

MICHIGAN TRADESMAN

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GRAND RAPIDS, FEBRUARY 6, 1895.

NO. 594

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.

**QUEEN * FLAKE
BAKING
POWDER**

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

NORTHROP, ROBERTSON & CARRIER
LANSING, MICH. MANUFACTURERS. LOUISVILLE, KY.

P Steketee & Sons.

ARE OFFERING

Embroideries and Laces

Of their direct importation, at very low prices.

ABSOLUTE TEA.

The Acknowledged Leader

SOLD ONLY BY

TELFER SPICE CO.,

GRAND RAPIDS, MICH.

New
Specialties
in

CANDY



Now in.

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

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

Duck Coats and Kersey Pants

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

Lansing Pants & Overall Co.,
LANSING, MICH.

PERKINS & HESS,
DEALERS IN

Hides, Furs, Wool & Tallow,

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

WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.



OYSTERS.

Anchor Brand

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

F. J. DETTENTHALER

5c

TRY THE

5c

S.C.W.

5c

NICKLE CIGAR.

5c

Sold by All Wholesale Dealers Traveling from Grand Rapids.

WHAT IS OUR OPINION REGARDING SUGAR?

Will Prices Decline?

Will Prices Advance?

Will Prices Remained Unchanged?

It is a conundrum, but we will predict that sugar is now at the bottom notch. Higher prices are sure to come, but we are not prepared to say just how soon. Think you can make no mistake by carrying a good liberal stock.

I.M. Clark Grocery Co.

IT IS WRONG TO THINK

that you cannot buy goods **right** and the **right** goods in Grand Rapids. Our lines are "up to date."

Voigt, Herpolsheimer & Co.,

WHOLESALE

DRY GOODS, NOTIONS, ETC.

LEMON & WHEELER COMPANY,

Importers and

Wholesale Grocers

Grand Rapids.

Standard Oil Co.,

GRAND RAPIDS, MICHIGAN

DEALERS IN

Illuminating and Lubricating

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GRAND RAPIDS,
BIG RAPIDS,
ALLEGAN,

MUSKEGON,
GRAND HAVEN,
HOWARD CITY,

MANISTEE,
TRAVERSE CITY,
PETOSKEY.

CADILLAC,
LUDINGTON,

Highest Price Paid for

EMPTY CARBON & GASOLINE BARRELS.

Oyster Crackers

Are now in season. We manufacture } All Kinds.

SEARS' SALTINE WAFER or SQUARE OYSTER,

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

Try Our

ENGLISH FRUIT CAKES

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

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

SEND US YOUR HOLIDAY ORDERS.

New York Biscuit Co.,

S. A. SEARS, Manager,

GRAND RAPIDS, MICH.

MICHIGAN TRADESMAN

VOL. XII.

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NO. 194

THE MICHIGAN TRUST CO., Grand Rapids, Mich.

Makes a Specialty of acting as

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

In the management of any business which may be entrusted to it.
Any information desired will be cheerfully furnished.

Lewis H. Withey, Pres.
Anton G. Hodenpyl, Sec'y.

John W. Champlin.

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CHAMPLIN & STONE,

ATTORNEYS and COUNSELLORS.

627-623 Michigan Trust Co. Building.

Grand Rapids, Mich.

MICHIGAN

Fire & Marine Insurance Co.

Organized 1881.

DETROIT, MICHIGAN.

THE Grand Rapids FIRE INS. CO.

PROMPT, CONSERVATIVE, SAFE.

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ESTABLISHED 1841.

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Reference Books issued quarterly. Collections attended to throughout United States and Canada.

COMMERCIAL CREDIT CO.

65 MONROE ST.

Have on file all reports kept by Cooper's Commercial Agency and Union Credit Co. and are constantly revising and adding to them. Also handle collections of all kinds for members. Telephone 166 and 1030 for particulars.

L. J. STEVENSON.

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PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber

A. B. KNOWLSON,

Wholesale Shipper

Cement, Lime, Coal, Sewer Pipe, Etc.

CARLOTS AND LESS

GRAND RAPIDS, MICH.



THE BACK OFFICE.

Written for THE TRADESMAN.

The man was what Dr. Johnson would call "an odd stick," and, when he "sidled" in here, the other day, and began to talk about "what funny things are happening right along every day," I happened to have been thinking the same thing, and encouraged the visitor by saying, "How do you mean?"

"Well, in a good many ways. I think it's remarkable that we had to wait until day before yesterday, or, better say, early this morning, to find out that the human race has been killed off at the rate of nobody knows how many thousands a year by a little mite of a something you can't see and which, until they find a good name for it, they're calling 'microbe,' about the same as we call the baby 'it' until we finally settle down on a name that's worth something. Then, after the microbe has been proved to be the imp that has been doing all this mischief—after he has been hunted down by Pasteur, who tracked him for years and finally invented a shotgun that will wind up his murderous career—ten times out of ten, nobody seems to care anything about it and will go right on giving the deadly little tike full swing.

"After kerosene came into general use, about every other morning the papers would have an item stating that somebody 'had found that "the path of glow-ry leads but to the grave," and had got a good start by kindling the fire with the help of the oil can.' The hotels found it not only necessary to put up a notice over the gas jet not to blow out the gas, but had to station a boy at the chamber door, with his nose to the key-hole, to make sure of furnishing breakfast to Mr. and Mrs. Hayseed; and, just so long as there is an old well to be brought again into use, just so long will there be found somebody who 'can't see no use' of the folderol of lowering a candle to see if it's dark down there, and who, later on, is fished out with a rope, half dead."

"You think, then, there is a power in the unseen that can be turned to practical account—is that it?"

"Why, yes, it amounts to that, a good many times. Over in Swampscott, some years ago, they had a terrible time. It was claimed to be one of the healthiest towns in the State, up to that time. All at once, diphtheria and typhoid fever came in and went to work and the people died off like sheep. Superstition isn't dead here in this country, for all it's so many years since the Salem witches were hanged, and the ministers and the other good people of the place came together to see if prayer couldn't stop the pestilence. While they were so engaged, a physician who had his wits about him went prowling around and finally came across a well of water that wasn't exactly like Chaucer's well of English, for, if there ever was water that was defiled, it was the 'dripping coolness' that the old oaken bucket brought

up from that well. After the meeting had adjourned, the physician called on the selectmen to clean out that well and cut off the extract of graveyard that was oozing into it. That done, the diseases that came near depopulating the town 'folded their tents like the Arabs and as silently stole away.' Then the people called another meeting, 'to give thanks to the Lord,' as one deacon put it, 'for delivering them from these angels of death,' when, the fact was, the Lord hadn't had anything to do with it; and, if they'd had wit enough to put into practice a little of their knowledge of the unseen, the undertaker's wife couldn't have come out that winter with a seal skin sack and a new silk gown.

"It's wonderful how this superstitious ignorance has left its 'footprints on the sands of time' ever since there were such sands. Speaking of gas a little while ago made me think of it. Wasn't it Van Helmont that was scared out of his five senses and in his fright gave a name to our common gas? I think it was Van Helmont—we will give him the credit of it anyway. He had been getting acquainted with our unseen friends—a friendship, however, that tolerates no unseemly familiarity—and was getting a little scared at the blue flames and the sulphurous fumes which were more than suggestive of—of—well, the devil, for that is exactly what he thought of. Matters came to a crisis one day. One or two assistants had been laid up for repairs—pure carelessness; but, when an explosion killed another, the brave Dutchman concluded he had better take the experiment at that point and go on with it himself—being a little more equal to coping with His Satanic Majesty, if it should come to that, than one less experienced. Experience, however, found itself overmatched that day, for, hardly had Van Helmont taken the vessel in his hands, when it was wrenched from him with a violence he had never seen before, and a thousand pieces were scattered in every direction. 'Es ist ein geist!' exclaimed the terrified chemist, and stopped not on the order of his going into the open air. And 'geist'—the ghost—as gas is proving itself a good servant but a terrible master.

"I might go on with this, for the language is full of these words which mean so much when you know where they come from; but I'm tired and so are you. You'll find, however, that this microbe business has come to stay, and you'll find, too, that, even in the world of trade, the unseen is the all-powerful, and that they are most successful whose invisible thought has laid its finger upon merchandise and turned it, Midas like, into gold."

I can't hear a man go on in that fashion without piling up a stack of butts for him to climb over; but he was gone, as he had come, before I could throw a single one of them in his way. There is no doubt about the power of the unseen, but, whether the conclusions reached by the Odd Stick are admissible, each

reader of THE TRADESMAN must decide for himself.

* * *

I wish I could make every tradesman believe that no antidote is quite equal to a preventive in the matter of disease, and that much of the mischief which humanity suffers might be stopped, if it could be constantly borne in mind that these unseen evils are the children of the dark. A dark store is the bane of everybody and of everything in it, and the evil doing is not all unseen. It means damaged—if not ruined—eyesight; it means lack of healthy air, for too often the indifference that shuts out the light shuts out the air also; it means headache and want of vitality, the forerunner—both of them—of mistakes and depression, and often of sickness, all to be prevented by the friend of all—the shining sun.

* * *

I wonder if it is going too far to say that a dark store is the precursor of crime. If that be possible, I can understand how Jimmy Jones, a grocery boy who comes over every morning to sweep out, isn't going to turn out well. The grocery in question is in the middle of the block, and, of course, is lighted only at the ends. Jim is like all boys—no better, no worse—and especially hates sweeping, as that is the principal thing he is expected to do. Like the new broom he handles, he sweeps clean for a while; but his arms ache and he pretty soon finds that nobody is going to follow him 'round with a lamp or a candle to see if his corners are carefully looked after—or the middle of the floor, for that matter—midway between the front and the back windows. He soon learns, on a dark day, that, if he doesn't sweep at all, no one is going to be any the wiser. He is sharp enough to keep things shipshape where they are seen and he lets the rest go. He is quick in mind and body and soon has a call to come up higher. He finds there the same conditions, something else taking the place of the broom; and, when the newness wears off, he finds it's just as well to let some things go, and a little observation soon tells him what. Every kitchen has its sink drain, and it's a great pity if he can't have one in his, and he does. There is no need of following Jimmy's after history in this brief life-story, but, some day, when I pick up a paper and read that James Jones, the trusted cashier of the wholesale house of Dark, Dingy & Co., has absconded, I shall think of how Jim Jones got his start in that grocery where, at midday, he couldn't find anything on the floor without lighting a match, a good point driven home—as the schoolmaster said when he sat down on a tack!

* * *

There is a wholesale provision house in—South America. It is doing a big business and making money, but, do you know, for the life of them, they can't find time to give that establishment an overhauling? Teams are coming and going and every man is on the keen jump

from morning until night. "Oh, things are not so dreadful. Once in a while, a stray potato or an orange, a pear or a banana, will roll out of sight and decay in a corner, but you can smell 'em when they get that bad, and one or another will follow it up and clear it out. One of these days, we're going to have a general clean-up." But it keeps being "one of these days," and the decaying banana has plenty of company back there in the dark, and the "one and another" have got so used to the rank odor that the fruit lies there undisturbed. You'd better not try to go down cellar. The windows are shut this weather, and, of course, it's damp down there and you'll be apt to get cold, say nothing about the risk you run of breaking your neck over boxes and barrels, for it's dark as a pocket down there. Healthy? Oh, well, Pushem complains a little of headache and he's white's a consumptive; and the office force is a cadaverous looking crowd—but that's because they are all tired out. The book-keeper complains of his eyes, but, while the office is rather dark on a cloudy day, it's twice as dark as it would be if they'd wash the windows once.

One of these days, it will be remarked, as Pushem—or all that remains of him—goes by, that "it is a strange dispensation of Providence that took away that comparatively young man in his usefulness;" but, as the Odd Stick said about the epidemic in Swampscott, Providence didn't have anything to do with it. One of these days, when the sunlight gets into that storehouse, and the cellar windows are forced open, and the air, following its own sweet will, gets into the farthest corners of that dungeon, someone will say, as the reeking refuse is thrown into the garbage wagon, "There's what killed Pushem. When will men learn that darkness and disease and death always travel together?"

"I didn't build this place and am not responsible for the dark," said a merchant, when comment was made on the gloomy interior. That is very true. It has come to be the case that, while the builders of storehouses are now and then so building as to let in the light—and air—it is only now and then. On the corner of North and South streets a fine brick building was put up last year. To a first-class grocer was given the choice of room. The one on the corner—the place—he refused and took one in the middle of the block. What a store for groceries that corner would have been! In addition to the large windowed front, there was the whole of one side of the store to be thrown into windows, doing more in the way of health and cleanliness than all the Boards of Health in the country!

One of the first advantages of such a store as that might have been is the display of goods. It makes no difference what the merchandise is, the customer wants to see it, and, moreover, wants to see it by daylight. If it be old stock, so much the more is the light desirable, for the buyer, knowing that it is old, expects a bargain as an inducement; but he wants nothing worthless, even if he is getting it for nothing, and the salesman can do more effective work with such goods when the customer can see for himself. Also, he is less liable to the buyer's stinging reproach—if the goods are not what it was hoped they

would prove—"I came as a purchaser and you 'took me in!'"

A great deal has been said, of late, of late anent windows and window dressing. It attracts the crowd. It draws custom. It is a means—the best means—of artistic display. It is a silent recommendation, to the passer-by, of what is inside, and it leaves the impression that an attractive store like that is the place to trade, when the time comes to buy. If this be true of the front window, much more is it true of the store having the advantage of light on three sides. It becomes, in fact, under thoughtful and skilful hands, a show case to those outside, and those having much to do with show cases need not be told that the customer who looks into an attractive show case is lost. A glance of admiration, a desire to examine, followed by a request to be allowed to do so, ends in a sale, to the gratification of all parties concerned.

There is nothing pleasanter to the American in Paris, after he has blessed his eyes with the glories of the Louvre, than to cross Rue Rivoli and saunter along its miles of stores. There is nothing he cares to buy. There is everything in the line of merchandise to be seen, and every window, a picture in itself, stays his steps. There is no lack of light—the window in most cases is the store—and the display is all that French taste and ingenuity can make it. There is nothing he comes to buy, I repeat; but he who leaves that street without adding to his possessions does so because he finds, after selecting something he must have, that he has left his purse at home.

I hope, some day, to see my ideal corner grocery. Its leading attraction will be the glorious light. Its front windows will be beautiful pictures skillfully fashioned out of goods so fresh and so inviting as to make me buy whether I will or no. The store will be always clean and sweet. Taste will arrange the shelves, and, with masses of color such as only groceries provide, I will have a picture from front to back that will be a delight to the eye, and a surprise to the beholder, because the world has so long believed that there is nothing in common, and never can be, between art and the corner grocer; and when the artist has done his work, and I step to the street to note the effect, the crowd around will agree with me when I say that the store with its line of windows is a huge show case and as pretty a picture as one would care to see.

RICHARD MALCOM STRONG.

When a man lives on credit he is not troubled about trying to live within his means.

Signal Five

Best Havana Filler 5c Cigar.

Manufactured by

Ed. W. Ruhe,

47 Dearborn St., Chicago.

Represented by

F. E. Bushman,

523 John St., Kalamazoo, Mich.

CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
Cases	Bbls.	Palls.	
Standard, per lb.	5	7	
" H. H.	6	7	
" Twist	6	7	
Boston Cream	8 1/2	8	
Cut Loaf		0	
Extra Loaf	8 1/2	0	

MIXED CANDY.			
Bbls.	Palls.		
Standard	5	6 1/2	
Leader	5 1/2	6 1/2	
Royal	6	7 1/2	
Nobby	7	8 1/2	
English Rock	7	8 1/2	
Covered	6 1/2	7 1/2	
Broken Taffy	7	8	
Peanut Squares	7	8	
French Creams	9	9	
Valley Creams	12 1/2	12 1/2	
Midget, 30 lb. baskets	8	8	
Modern, 30 lb.		8	

FANCY—In bulk			
	Palls.		
Lozenges, plain	8 1/2		
" printed	9 1/2		
Chocolate Drops	11		
Chocolate Monumentals	12		
Gum Drops	5		
Moss Drops	7 1/2		
Sour Drops	8		
Imperials	9		

FANCY—In 5 lb. boxes. Per Box			
Lemon Drops	50		
Sour Drops	50		
Peppermint Drops	60		
Chocolate Drops	65		
H. M. Chocolate Drops	75		
Gum Drops	35 @ 50		
Licorice Drops	1 00		
A. B. Licorice Drops	75		
Lozenges, plain	85		
" printed	85		
Imperials	80		
Mottoes	70		
Cream Bar	55		
Molasses Bar	50		
Hand Made Creams	8 @ 20		
Plain Creams	6 @ 20		
Licorice Creams	90		
String Rock	60		
Burnt Almonds	90 @ 1 25		
Wintergreen Berries	60		

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

ORANGES.			
Floridas, Fancy Brights 125	3 75		
Floridas, Fancy Brights, 150	4 00		
Floridas, Fancy Brights, 175, 200, 215	4 25		

LEMONS.			
Choice, 300	2 50		
Extra Choice, 300	3		
Fancy, 300	3 5		
Choice, 360	2 5		
Fancy, 360	3 50		
Common	2 50		

BANANAS.			
Large bunches	1 50		
Small bunches	75 @ 1 25		

OTHER FOREIGN FRUITS.			
Figs, fancy layers 100	12		
" " 100	14		
" extra 140	11		
" bags	6 1/2		
Dates, 100 lb. box	7		
" 50 lb.	6 1/2		
" Persian, G. M. 50 lb. box	2 5		
" 1 lb Royals, new	2		

NUTS.			
Almonds, Tarragona	2 14		
Ivaca	13 1/2 @ 21 1/2		
California, soft shelled	2 12 1/2		
Brasilis, new	2 7		
Filberts	2 11		
Walnuts, Grenoble, old	2 10		
" French	2 12		
" Calif.	2 13		
" Soft Shelled Calif.	2 14		
Table Nuts, fancy	2 10 1/2		
" choice	2 9		
Pecans, Texas, H. P.	6 @ 7 1/2		
Chestnuts	1 50		
Hickory Nuts per bu., Mich	4 00		
" " " "	60		
Butternuts per bu.	60		
Black Walnuts, per bu.	60		

PEANUTS.			
Fancy, H. P., Suns	2 5 1/2		
" " Roasted	6 2 @ 6 1/2		
Fancy, H. P., Flags	6 2 1/2		
" " Roasted	6 2 @ 6 1/2		
Choice, H. P., Extras	5 2 1/2		
" " Roasted	5 2 @ 6		

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

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

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

VEAL.			
Carcass	6 @ 7 1/2		

STEEL RANGE MAJESTIC.

What the Hardware Trade of Michigan Says of It.

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

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

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

MAJESTIC STEEL RANGE

100,000 housewives pronounce it the greatest cooking range. 1800 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 no stovely 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 without 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 SEYFFART, 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 cook's apparatus par excellence. There can be no economy in the household without a Majestic Steel Range upon which to do cooking and water heating.

EBERHARD HARWARE CO., Ann Arbor, Mich.

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

The Candy Show Case.

Written for the Tradesman.

It is only a country store and very many kinds of goods are offered for sale therein; but in the show case nearest the front door is an assortment of candy, and to this the youth of the village turns its attention.

"O, look at them big red fishes!" chorused a bevy of small girls on their way to school. "Ain't them jes' lovely? An' see them choc'lates! My! O—" with an indrawing of the breath.

"Here's what I like," exclaimed the little miss who first discovered a new variety of cream puffs.

"U-m-m-m! Jes' look a here. Say, how much is them nigger babies? A cent! O, my! I wisht I had my penny here."

* * *

It was a small boy and his twin sister.

"I know what I'm going to have."

"What?"

"One o' those there flags with taffy on the end of it."

"Why don't you get ten o' those candy cigarettes. That's all they are—jest a cent."

"O, I had some o' them. They're holler an' they don't taste good either."

"I know what I'd have if I had the money. I'd have a great big piece of red an' blue an' green an' yaller taffy, with nuts into it, an' chocolate an' vanilly an ice cream an' coffy an' sody water, an'—an'—an' a stick o' licorish root."

* * *

"What's them car'mels?"

"Two for a cent."

"Only two?"

"That's all."

"Dear me! Hain't you got any five for a penny?"

"Yes, you can have five of these for a cent."

"What, them little things? Guess I don't want any then. I'm goin' over to McFarlan's."

* * *

"Please could I buy a cent's worth of candy?"

There were two of them, both small boys; and they held each other's hands very tightly, lest they should become separated—in which calamitous event one or both might perish.

He was served and the other lad said: "Pleathe could I get a aighth wo'th o' gum?"

"A what?"

And the other interpreted:

"He wants to trade his egg for a stick of gum."

Of course, he got it.

* * *

She was a little girl with round rosy cheeks, and a presumably normal digestion. She had flattened her nose against the show case for several minutes. At length, discovering some small tin plates loaded with a vile pink and white compound, erroneously styled "ice cream," she gave a shrill scream of delight and, dancing up and down in ecstasy, asked:

"How much are they?"

"A cent apiece."

"Is that all? Well, I'll take seventeen cents' worth of 'em."

Seventeen cents' worth of ice cream plates filled a pretty good sized bag. She took it with every sign of unmixed pleasure, and, hugging it closely in her arms, sped joyously away.

* * *

It was another laughing, chattering, hungry throng of youngsters. A halo of

red heads surmounted a comely assortment of blue eyes, freckled cheeks, white shining teeth and eager faces. The O'Lollys, the O'Rourks and the Mulcahys had come to town.

"Thim's moine!" said little Dennis O'Lolly, as he pointed to a trayful of scarlet "wintergreen berries."

"Whist, Dinny," cautioned his sister, "the mon'll be afther shlappin' the mug av yez. Thim belongs to the shtore kaper."

The children, startled by this announcement, looked timidly around, but, seeing no prospect of an immediate onslaught from the enemy, Daisy, otherwise known as Bridget Mulcahy, said in a more subdued voice:

"Yez kin hev thim thair rid tings an' welkim. Thim, an' thim, an' thim, an' thim is moine."

"Hould aisy, Biddy," interposed another of the girls, with a grin of derision, "whin ye git all yer shtuff to home, sorra the ting would the mon hev lift in his shtore."

"Talk the sugar poles in thim two jairs, an' the full av me han's av las-sengers, an' be artherly an' dacin't, sez Oi," was the suggestion of Teddy O'Rourk.

"Buy me some av thim motterses, Rosy," pleaded Dennis.

"Whist, bye. Oi wud, but Oi lift me pocket book wid me tin dollar bill an' all me small change to home on the pianny."

"Along wid yer gold watch an' yer diminds an' yer sale shkin pollynaise an—"

Whack, slap, shriek!

Rose's dignity had been trifled with. Dennis rubbed his eyes with his chubby fists and howled dolorously. Rose eyed him with unmixed satisfaction, but, at length, mollified by his evident penitence, she said:

"There, there, Dinny, lave aff. Afther this pay more rispict to yer inferiors. There do be a two pound roll av good pasture butter in the cillar, an' whin that's sould, Dinny, Oi'll buy yez mottyses wud gold thrimmin's an' silver linin's, an' a fione large jew'l in ivery wan."

GEO. L. THURSTON.

The Value of Associated Effort.

From the Grand Traverse Herald.

The Traverse City B. M. A. has been the most persistent and successful organization of the kind in the State. It was the first to be organized in Michigan and has, through all the years since, kept very much "alive." It is very largely through its efforts that most of our factories from abroad have been secured, and it is owing to its work that Traverse City has prospered while many towns of the State have stood still or gone backward. It is, to-day, one of the very few associations of its kind in active operation in Michigan. The membership numbers upwards of 140 and embraces most of the live, wide awake business men of the town. It is largely owing to this organization, which has brought our business men so closely together, socially and otherwise, during the last dozen years or so, that so kindly a feeling exists among them. While a healthy rivalry in business exists, as it should, for the good of the town, there is companionship in business interests and a common desire for the good of the town that unites all in every effort made to advance the interests of Traverse City and the whole Grand Traverse region. Every business man in the city should belong to this organization.

Signal Five cigar is Spanish hand-made, 5c.



When THE TRADESMAN was established, a little over eleven years ago, it was issued from a small room in the Eagle building. At that time its projectors indulged the ambition that its business would increase in time to warrant them in adding an adjoining room; and when a few months' rapid growth enabled them to realize this ambition, they were highly gratified. When, a year or two later, they had added two more rooms and were well equipped with machinery and apparatus for the prosecution of its rapidly increasing printing and engraving departments, their gratification amounted almost to pride, and they were confident that provision had been made to meet the requirements, so far as room was concerned, for a good many years to come. But in this they proved to be mistaken. In a year or so longer its quarters began to be straitened and two and a half years after the second addition of room it had become so crowded that removal was absolutely necessary.

In preparing for this removal care was naturally taken to make sufficient provision for room to allow for the continued increase for a considerable time to come. With this end in view, a lease was secured of the three-story and basement building at 100 Louis street, where each branch of the business was departmentized and the equipment greatly enlarged, thus increasing the capacity of the establishment to a considerable extent. Within the past two years, however, the business of the office has increased to that extent that it has become absolutely necessary that still another change of location be made. In making preparations for this removal, which have been going on for several months, not only has care been used to secure sufficient room, but special study has been given to securing and arranging the room for the greatest possible convenience and economy in the prosecution of the business. After carefully considering several locations it has been deemed de-



sirable to execute a ten years' lease of the fifth floor of the Blodgett Building one of the finest office buildings in the city, comprising nearly double the floor space now occupied and admirably adapted to the purpose by reason of its central location, unusual amount of light, and (an important advantage in a printing office) having everything except warehouse and storage room on one floor. The building is fitted with every possible convenience. It is heated by steam and provided with quick passenger elevators and two freight elevators, one of which is among the largest in the city.

Especial care has been taken in designing and fitting up the offices, both business and mechanical departments, on the theory that the best work can be accomplished where the surroundings are made as airy, light and pleasant as possible. The Grand Rapids School Furniture Co. has designed and made the fixtures and partitions, which is a sufficient guarantee of the excellence of the work, and no reasonable expense has been spared to make the quarters as complete and up-to-date as possible. New machinery will also be introduced in each department and several new lines akin to the business will be added. As soon as the work of removal is completed, the public will be invited to inspect the premises and witness a model printing office in operation. In the meantime the patrons and friends of the office will be made welcome at any time and it is hoped that many will avail themselves of the opportunity to inspect the pleasantest, most complete and best equipped publishing and engraving establishment in the State.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Inland—G. C. Reynolds succeeds R. B. Reynolds in general trade.

Kalamazoo—J. I. Garrison is succeeded by the Young Furniture Co.

Calumet—Culnan & Sibilsky succeed M. J. Culnan in general trade.

Bachelor—Wm. Lawrence has sold his general stock to R. F. Schauke.

Hemlock City—T. W. Newrick, general dealer at this place, is dead.

Leslie—Sidney O. Russell is succeeded by L. M. Russell in general trade.

Three Rivers—D. C. Bigbee succeeds Bigbee & Co. in the grocery business.

Marshall—Mills & McWetny succeed Edwin R. Mills in the harness business.

Lansing—Peabody & Peabody have sold their general stock to A. L. Harlow & Co.

Muliken—F. A. Gould has purchased the grocery and meat business of J. E. Pratt.

Alpena—M. C. Bostwick succeeds M. C. Bostwick & Co. in the boot and shoe business.

Ironwood—James & Blackwell, grocers, have dissolved, Wm. H. Blackwell succeeding.

Eaton Rapids—G. McMarple has purchased the grocery business of H. A. Strickrodt.

Bay City—C. B. Fuqua succeeds L. Bergevin as proprietor of the Valley Drug Store.

Escanaba—Gilmette & Cleary have purchased the furniture business of P. M. Peterson.

Hillsdale—E. J. Smith has sold one-half interest in his grocery business to Julius Baker.

Davisburg—Burnaby & Benton succeed J. S. Burnaby in the grocery and notion business.

Saginaw—Chas. L. Roesser succeeds Wm. Roesser & Sons in the agricultural implement business.

Ontonagon—Clarence Emmons has purchased the Corbett Hardware Co.'s business at this place.

West Branch—B. Brumenthal & Bro., dealers in men's furnishing good, have dissolved, B. Blumenthal continuing the business.

Freesoil—O. S. Dean has purchased the interest of A. B. Dean in the drug stock of Dean Bros. and will continue the business in his own name.

Eaton Rapids—R. P. Dayton will shortly open a hardware store in the building formerly occupied by W. W. Zimmerman's grocery stock.

Galesburg—The grist mill business formerly conducted by Townsend & Zinn will hereafter be conducted under the style of the Galesburg Milling Co.

Dundee—Local business men have organized a stock company with \$8,000 capital stock for the purpose of erecting, equipping and operating a canning factory.

Cedar Lake—B. L. Ward has sold his general stock, store building and house and lot to E. M. Ward for a consideration of \$2,500 and will shortly locate in Texas.

Muskegon—Soderberg & Donelson will shortly open a shoe store in the vacant store at 5 W. Western avenue. For years this firm has been doing business in the Eighth ward, and has conducted a branch store on Houston avenue. The two stocks will be combined at the new location.

Saginaw, W. S.—Mr. Tuomey, of the dry goods firm of Tuomey & Co., of Jackson, was here last week looking over the field, having the establishment of a branch store in view.

Traverse City—W. J. Bell has secured a settlement with his creditors on the basis of 25 cents on the dollar and has re-opened his dry goods store under the same style as before.

Newaygo—Frank Van Leuven has purchased the interest of Hadley Millard in the furniture and undertaking business of Millard & Van Leuven and will continue the business in his own name.

Belding—L. R. Brown, F. E. Howk and Owen Cooley have formed a partnership and will open a bakery and restaurant in the store in the Holmes-Robinson block formerly occupied by R. L. Hale.

Flint—The general merchandise firm of Smith, Bridgeman & Co., which has done business here for thirty-five years, has dissolved partnership. The firm will be re-organized by William L. Smith and Chas. T. Bridgman.

Ludington—Mrs. Carrie Shackleton has assigned her millinery stock to D. F. Cargill. The stock inventories \$3,500 and the liabilities are \$2,100 which includes a \$900 mortgage to the Creighton estate.

Cadillac—The clothing stocks of Henry C. Auer were bid in at chattel mortgage sale by Richardson, Smith & Bates, of Boston, at 25 per cent. of their inventory value. It is thought that the purchasers will put the former owner in possession of the stocks, as they have confidence in his ability to regain the esteem of the business public.

Albion—A certain business man here sent his wife off on a visit, and after she had remained away for what he thought a reasonable length of time he asked her to come back. She wouldn't. He pleaded with her. She remained as firm as adamant. The sly fellow then sent her a copy of each of the local papers with one item clipped out. In less than two days she was back, anxious to know what had been going on which her husband did not want her to know about. She was madder than a wet hen when she discovered the ruse, and now there is a case of domestic infelicity in that family.

Electrical Inspector.

Although the city still seems to be too poor to support a competent electrical inspector who would be able to prevent such fires as occurred at the Y. M. C. A. recently, there is no excuse for burning down our elegant buildings here from fires caused by defective electric wires, when there are such electrical experts at everyone's command as the Grand Rapids Electric Company. They give their personal inspection to every contract, so that no poor work passes through their hands. Remember that they are now located at No. 9 South Division street.

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.

Quality is the basis of value with Gillies' fine New York Coffees. J. P. Visner, agent.

Try the new cigar, Signal Five, 5c.

PRODUCE MARKET

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

Beans—The market is strong and excited, owing to the discovery that nearly every market in the country is bare of stock. The same is true of the European markets, a strong export demand having sprung up during the past week. From the present indications the price will go to \$2.40 per bu. before May 1. Present quotations are \$1.70 per bu. in carlots or less.

Butter—A little higher in price, consequent upon the disappearance of surplus stocks and the appearance of a more active demand. Choice dairy brings 18c per lb.

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

Celery—The advance has been sustained, dealers who have any stock holding it at 20¢ 25¢ 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—19c for strictly fresh, 15c for pickled and 1.0c for cold storage stock. The market for fresh is strong and the price may go to 20c unless the cold weather lets up.

Lettuce—1.40c per lb.

Onions—Red Weatherfields and Yellow Danvers command 4c per bu. Yellow Globes command 5c and Red Globes are eagerly sought for on the basis of 6c. Spanish stock has declined to 9c per box.

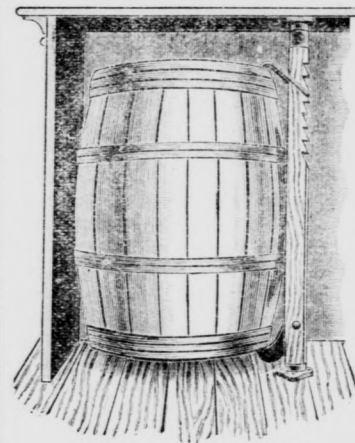
Parsnips—25c per bu.

Potatoes—Strong in the local market, but weaker at most of the outside markets. Present transactions are on the basis of 55c.

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 2¢ less.

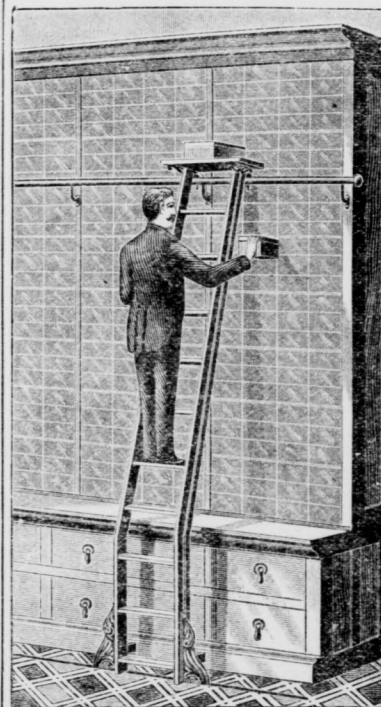
Squash—Hubbard brings 14c per lb. if the quality is up to standard. Poor stock sell at 12¢ 11c.



BARREL SWINGS.

This is a convenience no grocer can afford to be without. It keeps sugar and other stuff under the counter out of the way and free from dust and dirt, and saves covers. It will swing a barrel of sugar with perfect ease. Telegraph name, Swing. Price, each, \$1.

LANSING WHEELBARROW CO.,
Lansing, Mich.

CYCLE
STEP
LADDER.

WRITE

HIRTH, KRAUSE & CO.,
MICHIGAN STATE AGENTS,
for Catalogue.

Blank Books,
Tablets,
Stationery.

EATON, LYON & CO.

20 & 22 Monroe St.,
GRAND RAPIDS.

A.C. MCGRAW & CO.
RUBBER DEPARTMENT.

DETROIT

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

MERCHANTS

NOTE OUR TERMS

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

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



TROJANS,

GRAND RAPIDS GOSSIP.

J. W. Button has opened a grocery store at Campbell. The Olney & Judson Grocer Co. furnished the stock.

Frederick & Knauf have opened a grocery store at Reed City. The Olney & Judson Grocer Co. furnished the stock.

Roelof Fisher has opened a grocery store at 929 Wealthy avenue. The stock was furnished by the Lemon & Wheeler Company.

Andrews & Clapper, meat dealers at Petoskey, have added a line of groceries. The stock was furnished by the I. M. Clark Grocery Co.

A. C. Fassett, formerly engaged in the grocery business at Watson, has purchased the confectionery and bakery business of Geo. Hickox, at 135 South Division street, and removed his Watson stock to the same location.

L. C. Hayden has purchased an interest in the mill supply business of J. M. Hayden & Co. The business will be continued at the same location under the same style. Mr. Hayden comes to Grand Rapids from Tecumseh, where he was identified with the Globe Flouring Mills, which are claimed to be the oldest institution of the kind in the State, having been established in 1839.

Jos. Kruse, clothier at 34 West Bridge street, uttered a trust mortgage Dec. 17 to H. J. Felker as trustee for six creditors whose claims aggregated \$6,000. The stock and fixtures were inventoried at \$3,900. The sale occurred Monday, when Chas. P. Kellogg & Co. (Chicago) bid in the stock at \$1,400 and Voigt, Herpolsheimer & Co. bid in the book accounts at \$50 and the safe at \$350. Had the trustee advertised the sale as he should have done, there would have been more bidders and, in all probability, twice as much would have been realized for the creditors.

The Grocery Market.

Sugar—Opinion is divided as to the probable course of the market, some looking for an advance, while others predict that the price will remain where it is for some time yet. European holders of raw have advanced their quotations and the Cuban shippers are holding on to their stocks in the expectation that a higher range of values will govern later on.

Molasses—New Orleans grades are strong, the Louisiana market being relatively higher than other points. Centrifugals are strong. Kettle goods are likely to advance, in sympathy with the advancing tendency in sugar.

Syrups—On account of the curtailment in production, many of the factories having closed, glucose is higher.

Coffee—Rio and Santos grades are without particular change. Mild coffees are strong and some grades are higher. Java is considerably higher at Amsterdam. Manufacturers of package brands have advanced their quotations 1/2c.

Dates—Are as low at the present writing as they are likely to be at any time during the next six months and now is a good time to buy a fair stock. Fards are of fine quality and those put up in 12 lb. boxes are especially so.

Foreign Nuts—Move slowly, as a majority of dealers seem to be more interested in getting clear of remnants of holiday purchases than in stocking up.

Prices are largely in favor of the buyer and close to rock bottom.

Bananas—Local dealers took in two cars Monday, which look very good, considering the severe weather. Sales are, of necessity, confined principally to home dealers and nearby towns, as it is and has been too cold to risk reshipping. Prices are very favorable to those who will chance the possibility of safe arrivals.

Figs—The bottom has been reached and already the prospects are that prices will be gradually advanced, especially on fancy grades. The demand for bag figs has diminished considerably, owing to the rather poor quality and low price of choice grades of box stock.

Lemons—Good stock of the various grades is in ample supply and so much more afloat bound for this country that there is no immediate probability of an advance over present prices.

Oranges—In Floridas only a few boxes of sound stock are left and they are all russets. Sicily fruit, Riverside seedlings and navels are the ruling varieties offered. The seedlings are rather pithy and juiceless yet. The Sicilys are sound, of fairly good flavor, although a little pale in color. The navels are first-class and ahead of anything offered in the orange line. The weather is too cold to allow fruit to move freely just at present and out of town dealers who do not get fruit ordered may attribute the delay to the weather.

Provisions—Beef is a little stronger and slightly better prices are obtained. Smoked meats are firm, but lard is weaker and a little lower and barrel pork has sustained a further decline. Local provision men believe that bottom has been reached and that any further change will be of upward character.

The Grain Market.

Wheat during the past week has been very irregular, with a downward tendency in speculative markets, while at initial points the markets held firm, owing to the fact that there is no wheat moving, either in the winter wheat belt or in the Northwest. So far as this section is concerned when wheat drops to 50c or less farmers will not sell. Even with this excellent sleighing farmers are hauling everything else except wheat. Foreign markets have also leaned to easier prices. Eastern freight rates have been reduced to where they were before Nov. 12, which we think will stimulate Eastern shipments and may advance prices some. The financial outlook is, also, some better, which may have the effect of inspiring confidence in the markets. At least, the trade generally expects it to.

Corn has, also, been weaker, as the Eastern demand has not been what it generally is at this time of the season.

Oats are the only things which holds its own and there is more trading in oats than the other grains.

Wheat receipts during the week have been only 41 cars—rather below the average—while corn receipts were 31 cars—much above the ordinary, and receipts of oats 4 cars. I hope I may be able to note a better feeling and higher prices in our next. C. G. A. VOIGT.

My maple syrup is very fine. Now is the time to sell it and get a good profit. See price list on last page of this paper.

EDWIN FALLAS.

Purely Personal.

Homer Klap, grocer at 300 West Fulton street, is seriously ill with bilious fever.

Geo. Zang, of the grocery firm of Zang Bros., at Battle Creek, was married Jan. 29 to Miss Mabel Lane, a most estimable young lady of that city.

Enos Putman, President of the Grand Rapids National Bank and the Peninsular Trust Co., leaves Friday for Pasadena, Cal., where he will remain about three months. He will be accompanied by his family.

Thowald Peterson, book-keeper for the Manistee & Grand Rapids Railroad, who was short in his accounts, is not related to John M. Peterson, book-keeper and buyer for Buckley & Douglass, of Manistee, and purchasing agent for the Manistee & Northeastern Railroad.

The late James B. Mulliken, formerly General manager of the D. L. & N. and C. & W. M. system, left an estate amounting to \$22,821.85, which has just been divided among five heirs, the widow receiving one-third and four children receiving \$3,803.65 each.

Frank E. Leonard and Wm. B. Collins (H. Leonard & Sons) are in Pittsburg, selecting glassware for the spring trade. Mr. Collins will return the latter part of the week, but Mr. Leonard will go on to New York and spend a month among the representatives of foreign crockery manufacturers, placing import orders for 1895 goods.

Henry Idema, Vice-President of the Kent County Savings Bank, leaves today, with his family, for a month's respite at Daytona and Rock Ledge, Fla. Mr. Idema has made quite as remarkable a record with the Kent Bank as he did in the district representation of the Bradstreet Co. and richly deserves the rest and recreation accompanying such a trip as he has mapped out.

Corwin S. Udell (S. P. Bennett Fuel & Ice Co.) has the sympathy of a large circle of friends in the death of his wife, who passed away last Thursday evening as the result of a sudden attack of apoplexy. Mrs. Udell was one of the most talented women in the State, possessing a wide range of information on literary and economic subjects, together with an unusual degree of culture. She was a woman of beautiful character—quiet, unassuming, unselfish, of strong personality, yet never obtruding that personality on the notice of others. Everyone with whom she came in contact loved her, and her courage was a source of strength to all who knew her. The world is the better for her having lived in it.

The Drug Market.

Gum opium is a little firmer but unchanged.

Morphia and quinine are steady.

Salicylic acid has declined, owing to reduced prices by manufacturers abroad. Salicylate soda is also lower.

Linseed oil has advanced and is in small supply.

The price of empty hard capsules has been fixed by the combination at \$1.10 per dozen in boxes and 75c per thousand in boxes of 1,000.

Cocaine has advanced.

FARM FOR MERCHANDISE.

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

Wants Column.

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

BUSINESS CHANGES.

WANTED—TO EXCHANGE AN IMPROVED farm in southern Michigan for a stock of merchandise. Address Box 190, Plainwell, Mich. 65

GOOD NINE ROOM HOUSE NICELY LOCATED in Mt. Pleasant, Mich. Will exchange for stock groceries. Address Box 83, Stanton, Mich. 696

TO EXCHANGE—FRUIT FARM IN OCEANA county for general merchandise. Address No. 694 care Michigan Tradesman. 694

A GOOD STORE BUILDING AND \$1,000 stock general merchandise, to exchange for farm worth \$5,000. For particulars address No. 686 care Michigan Tradesman. 686

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

FOR SALE—SHARES OF STOCK IN THE principal 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. Spurluck Shrewood Mich. 684

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

FOR RENT—HOTEL T. RENT, PARTLY furnished, good bar and bar fixtures, excellent location; good chance to the right party. Inquire 677 carrier st., Grand Rapids. 674

FOR RENT—A DEIRABLE STORE BUILDING formerly occupied by Elliott & Co. on northeast corner of Monroe and Lonia streets, one of the best locations in the city. Inquire of Peter Doran 10 Tower Block. 685

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

GOOD FARM NEAR ST. E. CAPITOL, clear title, to exchange for boots and shoes. G. W. Watrous, Lansing, Mich. 679

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

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.

A 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.

THE CITIZENS OF DORR WILL PAY A LIBERAL bonus to any party who has a small capital to invest in a flourishing mill at Dorr. For further information write J. C. Neuman, Dorr, Mich. 693

WANTED—MAN SUPPLY AGENTS MICHIGAN with Shaffer's New Pancake Grid-dle; positive proof you realize \$5,000 annually; no capital required; must be financially responsible; no other need apply. (Stamp.) M. Shaffer, Canton, O. 687

WANTED—TEA LEAD IN ANY QUANTITIES from everywhere. Address, stating price, J. M. Hayden & Co., 69 Pearl St., Grand Rapids, O. telephone 540. 684

I HAVE THE CASH TO PAY FOR A GOOD clean stock of hardware located in an A1 town. Address No. 687, care Michigan Tradesman. 682

THREE HUNDRED AND SIXTY ACRES farming land in Crawford county, Michigan, to exchange for improved farm or stock of goods. Title perfect. H. Harrington, Reed City Mich. 641

MEN TO SELL BAKING POWDER TO THE grocery trade. Steady employment, experience unnecessary. \$75 monthly salary and expenses or commission. If offer is satisfactory address at once with particulars concerning yourself U. S. Chemical Works, Chicago. 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. K. Griffiths, 6 Canal St. 675

The only way in which money could be a measure of value would be to determine just how much money there is in circulation in the trade of the country, and to discover just how much of it can

Signal Five cigar, all imported stock, 5c.

BB.....	10 $\frac{1}{2}$	Salem.....	10
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COTTON DRESS.		COTTON DRESS.	
Atlanta, D.	6%	Stark A	8
Boot.	6%	No Name.	7
Clifton, K	7	Top of Heap.	9
DEMINS.			
Lawrence, 9 ox.	12	Otis, AXA.	10
" No. 230.	11	" BB	9 1/2
" No. 250.	9 1/2	" CC	8 1/2
" No. 280.	8	Amoskeag, blue	11 1/2
Everett, blue.	10 1/2	" 9 ox.	8 1/2
" brown.	10 1/2	" brown	11 1/2
GINGHAMS.			
Amoskeag	5	Lancaster, staple.	5
" Persian dress	6 1/2	" fancies	6
" Canton	7	" Normandie	6
" AFC	8 1/2	Lancashire	4 1/2
" Teale	10 1/2	Manchester	4 1/2
" Angola.	10 1/2	Monogram	4 1/2
" Persian.	10 1/2	Normandie	6 1/2
Arlington staple	6 1/2	Persian	7 1/2
Arasapha fancy	4 1/2	Renfrew Dress.	6 1/2
Bates Warwick dress	7 1/2	Rosemont.	7 1/2
" staples	6	Slatersville	6
Centennial.	10 1/2	Somerseset.	7 1/2
Criterion	10 1/2	Tacoma	7 1/2
Cumberland staple	5 1/2	Toll du Nord.	8 1/2
Cumberland	5	Wabash	7 1/2
Essex	4 1/2	" seersucker.	7 1/2
Elfin	7 1/2	Warwick	6
Everett classics.	8 1/2	Whittenden.	8
Exposition	6 1/2	" heather dr.	7 1/2
Glenarie	6 1/2	" indigo blue	9
Glenarven	6 1/2	Wamsutta staples.	6 1/2
Glenwood	7 1/2	Westbrook	8
Hampton	5	"	10
Johnson Chalou cl	4	Windermeer.	5
" indigo blue	9 1/2	York	6 1/2
" zephyrs.	16		
GRAIN BAGS.			
Amoskeag.	12	Georgia	12
Stark	15 1/2		
American.	12 1/2		
THREADS.			
Clark's Mile End.	45	Barbour's.	95
Costs' J. & P.	45	Marshall's.	90
Holyoke.	23 1/2		
KNITTING COTTON.			
White. Colored.		White. Colored.	
No. 6	33	No. 14	37
" 8	34	" 16	38
" 10	35	" 18	39
" 12	36	" 20	40
CAMBRICS.			
Slater	3 1/2	Edwards	3 1/2
White Star	3 1/2	Lockwood	3 1/2
Kid Glove	3 1/2	Wood's	3 1/2
Newmarket.	3 1/2	Brunswick	3 1/2
RED FLANNEL.			
Fireman	27	T W	22 1/2
Redmore	24	F T	32 1/2
Talbot XXX.	30	J R F, XXX	25
Nameless	27 1/2	Buckeye	32 1/2
MIXED FLANNEL.			
Red & Blue, plaid.	40	Grey S R W	17 1/2
Union R	22 1/2	Western W	16 1/2
Windsor	18 1/2	D R F	16 1/2
6 oz Western	30	Flushing XXX	23 1/2
Union B	22 1/2	Manitoba	23 1/2
DOMEST FLANNEL.			
Nameless	3 1/2	Nameless.	8
"	4	"	8 1/2
"	5	"	8 1/2
"	6	"	8 1/2
CANVASES AND PADDING.			
Slate. Brown. Black.	Slate. Brown. Black.	Slate. Brown. Black.	Slate. Brown. Black.
9%	9%	9%	10%
10%	10%	10%	11%
11%	11%	11%	12
12%	12%	12%	20
DUCES.			
Severns, 8 oz.	10	West Point, 8 oz.	10
Mayland 8 oz.	9	" 10 oz.	12
Greenwood, 7 1/2 oz.	9 1/2	Raven, 10 oz.	12
Greenwood, 8 oz.	11 1/2	Stark	13 1/2
Boston, 8 oz.	10	Boston, 10 oz.	12 1/2
WADDINGS.			
White, dos.	20	Per bale. 40 dos.	\$8 10
Colored, dos.	19	Colored	6 50
NITRILAN.			
Royal	12	Victory J	7
Red Cross	7 1/2	" M	10
Laconia	9	" K K.	10 1/2
Victory O.	6	" S	12 1/2
SEWING SILK.			
Corticelli, dos.	75	Corticelli knitting,	30
twist, doz.	37	per 1/2 oz ball.	30
50 yd, doz.	37 1/2		
HOOKS AND EYES—PER GROSS.			
No 1 B'l'k & White.	5	No 4 B'l'k & White.	7
" 2	5	" 8	9
" 3	6	" 10	10
No 2-20, M C.	45	No 4-15	3 1/2
" 8-18, S C.	40		
COT			

PORTER TO PARTNERSHIP.

Progress of a Clerk Who Was Not
Afraid of Work.

An Old Merchant in Hardware.

To go from Ohio to New York thirty-five years ago was not quite such an everyday affair as it is to-day. We all travel to-day as if to be on the go continually was the natural end and aim of our existence. Among others of my hopes and dreams the one of some day seeing New York was gladly cherished, but I supposed it would be a great many years before the hope would be realized, and now it was here.

We went through the stock, making notes of goods running low or that were sold out, and after doing this in the order we reached the goods, we then drew the memorandum into another book, this time putting each article under the head where it belonged, so that it could be seen at a glance what was wanted in each line. Then Mr. Ely gave me a list of the houses he had ever bought of and of other houses of whom he had a favorable impression, but he emphasized the remark that he expected me to get the goods I bought at the bottom rates, and I was to buy where goods were cheapest without regard to any names he gave me. When all this was done I was given \$50 in cash and a draft on New York for \$150, and I was ready to start off on what was to me a very wonderful journey.

If I had but some one for a companion, I thought, I would be perfectly happy, and when I reached the depot I looked anxiously around to see if anyone had a valise in their hands as if they were going on a long journey, but I could see no one but a man from Germantown, and I imagined they always carried a valise if they were but going to the next station; still I asked him where he was bound.

"Well, Marks, I pe goin' down to New York," was the unexpected answer.

"You are? So am I," I said, delighted. "Pully, dat ish goot; we will go to-gedder."

My German friend was the leading man in the settlement, and reputed to be very wealthy. He had put up a sawmill and made many valuable improvements there, and I now remember to have heard that ten or fifteen German families were coming from the old country, and I concluded he was going to meet them as he had done with others. He had always been a good customer of Mr. Ely's, and he and I were on excellent terms.

The cars came and rattled away with us on board. The first hour of our ride was through country I was familiar with, so I paid more attention to my fellow travelers than to the scenery out of doors. Mr. Fischer went off to the smoking car, and though the car was pretty well crowded I had a whole seat to myself. At the first station of any size more people came in the car than went out, and a quiet, respectable looking old gentleman took the vacant seat beside me.

He was an extraordinarily modest old fellow, and looked as if one were doing him a favor merely to speak to him. I found that he was well acquainted with the towns we were passing through, their population and business, and yet he told me he lived in a large city at the eastern terminus of the road. We chatted away sociably, or rather I did, for he merely answered the questions I asked him, and in his company I passed away an hour. He left me at the next city stop we made, and when the conductor again came around I asked him who the man was I had been talking with, for I had noticed he and the conductor were acquainted.

"The old gentleman that just got off?" he asked.

"Yes."

"That's the president of this road."

I made up my mind I would be a little cautious with strangers hereafter, or I might get into trouble.

After Fischer had smoked about five hours he came in the car with his face in a broad grin.

"Well, Marks, I had some fun."

"Did you? What was it?"

"I had some fun with the gamblers."

"Gamblers, on the cars?"

"Yaw, on the gars. I know'd th was gamblers right off, and dey dhry

dake one fellow in; one man says here you got de leetle yoker, and I pet you fife dollars you don't know him. Und dinks I, my fine fellows, I will gatch you, so I says here's fife dollars und dere is de yoker. Und py golly when he turn him up he was not de leetle yoker at all but anoder fellow. Ha, ha!"

"You seem to feel good over it," said I. "Feel good? So I do; what's else? Shall I try? No; I pets und loses, you don't got no more leetle yokers ofer me."

When evening came the cars were not quite so full of people, and we turned over the seat in front of us and fixed ourselves for the night. I have no idea how much I slept that night, but my impression was that I slept none at all. The starting and stopping of the cars, the calling out of stations, and the strangeness of the whole thing kept me awake, though Fischer snored beside me as if he was as comfortable as man could be.

When he awoke in the morning he began an inventory of his effects to see if he was all there; everything seemed all right, valise, basket, hat, shoes, necktie, watch, and then he felt for his pocket-book.

"Where ish my money?"

"Isn't it in your pocket?"

"No; my money ish gone; where ish my money?"

I said I knew nothing about his money; but he began pulling the bundles around and talked loud enough to rouse the whole car. Several men came over to us and looked at me as if saying I had the money. I tried to get some facts from Fischer, but he was almost wild with excitement, and would say in answer to every question "where ish my money?"

At last one man found it between the cushion on the bottom of the seat and the back; it had evidently fallen out of Fischer's pocket and worked down into this crack. I think I was as much relieved as he was, and his face brightened all over as he remarked: "I know'd it was somewhere; I will dake a goot schmoke."

The retailer's friend, Signal Five, 5c. cigar.



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Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's	60	60
Cook's	40	40
Jennings', genuine	25	25
Jennings', imitation	50	50
AXES.		dis.
First Quality, S. B. Bronze	5 50	
" D. B. Bronze	11 00	
" S. B. Steel	6 50	
" D. B. Steel	13 00	
BARROWS.		dis.
Railroad	\$12 00	14 00
Garden	net 30 00	
BOLTS.		dis.
Stove	50	50
Carriage new list	75	75
Plow	40	40
Sleigh shoe	70	
BUCKETS.		dis.
Well, plain	3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70	70
Wrought Narrow, bright fast joint	40	60

Wrought Loose Pin	40
Wrought Table	4
Wrought Inside Blind	4
Wrought Brass	75
Blind, Clark's	70
Blind, Parker's	70
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, 1st April 1892	60
CRADLES.	
Grain	40
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	35
Musket	60
CARTRIDGES.	
Rim Fire	50
Central Fire	25
CHISELS.	
Socket Firmer	75
Socket Framing	75
Socket Corner	75
Socket Slicks	75
Butchers' Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	12
COPPER.	
Planished, 14 oz cut to size	per pound 38
" 14x52, 14x56, 14x60	38
Cold Rolled, 14x56 and 14x60	38
Cold Rolled, 14x48	38
Bottoms	32
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	6 1/2
ELBOWS.	
Com. 4 piece, 6 in.	dos. net 75
" corrugated	dis. 50
Adjustable	dis. 40
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26	30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Disston's	60
New American	60
Nicholson's	60
Heller's	60
Heller's Horse Rasps	50
GALVANIZED IRON.	
Nos. 16 to 30; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16 17	
Discount, 70	
GAUGES.	
Stanley Rule and Level Co.'s	dis. 50
KNIVES—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Wallory, Wheeler & Co.'s	55
Bradford's	55
Norwalk's	55
MATTOCKS.	
Adse Eye	\$16.00, dis. 60-10
Hunt Eye	\$15.00, dis. 60-10
Hunt's	\$13.50, dis. 20-10
MAULS.	
Perry & Co.'s, Post, handled	50
MILLS.	
Cohee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	40
MOLASSES GATES.	
Stebbin's Pattern	60
Stebbin's Genuine	60
Enterprise, self measuring	30
NAILS.	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 35
Wire nails, base	1 35
20	Base Base
30	20 25
40	30 35
50	40 45
60	50 55
70	60 65
80	70 75
90	80 85
100	90 95
110	100 105
120	110 115
130	120 125
140	130 135
150	140 145
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420	410 415
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440	430 435
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460	450 455
470	460 465
480	470 475
490	480 485
500	490 495
510	500 505
520	510 515
530	520 525
540	530 535
550	540 545
560	550 555
570	560 565
580	570 575
590	580 585
600	590 595
610	600 605
620	610 615
630	620 625
640	630 635
650	640 645
660	650 655
670	660 665
680	670 675
690	680 685
700	690 695
710	700 705
720	710 715
730	720 725
740	730 735
750	740 745
760	750 755
770	760 765
780	770 775
790	780 785
800	790 795
810	800 805
820	810 815
830	820 825
840	830 835
850	840 845
860	850 855
870	860 865
880	870 875
890	880 885
900	890 895
910	900 905
920	910 915
930	920 925
940	930 935
950	940 945
960	950 955
970	960 965
980	970 975
990	980 985
1000	990 995

Waydole & Co.'s	dis.	40
Kip's	dis.	40
Verkes & Plumb's	dis.	40
Mason's Solid Cast Steel	30c	40
Blacksmith's Solid Cast Steel Hand	30c	40
HINGES.		
Gate, Clark's, 1, 2, 3	dis.	60
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
" " " 3/4	net	1 1/4
" " " 1	net	1 1/2
Strap and T.	dis.	5
HANGERS.		
Barn Door Kidder Mfg. Co., Wood track		50
Champion, anti-friction		60
Kidder, wood track		40
HOLLOW WARE.		
Pots		60
Kettles		60
Spiders		60
Gray enameled		40
HOUSE FURNISHING GOODS.		
Stamped Tin Ware	new list	70
Japanned Tin Ware		25
Granite Iron Ware	new list	20
WIRE GOODS.		
Blight	70	10
Screw Eyes	70	10
Hook's	70	10
Gate Hooks and Eyes	70	10
LEVELS.		
Stanley Rule and Level Co.'s	dis.	70
ROPES.		
Sisal, 1/2 inch and larger		7
Manilla		10
SQUARES.		
Steel and Iron		7 1/2
Try and Bevels		60
Mitre		30
SHEET IRON.		
Nos. 10 to 14	Com. Smooth.	Com.
Nos. 15 to 17	3 50	2 80
Nos. 18 to 21	4 05	2 70
Nos. 22 to 24	3 55	2 80
Nos. 25 to 28	3 65	2 90
No. 27	3 75	3 00
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra		
SAND PAPER.		
List acct. 19, '86	dis.	30
SASH CORD.		
Silver Lake, White A.	list	50
" Drab A.	"	55
" White B.	"	50
" Drab B.	"	55
Discount, 10.		
SASH WEIGHTS.		
Solid Eyes	per ton	\$20
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	dis.	60
Onelda Community, Newhouse's		40
Onelda Community, Hawley & Norton's	7-10	10
Mouse, choker	15c per doz	
Mouse, delusion	\$1.25 per doz	
WIRE.		
Bright Market		70-10
Annulated Market		75
Coppered Market		70
Tinned Market		62 1/2
Coppered Spring Steel		62 1/2
Barbed Fence, galvanized		2 50
" painted		2 10
HORSE NAILS.		
An Sable	dis.	40
Putnam	dis.	05
Northwestern	dis.	10
WRENCHES.		
Baxter's Adjustable, nickled	dis.	30
Co's Genuine		50
Co's Patent Agricultural, wrought		75
Co's Patent, malleable		75
MISCELLANEOUS.		
Bird Cages		50
Pumps, Castern		75
Scrows, New List		70
Casters, Bed and Plate		50
Camper, American		40
Porks, hoes, rakes and all steel goods		65
METALS.		
PIG TIN.		
Pig Large		28c
Pig Bars		28c
ZINC.		
Outy Sheet, 24c per pound		
20 pound casks		6 1/2
Per pound		7
SOLDER.		
40% Extra Wiping		1c
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 IC, "		9 25
14x20 IC, "		9 25
Each additional X on this grade, \$1.75.		
TIN—ALLWAY GRADE.		
10x14 IC, Charcoal		7c
14x20 IC, "		6 7c
10x14 IC, "		8 2c
14x20 IC, "		9 2c
Each additional X on this grade \$1.50.		
ROOFING PLATES.		
14x20 IC, Worcester		6 5c
14x20 IC, "		5 5c
14x20 IC, "		13 50
14x20 IC, Allaway Grade		6 00
14x20 IC, "		7 50
14x20 IC, "		12 50
14x20 IC, "		15 50
BOILER SIZE TIN PLATE.		
14x20 IC		\$14 00
14x21 IC		15 00
14x20 IC, for No. 8 Boilers, 1 per pound		10 00



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E. A. STOWE, Editor.

WEDNESDAY FEBRUARY 6.

THE TRADESMAN finds many things to commend in the administration of Mayor Fisher, but candor compels the statement that he has made two very serious blunders which have caused the legitimate grocery trade of the city no end of trouble. One was his appointment of Alderman Shaw (who is alleged to have asserted that the retail grocers of the city are allied to the swine family) as chairman of the Committee on Licenses and the other is the apparent recklessness with which he issues free permits to peddlers on the recommendation of the Charity Organization Society. THE TRADESMAN does not wish to do Mayor Fisher any injustice, but it cannot help expressing the belief that if His Honor would listen less to the behests of the C. O. S. and consult more frequently with the police department in such matters, he would be more likely to be just than generous. It may be a generous act to accord a poor man the privilege of peddling frozen and unwholesome fruit on the streets, without the payment of a license fee, but it is a manifest injustice to the neighbor of that man who is equally as poor but has managed by dint of economy or sobriety or the assistance of friends, to secure a license in man fashion by the payment of the prescribed fee. The granting of a license by a municipality ought to carry with it certain rights and privileges which the executive cannot nullify, and the sooner the Mayor is deprived of the right to grant free permits the better it will be for all concerned.

The attempt of the *Evening Press* to curry favor with the professional politicians in the ranks of trades unionism by condemning Mayor Fisher and the Common Council for refusing to purchase a municipal lighting plant is in thorough keeping with the "cash till policy" of that publication, but does not speak well for the intelligence and discernment of the editorial department. The *Press* is acting on the assumption that the meager majority given the proposed measure last spring is mandatory on the Council to proceed to create a public lighting plant without delay. As a matter of fact, no bond buyer will purchase city bonds issued on the authority of such a vote, as the law explicitly

states that all bonding schemes of that character shall have the affirmative vote of a majority of the duly qualified voters. The *Press* wears the muzzle of unionism at the top of its editorial column and would, naturally be expected to lick the hand of its master, but it should be more careful, and not seek to lead its master astray by subterfuge of this sort.

There was one element of weakness in the Whisky Trust which does not obtain in the other great combinations like the sugar or oil trusts, in that a plant for its manufacture can be so easily and quickly established wherever the proper grains can be procured, and that is almost anywhere in the country. The sources of the sugar or oil supply can be pretty accurately determined and thus associations of capital can be made that will not be subject to wide speculative fluctuations. In the Whisky Trust, on the contrary, buying in newly established plants early became a disturbing factor which increased in importance until it caused the failure. During the life of the Trust its stock has been one of the most variable in Wall Street.

The entire loss caused by the Brooklyn strike is estimated to exceed \$2,000,000 by the Brooklyn *Eagle*. A considerable part of this is destroyed property which must be made good by the taxpayers of that city. The fund used by the strike managers is supposed to approximate \$100,000, but there is the usual lack of definiteness as to the amount or its application. It is probable the usual proportion of saloons will be established by the strike managers after their duties in connection with the strike are ended. The leader, Connolly, proposes to raise \$100,000 more for the forlorn cause by issuing bonds. If he succeeds in floating them with the backing they will necessarily have, he will inaugurate a new era of financing.

The loss of the *Elbe*, in which 350 lives were sacrificed, was singular in that it occurred under conditions of apparent safety. There was no fog at the time of the collision. The ship was constructed on the compartment system, which was supposed to insure it against sinking in case of collision. But it was struck at the point of division between two compartments, which contained the machinery, destroying the bulkhead and sending the ship to the bottom in a very few minutes. This is said to be the only vulnerable point—a few feet either way would have saved the vessel.

The Dry Goods Market.

Prints remain unchanged.
Cambries have declined $\frac{1}{2}$ c and are now jobbed at $3\frac{1}{2}$ c; former price, 4c.
Hair cloth is very scarce. Jobbers now ask 45c for a fair quality. Imitation is quoted at 15@20c.
Shirting prints are $3\frac{1}{2}$ c. Indigos are $4\frac{1}{2}$ c. Harmony prints are 4c.
Beaver Dam cottons, equal in quality to Lawrence L. L., 4c.
Fourteen inch linen crash $3\frac{1}{2}$ c.
Damasks made by Waverly mills, former jobbing price 20c, are now 18c, 58 inches wide.
The above prices are the lowest on record and show that Grand Rapids dry goods jobbers can sell as low as anyone, and can, also, save you large freights.

Social Meeting of the Jackson Retail Grocers' Association.

JACKSON, Feb. 1.—At the regular meeting of the Association, held Jan. 3, a committee was appointed to arrange for the fourth annual social meeting. The committee, consisting of C. G. Hill, P. W. Haefner, M. M. Whitney, W. H. Branch and M. F. Murray chose Jan. 31 as the date, and added to the committee I. N. Branch, D. G. Fleming, H. L. Way, W. H. Porter, J. L. Peterman, G. E. Lewis, B. C. Hill and L. Pelton and divided into sub-committees to look after the details. Last evening was the appointed time and it is safe to say that it was the most enjoyable social occasion ever held by the Association.

The first part of the evening was taken up with a programme of events which had been arranged for the occasion, consisting of vocal and instrumental music, toasts, recitations, whistling duets, ventriloquism, etc. The musical portion consisted of an instrumental duet by Misses Jessie Hill and Maude Mattison, a vocal solo by Byron Hill, vocal solo by J. B. Foote and banjo solos by F. Jones and F. Lewis.

The recitations were by Miss Monica Wilson and little Emma Cornell. Miss Wilson related the experience of a girl, just home from school, learning the art of cooking from an Irish cook, and Miss Cornell recited "Sending a Letter to Mamma in Heaven."

The toasts were "Wholesale Grocers," by Geo. W. Baker, of the Jackson Grocery Co., and he, as usual gave a very pleasant address.

D. G. Fleming spoke on "Our Association, its Past, Present and Future." He gave a review of the Association since its organization and entertained the guests in his genial way with an up-to-date sketch of the work done and the wishes and hopes for the future.

M. F. Cottrell spoke on "Crackers." His address was brief and pointed; that is, he pointed the way of those who wished to learn the *modus operandi* of making crackers at his factory.

"The City of Jackson" was the subject assigned M. W. Tarbox, editor of the *Saturday Evening Star*. He gave a pleasant and pithy address on the lights and shades of our city in his usually happy manner.

M. J. Cummings spoke on "Soap." He handled the subject in an admirable manner, referring briefly to the various kind of soaps, more particularly of the soap of commerce, and was very entertaining and instructive.

"The Ladies" was placed in the hands of T. E. Howard. "Happy Tim" was in his happiest mood and handled the subject in his usual hearty way.

Messrs. Devnier and Gates in their whistling duet—imitation of a planing mill, mocking bird duet, etc.—proved themselves hosts in the line of amusing people and were enthusiastically and repeatedly encored. In fact, everyone present seemed to enjoy most thoroughly every number on the list.

After the set programme, dancing, eating, cards and sociability were in order. Judging from the happy look on the face of everyone present, we have good reason to believe that the occasion was thoroughly enjoyed by all. Our President, as master of ceremonies and in his thoughtful care of our guests, proved that no mistake had been made in his selection. There were about 300 grocers and guests present—just enough for the room and just room enough for them. One feature of the occasion that was appreciated by the wives of our grocers, was that, instead of setting tables and having our ladies do the work, we had a buffet lunch, our guests could eat at their pleasure and our ladies could enjoy the whole evening.

W. H. PORTER, Sec'y.

Reduced the Price.

Shopper—I'd like to buy that lovely lamp shade, but I can't afford to pay \$10 for it.

Salesman—Well, madam, I'll make the price \$9.99.

Shopper—Oh, how good of you! I'll take it.

Influence of the Traveling Man in Time of Trouble.

"I do not dislike to see salesmen call as often as they have a mind to," said a retailer to the writer last week. "No matter how busy I may be at the time of their visit, I can always find time enough to courteously bid them 'good morning.' If I do not wish to see any new lines, I say so firmly and respectfully, and if I am inclined to see what the salesman has to offer, but I do not happen to have the time just then, I intimate that I shall be glad to see him at some other time. I have always found salesmen, as a rule, gentlemen, and however persistently they may press the superiority of the firm's goods they carry, they have too much self-respect to try to force themselves on a retailer when they are convinced that he has not the time or inclination to discuss their samples. Besides, there are few men who know more about the shoe trade, or about human nature in general, for that matter, than the shoe salesman. I have got valuable points from them time and again, which have been of practical use to me in dealing with my patrons. As a matter of fact, I believe I would not be in the business to-day but for the good opinion and kindly feelings toward me of two members of 'the drummer' craft. On one occasion, for reasons I need not state, I was unable to 'come to time' in settling my accounts, and I owed quite a large bill to the house represented by one of the two. I had the stock, but I had not the cash. The house made it a strict rule to press for a settlement of all bills after they became due. They would have done so in my case and forced me to the wall, had not the two salesmen referred to interested themselves in my behalf in a most unusual manner. They drew up a statement setting forth their belief that if the firm to which I was indebted made an exception, in my case, to its invariable rule and gave me a reasonable extension of time, I would meet my obligations to the letter. The statement was signed by the two salesmen referred to and by four others to whom I had never given an order and to whom I had shown no special favor beyond treating them with unfailing courtesy any time they called on me. It was a long while afterward that I learned of the reasons that induced the firm in question to make an exception in my case, and that it was the high opinion it entertained for its representative and the other salesmen who had given their names out of appreciation for my reputation for always treating salesmen as they ought to be treated." The retailer who gave expression to the above facts now owns one of the most solidly prosperous and handsome stores in the city where he lives. No one could be speaking with him for any length of time without concluding that pleasant manners, courtesies and urbanity were his predominant characteristics.

Relief from the "Package Coffee Nuisance."

VERMONTVILLE, Jan. 31.—Your correspondent, A. B. Steele, asks for some relief from the package coffee nuisance. I have doubled my coffee trade in the last two years by discarding package coffee entirely. Buy the best coffee you can get to sell at 25 and 30 cents, show your customers their superior merit over any package goody by opening up a package and spreading the contents on a paper beside your own, and after a short time you will work your entire trade onto bulk coffee. We buy in 50-pound tins, as they can be returned at cost and always keep your coffee fresh, clean and free from taint. W. H. BENEDICT.

COAL TRADE OF GRAND RAPIDS.

Written for THE TRADESMAN.

Someone has aptly said: "Age is a recommendation in four things—wood to burn, wine to drink, friends to trust and books to read."

On this score, coal should head the list, for was it not stiff from old age hundreds of thousands of years before even Methuselah was born! There are few things upon which man is more dependent than upon coal, not only for heating purposes, but back of all the machinery which moves the world—the steam engine and the electric motor—and we may well stop to consider the mighty debt we owe to the past for this legacy.

It is a singular fact, but true, nevertheless, that the hardest and strongest coal is found near the Atlantic coast, and, in point of time, it is supposed to be the oldest. So far, the mining of this anthracite coal has been confined almost entirely to Eastern Pennsylvania. The coal west of the Allegheny mountains gradually deteriorates from the hard bituminous coal found in the valleys of the Allegheny and Monongahela rivers to the soft weak stuff of Missouri. The States from which Grand Rapids draws her supply are Pennsylvania, Virginia, West Virginia, Ohio, Kentucky and Indiana.

In 1876, there were only three coal dealers in Grand Rapids—a mere handful. They have increased in numbers, until, now, there are about twenty-five, counting large dealers and small, and, as one remarked, "a new one springing up every day."

The large hard coal beds from which our supply comes are located in the north and central eastern part of Pennsylvania. Here are mined, every year, 40,000,000 tons of anthracite, of which some 75,000 tons or thereabouts comes to this city.

The mining of hard coal is done mostly by hand. Large blocks of it are carried by cars to what are known as "breakers," where they are broken in pieces and passed through a series of screens, giving the different sizes, known in trade as "grate," "egg," "stove," "nut," and "number two nut." By far the largest part of the cost of coal is in transportation. When it reaches here, it is again screened, and by this process 3 to 5 per cent. is wasted.

Somewhere from 80 to 90 per cent. of the hard coal used in Grand Rapids is for domestic purposes. The ordinary base-burner consumes from three to five tons, per annum, a medium sized house uses twelve to fourteen tons in its furnace, while our largest residences require twenty to thirty tons. A ton of anthracite brings \$6.40 this season, delivered, \$1.10 less than last year, yet there is a falling off in the consumptive demand of 10 to 15 per cent. This is ascribed to the cheapness of wood and the substitution of a fine quality of soft coal. Soft coal is a much cheaper fuel and, for many purposes, just as good.

A hard coal plant costs a pretty penny. Only a very modest one can be opened up for \$100,000, and the better ones cost from \$1,000,000 to \$2,000,000. On the other hand, the equipment of a soft coal mine may cost much or little, as the means or wishes of the operator may dictate. One with the newest machinery and run by electricity may stand side by side with one furnished merely with road and donkey, picks, shovels and screens.

There are innumerable mines of soft coal in this country, and many of them much nearer to us than the anthracite beds; so the cost of transportation in many cases is less. Each dealer has his favorite kinds whose excellent qualities he lauds to the sky, though often they do not differ materially from the varieties handled by his competitors.

Grand Rapids uses about 125,000 tons of soft coal annually, three-fourths of which is required for steam power. The remainder is used by the Street Railway Company, the Waterworks, for domestic purposes, and in heating blocks, churches and other large buildings. The smallest blocks take from 100 to 200 tons, while the largest require all the way from 500 to 1,200 tons. The schoolhouses are heated with soft coal and coke.

About 10,000 tons of coke is burned here, a large per cent. being made by the Gas Company. Coke which has not been subjected to heat for more than forty-eight hours is, by some people, preferred as fuel in place of coal, because smokeless.

The coke ovens having the finest reputation are at Connellsville, Pennsylvania. Coke retained in the ovens seventy-two hours is used in foundries for the reduction of metals.

Besides all this coal, Grand Rapids furnishes a market for an amount of wood variously estimated at from 100,000 to 150,000 cords a year. A large part of this comes by rail from the North, and, besides, thousands of cords are brought in by farmers 'round about.

The demand for charcoal here is small, farmers, hotels and hardware stores being about the only users.

Tricks in the trade? One would say yes when we read such anecdotes as this:

A coal merchant advertised for help. A man answered the advertisement who, somehow, didn't seem to fill the bill, but, when asked what his last place was, he answered, "I was master of short weights and measures." The merchant, all smiles, grasped his hand, saying, "Come right in! You are the very man I'm looking for!"

Or this:

The small boy in possession of a coal dealer for pater, upon being asked if he knew how many pounds make a ton, answered the question in true Yankee fashion: "D' yer t'ink I'm agoin' ter give it away an' nen go hum an' git licked?"

Of course, as in other lines of business, there are dealers—and dealers. One who buys heavily may well, like Diogenes of old, take a candle and hunt for an honest man, and he will find more than one.

No business is more directly affected by the weather than is this. Watch the mental thermometer of the merchant rise as the mercury falls. If you have any favors to ask, tickets to sell, charity to beg for, choose a cold day—the game is yours.

Z. E. U.

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.

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Grand Rapids, Mich.

THE STRANGE PREACHER.

The Record of an Evangelist in a Missouri Town.

A number of men were sitting about the stove in the hotel of a Missouri village. The night was bitter cold and the wind was howling, and old houses could be heard cracking their weary joints. The train had come in, and the boy who had gone for the mail had said that there was but one passenger, and that he had mysteriously disappeared immediately upon reaching the end of the railway platform.

"What for a looking man was he?" asked the wise man of the town, who, many years before, no one could remember exactly when, had served as Judge of the County and Probate Courts.

"I couldn't see him very well," the boy answered, "but he was putty tall and wore a long overcoat."

"And you say you don't know which way he went?"

"No, sir. I couldn't tell which way he went after he got down off the platform."

"You don't suspect anything, do you, Judge?" someone asked.

The old man did not answer immediately. If there is one trait that belongs distinctively to wisdom, it is deliberation, and, knowing this, the Judge took his time. He scratched his chin, then with gentle strokes smoothed his beard. Every eye was turned upon him, and in the silence that waited for his words there was a nerve strain of eagerness.

"It would be difficult to determine," said the old man.

"But why do you suspect him at all?" asked a shoemaker, who, during his long life as a shoer of men, had tramped, and, therefore, looked with a sort of liberal skepticism upon the intentions of a stranger, and was generally inclined to give him the much boasted benefit of the doubt. Upon the shoemaker the Judge fixed the gaze of his watery eyes. "Did I say, sir, that I suspected him?"

"No, not exactly, but—"

"But nothing, sir," the Judge broke in. "You not only jump at conclusions yourself, but you rake up a pile of conclusions and attempt to pitch me headlong at them. I do not suspect a man of evil simply because he disembarks from a train in this town. Many a good man has stopped among us, and we should not look upon a man with suspicion simply because he is a stranger; neither should his being a stranger warrant us in running up to him and covering him with our confidences. There should be reason in all things. Now, you will not deny that there have, of late, been several robberies in this town, and, as it is not likely that these depredations were committed by home people, we must conclude that they were the outrages of strangers. Who's that at the door?"

Someone was fumbling at the latch. The landlord stepped forward and opened the door and in stepped a tall man wearing a long overcoat. The boy who had seen the stranger at the railway station looked at the Judge and nodded his head. The stranger sat down and the landlord hung about him as if he desired some sort of explanation and yet had not the courage to demand it.

"This is a public house, is it not?" the stranger asked, looking sharply at the landlord.

"Yes, sir; oh, yes."

"All right; then cease to tangle me up in the flying threads of your embarrassing attention. Sit down over there, please."

With unaccustomed quickness the landlord sat down and every one gazed at the stranger. He was handsomely dressed. About his neck he wore a soft white scarf of silk. His eyes were soft, glowing and pleasing in expression and his nose, prominent and thin, was of a peculiar whiteness. His hair was rather long, dark, but with an interest-inviting sprinkle of gray.

A silence fell upon the company, broken only by the sharp hiss of a tobacco chewer's well-directed shot at the hot stove.

"It appears," said the new-comer, loosening the scarf about his neck and shaking his hair as a proud horse might shake his mane, "that I have touched the exposed nerve of suspicion; but let me assure you that I came in at the straight gate, and am, therefore, not the same as a thief and a robber. And, gentlemen, permit me to introduce myself. I am John Bellwether, a humble but courageous preacher of the gospel, a devoted admirer of the bravery of Paul, ready either to pray or to fight—indeed, one who stands listening for the tinkling of the bell that shall summon him to duty. You have not heard of me. I present no credentials. I come simply with a heart full of love. If I could I would willingly tell you much about myself, but I cannot. I know but little of myself; but what I do tell you shall be absolute truth. Now, listen to me. I was walking in a field—where, I know not; when, I know not; but I do know that, while walking in that field, I was called upon to come to this community and preach the gospel. And so here I am. I know nothing about denominations—I come simply to present the gospel warmed with love. I ask for no money—only for a place to sleep and a seat at table. But I am not a pauper. I have money, which I am willing at any time to divide among you. I ask you, please, to take it, sir." He thrust his hand into his breast pocket, took out a roll of bank notes and held it out toward the landlord.

"Gracious, no," said the simple man, shrinking back.

"But can't you put it into your safe and give some to me as I may ask for it? Take it and pay yourself whenever you find that I am indebted to you."

"No," said the landlord, shaking his head, "you keep it. Never in my life have I laid hands on that much money. I don't want to handle it. I'm afraid of it."

"Then will you keep it for me?" the stranger asked, turning toward the Judge.

By this time the Judge was looking on in pop-eyed astonishment. "No, sir, I am not prepared to assume that responsibility," he answered; "but I will take the responsibility to warn you to be more careful. This is a public house, you must remember, and many an eye peers into such places. We have a bank here and to-morrow I will go with you so that you may deposit it. Pardon my bluntness, sir, but are you sure that you are altogether right in your mind?"

The preacher laughed. "I admit the appearance of unsettlement," he said "but I can assure you that I am perfectly sane."



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Tradesman Company,
Grand Rapids, Mich.

"Where did you preach last?"
 "I have never preached, sir."
 The Judge shook his head. "But what business have you been engaged in?"

"Really, I don't know."
 "And yet you are sure that you are perfectly sane?"

"Perfectly sure of that, sir."
 "Pardon me," said the Judge, "but I am forced to doubt it."

The preacher laughed softly and replied: "That is your privilege. Now, let me ask you a question. Where were you 1,000 years ago?"

"Why, I wasn't anywhere."
 "Oh, yes; not your body, but your essence, your spirit, must have been somewhere. But, of course, you don't know where. And now, with me, all back of a few days ago was an unconscious essence, an unidentified and unthinking spirituality."

"I'll be dinged if you ain't too much for me," said the Judge. And then, addressing a gaunt old fellow who had said nothing, he added: "Do you want to take him, Brother Hallum?"

"Well, I ain't very keen to," Brother Hallum answered; "but, as the boys out in my neighborhood say, I'll 'try him a few falls, Mr. Bellwether—funny name, too—you say you are a preacher?"

"From this time on, yes, sir."

"Well, I'm a preacher, also, and have been for thirty odd years, and I can tell you where I have been ever since I was very small."

"Ah, but can you tell me where you were when the earth was very small—when this globe was a grain of sand?"

"No, of course not."

"But, my dear sir, what is has always been in some form. The idea has always existed. The phonograph we call new but we know that the principle is as old as creation. But there is no religion in such a discussion. I do not come to argue upon my sanity but to preach the gospel of love. I have the newest proof of immortality. Listen with close attention. Wise men have brought up shrewd arguments against the immortality of the soul, or, rather, of man. They say, 'Bring me a fact.' I can give them something stronger than a mere fact. We will turn to Shakespeare. In his book we find a thought that can never die. Shakespeare's mind, his soul, created that thought. Shakespeare died but the thought still lives. Ah, but must the something that created that thought perish, leaving the thing created immortal? Can the created be greater than the creator? But we will not argue."

"My friend," said Brother Hallum, "you may be a strange man, and all that, but I am very anxious to hear you preach. To-morrow, I have an appointment in this town and you may take my place."

The next day was Sunday, and long before Mr. Bellwether had eaten breakfast the village was in intense excitement concerning him. In the barber's shop, on the corners of the streets—everywhere he was discussed. His strange theories, with appropriate exaggerations, had been blown about, and it was declared that they were going either to hear the ravings of a madman, or a most powerful sermon. The church was crowded and there was eagerness in the throng when the preacher entered. He requested the brethren to sing a simple

hymn, and, when this had been done, he clasped his hands and pronounced the word "Love." Slowly he began to talk, and how precise and clear he was in his use of words! There were no rant, no broken accents, but a flow of beautiful sentences, growing warmer and warmer. Men looked at one another in astonishment, and women, always lovers of the beautiful, clasped their hands and leaned toward the speaker; and, when the sermon was brought to a close, and although it was done gracefully, the congregation was stunned, almost stupefied. Old men, old women, young women and girls pressed forward to take the stranger by the hand. There was no longer any doubt—he was, indeed, a man inspired.

It was a great revival. Services were held every night. There were three liquor saloons in the town, but they were closed, not by force, and by the men who had kept them. A poker room had been run over a livery stable, but soon it was deserted and the cards were scattered in the street. It was now declared that the new preacher was a great evangelist who did not want his real name to be known, and who, having heard of the wickedness of that little town, had come to purge it and a fear arose lest soon he might take his departure. But time went by and he said nothing of leaving. Now he did not appear to be eccentric; he had ceased to speak in the language of mysticism; his eyes were softer, his countenance more serene. Preachers from a distance came to hear him and were loath to leave. He was welcomed to every pulpit, urged to go into other communities; but he said that his work lay in that little town and that he must abide there until he received orders to go elsewhere. His money was gone; he had given it to the poor, but he would take no pay for his work. "All I want is a place to eat and sleep," he was wont to say, as at the first of his coming.

One day, a Bishop called upon him. They met in the parlor at the hotel. It was known that the great man had come, and the room became crowded.

"I have come a long distance to see you," said the Bishop.

"And I thank you, brother, for your interest. But were there not others that needed looking after? Have you not come to see a reed, shaken by the wind?"

The Bishop bowed his head in acknowledgment of the rebuke and then answered: "But not cut of idle curiosity have I come, brother, but with a hope that I may induce you to come with me to other communities. You must remember that all fields are the fields of God."

"True," Mr. Bellwether answered; "but fields are apportioned out for tillage. And I have been appointed to till this field."

It was of no use to argue with him, and, after hearing him preach that night, the Bishop took his departure, marveling at his power.

The strange preacher had been in the town six months. One night, a large congregation was waiting for him but he did not come. The Judge and Brother Hallum said that they would go down to the hotel and see if there was anything wrong. When they entered the office of the hotel they found the preacher sitting there. At first, they hardly recognized him, his face had changed so. His eyes

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no longer beamed with their accustomed soft radiance and his countenance was troubled.

"They spoke to him and he said: 'I have been trying to think when I came to this place and how I got here. I don't understand it.'"

"Why, you were called among us to preach," said the astonished Judge.

"Preach!" And the man laughed. "Why, I never preached in my life. I am a lawyer, and I live in Louisville, Ky., and how I came here I don't know."

"Is it possible," cried the Judge, "that you are not Rev. Mr. Bellwether?"

"Bellwether!" shouted the man. "Now that's a name for you! No, my name is Harvey, and I am a lawyer, I tell you." He took a paper from his pocket. "And I see in this paper that nothing has been heard of me. It's all very strange, and if I have preached, gentlemen, I hope that I have done no harm. But I don't think I could have preached much of a sermon. What time does the next train leave? I must get back to my family."

And so he went away. The newspapers had a long account of the strange freak of a prominent lawyer, and the doctors called it "embolism."

OPIE P. READ.

Credits and Collections from the Jobber's Standpoint.

W. B. Templeton in New York Shipping List.

Before we can collect an account we must have given credit, and, therefore, we want to look at some of the conditions that have led us to have faith in the customer who has become possessed of our goods. We trust men, some because they are well rated by the agencies, some because our salesmen speak well of them, and some because we know that, although they have small means, they are men of the strictest integrity, and we believe that, as long as they can, they will pay their bills—all good reasons for according credit. And yet, unfortunately, we know by bitter experience that the agencies have been wrong; our salesmen, in their anxiety to sell a bill of goods, have overestimated the ability of the customer to pay, and our poor but honest customer has been unable to bear the strain of the hard times that have unexpectedly come upon him and upon everyone else. After a business experience of more than thirty-four years, many of which have been spent wrestling with this knotty question of credits, I am persuaded that no power outside of the strictest care and common sense will protect any merchant from constantly having to bear losses in his collections. There is no use in allowing an inexperienced young man who knows little or nothing about book-keeping to pass upon your orders, and, instead, either do it yourself or place the matter in the hands of one on whose judgment you can rely, and who is thoroughly conversant with business methods. The position of credit clerk in every establishment is of such importance that no one should be allowed to occupy it unless he is thoroughly qualified in the way I have pointed out, and any firm who places a clerk in this position who is not thoroughly up to the mark must expect their past-due list to be an awful length.

There is no doubt that, if each line of trade had its own bureau of information, under the management of some thoroughly competent business man, the information supplied would be more accurate than that obtained from any general agency; but, until these bureaus are established, no house can afford to do without the information to be gathered from some reputable agency. But I believe and hope that we shall live to see the time when every line of trade will take care of its own credits in the way I have indicated. There are, at this time, several different trade associations that have adopted some sort of interchange plan

between the members, and it seems to work very well; but my belief is that, unless such a plan is made national, it cannot be truly effective, as manufacturers and the wholesale trade certainly want to do more than a local trade.

In starting some manufacturing business it has been found well to let the goods circulate independent of the standing of the buyer, and thus get them known, the losses being looked upon as so much for advertising; and, when an article has undoubted merit, and simply needs to be known to create a demand, there is certainly good reason to be careless of the credit of customers for a certain length of time, but such a course should be abandoned as soon as possible.

No matter how careful one may be in granting credit, there is, unfortunately, always more or less trouble in making collections, and they are found to be far harder to deal with than in deciding to give credit, especially if there is not eternal vigilance in looking after this important department. Every house should have a regular system, some such as the following: Bills mailed same day as goods are shipped; statements on the first of each month; regular draft days in each month on which due notice is sent to customer, and, where long credit is given, a regular time for sending out notes for signature to those who take time; every month lists of past-due accounts should be taken from the ledger and notations made on it as to dates of letters sent, etc. Collections should be made, as a rule, direct from the office, as it is not fair to burden the salesman with the collection of accounts, as it undoubtedly interferes with his making sales, and in some cases may prejudice the buyer's mind against him. He is hired to sell goods and should have a free hand if he is to be a successful salesman; but, as there is no rule without an exception, so in this case, when there are delinquents to be looked after, a good salesman may be a material help in getting old accounts squared up.

A large amount of common sense is required in the granting of credit, but an even larger amount is necessary in the collection of accounts, if old scores are to be cleared up successfully, as each case must be reckoned up and dealt with on its merits. Common sense has taught me that "More flies can be caught with molasses than with vinegar," and that is one reason why I made a success of a large accumulation of past due accounts I once tackled, for the persuasions of the pen reduced the list, and not the attorneys. The latter gentlemen should get no accounts to collect until every power of persuasion has been used and exhausted by the office, so that, when they do reach their hands as a last resort, the accounts have been proved to be practically useless. Any man in charge of the collection department should be too proud of showing results to allow any attorney to fatten on his department, and he proves himself a failure if he does not collect the accounts himself, and so attend thoroughly to his employer's interest.

Several plans for the collection of accounts are being tried by various associations, but there is no system, so far as is known, that is as good as it might be made, and then they are only local, whereas, to be of any real good, they should be national. As I have already advocated a national credit bureau for each line of trade, so I advocate a national collecting bureau for each line of trade; and there is no reason why one bureau should not cover both credits and collections, and so save expense, as they would be under one good business head. Of course, to carry out this idea, each house would have to contribute a certain sum each year—perhaps a hundred dollars—and if properly organized and conducted, they would find it to be one of the best investments ever made, and that such a combination of interests would be of real benefit to themselves and to their trade, as, in this community of interests, the jealousies of competition would grow less and man's good will to man increase from association.

Use Tradesman Coupon

MICHIGAN BARK AND LUMBER CO.,

GRAND RAPIDS,
MICH.

18 and 19 Widdicomb Bld.

N. B. CLARK, Pres.

W. D. WADE, Vice-Pres.

C. U. CLARK, Sec'y and Treas.

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

Correspondence Solicited.



PALACINE.

Has proved itself the only perfect illuminating oil.

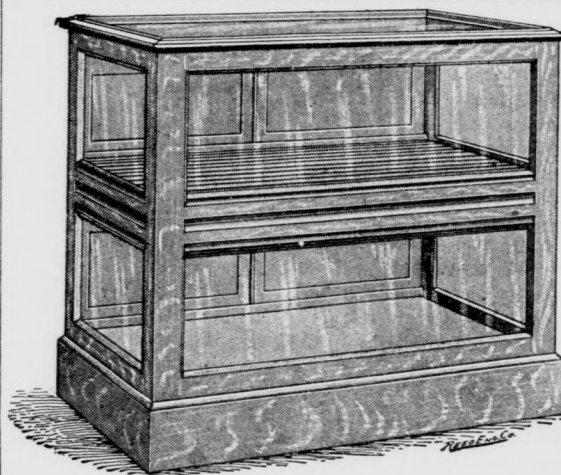
Why?

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

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

SCOFIELD, SHURMER & YEAGLE.
Grand Rapids.

Telephone 865.



NEW CIGAR SHOW CASE.

Heyman
Company.

Write for Prices of
Any Kind.

63-65

Canal St.,

GRAND RAPIDS,

MICH.

USE
JENNINGS' FLAVORING
EXTRACTS

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.

FIXING RESPONSIBILITY.

Written for THE TRADESMAN.

[Before offering the enclosed copy for publication it may be best to say something by way of explanation.]

By request of Mr. Parsons, of the Pharmaceutical Era, I prepared, last fall, an article on "Purity in Food and Medicine." It was accepted and appeared in the issue of Nov. 1, because, though not exactly agreeing with editorial opinion, he believed in free discussion.

I have since studied the subject more fully in the light of facts gleaned from various quarters and, having some new arguments and suggestions to offer, propose, with your consent, to address a different class of readers, believing that what I have to say is apropos of the present discussion as to new legislation for this State.

I cannot indorse the extreme views of those who expect to abate an evil by punitive snap judgments against retailers, while the real culprits are left to work their fraudulent purposes at the fountain head. I have tried, and fairly, to offer some views concerning a better way—one that will, in my opinion, more fully insure the end we all so earnestly hope to attain—a higher standard of commercial honesty throughout the land. S. P. WHITMAN

One of the most common failings to which frail human nature is heir is the tendency, everywhere shown, to exercise too hasty judgment. Whether in the family or neighborhood, or in the larger activities of life that concern immense financial interests, where the press claims to be the *avant-courier* of public sentiment, the world exhibits a constant succession of faulty conclusions.

Courts invariably recognize this mental condition in selecting jurors, by rejecting men who have the reputation of prejudging on every occasion. Public clamor, under excitement, tends to affect the judgment of many men who are believed to be mentally well balanced. Even in the councils of the people's representatives in state or nation, where laws are enacted that directly concern the persons and property of millions, sober second thought has often been forced to take "a back seat," while prejudice, expediency, or self-interest are framed into statute and work infinite mischief until arrested by remedial action. Every man's experience verifies this statement, especially in the present generation when vagaries of all description are fastened upon legislation, and every party carrying a reform banner seeks the aid of legal penalties to enforce its peculiar beliefs. How far this may parallel the harsh examples of persecution recorded in history I leave my readers to decide; there is evidently a similarity in fact though not in degree.

Since a belief prevails that all evils affecting mankind can best be corrected or cured by legislation, every statehouse has been crowded with reformers eager to apply the infallible remedy. Too often committees are induced to make favorable report on bills that, because urged in the name of philanthropy, receive little attention as to details, escape wholesome criticism as to their tendency and effects, and, in the end, become laws that, if enforced to the letter, violate the first principles of justice and only serve purposes of buncombe or private revenge. Much of the legislation concerning the drug trade is of this description.

Every fair-dealing, conscientious druggist is to-day compelled to earn a livelihood with the brand of liquor dealer attached to his revenue certificate. In addition, a large part of the so-called moral reformers, forgetting the scriptural injunction about preliminary condition, hurl stones of doubt, distrust or misrepresentation, which carom on the loose

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.



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.

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, Widdiomb Bldg

HENRY ROYCE, Supt.

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.

Coal

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

S. P. BENNETT FUEL & ICE CO.

Grand Rapids, Mich.

Back to the Old Price

P. & B. Standards

PER GALLON, \$1.10.

CLEANLINESS and NEATNESS characterize our goods and packages.

The Putnam Candy Co.

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.

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.

Silent Salesman
TRADE MARK

Show Cases,
Store Fixtures,
Etc.

BUY

PHILLIPS' SHOW CASES.

J. PHILLIPS & CO., Detroit, Mich.

Established 1864.

CHAS. A. MORRILL & CO.,

Importers and Jobbers of

TEAS

21 LAKE ST., CHICAGO, ILL.

Use Tradesman's Wants Column.

They Return Excellent Results

"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., Grand Rapids, Mich.

SWEET'S HOTEL

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

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.

G. H. BFHNKE & SONS,
30 E Bridge St., Grand Rapids.

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

prejudices in the arena of popular clamor, thus wounding him in reputation at least.

At nearly every session of state legislators some one is sure to put a prepared egg in the nest, hoping it will hatch out a statute that shall, under the guise of benefit to the public, add another burden to the present intolerable load, until there is scarcely an hour in the day or a day in the year wherein the druggist is not in peril of legal persecution from any malicious person who may be disposed to use the weapon prepared to his hand. The only consoling reflection he has is the reflection that the average human being is seldom mean enough to make use of the advantage thus held.

Of late, a law of Ohio compelling the purity of foods and drugs has excited public interest by the peculiar actions of the special commissioner appointed to execute its details. He has done so with a zeal that indicates a disposition to pander to popular prejudice against local distributors, completely ignoring the sly manufacturing rogues who, under cover of good business reputations, secure customers for inferior or adulterated products. Taking the letter of a carelessly framed statute as the base of his operations, and the report of a supposed expert in chemistry as the material evidence, he locates at the doors of the retailers the main responsibility for all adulteration in food or medicine.

If the public health really requires that all goods in the market shall conform to the conditions specified in such act, without regard to the harmful effect on the human system, why should not this law be applied to each case, as are all municipal ordinances that regulate certain lines of business or personal conduct on the public streets? No police officer of good character degrades a citizen by arrest for transgressing such ordinance until, after due admonition, the offense is repeated. Why should even a good and wholesome law be used as a trap to catch the unwary yet loyal citizen without proper notice of the exact offense?

Surely the object of pure food laws cannot be simply to collect fines from surprised victims. At least nine-tenths of all retailers whom they concern are acknowledged to be free from criminal intent; besides, the facts upon which conviction is sought must be extracted from the state of uncertainty by processes that are, in their very nature, both indefinite and subfactive. Chemical analysis by one expert is not necessarily proof of adulteration—certainly not of guilty knowledge and intent.

It is argued by radical theorists that in no way can legal action reach the evil of adulteration but by prosecution of the retail distributor. The act of punishing druggist or grocer for being duped by the manufacturer furnishes an instance of substitution to which no proprietor of patent medicine or his cheeky advertising agent need object; yet, what proves sport to them and to a capricious public may be death to the business of honest distributors of goods which the truthful newspaper takes the responsibility of introducing to consumers as perfect and of infallible efficacy, and which this same capricious public imperiously demands of the dealer.

The spirit of these theorists reminds one of the way Chinese boatmen treat ducks when training them to the busi-

The President of the United States of America,

To

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

GREETING:

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore,

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

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

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

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

[SEAL]

ROWLAND COX,
Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,
Clerk

ness of catching fish. The process of capturing the finny prey comes natural to the birds, but retrieving is the part essential to the owner. There is, therefore, a special call to the fishing flock urging return to headquarters, and experience has proved that the most effectual method to secure prompt obedience is to *whip the last duck*. He may be the only faithful one of the flock, bringing in even more than his allotted tribute, a fact ample to account for the delay; but Chinese justice does not recognize such fact—any more than does Ohio justice similar points of legal equity.

Some who claim for pharmacy a higher standing than is attainable or necessary for the majority of druggists justify the extreme severity of the Ohio law, and assert that druggists are, or at least should be, by virtue of their profession, experts in analytical chemistry. They insist that each knight of the pestle should not only be able to compound intelligently every drug prescribed by medical authority, but should also be compelled to ascertain by analysis the purity of every article sold by him before it is delivered to the purchaser. If we admit the justice of this conclusion, what a busy hive of industry each drug store in the land will reveal, for at the rate new pharmaceutical products are thrown on the market to-day each place of business will have to be provided with an expensive laboratory, requiring from two to half a dozen analytical chemists, in addition to the ordinary force of prescription clerks and salesmen. Even then, as doctors disagree, so may pharmaceutical experts. Perchance, between them all, an adulterated article may escape detection only to catch the eagle eye of the state commissioner's special chemist, who will pounce upon that capable druggist having such expert facilities for doing business, and the last state of that man will be worse than the first.

But, it may be asked, how is the grocer to detect adulteration in his stock, and thus escape the rigorous penalties of a pure food law? His case must surely be a sad one, since, in the language of Scripture, "If the righteous scarcely be saved, where shall the ungodly and sinner appear?" Having no home facilities for analysis, or ability to use them if he had, the work of detection will have to be paid for at expert prices. The Ohio price as charged one grocer is \$25. The imagination can suggest the inevitable sequel when these conflicting conditions are fully understood.

Seriously, if the object of law is the prevention of adulteration in food, drinks, and medicines, can it not be done without outraging constitutional rights, and making justice a travesty? If any article sold in the market should prove, upon examination, to be fraudulent as to its manufacture, or compounded with one or more ingredients injurious to health, let it be at once brought to the notice of the dealer keeping it on sale. If he bought it entire as found from a firm or manufacturer, then let him state under oath that fact and the name of the party from whom it was purchased. It is easy thus to trace each unlawful product to first hands. When found, if within the state, let justice knock at the maker's door. But if beyond state jurisdiction, let the fact appear, with the names of all parties and places concerned, and a copy of this report be sent to every dealer in the state handling such line of goods.

In the meantime, the condemned article, wherever found, should be turned over to the state, to be treated as an outlawed product, and destroyed if thought advisable under the right of eminent domain, just as is now done with other property under health regulations as heretofore construed. Let the sale of goods once condemned be treated as an offense to be punished with deserved rigor as evidence may show guilt on due trial. If the retail dealer is found to be a transgressor of law by deteriorating the quality of goods, let him be treated accordingly.

Should any patent medicine, on proper examination, be found to contain dangerous ingredients, or powerful drugs compounded in unsafe proportions, let them be exposed in the name of suffering humanity. The cost of all these practical methods need not exceed the present outlay used in spasmodic and blind prosecutions, that, after all, only prevent a small fraction of the evils of adulteration. Were it ten times greater, the results sure to be achieved by the methods above noted would justify and ultimately repay the increased expense.

No fitful or half-hearted efforts to protect the public health will concentrate the force of individual opinion against the makers of dangerous commercial compounds, who appeal to a selfish economy in soliciting the patronage of consumers, and who are assisted by the press in advertising their goods to be wholesome as well as cheap. If the moral side of the question is to be considered, the advertiser is as much responsible to society for resulting effects as any outside the manufactory. The guilt cannot be laid at the dealer's door, as some would have, until after due notice he becomes *particeps criminis* by his own action.

The question of how best to prevent fraud in products that concern the health of a nation should be thoroughly discussed, to produce a wider and more intelligent public interest and more harmony in legislation. No doubt, in order to more efficiently reinforce state action, Congressional legislation will have to be secured before the boon of pure commercial products will become a practical realization.

S. P. WHITMARSH.

"There was quite a fight in front of the store to-day," said a leading West Bridge street grocer at the supper table the other evening. "Two men got into a row, one struck the other and then the crowd gathered. The man who was struck ran and grabbed a cartstake and rushed back, his eyes blazing. I thought sure he'd knock the other man's brains out, and I stepped right in between them." The young heir had given over eating his tart as the narrative proceeded and his eyes leaned right out of his head. He was proud of his father's valor, and he cried: "He couldn't knock any brains out of you, could he, father?" The old man looked long and earnestly at the heir, but the lad's countenance was frank and innocent and open. When it closed, with the tart on the inside, the father gasped slightly and resumed his supper.

A young Russian widow, who lost her husband last year, erected over his remains a splendid monument, bearing the inscription, "My grief for my loss is so great that I cannot bear it." She was married again a short time ago, and, finding the inscription a little awkward, had the word "alone" added to it.

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

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

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.

But to return to the present condition of the country, which is just now giving so much public and private concern, it is seen that the greatest sufferers are no

beyond the limits of its usefulness, and is growing into an evil which becomes more grave as it every day becomes more evident.

Reeder Bros'. Shoe Co.,

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**

Send me a trial order for
a mixed 'car of
Flour,
Feed,
Hay,
Etc.

G. H. Behnke,
30 East
Bridge Street,
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.

MICHIGAN CENTRAL

(Taking effect Sunday, May 27, 1894.)

Arrive.	Depart.
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10 20 p m.....	Detroit Express	7 00 a m
5 30 a m	*Atlantic and Pacific	1 20 p m

1 30 p m New York Express 6 00 p m
*Daily. All others daily except Sunday.

Sleeping cars run on Atlantic and Pacific ex

Parlor cars leave for Detroit at 7:00 a.m.; r

turning, leave Detroit 4:35 p.m., arriving at Grand Rapids 10:20 p.m.

Direct communication made at Detroit with

all through trains east over the Michigan Central Railroad (Canada Southern Division.)

A. ALMQUIST, Ticket Agent,
Union Passenger Station.

Church and Passenger Station.

CURRENT COMMENT.

It is predicted by those who are thought to be experts in matters of this sort that within the next ten years ermine will be worth more than its weight in gold. The demand is increasing, while the supply is of necessity very limited. Fashion's demands are arbitrary, and the rarity of an article always increases its market price. This, of course, does not refer to judicial ermine, which will always be more or less cheap, according to the taste, habits and previous condition of the wearers.

Most of the English magazines and papers nowadays contain advertisements of American confectionery, which seem to have obtained a firm hold on the affections of the English people, in spite of their usual prejudice against things American. Tons of candy are now sent over to the other side of the big pond, and one of the leading New York confectioners intends to open a branch store in London. The stuff which the English people have been eating under the name of candy, or "sweets," for the last century is said to be the most murderous concoction that was ever put on the market. It must be a relief to them to get hold of something really wholesome and palatable. It is to be hoped that the use of American confectionery will sweeten John Bull, and cause him to send back some of our gold.

A genuine curiosity found its way into the redemption division of the Treasury department last week. It was a thin sheet of sterling silver, into which had been rolled a \$10 silver certificate, so that the particles of the bill were to a large extent incorporated with the superficies of the metal. The \$10 certificate was a brand new one not long from the Treasury. That was evident from the appearance of its oddly metamorphosed remains. It was the property of a workman in a silverware factory. It so chanced that he had it in his hand while rolling out a sheet of the metal. He dropped it and it passed with the silver beneath the roller, with the effect that has been described. There was only one thing for him to do, and that was to forward the silver plate in *statu quo* to the Treasury department. He will get back his \$10 in the shape of a fresh certificate, together with the silver sheet, though the chief of the redemption division, Mr. Relyea, would like to keep the latter for a souvenir.

A story is told of an eminent physician who had cured a little child from a dangerous illness. The thankful mother turned her steps toward the house of her son's savior. "Doctor," she said, "there are some services which cannot be repaid. I did not know how to express my gratitude. I thought you would, perhaps, be so kind as to accept this purse, embroidered by my own hands." "Madam," replied the doctor, roughly, "medicine is no trivial affair, and our visits are only to be rewarded in money. Small presents serve to sustain friendship, but they do not sustain our families." "But, Doctor," said the lady, alarmed and wounded, "speak; tell me the fee." "Two hundred dollars, madam." The lady opened the purse, took out five bank notes of \$100 each, gave two to the doctor, put the remaining three back in her purse, bowed coldly and departed.

It seems to be taken for granted that the depletion of the gold reserve in the Treasury is only caused by European demand. As a matter of fact, nearly as much gold has been taken out during the past three months to remain in this country as for export. The possibility of a premium has evidently caused the hoarding of much of this and it will be quickly brought out by a changed condition of the money market.

The exports of manufactured cotton goods from England to Japan amount to about \$14,000,000 per annum. The cotton used is nearly all obtained from American planters for about one-fourth that amount. The other three-fourths represent the cost of manufacture, trade, transportation and profits. It would seem worth while to manufacture the goods in this country.

The United States receives one-third of the exports of the Latin American countries and sells them about one-sixth of their imports.

In the death of Ward McAllister, New York society loses a dictator of whose mandates the Four Hundred stood in the profoundest awe. Yet the duties he assumed were such as are assigned to the butler by the old world aristocracy.

Two prominent gentlemen of Pittsburgh got into a personal difficulty the other day over a political question, and one of them talked violently about slapping the other's face. This was taken as an insult, and the aggrieved party sent a friend to request an apology or to arrange for a quiet meeting for the rendering of due satisfaction. The challenged party replied that he had nothing to retract or apologize for, and that if the other was thirsting for his gore, he would meet him at the north pole on the 31st of February, 1999, to settle the affair with squirt-guns. It is hinted that this may not be the end of the matter, as both of the parties have "sand."

It is said the whole bottom of the ocean is covered with a layer of calcareous ooze, mingled with the skeletons and other animal remains of its inhabitants. This is said by men of science, who may have walked clear across to the other side on the bottom of the ocean. It is difficult to throw science down on an assertion; the trouble to disprove it is too great; and there is, at least, one man who will not dispute the material of the ocean's ground floor. He is satisfied to keep away from the calcareous ooze.

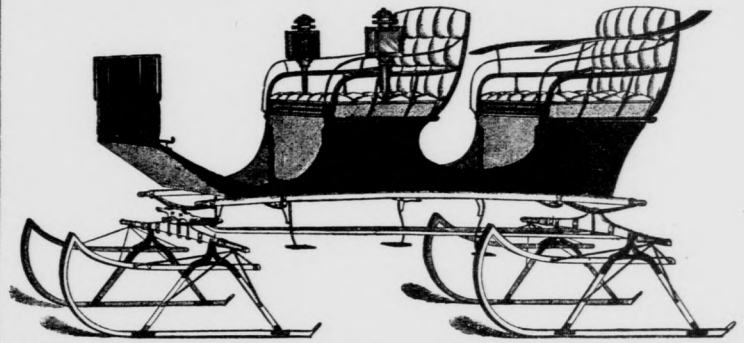
Pending the decision of the constitutionality of the income tax preparation continues for its collection. Blanks are prepared for the income statements of those supposed to be liable to the tax.

Embryo Shoe Factory---Grocers Organize.

Owosso, Feb. 2—The prospect is good for still another factory for Owosso. D. R. Salisbury, who has placed his retail boot and shoe business in charge of J. B. McIntosh, is "experimenting," as he says, in the manufacture of boots and shoes. Some of the necessary machinery has already arrived and more has been ordered. At present four persons are at work, and Mr. Salisbury expects to soon increase this number to eight or ten. For the present the work is being carried on in the basement of his store, Opera House Block.

The grocers have organized for mutual protection. The organization is called the Owosso Grocers' Protective Association, and holds weekly meetings.

ADJUSTABLE RUNNERS.



For Buggies, Surries, Hacks, Hearses and Express Wagons.

Can be attached in a few minutes and your Vehicle is converted into a sleigh ready for the road.

To Fit	% Axles	List	
" 1	"	"	\$13 00
" 1 1/4	"	"	13 00
" 1 1/2	"	"	14 75
" 1 3/4	"	"	14 75
" 1 1/2	"	"	17 25
" 1 3/4	"	"	17 25
" 1 1/2	"	"	18 75
" 1 3/4	"	"	18 75

NOTE—In ordering give size of Axle, and length of Axle Box in the Hub.

BROWN, HALL & CO.,

20 and 22 Pearl St., Grand Rapids.

MANUFACTURERS OF CUTTERS, SLEIGHS AND VALLEY CITY BENT KNEE BOBS.

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.

Michael Kolb & Son,

Clothing Manufacturers

Rochester, N. Y.

Wm. Connor will be at Sweet's Hotel, Grand Rapids, Tuesday and Wednesday, Feb 12 and 13, with his full line of samples in Men's, Youth's, Boys' and Children's Clothing; also on elegant line of Spring Overcoats. Customers' expenses allowed.

MICHAEL KOLB & SON.

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 8; Detroit (Star Island), June 24; Lansing, Nov. 5.

Michigan State Pharmaceutical Ass'n.

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

Grand Rapids Pharmaceutical Society.

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

The Significance of Alexins and Antitoxins.

The name "alexins" Buchner applies to the albuminous substances by which the organism protects itself against the ravages of bacteria. All natural immunity depends on these substances, which are soluble in the blood. By immunity we mean the insusceptibility of the animal and human organism to diseases in general and to infectious diseases in particular. Such an insusceptibility, however, may also be produced artificially—by the so-called "antitoxins;" and then we refer to the acquired immunity. Therefore we have two classes of substances which are capable of protecting the body against bacterial invasion; the "alexins" on the one hand, and the "antitoxins" on the other.

As to the origin of the alexins, Vaughan and Kossel have established the fact, based upon experimental investigations, that these substances emanate from the leucocytes, the white blood corpuscles, and are to be accounted as nucleins. Vaughan has shown that the nucleins possess bactericidal properties, and that the bactericidal property of the blood (for some time known) is not to be attributed to the serum albumen, but rather to the presence of nuclein, which has its origin in the leucocytes. Consequently the leucocytes exercise a very important function in the natural protection of the organism—not, indeed, in the manner set forth by Metschnikoff, but through the dissolved substances which are secreted by them.

According to the doctrine of Metschnikoff, the phagocytes (leucocytes) have the power of absorbing the bacteria and of digesting them. Or, in other words, an infectious disease can be regarded as a conflict between the invading microorganisms and the natural defenders, the phagocytes; if the phagocytes overcome the intruders, the disease assumes a favorable aspect. Since the bactericidal alexins (nucleins) remain unaffected by freezing, and the leucocytes on the other hand are destroyed, we are compelled to assume that the germicidal action is not due to the leucocytes as such, but is dependent upon the dissolved substances, the alexins (nucleins). Therefore with reference to the natural immunity the phagocytosis of Metschnikoff plays but a secondary part.

While the antitoxins are to be regarded as specific bacterial products, the alexins are, as we have seen, products of the animal organism. But there are still more important differences between these substances. The alexins act as germicides and possess antiseptic properties; the antitoxins have only antitoxic properties. The latter antitoxic effect depends not, as one would suppose, upon the actual destruction of the specific bacterial poisons

(toxins) in contact with the antitoxin, but is brought about only within the organism, by decreasing the specific susceptibility of living parts—rendering the latter insusceptible and capable of resistance to the respective poisons. In contradistinction to these, the alexins have to take up the conflict against the bacteria themselves.

From the foregoing consideration we learn that natural immunity is based upon conditions and reasons essentially different from those of acquired immunity. The former is due to the large amount of alexins (nucleins) in the organism, while the artificial or acquired immunity depends upon the presence of specific bacterial products. The immunity established by antitoxins can be transferred through the media of blood and milk, which is not the case with natural immunity.

Here I desire to call attention to the communication of specific immunity through the milk. Ehrlich has demonstrated experimentally that the milk is capable of supplying to the suckling the "anti-substances" and of bestowing upon the infant a high and increasing immunity. The remarkable evidence that the "anti-substances" are in this case absorbed unchanged by the digestive canal demonstrates the absolute suitability of the mother's milk to the requirements of the infant organism. Based upon these investigations, Ehrlich concludes that the present ruling tendency to replace the natural infant's food by those artificially prepared is never to be countenanced. It is a fact that nurslings during the period of lactation possess a relative or absolute immunity from a series of infectious diseases, as scarlet fever, measles, etc.

The antitoxins and alexins (nucleins) have been recently proposed for the treatment of infectious diseases, and have been introduced into therapeutics. The results obtained by Behring, Roux, and others with antitoxins, particularly with diphtheria antitoxin, have given rise to great expectations. The investigations of Vaughan on the therapeutic applicability of the nucleins have led to the following favorable results:

Rabbits and guinea-pigs may be protected against virulent cultures of the *diplococcus pneumoniae* by previous treatment with hypodermic injections of a solution of yeast nuclein.

The immunity thus secured is not due to the direct action of the nuclein as a germicide, but is most probably conditioned by the stimulating effect of the nuclein upon some organ whose function it is to protect the body from bacterial invasion.

The longer the nuclein injections are continued and the more frequently they are administered, the more complete is the immunity secured.

At any rate, there is no doubt that the nucleins will occupy a very important position among the natural remedies preventive of infectious diseases, and that further results in the therapy of bacterial products may be expected to follow the advancing knowledge of the nuclein and antitoxin substances.

KARL SCHWICKERATH, PH. D.

A Chicago man discovered the other day that a lottery ticket, which he had bought and put away in a bureau drawer, had won \$7,000. He hurried home to get the ticket, and found that his wife had just been cleaning out the bureau and had burned up the trash found in the drawers.

Excessive Mentality in Business.

Javis in Farm Implement News.

If all the tradesmen who have failed in their commercial undertakings because of their excess of mentality, during the past quarter of a century, could be placed in army array, there would be such a gathering of brains and brawn as the world never before witnessed. The number of failures that can be ascribed to actual braininess is appalling. In many cases a man is ruined by his own unquestionably bright talents. His keen intellect is the sole cause of his downfall. The very mental superiority that should advance him above ordinary men proves his undoing by devoting itself to the abnormal development of his bump of self-esteem.

The popular idea of smartness is responsible for much of this. We encourage the precocious boy by praise until he gets to believing too much in his precocity, and before he has reached the years of discretion he cannot conceive of the possibility of failure. Like a certain kind of pear, all the early promises turn to naught, for rottenness comes with ripening. Unfortunately, his unbounded faith in himself impresses others, and it is not difficult for him to obtain backing for the enterprise in which he will record the first of his failures.

We think we know the excessively smart man in all his guises, but we do not. He quite frequently appears before us so modest and unassuming that we have to encourage him to display his ability, and, therefore, we value it the higher. Possibly we feel the pride and right in him that comes with discovery. It is only after we are taken in that we realize the fact that his humility is but the studied effort to bring his talents to notice.

Commerce is rapidly becoming a stage for the display of histrionic ability of a certain order. We are losing our naturalness, and consequently our solidity to some extent. We want the praise we cannot hope to obtain by sticking to a staid business in a staid sort of way.

All this would be trivial were it not for the result; it is the outcome that makes the matter a serious one. The popular idea of smartness and the craving for notoriety makes the ordinary transaction of business too dull. The very bright young merchant must display his ability. He may start out cautiously and do nothing more reckless at first than startle the community with a rush of expensive advertising. Possibly it may be apt to pay him; but whatever he does must be startling and original and stupendous. If his methods pay, he is regarded as a bold, advanced tradesman; if they fail, he is set down as a reckless speculator.

So seriously is the speculative tendency regarded that it is made the subject of special inquiry on the part of the credit men of many of the large jobbing establishments. It is not that they question the shrewdness of the merchant-speculator, but that they do not believe a tradesman can speculate on the outside and give proper attention to his legitimate trade undertakings. Then, it is a matter of fact that there are very few trades-

men who have separate funds from those invested in business. The moneys they speculate with, therefore, are taken from their cash drawers, and their remittances are controlled too much by the fluctuations of the grain and stock markets.

Hundreds of thousands of dollars are sent to Chicago and St. Louis brokers every day by country patrons for investment in margins. No one who has investigated will question this statement; nor does any one doubt that the majority of the country patrons are country merchants. They fortunately do not constitute the majority or even a respectable minority of the country merchants, however; nor do they include the plain, common, every-day business men. They represent a class of really bright men who, conscious of their ability, are impatient to give it full sway. Some may succeed and have sufficient self-control then to retire, but most fail first or last, and are forced to retire. In either case their course is the result of a surplus of mentality.

About as mean a thief as was ever caught is Louis Bourgard, of Paris. While he was riding in a cab recently he ripped open the cushions, and pulling out the horsehair stuffing, made it up into a bundle. He had the cab wait while he went into a place and sold his plunder, and then paid the cabman with the proceeds.

Favored a Good Deal.

First—"Are you in favor of an income tax?"

Second—"You bet I am. I go further'n that. I'm in favor of giving every man an income to be taxed."

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 cork screw at same price if preferred.

Correspondence Solicited

SEELY MFG. CO., Detroit Mich.

VAN TWILLER

The Best 3c Cigar Ever Put in a Box.

Wellauer & Hoffman Co., Milwaukee, Wis.,

Wholesale Distributors.

J. A. Gonzalez, Michigan Representative.

Advanced—Linseed Oil. Declined—Salicylic Acid

Morpha, S. P. & W.	2 05	2 30	Seidlitz Mixture.....	20	30	Linseed, boiled.....	61	64
S. N. Y. Q. &			Sinapis.....	18	30	Neat's Foot, winter		
C. Co.	1 95	2 20	" opt.....	30	30	strained.....	65	70
Moschus Canton.....	40	70	Snuff, Macaboy, De			Spirits Turpentine.....	35	40
Myristica, No 1.....	65	70	Voce.....	35	35			
Sassa Vomica, (po 30).....	10	18	Snuff, Scotch, De Voce	35	35	PAINTS.	bbl.	1
Os. Septa.....	15	18	Soda Barb., (po. 3-10).....	72	95	Red Venetian.....	1 1/4	3 1/2
Pepsin Saac, H. & P. D.			Soda & Potass Tart.....	24	35	Ochre, yellow, Mars.....	1 1/4	3 1/2
Co.....	22	00	Soda Carb.....	1 1/4	2	" Ber.....	1 1/4	3 1/2
Picls Liq. N.C., 1/2 gal			Soda, Bl-Car.....	3	5	Putty, commercial.....	2 1/4	3 1/2
doz.....	22	00	Soda, Ash.....	3 1/4	4	" strictly pure.....	2 1/4	3 1/2
Picls Liq., quarts.....	21	00	Soda, Sulphas.....	2	2	Vermillon Prime Amer-		
" pints.....	85	50	Spts. Ether Co.....	50	55	ican.....	130	15
Pil Hydrarg., (po. 80).....	50	50	" Myrica Dom.....	22	00	Vermillon, English.....	65	70
Piper Nigra, (po. 22).....	1		" Myrica Imp.....	22	50	Green, Peninsular.....	130	16
Piper Alba, (po 55).....	3		" Vinl Rect. bbl.			Lead, red.....	5 1/2	66
Pflz Burgun.....	7		" 7.....	2 49	2 59	" white.....	5 1/2	66
Plumbi Acet.....	10	12	Less 5c gal., cash ten days.			Whiting, white Span.....	70	70
Pyrhus Ipecac et opil.....	10	20	Strychnia Crystal.....	1 40	1 5	Whiting, Gliders.....	7	7
Pyrethrum, boxes M			Sulphur, Subl.....	2 1/2	3	White, Paris American.....	7	7
& P. D. Co., doz.....	21	25	" Roll.....	2	2 1/4	Whiting, Paris Eng.		
Pyrethrum, pv.....	30	30	Tamarinds.....	8	30	cliff.....	1	40
Quassia.....	30	10	Terebinth Venice.....	28	30	Universal Roped.....	1 00	1 15
Quina, S. P. & W.	34	2 39 1/4	Theriacome.....	45	48	VARNISHES.		
S. German.....	27	37	Vanilla.....	9 00	16 00	No. 1 Turp Coach.....	1 00	1 20
Rubia Tincturum.....	132	14	Zinc Sulph.....	72	8	Extra Turp.....	1 00	1 20
Saccharum Lactis pv.	132	14				Coach Body.....	2 75	3 00
Salacin.....	2 30	50	OILS.			No. 1 Turp Furn.....	1 00	1 20
Sanguis Draconis.....	40	50				Extra Turp Damar.....	1 55	1 60
Sapo, W.....	132	14	Whale, winter.....	70	70	Japan Dryer, No. 1		
" M.....	102	12	Lard, extra.....	50	85	Turp.....	70	75
" G.....	15		Lard, No. 1.....	42	45			
			Linseed, pure raw.....	58	61			

A detailed black and white architectural illustration of the Hazeltine & Perkins Drug Co. building, a three-story structure with ornate facades, arched windows, and a prominent corner entrance. The building is situated on a street corner, with a horse-drawn carriage visible on the right. The illustration is signed 'TRADESMAN CO.' in the bottom left corner.

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

PICKLES.

Medium.	
Barrels, 1,200 count...	24 00
Half bbls, 600 count...	22 50
Small.	
Barrels, 2,400 count...	6 00
Half bbls, 1,200 count...	3 50

PIPES.

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

POTASH.

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

RICE.

Domestic.	
Carolina head	5 1/2
" No. 1	5
" No. 2	4 1/2
Broken	3 1/2

Imported.

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

SPICES.

Whole Sifted.	
Allspice	9 1/2
Cassia, China in mats	9 1/2
" Batavia in bund.	15
" Saigon in rolls	32
Cloves, Amboyna	22
" Zanzibar	11 1/2
Mace Batavia	70
Nutmegs, fancy	65
" No. 1	60
" No. 2	55
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
" Cochina	20
" Jamaica	22
Mace Batavia	65
Mustard, Eng. and Trieste	22
" Trieste	25
Nutmegs, No. 2	75
Pepper, Singapore, black	16
" white	24
" Cayenne	20
Sage	30
" Absolute" in Packages	30

Allspice	84 1 1/2
Cinnamon	84 1 1/2
Cloves	84 1 1/2
Ginger, Jamaica	84 1 1/2
" African	84 1 1/2
Mustard	84 1 1/2
Pepper	84 1 1/2
Sage	84 1 1/2

SAL SODA.

Granulated, bbls	1 1/4
" 75lb cases	1 1/2
Lump, bbls	1 1/4
" 145lb kegs	1 1/2

SEEDS.

Anise	2 1/2
Canary, Smyrna	4
Caraway	7
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.	
30-lb boxes	6
40-lb "	5 1/2

Gloss.

1-lb packages	5 1/2
3-lb "	5 1/2
5-lb "	5 1/2
40 and 50 lb. boxes	3 1/2
Barrels	3 1/2

SNUFF.

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

SODA.

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

SALT.

Diamond Crystal.	
Cases, 24 3 lb boxes	2 60
Barrels, 320 lbs.	2 50
" 115 2 1/2 lb bags	4 00
" 105 lb "	3 75
" 30 lb "	3 50
Butter, 56 lb bags	65
" 20 14 lb bags	3 50
" 280 lb bbls	3 50
" 2 1/2 lb "	2 25
Worcester.	
115 2 1/2 lb sacks	84 00
60 5-lb "	3 75
30 10-lb "	3 50
2 14 lb "	3 30
320 lb bbl	2 50
8 lb sacks	3 1/2
linen sacks	60

Common Grades.

100 3-lb. sacks	82 10
60 5-lb "	1 90
28 10-lb. sacks	1 75
Warsaw.	
56 lb. dairy in drill bags	30
" "	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 15
Taylor's	3 00

SEELY'S EXTRACTS.

Lemon.	
1 oz. F. M. \$ 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.

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

SOAP.

Laundry.	
G. R. Soap Works Brands.	
Concordia, 100 3/4 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 3/4-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 05
5 box lots, delivered	3 85
10 box lots, delivered	3 75

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

American Family, wrp d.	33 33
" plain	2 27
N. K. Fairbank & Co.'s Brands.	
Santa Claus	3 90
Brwn, 60 bars.	2 10
" 80 bars	3 10

Lautz Bros. & Co.'s Brands.

Acme	3 65
Cotton Oil	6 00
Marcellies	4 00
Master	4 00
Thompson & Chute Co.'s Brands	

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

Scouring.

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

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
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Domino	84 75
Cut Leaf	4 75
Cubes	4 37
Powdered	4 37
XXXX Powdered	4 02
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 50
No. 10	3 44
No. 11	3 37
No. 12	3 31
No. 13	3 18
No. 14	3 12

SYRUPS.

Barrels	17
Half bbls.	19

Pure Cane.

Fair	17
Good	20
Choice	25

TABLE SAUCES.

Lea & Perrin's, large	4 75
" small	2 75
Halford, large	3 75
" small	2 25
Salad Dressing, large	4 56
" small	2 65

TEAS.

JAPAN—Regular.	
Fair	217
Good	220
Choice	224
Choicest	232
Dust	210

SUN CURED.

Fair	217
Good	220
Choice	224
Choicest	232
Dust	210

BASKET FIRED.

Fair	18
Choice	25
Choicest	25
Extra choice, wire leaf	240

GUNPOWDER.

Common to fair	25
Extra fine to finest	50
Choicest fancy	75
GOONG.	
Common to fair	23

IMPERIAL.

Common to fair	23
Superior to fine	30
FOUNG HTSON.	
Common to fair	18
Superior to fine	30

ENGLISH BREAKFAST.

Fair	18
Choice	22
Best	40

TOBACCOS.

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

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

Private Brands.	
Bazoo	230
Can Can	27
Nellie Bly	24
Uncle Ben	24
McGinty	27

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

Flag.

Sorg's Brands.	
Spearhead	39
Joker	47
Nobby Twist	20

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

Finzer's Brands.	
Old Honesty	40
Jolly Tar	32
Lorillard's Brands.	
Climax (8 oz., 41c)	39
Green Turtle	30
Three Black Crows	27

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

Smoking.

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

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

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

Scotten's Brands.	
Warpath	14
Honey Dew	26
Gold Block	30

F. F. Adams Tobacco Co.'s Brands.	
Peerless	26
Old Tom	18
Standard	22
Globe Tobacco Co.'s Brands.	
Handmade	40

Leidersdorf's Brands.	
Rob Roy	26
Uncle Sam	28 1/2
Red Clover	32

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

VINEGAR.

40 gr.	28
50 gr.	29

WET MUSTARD.

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

YEAST.

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

WOODENWARE.

Tubs, No. 1	5 75
" No. 2	4 75
" No. 3	4 00
Pails, No. 1, two-hoop	1 25
" No. 1, three-hoop	1 35

Bowls, 11 inch	90
" 13 "	1 25
" 15 "	1 25
" 17 "	1 30
" 19 "	2 40
" 21 "	

HIDES PELTS AND FURS.

Perkins & Hess pay as follows:	
--------------------------------	--

FURS.	
Mink	30 @ 1 90
Coon	30 @ 70
Skunk	75 @ 1 25
Rat, winter	08 @ 11
Rat, fall	08 @ 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
Bear	15 00 @ 25 00
Opossum	10 @ 25
Deer skin, dry	7 @ 25
Deer skin, green	05 @ 12 1/2

HIDES.	
Green	2 1/2 @ 3 1/2
Part Cured	2 @ 4 1/2
Full "	2 @ 5 1/2
Dry	5 @ 7
Kips, green	3 @ 4
" cured	2 @ 6
Calfskins, green	5 @ 6
" cured	7 @ 8 1/2
Deacon skins	10 @ 25

No. 2 hides 1/2 off.	
Shearlings	5 @ 20
Lambs	25 @ 50

TREND OF UNIONISM.

Individual Liberty Discarded for State Socialism.

The unsuccessful strike at Brooklyn, with the rioting and violence which accompanied it, became nothing but an outbreak of lawlessness which had to be put down, as so many other outbreaks of the same kind have heretofore been put down, by the strong hand of the constituted authorities. In this respect there can be, among right-thinking people, but one opinion of it. Whatever may have been the grievances of the strikers, and however unjustly they may have been treated, society cannot, consistently with its own self-preservation, permit them and their allies to redress those grievances and secure justice by the means to which they resorted. The progress of civilization for the last thousand years has been in the direction of taking away from individuals the forcible righting of their wrongs and vesting it in courts and in legislatures. In these closing years of the nineteenth century a reversion to the methods of the dark ages is unendurable.

That this strike, like the many similar strikes which have within the past twenty years preceded it, could not succeed, was a foregone conclusion. It took on the shape of a rebellion, and a rebellion, to be justified, must become a revolution. Unless the Brooklyn rioters were prepared to overthrow the Government and set up in its place one of their own, they had to be subdued and punished. It was a plain case for the application of the principle: "All they that take the sword shall perish with the sword." Men who assault their competitors and destroy the property of their former employers are not to be exempt from the treatment of malefactors merely because their number is great and they have the semblance of an organization. They must either conquer society or be conquered by it, and as society outnumbered them by 100 to one it is pretty sure of ultimate victory.

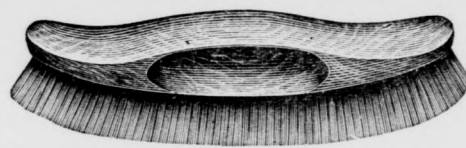
It is remarkable how blind to this truth so many otherwise enlightened and intelligent people are. Instead of an unanimous condemnation of the breaches of the peace and of the destruction of property which usually accompany strikes of this magnitude we met a divided public opinion, with a numerous party favoring the law breakers. Thus, the Mayor of Brooklyn openly avowed his sympathy with the men whom it was his duty to treat as criminals; the police fraternized with them; residents along the line of the railroads aided and abetted them in destroying cars, beating motormen, obstructing tracks, and cutting trolley wires; shopkeepers refused to sell supplies to the soldiers called out to preserve order; newspapers espoused the cause of the rioters, and vilified their victims; and lawyers and judges were found who prostituted the machinery of the law to render their assistance. It was as though a man's neighbors should applaud and aid the incendiaries setting fire to his house, and should obstruct the firemen in their efforts to extinguish the flames, in disregard of the obvious fact that their own houses may be the next objects of attack. For, if one set of men are allowed to extort money from other men as the price of immunity from injury, another set may do the same, and the country would soon be overrun with

bands of tramps living by pillage and ransom. A peaceable strike often comes very close to extortion by threat and intimidation, but a riotous strike is intolerable.

The explanation of this aberration of judgment lies doubtless in the fact that a vast number of men are governed in their conduct more by feeling than by cool reason and consider immediate results rather than remote consequences. So many of them, too, are earners of wages themselves that their sympathies are with those in the same situation, and the payers of wages being in the minority, the preponderance of opinion is against them. The disparity is still greater between the employers of large numbers of laborers and the rest of their fellow citizens. They are but a handful compared to a multitude. The men capable of directing profitably the exertions of other men are as few in number as are the generals capable of commanding an army, and nothing but stern necessity compels submission to them. Then, too, the amount of wages paid to each worker is so small, relatively to the profits of his employer, that it seems inadequate, and the refusal to increase it a trifle appears unreasonable. It is forgotten that a sum small itself is great when multiplied a thousandfold, and that an increase of a few cents in the daily wages of each of a multitude of employes, comes at the end of the year to a very large amount. If the 6,000 Brooklyn railroad employes, for example, were to be paid only twenty-five cents a day more than their present wages, they would in the aggregate receive in the course of 365 days an increase of \$547,500. What the total increase would be if all other wage earners obtained a corresponding addition to their present pay it is easy to imagine. The dispute in Brooklyn did not, therefore, involve a few cents, but hundreds of thousands of dollars, and those who censured the employers for not granting the strikers' demands did not sufficiently consider the matter.

Nevertheless, this prediction of the public in favor of strikers, and its disposition to look kindly upon even their lawless efforts to gain an advantage over their employers, must be accepted as a fact and dealt with as such. Wise men treat other men as being not what they would like to have them be, but what they are; and since an ounce of prevention is better than a pound of cure, the prevention of riotous strikes, if it could be accomplished, would be better than their suppression by the police and the militia. Thus far, as the Brooklyn strike and the other great strikes which have recently preceded it abundantly prove, no method of such prevention has been discovered. Compulsory arbitration has been urged for the purpose; but if the submission to arbitration is to be compelled, and the award of the arbitrators is to be enforced, it amounts to a Government regulation of wages, the next step after which is the assumption by the Government of the management of all great industries.

Everything indicates that, under the pressure of the discontent which is an ineradicable element of human nature, civilized society is gradually shaping itself into a system in which private affairs will be much more regulated by law than they are now, and that the outcome eventually will be what is called State Socialism. The sympathy of the public with the Brooklyn strikers and

GRAND RAPIDS
BRUSH COMPY,

MANUFACTURER OF BRUSHES GRAND RAPIDS, MICH.

Our Goods are sold by all Michigan Jobbing Houses.

*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.**We Think**

that we can truthfully say that never before has the demand for novelties in Jewelry of every description been so great in early season as this. We have the line to fill your wants. You cannot afford to be late in placing your order. Our line of Hair Ornaments, Belt Buckles and Czarina Buckles are as staple as your dress goods by the yard. Send us your order if our salesman has not called on you. Our customers can rest assured that whenever orders sent in for anything in our line they will receive our careful attention.

WURZBURG JEWELRY CO.,

76 Monroe St.,

Grand Rapids

:- Last Trip :-**THURSDAY and FRIDAY,****Feb. 7 and 8.**

M. J. Rogan will be at Sweet's Hotel, Grand Rapids, on above dates and will be pleased to pay expenses of any merchants coming from a distance to see his goods. Last trip for the spring season.

Moore, Smith & Co., Boston,**HATS and STRAW GOODS.****WANTED.****Beans, Potatoes, Onions.**

If you have any to offer write us stating quantity and lowest price. Send us sample of beans you have to offer, car lots or less.

MOSELEY BROS.

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

its impatience with the inconvenience caused by the refusal of their employers to yield to them is a positive proof of this tendency, showing that we have already arrived at a point from which further steps in the direction already taken will soon land us where the Government will make rules for every affair of life, and the citizen will not only not be permitted to do wrong, but also not to do right, excepting in a prescribed manner. This is the goal toward which those who clamor for Government interference in settling strike disputes, and for more stringency in the regulation of tenement houses, of factories, and of the liquor traffic, are driving society. Meanwhile it is comforting to see in Brooklyn, as we saw in Chicago, that in spite of the prevalent fondness for raising wages at the expense of employers, a great deal is still left of individual liberty, and that men who are willing to work for the wages offered them cannot always be prevented by force from doing so.

MATTHEW MARSHALL.

High Art in Stealing.

One day last week two nice-looking, well-dressed women in a street car were discussing in an animated manner those subjects always so interesting to women—shopping and dress. Said one:

"Suppose we go to two or three fashionable millinery stores and see what they have? I haven't anything dressy in the way of a hat yet this season, but—"

"Neither have I," broke in her companion. "Shall you get a hat this afternoon?"

"Oh, no! I never buy trimmed hats outright; do you? They charge such dreadful prices for them, you know. Let me tell you how I manage to get something just as nice as any pattern hat, and at one-third the cost. I go to the first-class stores and ask to be shown something very nice. The hats I like best I try on until I find one that just suits. Then I look it over until I have it fairly photographed on my mind, and after promising to come in and decide in a day or so, I leave. I next go to some place where shapes and trimmings are to be had and buy an untrimmed hat of precisely the same shape as the pattern hat. I get trimmings of the best quality and I go straight home and trim my hat at once before I forget how it should be. It is not so very much trouble, and when it is done it is the exact counterpart of the pattern hat, and I save from ten to twenty dollars."

"Indeed, you are just perfectly wonderful! I couldn't trim a hat to save my life!"

"Oh!" said the other, complacently, "I can copy like a Chinaman; but sometimes I have to go back and see the hat two or three times before I can remember exactly how it is trimmed."

"Well, I simply couldn't do that! I get my last season's hats slightly altered at a trifling cost, and wear them until the season is nearly over; then, when the millinery is marked down to cost, I attend reduction sales and get something really nice for almost nothing. The disadvantage of this plan is that I have to wait so long for my hat; but I invariably get good materials, and the feathers and other trimmings can be used another season."

"You know my sister Grace," said the first speaker. "She has good taste in dress and is considered very stylish.

She always wears pretty hats, and sometimes has as many as half a dozen during the season. Whenever she comes across a real bargain in ribbons, velvets, feathers or ornaments she makes a purchase, which she lays aside. Once in three or four months she employs a visiting milliner, who comes to the house for a day or so at \$2 per day. In this way she gets her children's hats and her own for just about what one fashionable hat would cost at a first-class place."

And, having reached their destination, the two women left the car, presumably to make a tour of the millinery stores.

Having occasion to same afternoon to visit the millinery department of one of our large stores, it occurred to me to inquire if this self-confessed pilferer of styles was an exception, or, unhappily for the merchant, but one of the many. The manager assured me that women frequently resort to this practice, and that they seem to regard the exhibit of trimmed hats as simply a collection of models for them to copy. He said:

"Each year we place in stock less trimmed hats, while our department of shapes and trimmings is being rapidly enlarged. I cannot say how much of this change in the millinery trade is due to the hard times. We hardly realize enough from our trimmed hats to pay our makers, trimmers and salesladies. You would be surprised to know how many wealthy ladies steal our styles and make their own millinery."

"Rather a provoking, though amusing, incident occurred yesterday. A young woman stood in front of a case containing some of our most expensive hats. She was busily engaged with pencil and note book. A saleslady, thinking she must be taking notes for some paper or fashion magazine, went to her and asked if she might show her anything."

"No, I thank you," she answered, sweetly, "but please turn this hat around, so that I can see the other side of it. It is a love of a hat, and I'm going to make myself one just like it. I'm sketching it, so I shall be certain to succeed in copying it."

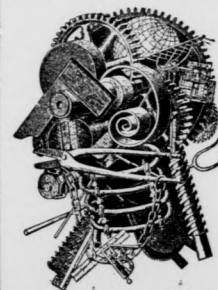
"And soon she departed with an accurate pencil sketch of the hat, and wearing a highly pleased and satisfied expression."

"This form of dishonesty is not punishable by law. The young woman was not a shoplifter, but, nevertheless, she was a thief."

No drugs, a healthy smoke, Signal Five.

With Pleasure

I will meet personally or correspond with anyone contemplating building to assist or to execute plans, always having their interest in mind. I know that a well-pleased client always assures another. JOHN BRECHTING, Architect, 79 Wonderly Bid., Grand Rapids.



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-A INVENTIVE GENIUS-

:- WANTED :-

Everybody interested in patents or patent law to send his name; in return a book containing valuable information will be sent free by mail. L. V. Moulton, Patent Att'y. Grand Rapids. Mich.



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

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

Mail and telegraph orders receive special attention.

California
Navel
Oranges.

All Sizes. Lowest Prices.

The Putnam Candy Co.

General Stampede
FROM THE
Curse of Credit.

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

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

TRADESMAN COMPANY.



GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, Feb. 2.—The general trend of things in the wholesale grocery trade here during the past week has not been of a particularly encouraging nature. There is an element of so much uncertainty regarding the financial outlook that buyers are showing no enthusiasm. Prices are still low and there seems to be no immediate prospect of any upward turn. The rise in coffee seems to be a speculative movement and without legitimate foundation. Not many interior buyers have been seen, and we are simply waiting for something to turn up.

Kio coffee No. 7 is worth 16½¢, and trading is light. The stock afloat is about 500,000 bags. Mild coffees are well held and bring full value.

Granulated sugar is in a bad way. The sales are light and there are few interesting features in the market. While there has been no change in quotations, a further reduction will cause no surprise.

The tea trade languishes and the late spurt in quotations has hard work to maintain itself. Sales at auction do not indicate any notable improvement.

For both molasses and syrup there is a steady trade and no concessions are made in the former product to effect sales.

The rice market is as firm as it has been for some time and for all kinds there remains a good demand. In some instances trouble has been experienced in promptly filling orders.

Foreign and Pacific Coast dried fruits are still in fair inquiry and the feeling is one of increasing confidence as time goes on. Prime grades of California raisins are held with a good degree of confidence but prices are ruinously low yet.

Foreign green fruits show no animation. No change has been noticed in the rates for lemons. Shipments have been light, owing, in some degree, to the prevalent cold weather. Oranges are in moderate request, with Havana in barrels selling from \$3.50@4.

Canned goods dealers are acting in the most conservative manner, and the sales are very small indeed. There is a continued call for "something cheap," and "something cheap" is also "something nasty." A large block of bankrupt tomatoes has been sold to go to St. Louis. These are fairly good goods, but can be sold in ruinous competition with legitimate purchases. Baltimore reports matters in more favorable condition than they appear here.

Receipts of butter are fair, but the market is not very active. Elgin is worth 24¢, but this is for something extra.

Cheese is slow and the market unchanged. There is, perhaps, a little better feeling for fancy, large, colored.

Eggs continue to advance under the influence of cold weather and the rate is now to a point where it has checked demand for all but strictly fresh. The best Western eggs bring 26½¢@27¢.

Pea beans are worth \$1.85. The market is steady.

Monthly Report of Secretary Owen. GRAND RAPIDS, Feb. 1.—The following new members have been admitted since the last report:

Grand Rapids—W. R. Andress, Geo. W. Abell, A. E. Baker, Frank A. Boynton, Edwin D. Brooks, Geo. H. Blackmar, Chas. Rosenberg, G. A. Rysdale, Thos. McGuire, Jas. McNamara, Sam Newman, Wm. J. Kline, F. F. Knight, C. L. LeBarre, N. M. Marshall, Wm. T. Merrill, Geo. W. Hart, J. A. Hughston, M. M. Hughes, Wm. G. Hawkins, Louis Jacoby, Will Jones, G. J. Johnson, J. H. Kennedy, E. D. King, Fred J. Ephlin, Geo. A. Findlater, Geo. W. Feldner, M. Goldbury, H. W. Garrett, W. H. Gardiner, J. L. Gillett, John G. Carlson, W. M. Campbell, Frank A. Collins, Wm. J. Corbin, P. J. Coppens, Frank Dalton, A. T. Davis, C. W. Dierdorf, Franklin F. Davis, A. L. Swisher, Thos. Sheils, Theo. Shulze, Guy P. Smith, J. W. Simmons, J. W. Stough-

ton, E. C. Sparrow, J. E. Sargeant, Geo. H. Seymour, G. F. Truman, J. M. Troutman, H. J. Vinkemulder, M. K. Walton, Frank Warren, A. K. Wheeler, T. A. Workman, C. R. Youngblood, H. J. Klose, F. M. Lee, F. W. S. Thayer.

Detroit—Maurice A. Ayers, Frank S. Bigler, G. C. Burnham, Henry W. Beeson, Chas. C. Chadwick, A. M. Crother, J. A. Gray, R. Stewart Tibbs, Blaine Gavett, Richard H. Gully, Wm. K. Gavett, Henry A. Jenks, Fred B. Kay, R. Geo. Marsh, Robt. J. Marsh, Wm. May, D. L. McDermid, Thos. S. McGraw, Thos. Naylor, A. A. Nall, Carlton Row, Albert W. Ryerson, M. C. Robinson, Louis Reichle, F. W. Sammons, John P. Smith, Oscar Stoddard, R. K. Stevens, Frank B. Trout, Chas. C. May, Harvey C. Beeson.

South Haven—J. T. Avery. Kalamazoo—C. C. Adams, Wm. C. Davis, Kirk A. Smith. Jackson—E. A. Aylward, D. E. Brackett, Arthur D. Lathrop, Dwight Smith, Fred Williams.

Louisville—Fred Albright. Dayton (Ky.)—Henry B. Ansdemoore. Chicago—E. S. Braymer, S. T. Bowen, Mark H. Jackson, D. Kirkling, A. Linaweaver, Jas. L. Patterson, Fred Worth. S. C. Wilson, H. D. Bogart, John P. Walter.

Grand Haven—Walter Baker, Silas, Kilbourne, Herman Z. Nyland. Howell—W. D. McKane.

Watertown (N. Y.)—C. Y. Pickett. Cincinnati—Jas. A. Panting. Port Huron—Wm. H. Proctor, J. W. Sheldon.

Allegan—Geo. F. Peck. St. Johns—B. D. Palmer.

Greenville—Lou H. Roenigk. Ludington—Vasco H. Roberts. Manistee—Frazer M. Smith. Vassar—Geo. W. Smith.

Mt. Clemens—Geo. S. Sanford. Bay City—J. Harry Sligar.

Aima—T. F. Trinby. Webberville—W. E. VanHouten.

Minneapolis—J. H. Brown. Charlotte—Van J. Tears, D. A. Castellan.

Ovid—Byron N. Murdock. Vermontville—A. M. Sherman.

Linden—J. K. Burr. Constantine—C. D. Remington, E. E. Bittenbender.

Big Rapids—Wm. Batson, John Loudon, J. W. Morton, Clarence H. Olds.

Rockford—John C. Clifford, Seth E. Wells.

Edmeston (N. Y.)—A. J. Colgrove. St. Louis—A. J. Collins, J. R. Kirston.

Carson City—E. B. Collins. Adrian—Wm. W. Curtis.

Saginaw—J. A. Carson, H. V. Hughes, J. D. Kingsbury, E. C. Thorn, W. W. VanBrunt.

Lansing—A. B. Casterlin, L. A. Josse-lynn, Robt. B. Kellogg, Chas. H. Luce, Frank A. Newton, John Q. Ransay, Henry S. Seage, C. W. Wynkoop, A. T. Sprague, E. L. Hamblin.

Muskegon—J. H. Cummings, C. M. Philbaum.

Donnersgrove (Ill.)—A. P. Daniels. Toledo—D. D. Douglas, Geo. F. Worts.

Flint—E. J. Doane, G. W. Haskins, F. A. Jones.

Ionia—Chas. B. Derthick, Frank L. Taylor.

South Lyons—W. C. Duffus. Cassopolis—Jas. H. Farnum.

Owosso—Frank L. Gifford. Traverse City—Geo. Gane.

New York City—David B. Geis. Belding—Stewart Haydon, Wm. W. Travis.

Des Moines—H. B. Horton. Decorah (Iowa)—J. F. Hogle.

Baldwin—C. H. Jackson. Battle Creek—C. S. Kelsey, Geo. W. Lees, Chas. H. Smith.

Van Wert (Ohio)—Frank W. Leslie. Fort Atkinson (Wis.)—G. W. May.

Milwaukee—Henry D. Marks, Hugh McDowell, E. A. Phillips, Sam Stern.

Hillsdale—E. N. Morgan. Hastings—R. B. Messer.

Marshall—John J. McHugh. GEO. F. OWEN, Sec'y.

Someone has said that a good place to settle is where you owe money.

Gripsack Brigade.

Wm. Connor (Michael Kolb & Son) will be at Sweet's Hotel next Tuesday and Wednesday with full lines of spring goods.

The monthly social party of Post E will be held at Elk's Hall Saturday evening, Feb. 9. Dancing and a light lunch will be the main features of the entertainment. A business meeting of the Post will be held at 7:30 o'clock sharp.

E. M. Dennis, traveling representative for the Saginaw Hardware Co., broke his right leg in two places below the knee while scuffling with a friend Jan. 28. The patient is doing as well as could be expected under the circumstances.

W. D. Simmons, for the past five years Michigan salesman for the Vacuum Oil Co., has engaged to represent the Voscosity Oil Co., of Chicago, in the same territory. The statement that he had engaged with the Toledo Rubber Co. was erroneous.

The boys are having no end of fun with Guy P. Smith (Ball-Barnhart-Putman Co.) and Wm. A. McWilliams (I. M. Clark Grocery Co.) over an episode which happened at Moline one day last week. It appears that the travelling men above named were driving from North Dorr to Moline, without complying with the State law requiring bells on all conveyances which utilize the sleighing. When near their destination they ran into a farmer, who was so wrathful over the interruption that he followed the travelers into Moline and swore out a warrant before the justice of the peace. A local constable made the arrest and the justice promptly imposed a fine of \$2, but Smith talked so earnestly and urgently, promising complete reformation, that the minion of the law let the offenders off on the payment of 50 cents and costs.

Mr. Hubert Daane, of Daane & Witters, of this city, recently returned from a month's visit in Florida. While he was away from business Mr. Witters had a very satisfactory experience in the use of J. C. Shaw's patent file book in the keeping of their customers' accounts. The firm find that system to be a great economy of time and money and in the above case enabled Mr. Daane to take a trip South on business and pleasure.

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	28
Standards, per gal.	90
Extra Standards, per gal.	1 00
Oysters fine and cans well filled.	
The Queen Oyster Pails at bottom prices.	
Mrs. Withey's Home Made Jelly, made with boiled cider, very fine:	
30-lb. pail	65
20-lb. pail	50
17-lb. pail	45
15-lb. pail	40
1 quart Mason Jars, per doz.	1 40
1 pint Mason Jars, per doz.	95
Mrs. Withey's Condensed Mince Meat, the best made. Price per case	2 40
Mrs. Withey's bulk mince meat:	
40-lb. pail, per lb.	6
25-lb. pails, per lb.	6½
10-lb. pails, per lb.	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, ½ 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.

Western Beef and Provision Co.

These prices are right at the time of going to press and are subject to market changes. We enter orders at market prices at the time received.

Sausage.

Pork Sausage	6¼@ 7¼
Vermont Sausage in bags	9
Bologna	4¼@ 5

Smoked Meats.

No. 1 Hams	8¼@ 9
Picnic Hams	6¼@ 6½
Breakfast Boneless Bacon	8¼@ 8½
Dried Beef, Ham Sets	9½

Fresh Meats.

Beef Sides, cows and heifers	5 @ 6
Beef Sides, No. 1 Steers	6¼@ 7
Loins of Beef	8 @ 10
Rib Roasts	7 @ 9
Pork Loins	7¼

Beef in Barrels.

Boneless Rump Butts	\$ 9 25
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Barrel Pork.

Mess Pork	\$11 50@12 00
Boneless Pig, bean pork	12 00
Extra Heavy clear back	13 50
Standard Short Cut, clear back	13 25
Medium, clear back	13 00

Lard in Tierces.

Kettle Rendered	7¼@ 8¼
Family	5½
Compound	5½
Vegetable	5½

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

Telephone 1254.

71 Canal St., Grand Rapids.

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.

PROVISIONS.

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

PORK IN BARRELS.	
Mess	107 5
Short cut	11 00
Extra clear pig, short cut	14 00
Extra clear, heavy	
Clear, fat back	12 50
Boston clear, short cut	13 00
Clear back, short cut	12 75
Standard clear, short cut, best	13 00

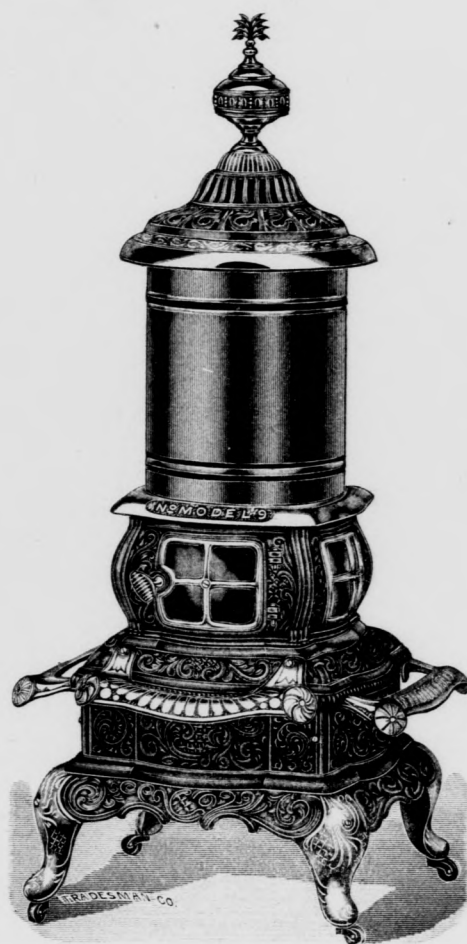
SAUSAGE.	
Pork links	6½
Bologna	5
Liver	6
Tongue	8¼
Blood	6
Head cheese	6
Summer	10
Frankfurts	7½

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

BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	7 00
Extra Mess, Chicago packing	6 75
Boneless, rump butts	9 25
SMOKED MEATS—CANNED or Plain.	
Hams, average 20 lbs.	9 ¼
" " 12 to 14 lbs.	10
" picnic	6½
" 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

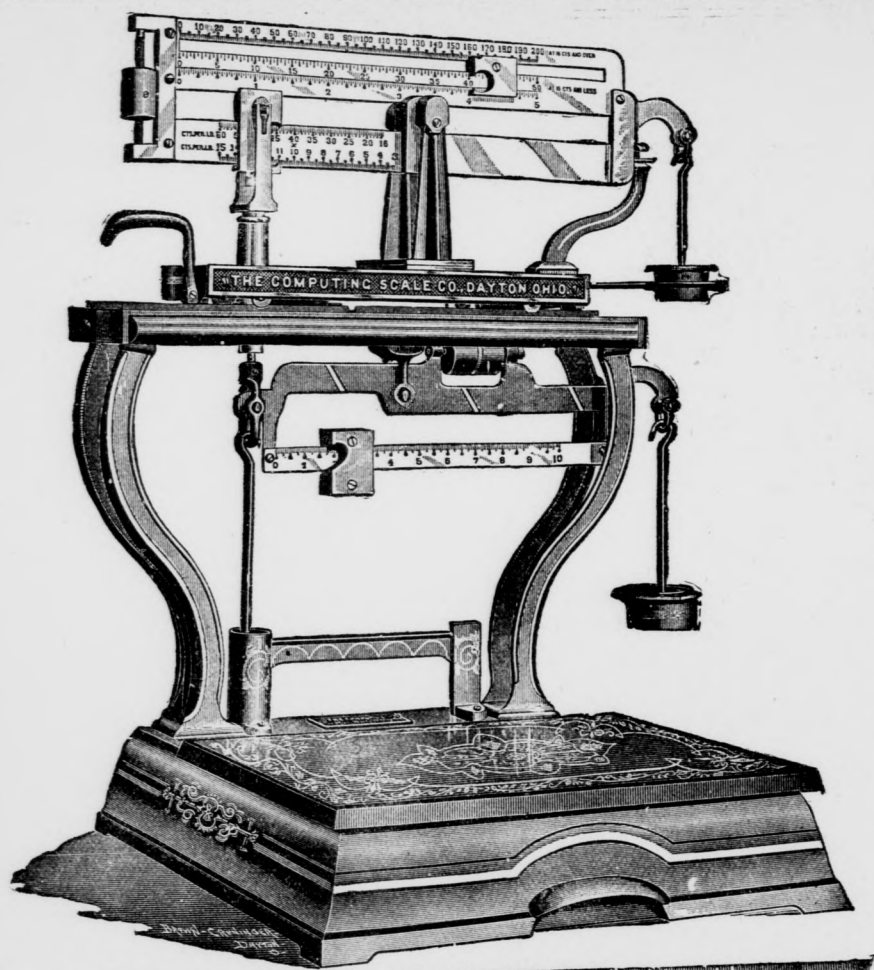


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Plans,
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Cards,
ANYTHING FOR
ANY PURPOSE.

Samples and Estimates on Application.

TRADESMAN COMPANY,
GRAND RAPIDS, MICH.



THE DAYTON COMPUTING SCALE

WARNING == To Users of Scales.

The trade are hereby warned against using any Infringements on Weighing and Price Scales and Computing and Price Scales, as we will protect our rights and the rights of our general agents under Letters Patent of the United States issued in 1881, 1885, 1886, 1888, 1891, 1893 and 1894. And we will prosecute all infringers to the full extent of the law. The simple using of Scales that infringe upon our patents makes the user liable to prosecution, and the importance of buying and using any other Computing and Price Scales than those manufactured by us and bearing our name and date of patents and thereby incurring liability to prosecution is apparent. Respectfully

THE COMPUTING SCALE CO.

Be Sure You Buy the DAYTON COMPUTING SCALES.

SEE WHAT USERS SAY:

We are delighted with it. The Jos. R. Peebles Son's Co., Cincinnati.
Would not part with it for \$1,000. Dan W. Charles, Hamilton, O.
It saves pennies every 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.
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 ever user of scales. Chas. Rallsback, Indianapolis.
I heartily recommend them to all grocers who wish to save money. Geo. F. Kreitline, Indianapolis.
It is the best investment I ever made. I. L. Stultz, Goshen, Ind.

For Further Particulars Drop a Card to

HOYT & CO.,

General Selling Agents,
Dayton, Ohio

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.



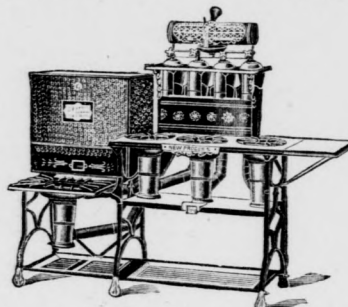
Our Jet Cone Burners Have No Equal.
Splendid Bakers.

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.