 1/2
Cuttle bone.	30

STARCH.

Corn.	
20-lb boxes.	6
40-lb "	5 1/2
Gloss.	
1-lb packages.	5 1/4
3-lb "	5 1/4
6-lb "	5 1/4
40 and 50 lb. boxes.	3 1/4
Barrels.	3 1/4

SNOFF.

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

SODA.

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

SALT.

Diamond Crystal.	
Cases, 24 3 lb. boxes.	\$1 60
Barrels, 320 lbs.	2 50
" 115 2 1/2 lb bags.	4 00
" 10 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
" 224 lb "	2 25
Worcester.	
115 2 1/2 lb sacks.	84 10
60 5-lb "	3 75
30 10-lb "	3 50
24 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

WARS.

Warsaw.	
56 lb. dairy in drill bags.	30
28 lb.	16

Ashton.

56 lb. dairy in linen sacks.	75
Higgins.	
56 lb. dairy in linen sacks.	75
Solar Rock.	
56 lb. sacks.	22
Common Fine.	
Saginaw.	90
Manistee.	90

SALERATUS.

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

SEELY'S EXTRACTS.

Lemon.	
1 oz. F. M. 8 90 doz.	\$10 20 gro
2 " N. S. 1 20 "	12 60 "
2 " F. M. 1 40 "	14 40 "

Vanilla.

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

G. R. Soap Works Brands.	
Concordia, 100 1/2 lb. bars.	3 50
" 5 box lots.	3 35
" 10 box lots.	3 30
" 20 box lots.	3 20

Best German Family.

60 1-lb bars.	2 25
5 box lots.	2 15
25 box lots.	2 00
Allen B. Wrisley's Brand.	
Old Country, 80 1-lb.	3 20
Good Cheer, 60 1-lb.	3 90
White Borax, 100 1/2 lb.	3 65

Proctor & Gamble.

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

Dingman Brands.

Single box.	3 95
5 box lots, delivered.	3 85
10 box lots, delivered.	3 75
Jas. S. Kirk & Co.'s Brands.	
American Family, wrp'd.	\$3 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.	3 85
Cotton Oil.	6 00
Marseilles.	4 00
Master.	4 00

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

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

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 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 40
No. 10.	3 44
No. 11.	3 37
No. 12.	3 31
No. 13.	3 18
No. 14.	3 12

SYRUPS.

Corn.	
Barrels.	37
Half bbls.	19

Pure Cane.

Fair.	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 30
Choice.	\$2 24
Choicest.	\$2 34
Dust.	\$2 12

SUN CURED.

Fair.	\$2 17
Good.	\$2 30
Choice.	\$2 24
Choicest.	\$2 34
Dust.	\$2 10

BASKET FIRED.

Fair.	\$2 18
Choice.	\$2 25
Choicest.	\$2 35
Extra choice, wireleaf.	\$2 40

GUNPOWDER.

Common to fair.	\$2 25
Extra fine to finest.	\$2 50
Choicest fancy.	\$2 55

COAL OIL.

Common to fair.	\$2 23
Superior to fine.	\$2 30

YOUNG HYSON.

Common to fair.	\$2 18
Superior to fine.	\$2 30

ENGLISH BREAKFAST.

Fair.	\$2 18
Choice.	\$2 24
Best.	\$2 40

TOBACCO.

Fine Cut.	
P. Lorillard & Co.'s Brands.	
Sweet Russet.	\$2 30
Tiger.	\$2 30

D. Scotten & Co.'s Brands.	
Hawatha.	\$2 30
Cuba.	\$2 30
Rocket.	\$2 30

Spaulding & Merrick's Brands.	
Sterling.	\$2 30
Private Brands.	
Bazoo.	\$2 30
Can Can.	\$2 30

Nellie Bly.	\$2 30
Uncle Ben.	\$2 30
McGinty.	\$2 30

1/2 bbls.	\$2 24
Columbia, drums.	\$2 23
Bang Up.	\$2 20
Bang up, drums.	\$2 19

Plug.

Sorg's Brands.	
Spearhead.	\$2 39
Joker.	\$2 27
Nobby Twist.	\$2 40

Scotten's Brands.	
Kylo.	\$2 25
Hawatha.	\$2 38
Valley City.	\$2 34

Finzer's Brands.	
Old Honesty.	\$2 40
Jolly Tar.	\$2 32
Lorillard's Brands.	

Climax (8 oz., 41c).	\$2 39
Green Turtle.	\$2 30
Three Black Crows.	\$2 27

J. G. Butler's Brands.	
Something Good.	\$2 38
Out of Sight.	\$2 24

Wilson & McCaulay's Brands.	
Gold Rope.	\$2 43
Happy Thought.	\$2 37
Messmate.	\$2 32
No Tax.	\$2 31
Let Go.	\$2 27

Smoking.

Catlin's Brands.	
Kiln dried.	\$2 17
Golden Shower.	\$2 19
Huntress.	\$2 20
Meerschaum.	\$2 20

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

Banner Tobacco Co.'s Brands.	
Banner.	\$2 26
Banner Cavendish.	\$2 36
Gold Cut.	\$2 30

Scotten's Brands.	
Warpath.	\$2 14
Honey Dew.	\$2 36
Gold Block.	\$2 30

F. F. Adams Tobacco Co.'s Brands.	
Peerless.	\$2 26
Old Tom.	\$2 18
Standard.	\$2 22

Globe Tobacco Co.'s Brands.	
Handmade.	\$2 40
Leidersdorf's Brands.	
Rob Roy.	\$2 26
Uncle Sam.	\$2 26
Red Clover.	\$2 32

Spaulding & Merrick.	
Tom and Jerry.	\$2 25
Traveler Cavendish.	\$2 38
Buck Horn.	\$2 30
Plow Boy.	\$2 30
Corn Cake.	\$2 16

VINEGAR.

40 gr.	\$2 8
50 gr.	\$2 9
\$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.	\$1 75
Royal.	\$1 90

WOODENWARE.

Tubs, No. 1.	5 75
" No. 2.	4 75
" No. 3.	4 00
Pails, No. 1, two-hoop.	1 25
" No. 1, three-hoop.	1 35
Bowls, 11 inch.	90
" 13 "	1 25
" 15 "	1 35
" 17 "	1 80
" 19 "	2 40
" 21 "	

HIDES, PELTS and FURS.

Perkins & Hess pay as follows:

FURS.	
Mink.	30 @ 1 00
Coon.	30 @ 60
Skunk.	75 @ 1 25
Rat, winter.	08 @ 11
Rat, fall.	03 @ 08
Red Fox.	1 00 @ 1 40
Gray Fox.	40 @ 60
Cross Fox.	3 00 @ 5 00
Badger.	50 @ 1 00
Cat, wild.	50 @ 75
Cat, house.	10 @ 25
Fisher.	5 00 @ 6 00
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
Beaver.	15 00 @ 25 00
Opusum.	10 @ 25
Deer skin, dry.	10 @ 25
Deer skin, green.	05 @ 12 1/2

Rat, fall.....	03	@	08
Red Fox.....	1 00	@	1 40
Gray Fox.....	40	@	60
Coon Fox.....	2 00	@	5 00

CURRENT COMMENT.

An amusing blunder occurred in a Chicago bank the other night, when a squad of policemen thought they were about to gather in a desperate band of cracksmen. It appears that the watchman of the bank was found to be very ill, and was sent to the hospital, suffering, as the bank people thought, with measles. After examination the doctors pronounced it smallpox, and, having notified the president of the institution, they sent a squad of men with a pail of sulphur to disinfest the building. They arrived, with the bank president, about midnight, and immediately set about their work, that the bank might not have to be closed the next day. Just as they were fairly at it, the police discovered them. The bank was quietly surrounded, and two officers, revolvers in hand, made a dash into the building, calling on the supposed burglars to surrender. These took the officers for burglars, but concluded that discretion was the better part of valor, and held up their hands. The matter was soon explained, and the policemen were glad to retire from the fumes of the sulphur faster than they came in.

A Chicago saloonkeeper has been playing a sharp trick on his creditors. He seemed to have a good stock on hand, and on the strength of it managed to get a good deal of credit; but, as he did not pay up, he was sued, and execution issued on his stock. A constable drove up to the saloon with a wagon, and, entering, found a number of barrels of whisky stacked up against the wall. He ascertained that they were full by tapping them, and ordered his men to load five of them into a wagon. This they did at the expenditure of a good deal of muscle and sweat, but the last one, as it was being put on the wagon slipped and fell to the sidewalk, starting the bung. A stream of colorless fluid ran out, which looked like such odd whisky that the constable tasted it. It proved to be water. An examination showed that the other barrels on the wagon, and all the rest in the saloon, contained the same exhilarating, but not inebriating, fluid, and the discomfited constable was forced to retire with his execution unsatisfied.

There is a new hope for the dyspeptic, albeit not a pleasant one. Prof. Pictet, of Paris, has discovered that extreme cold promotes a healthy appetite and insures the digestion of what is eaten. The apparatus necessary is a refrigerating tank, and, in addition, a warm suit of fur. Clothed in the latter, the patient enters the former, which has a temperature below zero. Upon emerging, the appetite is very keen and the power of digestion perfect. Dr. Pictet is having a freezing chamber built for his dyspeptic patients. If the idea develops, it will be strange to hear people talking of "taking their freeze" before dinner as they would of some digestive liquid. It is a cold day when a Paris doctor gets left.

Jacksonville, Fla., is seriously worried about the approach of an army composed of about a thousand tramps and laborers, whom the cold snap has thrown out of employment. The gang is advancing from the south of Florida upon the city. It moves in a solid body, and has been helping itself to supplies and anything

else it wanted from the plantations along the route. The depredations of this lawless body have already been very serious, and the local authorities have been powerless to do anything with it.

Another "cure all" fake has been exposed, at Stettin, in the shape of a powder which, it was claimed, was an infallible specific in cases of dropsy. The powder was manufactured by Hans Weber, of that town, and extensively advertised. The price of the powder, which turned out to be nothing more or less than cigar ashes, was 140 francs a kilogramme. The exposure of the fake is due to Dr. Hoffmann, of Stettin, who bought some of this secret remedy and had it analyzed by the director of the laboratory of analysis at Darmstadt. The director found that the powder was composed, chemically, of one-half carbonate of lime, 12 per cent. of carbonate of potash, with variable portions of coal, clay, phosphate of lime, magnesia and some other things, the whole, from a chemical point of view, being identical with cigar ashes.

In England, nickel-in-the-slot gas meters are just now attracting considerable attention and bid fair to be largely used in tenement houses where it is desirable to have a system of prepayment. The meter operates so that when a coin is dropped in the slot a certain quantity of gas may be consumed. It is suggested that the invention may also be used to advantage in this country; but there is at least one serious objection to the proposition. Every slot machine ever placed on the American market is subject to the same objection, says a doubting Thomas, and that is, that no matter how many precautions are taken, some shrewd Yankee will sooner or later contrive some way of "beating" the machine. Thomas is wrong in his application. The only thing yet invented that can beat a gas meter is electricity.

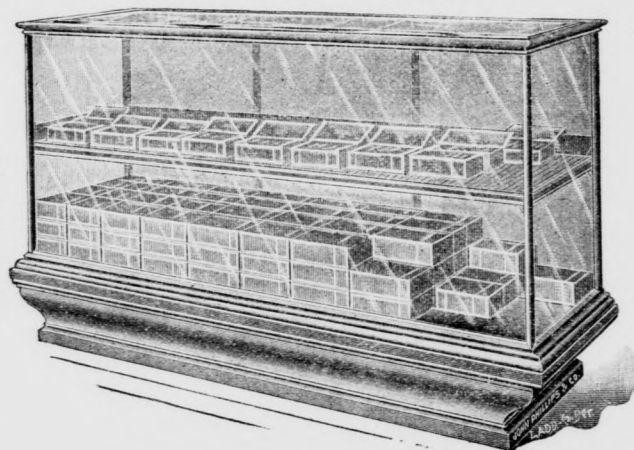
A point of law of great interest to women has just been decided in Milwaukee, where Judge Johnson decided that a woman is not a chattel of her husband. Sophia Marrigold and her husband sold ground to the Cudahy Packing Company for \$4,014. In addition to this sum, Mrs. Marrigold was to get \$500 for signing away her dower. The packing company gave both checks to Marrigold, and he refused to give his wife her check for \$500. She brought suit against her husband for divorce, and the Cudahys for the \$500. They held that the handing of the check to her husband was sufficient delivery, but the court held that it was not, and gave plaintiff judgment for her claim.

According to the *Albany Times-Union*, William H. Forbes, of Spencer Corners, Fulton county, N. Y., has a horse blanket which has a fine crop of hair growing on it. When he took the blanket down from its peg, where it had hung all summer, to use last fall, he was astonished to find two patches of growing hair, on either side, where it had been exposed to light and air. The hair is of bright bay color, and is now fully an inch in length. Probably the most peculiar feature of the affair, however, is the fact that the hair has spread from the two patches until it has entirely covered the blanket with a fine growth, varying in shade and color. It has not

Silent Salesman
TRADE MARK

Show Cases,
Store Fixtures,
Etc.

BUY
PHILLIPS' CASES.
ESTABLISHED 1864.



Silent Salesman Cigar Case. Send for Circular.

J. PHILLIPS & CO., Detroit, Mich.

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.

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. We send out quotations regularly every two weeks. If you want them sent in your address and we will put your name upon our list.

Valley City Milling Co., Grand Rapids Mich.

only been subjected to critical inspection by several reputable men, but has undergone a microscopic test by two prominent physicians, of whom Dr. Henry C. Finch, of Brodalbin, makes affidavit before Judge Gardner that "the hair, now growing on the blanket is true hair, and that roots of the same are alive and in process of development."

Bicyclists are gradually establishing their rights. Duthiel Cabanne, a prominent bicyclist of St. Louis, left his wheel standing by the curbstone, where a baker ran over it and smashed it. Cabanne first punched the baker's head and then sued him for damages to his wheel. He has recovered judgment for \$33. The case has been watched with a good deal of interest in St. Louis, the defense set up being that a bicycle is not a vehicle, and has no rights on the street.

The fact is noted in a technical journal of the already considerable, as well as rapidly increasing, quantity of cotton fiber that is annually consumed in the manufacture of absorbent cotton for surgical uses. The process of preparing the raw cotton for such purposes is given as follows: After boiling in a solution of potash, which eliminates all the greasy and waxy matter, the residue cotton is placed in a so-called "whizzer," and dried; being then treated to the medicating process by the use of such antiseptics as diluted corrosive sublimate and carbolic acid, the cotton is placed upon cards and run into laps, being thus made ready for the market, where it brings a comparatively high price. Prepared according to this method, the cotton is in admirable condition for the stanching and covering of wounds, and in the sick room is regarded as equally valuable in its simple and effective action, absorbing, as it does, all moistures with great readiness.

Word comes from Boston that the slate has gone forever from the public schools of that town. Paper and lead pencil have taken its place. The Transcript thinks that this action settles the slate's destiny, and that the creak of its pencil cannot long survive in the more enlightened districts of the United States. Boston's notions of education, it says, are promptly copied, and wherever the patent desk and normal teacher go, the paper pad will follow and drive the slate before it.

Legitimate Strategy.

From the Western Stationer.

Somebody suggests to booksellers, stationers and fancy goods dealers that it is well not to show all the new goods at once, but to put a few specially good things in each line aside—say in the drawer below the wall case, or in a corner somewhere—to be brought forward when the buyer cannot be suited with the things on display.

"Here is something I have been reserving for specially appreciative customers," etc., etc., and bringing it forward from its hiding place will almost always effect a sale. It gives an air of exclusiveness to the article, and it is flattering to the buyer's vanity that he should be so distinguished from the average buyer. The vanity of human nature, which needs to be fed on such pap, has made the fortune of many a shrewd man in and out of the merchant's vocation! Such legitimate diplomacy further conveys an idea of reserve forces in the merchant's stock, and stimulates appreciation. The moral effect is greater than would be believed, except by those who have practiced this polite method and can testify to its force.

Chas. Pettersch,
JOBBER OF
Imported and Domestic Cheese
Swiss, Brick and Limburger a Specialty.
161-163 West Bridge St. Telephone 123
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.

Send me a trial order for
a mixed car of

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

G. H. Behnke,

30 East
Bridge Street,
Grand Rapids, Mich.

The Bradstreet Mercantile Agency.

The Bradstreet Company, Props.

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

CHARLES F. CLARK, Pres.

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

Grand Rapids Office, Room 4, Widdicombs Bldg.

HENRY ROYCE, Supt.

Poultry Raisers, Attention!

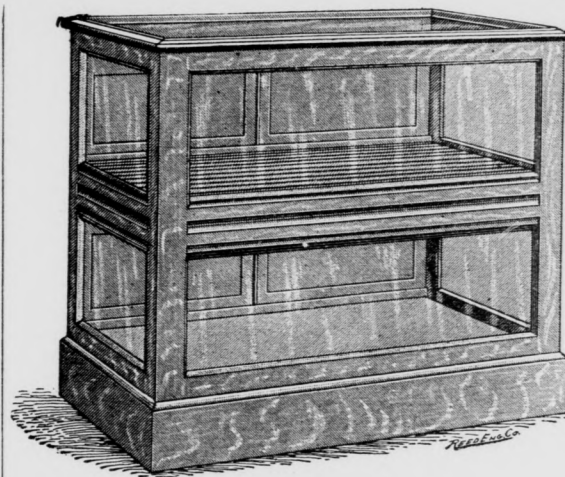
Thoroughbred Fowls,
Buff Wyandottes,
Buff Brahmas,
Buff Plymouth Rocks,

Buff Columbians,
White Plymouth Rocks,
White Wyandottes,
Light Brahmas,

Barred Plymouth Rocks,
White Leghorns,
Eggs, \$2 per setting.

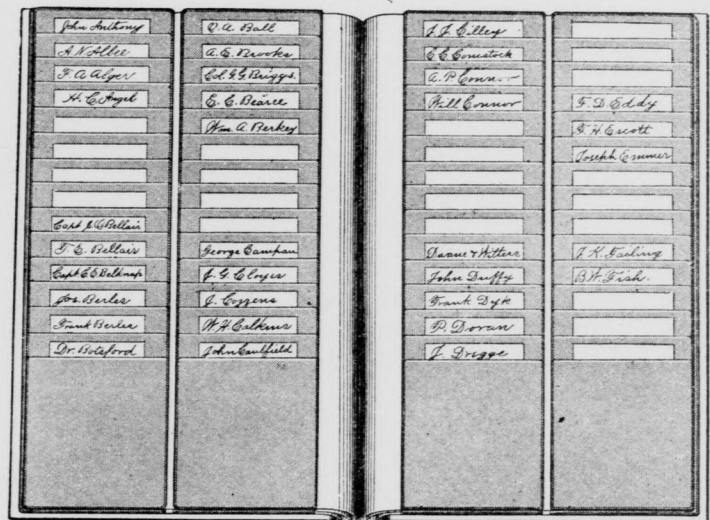
Cut clover, green food, Bowker's Animal Meal, Sheridan's Condition Powders. Lambert's Death to Lice. Correspondence solicited.

H. BEHNKE & SONS,
30 E. Bridge St., Grand Rapids.



NEW CIGAR SHOW CASE.

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. 26.—The firmness which has characterized the coffee market for a long time remains and prices are held very firmly. There is no great demand and sales to the interior are only of an everyday character. It is said that the control of the situation lies in the hands of foreigners, and there is no guessing as to what the future will bring forth. There are afloat about 528,500 bags of Brazil, which is only 5,000 bags less than last year. The quotation for Rio No. 7 is 16@16½c. Mild sorts are firm in sympathy and stocks are held by so few parties that they can have pretty much their own way.

The sales at the tea auction Wednesday developed surprising strength for green teas and the effect has been to place the market in better shape all around. Not many buyers are here and such as were seemed to prefer the auction room to the regular trade outlets, which seem to be rather neglected and, apparently, waiting. Blacks are weaker, if anything, interest centering altogether on greens.

Quite an increase in the number of orders for refined sugar has been noticed during the week and the market seems to be in better shape, although for granulated there has been no change in quotations.

The rice market remains in excellent shape and not a concession is made. If intending purchasers want to buy at rates given they may, and if they do not, there is no arguing. Better feeling is reported daily from the South. Good to choice domestic, 4½@5½c.

Molasses are doing better and it is said to be difficult to fill orders for first-class stock. A good consumptive demand is reported from many points, and, altogether, the situation is one of great encouragement. Syrups, too, are firm, and while no visible change has been made in quotations, there is a firmer feeling all around.

In canned goods there have been quite a good many orders received by mail, and they include almost all lines. Upon the whole the market is in pretty good condition. There are, of course, any quantity of inferior stock, particularly of corn and tomatoes, and this has a depressing influence; but dealers generally feel rather more confidence.

Dried fruits, particularly California products, are seemingly working out of the slough of despond, and for raisins there has been a very encouraging strengthening. Valencia raisins are, also, in better position and the whole range of prices for foreign dried fruits is one that indicates that the bottom has been touched. Domestic dried fruits are in small demand and prices lag. The best evaporated apples sell at about 8½c.

Not much is doing in butter. The demand is light, and the price for best grades has slightly declined. Under grades are dull and neglected. The best Elgin is quotable at about 23c, and the range is down to about 16@17c for State dairy.

The cheese market is not as dull as it might be, but there is great room for improvement. Small size, State, fancy is worth 11½c., and this is top price, too.

Keasbey & Mattison, the manufacturers of "Bromo Caffeine," have filed in the United States Circuit Court bills of complaint against the numerous makers of other "Bromo" preparations, claiming the word "Bromo" as the essential part of their trade mark, and alleging infringement by all others who use it in any form. They also charge that it was through their efforts and expenditure of large sums of money and the superiority of their article that the word "Bromo" became synonymous with "Headache-Cure" throughout the country; that these manufacturers have illegally made use of the word "Bromo" and placed cheaper and vastly inferior articles on the market which would have found no sale without the use of the term "Bromo," and that thereby the public has been deceived and led to suppose that such preparations were real "Bromo Caffeine." It is

alleged that the infringing "Bromos" are all compounded of cheap materials, and that, being effervescent and similar in appearance, the deception is carried on to an extent which makes the result not only a loss to themselves, but unsafe to the public.

Obsolete Trades in Grand Rapids.

Written for THE TRADESMAN.

Talking with an old settler, the other day, he told many interesting facts about changes in Grand Rapids, dwelling especially on methods of work.

"Sixty years ago," said he, "we did everything by hand. A carpenter, then, knew his trade and could make anything from a chicken coop to a house complete. Planing mills? There was no need of them. A man knew enough to do his own planing. The floors seemed just as smooth, and the doors and window sash fitted just as well, though not so fancy, and good dry lumber was used.

"Clubs? Women didn't have time for clubs in those days—their club was stay at home and tend to their own business. There were cooking and baking, sweeping and scrubbing. When the dinner dishes were washed, there was sewing—no sewing machines—and all our clothes were made at home. If a woman went visiting, she took her sewing along and had something to show for the afternoon. Those were 'thimble parties'!"

"Such furniture as we had—good solid cherry and walnut, made strong enough to last more than one lifetime. There wasn't much carving, but plenty of hand work. I suppose you remember the cottage sets? It isn't many years since they were popular. They were made when pine was cheaper than hard wood here, and some pretty nice painting was put on them. Everything is hard wood now. I see even the carpet sweepers have lost their decoration.

"This cold weather and snow remind me of the first cutter in town—I think it was 1837 or '38. Deacon Haldane made a 'goose neck' cutter all by hand. It had a square box and tall knees so as to better get over the bushes. It was considered very fine in those days and sold for \$75, though now, I doubt, were it in style, it would scarcely bring \$20. Not many wagons or carriages were needed, and so a man in that kind of business had time to make spinning wheels, clock reels and swifts for the women."

Changing the subject, he continued: "Did you ever hear about our bonanza, the salt springs? It must have been somewhere 'round 1840 men began boring, and with some luck, too. For several years fifty bushels of salt a day was made from one spring. The best yielding spring was near Coldbrook, which produced, at war time, thirty or forty barrels a day. There was much excitement over a number of borings and some of the springs were heavily charged, but they proved great expectations with little realization, and much money was sunk. There are plenty of places in this State where salt can be made—and much cheaper than here—where fuel is a drug on the market, and the waste of the lumber-mills can be utilized for barrel staves.

"The coopers have an easier job now than in my early days. Then, the staves were shaved by hand. I suppose it won't be long before machinery will do all the work.

"You didn't know, did you, we ever made our own flannels here? It seems only a little while since Truman Lyon

was making satinets, cassimeres, flannels, and other kinds of cloth; but I am a good many years older. This doesn't seem a good place for making cloth, for the business didn't flourish as it ought and was given up long ago.

"Ever heard of 'Smith's saleratus?' We made quite a reputation on that. The making of soda and potash was a brisk business here, at one time, but lately has been given up, except in connection with soap factories. Tallow, too, goes to the same place instead of to the candlemakers.

"Yes, times have changed. People have got so they are regular machines, nowadays, and I'm glad I spent most of my life in 'the good old times.'"

Z. E. U.

There is a growing trade in special articles of all kinds for gift concern newspapers. Such articles are made by wholesale at prices that would astonish the deluded subscribers, and sometimes objects that have fallen flat on the market are made up into "specialties" for the gift concern trade and extensively advertised as beautiful, elegant, useful, and what not else.

PROVISIONS.

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

PORK IN BARRELS.	
Mess,	11 50
Short cut	11 50
Extra clear pig, short cut	14 00
Extra clear, heavy	12 75
Clear, fat back	13 75
Boston clear, short cut	13 25
Standard clear, short cut, best	13 75

SAUSAGE.	
Pork, links	6½
Bologna	5
Liver	6
Tongue	8½
Blood	6
Head cheese	10
Summer	7½
Frankfurts	7½

LARD.	
Kettle Rendered	8
Granger	7½
Family	5½
Compound	5½
Cottolene	6½
Cotosuet	6½

BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	7 00
Extra Mess, Chicago packing	6 75
Boneless, rump butts—Canned or Plain ..	9 25

HAMS, average 20 lbs.	
" 16 lbs.	9½
" 12 to 14 lbs.	10
" picnic	7
" best boneless	8½
Shoulders	6½
Breakfast Bacon boneless	8½
Dried beef, ham prices	9½

DRY SALT MEATS.	
Long Cuts, heavy	6½
Briskets, medium	7½

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

TRIPE.	
Kits, honeycomb	75
Kits, premium	85

Avoid the
Curse of Credit

BY USING

COUPON

BOOKS.

THREE GRADES:



Tradesman,
Superior,
Universal.

Manufactured only by

TRADESMAN COMPANY,

Grand Rapids, Mich.

Western Beef and Provision Co.

We are making special prices this week on barrel pork, barrel beef, lards, compound, Vegetole and butterine.

Smoked Meats.

No. 1 Hams	8½@9
Picnic Hams	6½
Breakfast Boneless Bacon	8½
Dried Beef, Ham Sets	9½

Fresh Meats.

Beef Sides, cows and helpers	5@6
Beef Sides, No. 1 steers	6½@7
Loins of Beef	8@10
Rib Roasts	7@9
Pork Loins	7½

Beef in Barrels.

Boneless Rump Butts	\$9 25
---------------------------	--------

Lard in Tierces.

Kettle Rendered, "Crystal Leaf"	7½
Family	5½
Compound	5½
Vegetole	5½

Ask for prices on any provisions or fresh meats. Special attention to mail and telegraph orders.

Telephone 1254.

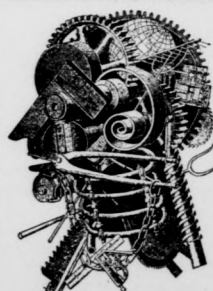
71 Canal St., Grand Rapids.

* 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. pa. l.	65
20-lb. pa. l.	50
17-lb. pa. l.	45
15-lb. pa. l.	40
1 quart Mason Jars, per doz	1 40
1 pint Mason Jars, per doz	95
Mrs. Withey's Condensed Mince Meat, the best made. Price per case	
Mrs. Withey's bulk mince meat:	
40-lb. pa. l.	6
25-lb. pa. l.	6½
10-lb. pa. l.	6½
2-lb. cans, per doz	1 40
5-lb. cans, per doz	3 50
Pint Mason Jars, per doz	1 40
Quart Mason Jars, per doz	2 25
Pure Cider Vinegar, per gallon	10
Pure Sweet Cider, per gallon	10
New Pickles, medium, barrels	5 00
New Pickles, ½ barrel	2 75
New Sauer Kraut, barrels	4 00
New Sauer Kraut, ¼ barrels	2 50
Maple Syrup, pint Mason Jars, per doz ..	1 40
Maple Syrup, quart Mason Jars, per doz ..	2 25
Maple Syrup, tin, gallon cans, per doz ..	9 00
Peach Marmalade, 20-lb pails	1 00

EDWIN FALLAS,
Grand Rapids, Mich.



* THE ACTIVE POWERS *
-A- INVENTIVE GENIUS -

Wanted—Everybody interested in patents or pat. law to send their address; and a book containing valuable information will be sent free by mail.
L. V. Moulton,
Patent Att'y,
Grand Rapids,
Mich.

Muskegon Bakery Crackers

(United States Baking Co.)

Are Perfect Health Food.

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

Muskegon Bakery Butter Cracker.

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

Nine Other Great Specialties Are

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

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

United States Baking Co.

LAWRENCE DEPEW, Acting Manager,

Muskegon,

Mich

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



SEE QUOTATIONS.

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

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

COLD and DRY STORAGE.

General Office, Telephone 945.
Warehouse, Telephone 954.

E. J. BROOKS, Man'g.

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.

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.

TWO OF OUR BEST LEADERS.

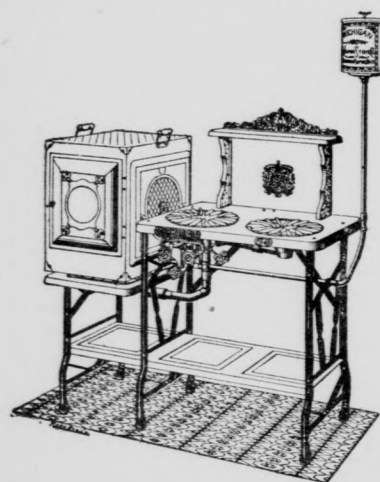
MICHIGAN :-:-

Gasoline Stove.

No. 70.

THE FAVORITE FAMILY SIZE.

Our two burner with step, single generator, with our No. 85, 6x9 inch jet, cone burner under step, and No. 86, 7 inch round jet burner on top. Our generator has a sub-light, so that the burner can be lighted quickly, and with very little smoke or odor, and the step burner can be used without running the generator, which is a great saving, when a fire for ironing or baking is wanted, which will give the operator the benefit of our jet cone burner, which distributes the heat evenly.



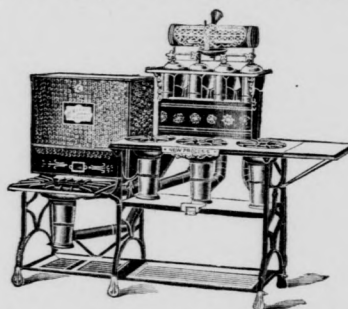
Our Jet Cone Burners Have No Equal.
Splendid Bakers.

NEW PROCESS :-:-

Vapor Stove.

1895.

THE ORIGINAL EVAPORING VAPOR STOVE.

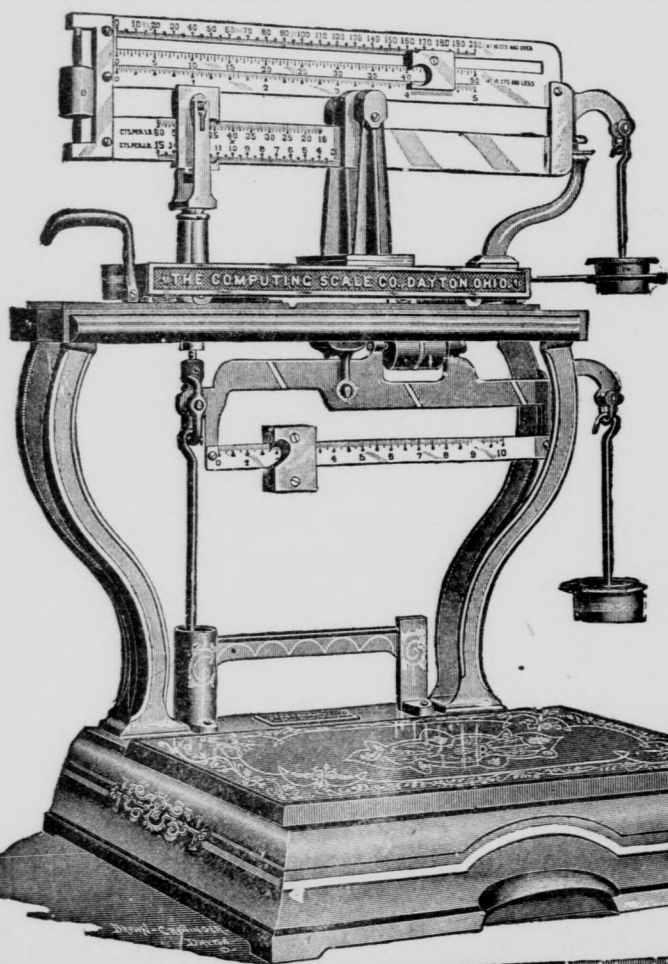


A stove that lights like gas. A stove that makes no smoke nor smell. A safe stove. An economical stove. A stove that requires no skill to operate. A stove that never gets out of order. A stove that pleases the user, satisfies the dealer, and stays sold. The stove that has revolutionized the vapor stove business. Has a removable, cleanable sight feed, removable valves and needles with non-corrosive points. The burner drums are brass, reinforced with a cast iron ring inside, at the top, that makes the drums indestructible. The grate and burner caps can easily be removed. "Evaporates" does not "generate," and is absolutely without any of the complicated and annoying devices used on all vapor stoves before its introduction. The reservoir is readily lifted from the stove—cannot be filled while the flames are burning. By actual test during the past five years it has been proven that the "New Process" consumes less gasoline for the amount of heat given than any other style or kind of Vapor Stove. It is made with a controllable sub-fire.

WE GUARANTEE ENTIRE SATISFACTION

WRITE FOR AGENCY.

H. LEONARD & SONS, Grand Rapids.



The Dayton Computing Scale

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

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

Respectfully

THE COMPUTING SCALE CO.

BE SURE YOU BUY THE DAYTON COMPUTING SCALES

See What Users Say:

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