

MICHIGAN TRADESMAN

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VOL. XII.

GRAND RAPIDS, FEBRUARY 20, 1895.

NO. 596

Don't Wait for the Thaw

but get your light rubbers in now.

We have just received **4,700 Cases** Rubber Boots, Sandals, Storm Slippers, Hurons, Croquets, Etc., manufactured by

Boston Rubber Shoe Co.

since Jan. 1, 1895. Remember New Rubbers are worth 50 per cent. more than old ones. Our stock is always fresh because we sell so many of them and turn it often.

A. C. McGraw & Co.,

Rubber Department,
Detroit

ABSOLUTE TEA.

The Acknowledged Leader.

SOLD ONLY BY

TELFER SPICE CO.,

GRAND RAPIDS, MICH.

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.

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.

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.

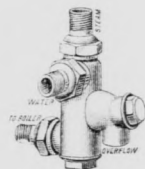
Lansing Pants & Overall Co.,
LANSING, MICH.

OYSTERS.

Anchor Brand

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

F. J. DETTENTHALER.



—THE— PENBERTHY SPECIALTIES.

FOR THE BOILER AND ENGINE ARE THE ENGINEERS' FAVORITES.
65,000 PENBERTHY AUTOMATIC INJECTORS in use, giving perfect satisfaction under all conditions. Our Jet Pumps, Water Gages and Oil Cups are Unequalled.
SEND FOR PENBERTHY INJECTOR CO. DETROIT, MICH.
CATALOGUE. BRANCH FACTORY AT WINDSOR, ONT.

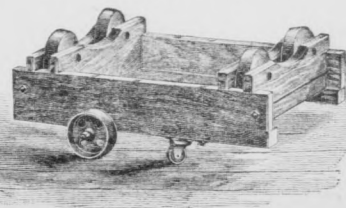
THE STANDARD BARREL TRUCK NO. 1.



By the old method, to get a barrel of liquid of a few hundred pounds upon a truck or skid required the combined effort of two or three men, while with the Standard Truck a boy of ordinary strength will load a package weighing one-fourth of a ton easily—a slight tip of the truck will elevate the barrel so that a faucet may be put in without the loss of a drop of the contents, after which a slight roll by means of the upper wheels will put the faucet in proper position for drawing, the same lad may now wheel it to its proper place without assistance. After the barrel shall be nearly drained it can easily be tipped forward so as to entirely empty the barrel and no strength is required to accomplish the object.

Write for Catalogue of Handcarts and Trucks.

LANSING WHEELBARROW CO.,
Lansing, Mich.



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.

LEMON & WHEELER COMPANY

Importers and

Wholesale Grocers

Grand Rapids.

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.

Buckwheat Cakes Are Ripe.

This stinging cold weather reminds us of Buckwheat Cakes when we get up in the morning. Absolutely pure and unadulterated Buckwheat Flour made from sound and well-cleaned grain is an essential and we make it and put it in up in barrels, 24 and 10 lb. sacks. Quality guaranteed the best. Prices right. Write us.

The Walsh-DeRoo Milling Co.
Holland, Mich.

**Do You
Sell Soap**

IF YOU DO, WE CAN INTEREST YOU.



**Will Increase
Your Sales**

Order from Your Jobber

OR

Grand Rapids Soap Works.

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.

New York Biscuit Co.,

S. A. SEARS, Manager,

GRAND RAPIDS, MICH.

Standard Oil Co.,

GRAND RAPIDS, MICHIGAN

DEALERS IN

Illuminating and Lubricating

=: OILS :=

Naptha and Gasolines.

Office, Michigan Trust Bldg.

Works, Butterworth Ave.

BULK WORKS AT

GRAND RAPIDS,
BIG RAPIDS,
ALLEGAN,

MUSKEGON,
GRAND HAVEN,
HOWARD CITY,

MANISTEE,
TRAVERSE CITY,
PETOSKEY.

CADILLAC,
LUDINGTON,

Highest Price Paid for

EMPTY CARBON & GASOLINE BARRELS.

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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.

MICHIGAN Fire & Marine Insurance Co.

Organized 1881.
DETROIT, MICHIGAN.

THE Grand Rapids FIRE INS. CO.
PROMPT, CONSERVATIVE, SAFE.
J. W. CHAMPLIN, Pres.
W. FRED McBAIN, Sec.

ESTABLISHED 1841. THE MERCANTILE AGENCY R. G. Dun & Co.

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 186 and 1030 for particulars.
L. J. STEVENSON, C. E. BLOCK.
W. H. P. ROOTS.

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber

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.

THE ACTIVE POWERS
INVENTIVE GENIUS.

ARLOW
ROTHERS
LOOK
INDERS
LANK
OOKS

5 AND 7 PEARL STREET.

OLD-TIME METHODS.

Merchandising as It Was in Our Grandfathers' Days.

Written for the Tradesman.

In the early part of the present century, one of my great uncles had a store in a small Massachusetts town, over the front door of which was a sign which bore the inscription, "English & W. I. Goods."

England was the market from which all the world bought manufactured products, while from the West Indies came rum, molasses, tobacco, spices, sugar, dried and preserved fruits and other edible matters, so that it came to pass that "W. I. Goods" became a synonym for anything in the grocery line, and my uncle's sign, meaningless to the present generation, was, therefore, equivalent to saying: "Here is kept a complete stock of general merchandise."

Things have changed greatly since those old days, and there is a marked difference in the business methods of then and now. The country merchant of fifty or sixty years ago was not called upon by traveling men. The drummer, as we know him, did not exist; but his prototype, the peddler, was "thar." Wholesale peddlers traveled about in wagons and were prepared to deliver goods on the spot. Jim Fisk got his start in this manner, and his sales were so extraordinary as to attract the attention of the firm from which he bought much of his goods, and led, I believe, to his becoming one of the concern. One of his wagons, a ponderous affair resplendent with red and gold, is still in existence, carefully preserved by an old friend and admirer of the great financier.

In those days of high postage the mails were not burdened with catalogues, circulars and price lists, special or otherwise, on all lines of goods; neither did our grandfathers receive numberless personal letters announcing "jobs," "snaps," "bargains," "leaders," "specials," "drives," and "fire," "water," "auction" and "closing out" sales. Nobody thought of soliciting business in this way. Things did not go with the hustle and clatter to which the present generation is so accustomed; a man could wait.

Country merchants went to the cities to buy their goods, and, on these momentous expeditions, were invariably dressed in garments of solemn black. The regulation costume consisted of a swallow-tailed coat, with very tight sleeves, a satin vest, trousers strapped under the instep, an exceedingly high stock buckled around the neck, and a "stovepipe" hat. Arrayed in this garb, they made their purchases, and then returned to await the arrival of their goods.

In no particular, perhaps, is there a greater change than in the present method of packaging goods. "Gimme a package of sody," is such a common demand nowadays that it seldom occurs to the salesman that salaratus was formerly obtainable only in kegs or barrels, to be weighed out in quantities to suit the customer; and baking powder, now one of

the grocer's staples, is a comparatively recent invention. Some of our older cooks even now prefer to buy their cream of tartar and soda separately, and mix them as their profession demands.

Look at your well-stocked candy case—a source of considerable profit, or it should be—and count up the varieties of sweet goods it contains. Then give a guess how many kinds of candy are made to-day. I have by me the list of a large jobbing house, and by actual count I found no less than 408 distinct varieties quoted. My grandfather's stock of confectionery consisted of sugar sticks, sugar hearts, sugar plums, "kisses," peppermints, "Gibraltars" (made of molasses and coated with red), and horehound candy. This latter was in twisted sticks about 1½ inches wide, very black and very strong in flavor. It was packed in hinged wooden boxes, about the size of those now used for yeast, and was one of the first instances of handy packages for goods. It was made by Proctor & Rhodes, of Lynn, Mass., which firm also manufactured tincture of rhubarb and essence of peppermint, also writing ink, all of which were sold and delivered from their own wagons.

The staples in the line of sugars were brown Havana (about 400 pounds in a box which was strapped together with strips of rawhide), the West India damp, and New Orleans sugars in barrels and hogsheads, and an occasional barrel of refined soft. The only white sugar was "loaf," which came in cones of about ten pounds, and was cut or broken to suit the wants of the customers. These cones were wrapped in heavy purple paper, which was much prized by housewives for dyeing cloth.

Early in the '50s sugar refining began to get something of a start, and it was at about that time that the soft sugars were classified as Coffee A, B and C, and country merchants began handling granulated. The brands of molasses were West India in hogsheads and New Orleans in barrels.

American cheese were not packed in boxes, but, being made by farmers, were put up in accordance with the ideas of the individual manufacturer; and crackers, the inseparable adjunct of the aforementioned product of lactation, were made in small country bakeries and peddled about in wagons. If my father's memory serves him as it should, the goods from the little oven on Abel Smith's farm were very fine.

Two kinds of raisins were known to the trade—box and cask. Box raisins came from Malaga. The cheaper variety was pressed hard in casks like half barrels.

The housewife of those days could not, at the last moment, send to the grocery for a package of dry hop or compressed yeast. No such thing was known. Her only resort was to call on an obliging neighbor for a cupful of "emptin's."

That fragrant and nutritious product of the sea known as codfish was displayed for sale as the good Lord made

him, with no embellishment save that imparted by a plentiful allowance of salt.

Shredded and packaged cod is a later day idea; whether or not, in this form, he may be viewed in the light of an improvement, I leave for someone more his friend than I to say.

Matches must have been matches in those days. Left in cards of thirteen, they were done up thirteen cards in a package. Rather an inconvenient way, one would think, and conducive to the idea that thirteen is truly an unlucky number.

In a drawer in my grandfather's store, there was, at no very remote date, half a peck of gundints, an illustration of the folly of overbuying.

The best cigars used to cost three cents apiece, and it was said that years before much better ones could be bought for the money. The qualities chiefly sold were known as "long nines" and "short sixes."

Fine cut chewing tobacco was unknown, but that our grandfathers "chawed" is evidenced by the following pet styles: plug or fig, twist, pigtail and cavendish.

Much snuff was used. The principal varieties were Rappee, Maccoboy and Scotch. The snuff department of a country store must have been a source of much annoyance to the merchant, for the old women who used the vile stuff always expected to have their boxes, regardless of size, filled for one cent, and thought him a mean duffer who charged more.

There were no Japan teas, until Commodore Porter opened the Japanese ports in the early '50s. Up to that time Chinese teas were the only ones known, and Gunpowder, Hyson and Young Hyson, for the green teas, and Oolong, Sou-chong and Bohea for the blacks, were the chief, if not the only grades.

Whatever may be said against modern methods of putting up goods in small packages, no one will deny that it saves time and labor for the retailer and improves the appearance of his stock. But as business has been of late, country dealers, at least, have had, in the matter of doing up goods, abundant leisure to revert to the methods in use in our grandfathers' days. GEO. L. THURSTON.

Lower Prices for Bicycles.

Dealers generally have the idea firmly rooted into them that bicycles will soon be one-third to one-half cheaper before next fall, and argue that as the American market is already largely overstocked and that large factories continue to spring up, there must soon come a decline in the high prices which have ruled so long. A lower price will bring these health giving exercising machines within the reach of the masses generally, who will not be slow to take advantage of the opportunity so presented. A bicycle used in moderation every day will be found a better tonic than any bottle of medicine emanating from the drug store—its use is a positive cure for dyspepsia and indigestion.

THE BACK OFFICE.

Written for THE TRADESMAN.

It may have been born in me, and it may be due to early training, but I have insisted all my life that there is nothing in this world too fine to use—too fine for me to use if I can only get possession of the fine thing. A parlor is a place to collect these fine things in, if they belong to that class, and then, when the room is ready for the caller or the visitor, I want to be that favored individual and, with the choicest book in the library, I want to take that luxuriously-upholstered easy chair and make good, everyday use of the good things of this world. That is what they are for, and whether it be the shut-up parlor, or the costly garment, or the fine picture, or the beautiful statuary, they are not accomplishing their mission in the world, unless they are put where they come in contact with the masses. That was the idea I had when I brought into the Back Office the copy in plaster of the Venus of Milo which stands over there in the corner, and got laughed at and jeered at for my pains. There isn't any room too beautiful for a copy of the Sistine Madonna, but that isn't any reason why I shouldn't have a photograph of that marvelous work of art hang over my desk, and I hung it there. One would have thought the world was coming to an end about 3 o'clock to-morrow afternoon, to judge by the sarcastic remarks which were made about turning an office into an art gallery; but the picture is there and the statuary is in the corner where I put it; and what I have seen since picture and statue have been in place permits me to say what I thoroughly believe, that if these fine things are to do any good in the world, they must come down from their high places, and, mingling among men, exert their influence; and until they do that there is little hope of a rapid growth of a love of the beautiful among those who need it most. Lock up in the fine parlor the picture, the Venus, the grand piano, and the divine poem, and tell me how they are to make the world better by being in it. Yes, I know that that is the way to keep them nice and new and dustless; but I know, too, that the office boy who whistles that everlasting "boom-de-a," if the piano could get at him, would have been in love long ago with something in the realm of sound that is well worth the whistling, and so with the other fine things that are shut from the light of day and the eyes of men. Tom out there shoveling coal and Bridget, the china-breaker, are the really needy, and the problem for art to solve to-day is, not how can I keep bright and beautiful and shut up, but how can I lay my hand upon the heads of those who are suffering in their need of me, and bless them with my touch? How can I get down?

"Shall I intrude too much if I come in?"

Had it not been for the deep voice, musical as it was earnest, my "No, confound you!" could not have been restrained, but that disarmed me, and I turned to greet my hardly welcome visitor with what grace I could, for my paper had been put off too long already.

"I shall be glad to have you come in," I said and then I meant it. "I am alone, you see, and I am sure you will find the chair and the fire more comfortable than the fearful cold outside."

"I am obliged to you," he said, as he

placed his hat upon the desk and, throwing open his coat, took the chair I had placed for him. "It was that that brought me in and a glimpse of your Venus de Milo, something not often seen in a back office. Not a bad copy in plaster. Did you get that on this side?"

"I didn't, but I am almost sorry I didn't. Aside from the reminder of a pleasant summer, it has little merit, and I could have saved myself some annoyance by getting one like it in New York. There is little need now for going abroad for the sake of bringing back what you can get at home; and I have an idea that the best thing that can be done with these fine originals is to start them on a journey around the world. I know of no better way of leavening the whole human lump."

"Some summers ago, after a stay of some weeks at Geneva, I took that famous drive from Lake Lemman to Chamouni. Fortune favored me and I had a seat by the driver. As we rode along through some of the finest scenery I have ever seen, the thought came to me that a man, however humble in life, must be under the best of influences who travels daily that Alpine road and I tested the man at my side. He could talk of nothing but his horses. The grandeur of the Alps brought only the expressive shrug. I had the same experience while standing in the mighty presence of Niagara. There, too, my driver had lived long in sound of that tremendous voice, and, while I stood in awe before it, too overpowered to speak, he, with vexation in his voice, remarked that that was a little the dumbest mist to get into that he ever went anywhere! It may be that your position is the right one but I am sorry I cannot agree with you. The fact is, the best in nature and the finest things of art, if common, fail to have that influence they should have; and these things, instead of coming down, should insist on staying where they are, and should lift the masses to their level."

"Here's a case in hand: Jim Jones, the cobbler, right around the corner, has a boy 9 or 10 years old. Jim wants the boy to have a better chance than he ever had, and he's all the time getting beautiful things to take home. Sometimes it's a picture, sometimes it's something else; but it has always something attractive about it. How's the boy to be benefited, if beauty is to stand forever on her pedestal?"

"Just the same as he is to be benefited by going to church. Jim doesn't expect the child will look upon the face of the Lord by going to church. He does expect that the clergyman will bring the child nearer to the Divine Presence and that the Great Unseen, through the pulpit teaching, will be made manifest somehow to his child. Now, as in the olden time, the child must be suffered to come to Him and not forbidden to come."

"The same fact appears everywhere. I know of nothing clumsier than the farming implement of seventy-five years ago, unless it was the rough and ungainly furniture that was found in every farmhouse. As time went by, it was learned that the useful need not be ugly and from that moment a change for the better began. Axes and hoes and scythes grew lighter. Form received attention; and now the hayfork and the numberless farming tools must be comely as well as light and strong. The kitchen

followed the same law. The walls are

CANDIES, FRUITS AND NUTS

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
	Cases	Bbls.	Pails.
Standard, per lb.	3	7	7
" H. H.	6	7	7
" Twist	6	7	7
Boston Cream	84	8	8
Cut Loaf	84	8	8
Extra H. H.	84	8	8
MIXED CANDY.			
	Bbls.	Pails.	
Standard	5	6 1/2	
Leader	5 1/2	6 1/2	
Royal	6	7 1/2	
Nobby	7	8	
English Rock	7	8 1/2	
Conserves	6 1/2	7 1/2	
Broken Taffy	baskets	7	
Peanut Squares	7	8	
French Creams	9	9	
Valley Creams	12 1/2	12 1/2	
Midget, 30 lb. baskets	5	5	
Modern, 50 lb.	5	5	
FANCY—In bulk			
		Pails	
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		70	
Sour Drops		70	
Peppermint Drops		60	
Chocolate Drops		65	
H. M. Chocolate Drops		75	
Gum Drops		35@50	
Licorice Drops		1 00	
A. B. Licorice Drops		75	
Lozenges, plain		60	
" printed		65	
Imperials		60	
Molasses		70	
Cream Bar		55	
Molasses Bar		50	
Hand Made Creams		4 00	
Plain Creams		6 20	
Licorice Creams		90	
String Rock		40	
Burnt Almonds		90@25	
Wintergreen Berries		60	
CARAMELS.			
No. 1, wrapped, 2 lb. boxes		34	
No. 1, " 3 " "		51	
No. 2, " 2 " "		28	
ORANGES.			
California Navels, 112		3 10	
" " 126		3 5	
" " 170		3 50	
" " 1 6, 201 216		3 75	
" " 270		2 75	
Riverside Seedlings, 126		2 75	
" " 1 0, 170, 250		3 00	
" " 2 0, " "		2 50	
Messinas, 200		4 00	
LEMONS.			
Choice, 3 1/2		2 50	
Extra Choice, 3 1/2		3 00	
Fancy, " "		3 50	
Choice, 3 1/2		2 25	
Fancy, 3 1/2		3 50	
Common		2 50	
BANANAS.			
Large bunches		1 50	
Small bunches		70@1 25	
OTHER FOREIGN FRUITS.			
Figs, fancy layers 1 lb.		12	
" " 1 lb.		14	
" extra " 14 lb.		11	
" bags		6 1/2	
Dates, Fard, 10 lb. box		2 75	
" " 50 lb.		2 6	
" Persian, G. M. 50 lb. box		2 5	
" 1 lb Royals, new		2 7 1/2	
NUTS.			
Almonds, Tarragona		2 14	
" Ivaca		13 1/2 14	
California, soft shelled		2 12	
Brasils, new		2 7	
Filberts		2 11	
Walnuts, Grenoble, old		2 10	
" French		2 2	
" Calif.		2 13	
" Soft Shelled Calif.		2 14	
Table Nuts, fancy		2 10 1/2	
" choice		2 9	
Pecans, Texas, H. P.		6 2 7/4	
Chestnuts		1 50	
Hickory Nuts per bu., Mich		4 00	
Cocoanuts, full sacks		60	
Butternuts per bu.		60	
Black Walnuts, per bu.		60	
PEANUTS.			
Fancy, H. P., Sunda		2 5 1/2	
" Roasted		6 2 1/2	
Fancy, H. P., Flaga		2 5 1/2	
" Roasted		6 2 1/2	
Choice, H. P., Extras		2 4 1/2	
" Roasted		5 3 1/2	
FRESH MEATS.			
BEEF.			
Carcass		5 1/2 @ 7	
Fore quarters		4 @ 5	
Hind quarters		4 @ 8	
Loins No. 3		8 @ 10	
Ribs		5 @ 16	
Rounds		5 @ 6	
Chucks		3 1/2 @ 4 1/2	
Plates		3 @ 3 1/2	
PORK.			
Dressed		5 @ 5 1/2	
Loins		5 1/2	
Shoulders		5 1/2	
Leaf Lard		8	
MUTTON.			
Carcass		5 1/2 @ 6 1/2	
Lambs		6 @ 7	
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. 1895 fire linings guaranteed for five years against burning; other parts for twenty-five years against breaking. Descriptive cook book 2 cents.

M. JESTIC 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. On all the ranges we have sold there is a positive negative but what is giving perfect satisfaction. Our dealings with the Majestic Manufacturing Company, which have been more extensive than I had expected, by a large degree, have been the most pleasant and satisfactory in every way that we could expect. They are honest business men in every respect and it is not only profitable in 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 is no other good steel range, but we believe that the Majestic is with out a fault, as far as the ability of man can make it, and compared to other steel ranges it is perfection in itself. The method employed by the Majestic Manufacturing Co. in introducing this range to the public is the most original and effective I have ever seen in business. Our experience with the company has been very pleasant indeed and it has been a positive pleasure, as well as a benefit, to do business with so large and well conducted a firm.

WILLIAM 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 cooking apparatus par excellence. There can be no economy in the household without a Majestic Steel Range upon which to do cooking and water heating.

EBERBACH HARDWARE CO., Ann Arbor, Mich.

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

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

The opinions of the above merchants, who have given a lifetime to the stove business, are above criticism and conclusively prove beyond a doubt that the Majestic is in every particular all that is claimed for it.

For further particulars address

J. W. JOHNSTON, Manager,

Grand Rapids, Mich.

papered because warmth and beauty have combined to make the farm-kitchen attractive. The fireplace has long ago given place to the stove and none of displeasing design is found in any kitchen to-day. So the rag carpet has given place to the ingrain; the old settee, to the more comfortable lounge or sofa; and a thousand comforts and conveniences have crept in, all of them teaching lessons of taste and beauty. I don't know how art can better accomplish her mission, and yet the Sistine Madonna and the Venus de Milo and other masterpieces which are exerting a powerful influence over every home in the wide world still stay in the galleries which they have made sacred so long. Would their influence be greater and more far-reaching if they had journeyed from their country, as you seem to suggest?

"I may be greatly in error, but I am beginning strongly to believe that one of the best means of lifting the masses to a higher life-level is the common, everyday store, be it in country or in town. The labeled box, the ornamented pail, the omnipresent tin can with its condensed goodness, are doing more for civilization than the careless observer will be willing to admit. I know this is true in the city for I have watched the spread of its wholesome influence, and what I can remember of my little experience on the farm convinces me that there, more than in the town, is the good art-work going on. Shut in from the outside world, the illuminated fruit can gives glimpses of color and form which the untrained eyes of the farmhouse have never before looked upon, and the roughest and the most gorgeous of these designs and colors prepare the way for better things to come; and I have often seen sent out with groceries, pictures so beautiful that, had they not been stamped as an advertisement, I would have adorned my own home with them. The traders themselves are beginning to look at these things with more kindly and more intelligent eyes; and I am ready to believe that the window dressing we are hearing so much of now is due in a great degree to this real art-work, which is widening its influence every year.

"Another means of culture which is coming to the front is the trade paper; and one of the greatest impediments to its rapid progress is the editor himself. There are two vocations in life which anybody can fill—editing a paper and teaching a school; and there are too many instances where the work done shows that that idea is carried out. It doesn't make any difference how a thing is said. All the taker of a trade paper wants is a list of prices and a joke or two. What difference does it make whether the verbs and their substantives quarrel? The reader is never the wiser. Grammarless himself, he can't tell whether the sentence be right or wrong, and, so far as giving him anything besides the prices is concerned, it would be so much time thrown away.

"There never was a greater mistake. If every reader of a trade paper were a regular 'Jap,' that one fact should make the editor feel that the making of that 'Jap' into an intelligent human being is the end and aim of his life; and that the only way to do this is to give him, with every impression of his paper, something that will attract him and make him read. If the 'Jap' likes jokes, give him some good ones. It is a starter; and in time

he may be induced to take something else. But Jap or no Jap, the trade paper has a work to do, and if it be well done, there will be as great a lifting of the masses to that higher level we have been speaking of, by this means, as by any we have so far considered.

"I would stay longer with you, for you can see I have mounted my hobby and have had a splendid ride; but, prejudice aside, I believe you will agree with me, when you think over what I have been saying, that in these matters Mohammed must and ought to go to the mountain, for the mountain cannot be moved. Good day."

I am inclined to think that the man is right; but there are arguments on the other side of the question. However, we are both working for the same end, and what do I care what means are taken to stop that 'boom-de-a' if it be only stopped? RICHARD MALCOM STRONG.

Not a Work of Necessity.

"You mustn't black your shoes this morning, Johnny," said Mr. Billus. □

"Why not?"

"Because it's Sunday. You should have attended to that matter last night. Besides," added Mr. Billus, hurriedly feeling in his upper left-hand vest pocket, "I want you to run over to the drug store and get me some cigars."

"Magnanimity" and Business.

From the Montreal Witness.

Ever since the American war the behavior of England toward the United States has been as magnanimous as that of a mastiff to a snapping terrier. In this determinedly friendly attitude England has not been entirely disinterested. She knows the value of her best customer.

Try the new cigar, Signal Five, 5c.

The Bradstreet Mercantile Agency.

The Bradstreet Company, Props.

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

CHARLES F. CLARK, Pres.

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

Grand Rapids Office, Room 4, Widdicomb Bldg.

HENRY ROYCE, Supt.

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.

Chas. Pettersch,

JOBBER OF

Imported and Domestic Cheese

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

A. B. KNOWLSON,

Wholesale Shipper

Cement, Lime, Coal, Sewer Pipe, Etc.

CARLOTS AND LESS

GRAND RAPIDS, MICH.

Fancy Washington Navels.

The only **seedless** orange having thin skin and with a crisp, tender pulp fairly bursting with juice. We have them in all sizes.

The Putnam Candy Co.

HEROLD-BERTSCH SHOE CO.,

5 and 7 Pearl St.,

Our Line for 1895 is

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

Your inspection is kindly solicited when in the city.

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

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

Headquarters for Wales-Goodyear Rubbers.



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.



Mail and telegraph orders receive special attention.

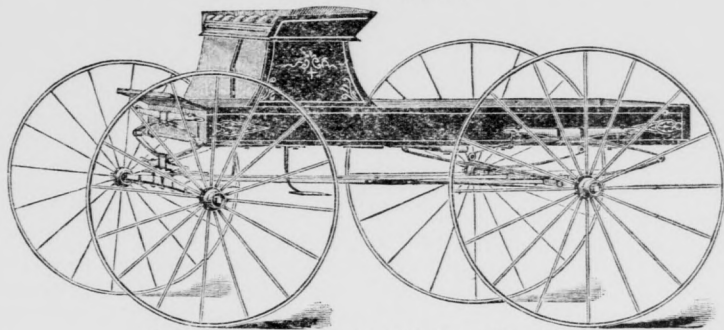
Established 1865.

BROWN, HALL & CO.,

Manufacturers of

Buggies, Sleighs and Wagons.

Grand Rapids, Mich.



The Grocers' Safety—Made in Two Sizes Only.

Body, 7 ft. long, 33 in. wide, drop tail gate.....\$40 00
Body, 9½ ft. long, 36 in. wide, drop tail gate.....48 00

FULLY WARRANTED,

GUM DROPS

are all right for cheap mixtures, but its the better class of goods that pay the largest per cent. of profit. Our **French** and **hand-made Creams, Fine Chocolates, Lozenges** and **Imperials** cannot be surpassed for purity and beauty of finish.

The Putnam Candy Co.

TRY TRADESMAN'S WANTS COLUMN.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Mason—Will C. Walter succeeds Fred Walton in the grocery business.

Leslie—Geo. S. Mitchell has purchased the grocery stock of G. W. Marks.

Remus—Bessex & Quyle succeed Bessex & Servis in the meat business.

Saginaw—Geo. Walz succeeds Walz & Keller in the hardware business.

Pontiac—E. L. Kaiser succeeds M. D. Harshaw & Co. in the drug business.

Ithaca—James Daniel has purchased the meat business of Geo. W. Winget.

Baroda—Jas. T. Hollis & Co. succeed Hess & Fisher in the drug business.

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

Howell—Fishbeck & Cook have purchased the grocery stock of Jones & Son.

Morenci—Rorick & Cook succeed Saulsbury & Cook in the meat business.

Holly—A. W. Prescott is succeeded by R. Cook, Agt., in the grocery and bakery business.

Constantine—R. F. Watkins has purchased the general stock of Chas. H. Barry, Jr.

Port Huron—Jas. McNeil has removed his general stock from Greenleaf to this place.

Lansing—A. L. Harlow & Co. have purchased the general stock of Peabody & Peabody.

Menominee—A. Bloch succeeds A. Bloch & Son in the dry goods and carpet business.

Ann Arbor—John Koch succeeds Koch & Henne in the furniture and carpet business.

Detroit—J. Sparling & Co. succeed W. & J. Sparling in the dry goods and notion business.

Allen—Joiner & Eaton, general dealers, have dissolved, B. J. Joiner continuing the business.

Yale—Lothian & Beard, general dealers, have dissolved, R. M. Lothian continuing the business.

Ironwood—Megan & Koenig, hardware manufacturers, have dissolved, Chas. H. Koenig succeeding.

Bancroft—Euler & Payne, hardware and grain dealers, have dissolved, T. M. Euler continuing the business.

Newberry—Max Coplan succeeds Coplan & Stade in the boot and shoe and dry goods and clothing business.

Saginaw—R. M. Randall is succeeded by Randall & Boyd, incorporated, in the planing mill and lumber business.

Haslett Park—J. P. Lockwood & Co., general dealers, have dissolved. The business will be continued by E. M. Babbitt.

Kalamazoo—Sands & Hanes, merchant tailors, have dissolved, the latter succeeding. Mr. Sands has removed to Lafayette, Ind.

Lennon—Paul Countryman & Son have purchased the store building formerly owned by M. O. McFarland and will occupy it with their hardware stock.

Vickeryville—A. C. Oyler has moved his stock of dry goods, clothing, groceries and boots and shoes to Carson City and will occupy the building formerly occupied by Mr. Clough.

Adrian—Harris S. DeFoe has been admitted to partnership in the old-established dry goods house of J. V. DeFoe. The new firm will be known as J. V. DeFoe & Son.

Muskegon—Martin Dowd has been admitted to partnership in the Muskegon Boiler Works, the other partners being C. D. Stevens and Edward Behrens. The style remains unchanged.

Manistee—The broom factory formerly conducted by Seymour Bros. has been purchased by local business men, who will continue operations under the style of the Manistee Broom Co.

Sunfield—C. N. Snyder has sold his interest in the drug stock of C. N. Snyder & Co. to Dr. E. M. Snyder, who will continue the business at the same location under the style of E. M. Snyder.

Belding—W. F. Bricker has sold his block and other property to E. H. Deatsman, of Sunfield, taking in exchange the latter's general stock, valued at \$7,000. Mr. Deatsman expects to take up his residence here about May 1.

Hastings—R. K. Grant has sold his clothing stock to C. F. Chidester and E. A. Burton, who will continue the business at the same location under the style of Chidester & Burton. Mr. Grant will devote his entire attention to his elevator business.

White Cloud—Mrs. S. P. Barnhard has admitted her son, W. E. Barnhard, to partnership in the business, which will be continued under the style of the Barnhard Mercantile Co. Mr. Barnhard has been connected with the business several years as clerk and manager.

Owosso—J. N. McBride and H. P. Dunbar have acquired the stock, patents and machinery of the Detroit Paper Package Co. and will remove the business to this city and continue it under the style of the Michigan Package Co. A new factory is now in process of erection, the intention being to begin operations about March 15.

Manistee—The firm of Greig, McKenzie & Greig, proprietors of the Boston (dry goods) Store, has been dissolved, the interest of J. M. Greig, of Corning, N. Y., having been purchased by T. M. Greig and Hugh McKenzie and the firm will hereafter be known as Greig & McKenzie. The gentlemen who now own the business have been the resident partners since the store was started.

Constantine—C. H. Barry has sold his stock of general merchandise to R. F. Watkins & Co., of Union City, who will continue the business. Mr. Barry will remove to Buffalo City, Ark., where he has large milling and lumbering interests. This stock has been in the Barry family for a great many years, Governor Barry formerly doing business in the same building.

Sullivan—The report that Hiram Munger had purchased the general stock formerly owned by the Sullivan Lumber Co. is erroneous. The stock, store building and warehouse have been purchased by Miles D. Bunker, who has managed the business several years for the Sullivan Lumber Co. and won something more than a local reputation by reason of his energy and shrewdness.

Owosso—Geo. E. Mason brought a stock of goods, bought from Snedcor & Hathaway, of Detroit, from Au Sable to Owosso last fall and put them in the store managed by J. B. McIntosh. Later he was given charge of the store, and soon after the Detroit firm failed and turned over to the assignee the Owosso stock as part of the assets. Mason refuses now to give up the keys, claiming a \$2,000 interest in the goods here. The stock was sold to Truix & McGregor, of Ypsilanti, by the assignee.

Allegan—It is reported that the management of the Grange Store, so-called, is likely to pass into the hands of Martin Stegeman, brother of the present manager, who cherishes a desire to spend the remainder of his days in the sunny clime of Southern California. Albert Stegeman is a remarkable man in many respects and richly deserved a respite from business cares and perplexities—nor would his retirement from active business be a source of profound regret on the part of Allegan merchants generally.

Manistee—In the Manistee Circuit Court, last week, judgment was rendered against John and Richard Seymour for \$10,000 on a promissory note held by Mrs. Fred Seymour, which had been given in part payment for the third interest in the business of Seymour Bros., held by Fred Seymour before his death. Executions were immediately issued and placed in the hands of the sheriff, who levied upon all of the real estate held by the firm in this city, with the exception of their residence property, also upon the stock of clothing in the Hub Clothing Store, which is owned by the firm, and has now been advertised at sheriff's sale.

Big Capitalization on Paper, but Small in Reality.

CALEDONIA, Feb. 19.—Our village was surprised yesterday morning by the arrival of six oily-tongued agents, with as many more large sample trunks, all claiming to represent the Chicago Supply Co., of Chicago, located at the corner of Madison and Market streets, having an alleged capital of \$100,000. The entire gang are canvassing the farmers, and showing samples of goods—clothing, dry goods, shoes and groceries—and soliciting orders and members to their Association, the membership fee being \$15, or free to each purchaser of \$55 worth of goods, payable either in cash or by six months' note, without interest. The would-be purchaser is assured that on every \$200 worth of goods purchased he will save \$75 over the greedy prices asked by the local dealer for the same goods, and they promise the producing purchaser 25 cents per pound for butter and 25 cents per dozen for eggs the year round.

Please let me hear by early mail what you know of their standing and responsibility, as well as their dealings in other places, and greatly oblige.

J. A. LIEBLER.

The Chicago Supply Co. is rated by Dun as having \$5,000 capital. Bradstreet accords the concern no rating, evidently acting on the assumption that the owner or owners are not entitled to such recognition. THE TRADESMAN will act on the suggestion of its correspondent and endeavor to ascertain the record the emissaries of the concern made in localities where they have operated heretofore.

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..... 6 1/4 @ 7 1/4
Vermont sausage in bags..... 9
Bologna..... 4 1/4 @ 5

Smoked Meats.

No. 1 Hams..... 8 1/2 @ 9
Picnic Hams..... 6 1/2 @ 7
Breakfast Boneless Bacon..... 8 @ 10
Dried Beef, Ham Sets..... 8 1/2 @ 9

Fresh Meats.

Beef Sides, cows and heifers..... 5 @ 6
Beef Sides, No. 1 Steers..... 6 1/2 @ 7
Loins of Beef..... 8 @ 10
Rib Roasts..... 7 @ 9
Pork Loins..... 7 1/4

Beef in Barrels.

Boneless Rump Butts..... \$ 9 1/5

Barrel Pork.

Mess Pork..... \$11 00
Boneless Pig, bean pork..... 11 50
Extra Heavy clear back..... 13 00
Short Cut..... 10 75 @ 11 25
Standard Short Cut, clear back..... 12 50
Medium, clear back..... 12 00

Lard in Tierces.

Kettle Rendered..... 7 1/2
Family..... 5 1/4
Compound..... 4 1/4 @ 5
Vegetable..... 5 1/2

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

Telephone 1254.

71 Canal St., Grand Rapids.

PROVISIONS

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

PORK IN BARRELS.

Mess..... 10 75
Short cut..... 11 00
Extra clear pig, short cut..... 14 00
Extra clear, heavy..... 12 25
Clear, fat back..... 12 00
Boston clear, short cut..... 12 50
Clear back, short cut..... 12 75
Standard clear, short cut, best..... 12 75

SAUSAGE.

Pork, links..... 7
Bologna..... 5
Liver..... 6
Tongue..... 8 1/2
Blood..... 6
Head cheese..... 10
Summer..... 7 1/2
Frankfurts..... 7 1/2

LARD.

Kettle Rendered..... 7 1/2
Granger..... 7 1/4
Family..... 5 1/2
Compound..... 5 1/2
Cortolene..... 6 1/4
Cotosnet..... 6 1/2

0 lb. Tins, 1/4 c advance.
0 lb. pails, 1/4 c
50 lb. " 1/4 c
25 lb. " 1/4 c
13 lb. " 1 c

BEEF IN BARRELS.

Extra Mess, warranted 300 lbs..... 6 50
Extra Mess, Chicago packing..... 6 5
Boneless, rump butts..... 9 1/5

SMOKED MEATS—CANNED or PLAIN.
Hams, average 20 lbs..... 9
" " 16 lbs..... 9 1/2
" " 12 to 14 lbs..... 9 1/2
" picnic..... 6 1/2
" best boneless..... 8 1/2
Shoulders..... 6 1/4
Breakfast Bacon boneless..... 8 1/2
Dried beef, ham prices..... 9 1/2

DRY SALT MEATS.

Long Cuts, heavy..... 6 1/4
Briskets, medium..... 6 1/4

PICKLED PIGS' FEET.

Half barrels..... 3 25
Quarter barrels..... 1 75
Kits..... 90

TRIPE.

Kits, honeycomb..... 75
Kits, premium..... 65

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

Office Stationery
LETTER, NOTE AND BILL HEADS.
STATEMENTS, TRADESMAN
ENVELOPES, COMPANY.
COUNTER BILLS. GRAND RAPIDS.

GRAND RAPIDS GOSSIP.

C. A. Lamb & Co. have opened a produce commission house at 33 Ottawa street.

D. C. Watson has embarked in the grocery business at Luther. The Worden Grocer Co. furnished the stock.

J. B. Trowbridge has opened a grocery store at Thompsonville. The stock was furnished by the Worden Grocer Co.

THE TRADESMAN is now in its new home in the Blodgett Building, where it has the largest, lightest and most convenient printing office in the State. All friends of the publication are invited to call and inspect the premises at any time.

Stanley E. Parkill, Secretary of the State Board of Pharmacy, was in town last week and engaged the sixth floor of the Blodgett building—between the two floors occupied by the Tradesman Company—for the next examination session of the Board, which will be held here March 5 and 6.

H. E. Hesseltine is closing out his hardware stock at 17 and 19 Grandville avenue for the purpose of embarking in the picture frame and gasoline stove repairing business at 201 South Division street. He will be associated at the latter location with Fred S. Russell, the style of the firm being Hesseltine & Russell.

In order to accommodate another organization, the Retail Grocers' Association waived its right to Elk's Hall Monday evening and will hold its regular meeting Wednesday evening instead. As several matters of importance are to come before this meeting for discussion and action, it is hoped that the attendance will be large.

The Grocery Market.

Oysters—The market all of last week was in a very uncertain condition, the culmination of high prices being reached Monday afternoon, when Baltimore packers wired the price of Standards at \$1.50 and Selects at \$1.75. Local dealers had anticipated a slight advance and placed orders somewhat in excess of regular needs, and in the light of later developments, it proved their wisdom. For this reason they were able to notify their trade that they would not raise their billing price above \$1.40, unless the situation at headquarters grew still worse. Happily for all concerned, the last figure named has been the top notch of prices so far this season, and to-day they are wiring and notifying the trade that they would bill at \$1.25 per gallon, feeling that the conditions now warrant them in thus naming a figure actually below the Baltimore quotations. When the break-up comes—as it must soon—prices will tumble back to near the old figures, and it is hoped that they have sufficient stock on hand to carry them along.

Lemons—The fruit now in the hands of the dealers is of most superior quality, and a very large percentage of the recent cargoes sold at Eastern ports have graded as Fancy and Extra Fancy, and sold at what would usually be considered very low figures. The severe weather has deterred Western dealers from buying as largely as they would have done could they have felt sure that the fruit would not have become frosted in transit,

but all have a fairly good supply, and no retailer adjacent to our market can procure better grades or prices elsewhere. In spite of the extra and expensive precautions taken by the shippers, the outside layers in some boxes will show a slight evidence of having been pinched a little too close by Jack Frost, but not enough to warrant repacking or entail loss by wastage. With receipts in lighter volume, and the better demand attendant on settled weather, a gradual increase in price may be expected.

Dates—No particular change in them since our last issue. They continue to move as steadily as the wants of trade require.

Figs—Sell moderately well, although a little better feeling characterizes the better goods. Bag stock is dull and meets but little recognition.

Foreign Nuts—No changes in any of the varieties worth noting. The demand is limited and any dealer showing a disposition to buy a large bill will be allowed to make very liberal conditions, favorable to himself, by the importers. There is nothing in the commercial horizon at present to indicate that an immediate change is likely to occur, and for that reason the market may be said to be inactive.

Bananas—Nothing doing with them at present, excepting in a small way, the weather being too cold to ship, excepting by express, and express rates are too high to allow any profit for the dealer, after deducting expenses and first cost. The high price of oranges, apples and kindred fruits will be apt to stimulate a good demand for bananas just as soon as it gets warm enough to justify regular shipments. Prices are now low, as holders realize that to get orders they must throw out inducements, and they prefer to move the goods at a small loss, rather than to hang on for enough to cover first cost, thereby missing orders altogether and losing the whole loaf. There are very few fruit dealers who, taking one year with another for a period of four years in succession, can show a clean profit as a result of their efforts in handling this most treacherous and easily damaged line of fruit, but, nevertheless, when once engaged in it, it seems to be almost impossible to drop it out, there seeming to be a certain sort of fascination about the holding on, even though a large loss be assured. Prospects are excellent for a large volume of business in them the coming season, as more concerns are interested in the carrying trade, and trade will start with a bound the moment spring and warm weather greet us.

Oranges—The receipts of Sicily fruit have been liberal at the different ports of entry, and the prices realized at the auctions have been somewhat below the expectations of the importers, who have hustled the fruit to our shores ever since it was an assured fact that the great Florida crop had been destroyed. California growers have not been slow to improve their opportunity, either, and had the cold spell not been so protracted, more of their products would have met that of the Sicilians half way. The enforced delay of heavy shipments has been instrumental in giving the consumer a better grade and much riper fruit, and for that they should be thankful. It is getting to be the rule to begin shipping

the new crop of nearly every variety before it has sufficiently matured, which causes the public at large to become suspicious of the fruit for a long time, even after it has reached its prime, but there is no way to prevent its being done, and the practice will doubtless continue to be indulged in, pernicious as it is. The California crop is now in fine condition to forward and heavy shipments will be the rule. The Navals this year are excellent, being fine flavored, good colored and very heavy, and containing all the requisites of a first-class table orange. The Seedlings are having a good sale, more on account of their cheapness, than of their good eating qualities. Prices, as quoted elsewhere, can be taken as a fair average for small lots. When larger quantities are wanted, rock bottom quotations will be furnished by our local wholesalers, upon request.

Oil—Both of the companies competing for the trade of this territory announce and advance of $\frac{1}{2}$ c per gallon on all grades of illuminating oils. No change on naphtha or gasoline.

The Drug Market.

Gum opium is steady at unchanged prices.

Morphia declined on the 7th 10c per ounce. The change was overlooked in last week's report.

Quinine is firm and in active demand. Gum camphor has advanced 5c abroad.

Domestic manufacturers have advanced prices 10c.

Oil anise continues to decline.

Cod liver oil has advanced \$27 per barrel in the last two weeks and higher prices are looked for. Stocks are very low.

A new list and discounts is in effect on glassware and corks, netting an advance of about 15 per cent. on the former and 25 per cent. on the latter.

Linseed oil has advanced 1c and another advance is probable.

Turpentine is higher.

Change in the Sugar Card.

The Committee on Trade Interests of the Grand Rapids Retail Grocers' Association promulgated a new schedule of prices on granulated sugar Feb. 19, as follows:

- 5 cents per pound.
- 5½ pounds for 25 cents.
- 11½ pounds for 50 cents.
- 24 pounds for \$1.

W. L. Gregory, who is connected with the mercantile department of Emmett Hagadorn, at Fife Lake, was in town over Sunday, the guest of friends.

Frank T. Lawrence (Putnam Candy Co.) is spending a couple of days in Chicago, posting up on the fruit market.

All are trying to match Gillies' New York Coffees. They are fine. J. P. Visner, Agt.

Wants Column.

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

BUSINESS CHANCES.

FOR SALE—TABLE FACTORY LOCATED in a live town of 2,000 inhabitants. Plant includes boiler engine, kilns, sawmill and necessary machinery to manufacture tables or other lines of furniture. Town has three railroads, furnishing excellent shipping facilities. Plant cost \$17,000 and is well worth \$10,000, but will be sold for \$5,000, owing to inexperience of owner. Address No. 97, care Michigan Tradesman. 697

FOR SALE OR TRADE—FOR SMALL STOCK of goods—shoe stock preferred—two tracts of land, one of forty and the other ten acres, Address Lock Box 984, Big Rapids, Mich. 699

WANTED—TO EXCHANGE FOR STOCK OF goods, \$1,000 stock and \$1,000 store building at Henrietta. Stock comprises groceries, wall paper, clothing, notions; also fixtures. Store is 20x70, with 10x50 addition. Three quarters of an acre of land, good barn, apple trees, well and cistern. Buildings all new and painted in good shape. Store is one-half mile from fashionable summer resort. For particulars address 690, care Michigan Tradesman. 690

WANTED—A STOCK OF MERCHANDISE, well located, in exchange for stock in State bank; doing good business, paying dividends. H. Hizerote, Lansing, Mich. 707

FOR SALE—FIRST-CLASS GROCERY STOCK and fixtures, nearly new. Good location. Good reason for selling. If do not sell will take partner. Address Lock Box 302, Kalamazoo, Mich. 713

FOR SALE—A WELL-SELECTED DRUG stock, stationery, shoes, etc. Particulars, address Box 185, Sunfield, Mich. 702

WANT TO BUY—SALEABLE STOCK OF hardware and general goods about \$3,000 in live town of from 3,000 to 8,000 inhabitants in Western or Central Michigan. Address No. 701, care Michigan Tradesman. 701

FOR SALE—A FIRST-CLASS HARDWARE and implement business in thriving village in good farming community. Address Brown & Sehler, Grand Rapids, Mich. 700

FOR SALE—A STOCK OF HARDWARE AND dinner's tools, including about \$2,000. Cash sales last year \$7,000. No tin shop with ten miles. Will sell part or all. Reasons for selling, going into manufacturing business. Address Brown Bros. & Co., Colton, Henry County, Ohio. 704

FOR SALE—150 CORDS IS INCH DRY WOOD on cars here at Mecosta. Will be sold cheap to close up a business. Make me an offer. J. D. Leahy, Mecosta, Mich. 705

A GOOD HOME WITH NINE ACRES OF choice land to exchange for stock of groceries or general merchandise not to exceed \$250. Address W. W. Parmelee, Mich. 706

GOOD NINE ROOM HOUSE NICELY LOCATED in Mt. Pleasant, Mich. Will exchange for stock groceries. Address Box 80, Stanton, Mich. 695

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

A GOOD STORE BUILDING AND \$4,000 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 trons. Address No. 691, care Michigan Tradesman. 691

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. 655, care Michigan Tradesman. 685

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

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

IF YOU WANT TO BUY OR SELL REAL estate, write me. I can satisfy you. Chas. E. Mercer, Rooms 1 and 2, Widdicombe building. 653

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

SITUATIONS WANTED.

WANTED—POSITION BY A GROCERY clerk having city experience. Can come well recommended. Address, stating salary, P. S. Hendershott, Tecumseh, Mich. 698

MISCELLANEOUS.

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

I HAVE THE CASH TO PAY FOR A GOOD clean stock of hardware located in an Al town. Address No. 654, care Michigan Tradesman. 682

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, 81-86 South Division St., Grand Rapids. 673

NEARLY NEW BAR-LOCK TYPEWRITER for sale at a great reduction from cost. Reason for selling, we desire another pattern of same make of machine, which we consider the best on the market. Tradesman Company, 100 Louis St., Grand Rapids. 554

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

FARM FOR MERCHANDISE.

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

WITHIN SOUND OF THE SAWS.

Lumber had gone up and the big mill on the Aspohegan was working overtime.

Through the range of square openings under the eaves the sunlight streamed in steadily upon the strident tumult, the confusion of sun and shadow within the mill. The air was sweet with the smell of fresh sawdust and clammy with the ooze from great logs just "yanked" up the dripping slides from the river. One had to pitch his voice with peculiar care to make it audible amid the chaotic din of the saws.

In the middle of the mill worked the "gang," a series of upright saws that rose and fell swiftly, cleaving their way with a pulsating, vicious clamor through an endless and sullen procession of logs. Here and there, each with a massive table to itself, hummed the circulars, large and small; and whenever a deal or a pile of slabs was brought in contact with one of the spinning disks, upon the first arching spurt of sawdust spray began a shrieking note which would run the whole vibrant and intolerable gamut as the saw bit through the fibers from end to end. In the occasional brief moments of comparative silence, when several of the saws would chance to be disengaged at the same instant, might be heard, far down in the lower story of the mill, the grumbling roar of the two great turbine wheels, which, sucking in the tortured water from the sluices, gave life to all the wilderness of cranks and shafts above.

That end of the mill which looked down the river stood open, to a height of about seven feet, across the whole of the upper story. From this opening ran a couple of long slanting ways, each two feet wide and a hundred feet in length, raised on trestles. The track of these "slides," as they are technically termed, consisted of a series of wooden rollers, along which the deals raced in endless sequence from the saws, to drop with a plunge into a spacious basin, at the lower end of which they were gathered into rafts. Whenever there was a break in the procession of deals, the rollers would be left spinning briskly with a cheerful murmur. There was also a shorter and steeper "slide," diverging to the lumber yard, where clapboards and such light stuff were piled until they could be carted to the distant station.

It former days it had been the easy custom to dump the sawdust into the stream, but the fish wardens had lately interfered and put a stop to the practice. Now, a tall young fellow, in top boots, gray homespun trousers and blue shirt, was busy carting the sawdust to a swampy hollow near the lower end of the main slides.

Sandy McPherson was a new hand. Only that morning had he joined the force at the Aspohegan mill, and every now and then he would pause, remove his battered soft felt from his whitish-yellow curls, mop his red forehead and gaze with hearty appreciation at the fair landscape spread out beyond the mill. With himself and with the world in general he felt on fairly good terms—an easy frame of mind which would have been much jarred had he been conscious of the fact that from a corner in the upper story of the mill his every movement was watched with a vindictive and ominous interest.

In that corner, close by the head of one

of the main slides, stood a table whose presiding genius was a little swinging circular. The circular was tended by a powerful, somber-visaged old mill hand called 'Lije Vandine, whose office it was to trim square the ragged ends of the "stuff" before it went down the slide. At the very back of the table hummed the saw, like a great hornet, and whenever Vandine got two or three deals in place before him he would grasp a lever above his head, and forward through its narrow slit in the table would dart the little saw and scream its way in a second through the tough white spruce. Every time he let the saw swing back he would drop his eyes to the blue-shirted figure below and his harsh features would work with concentrated fury. These seven years he had been waiting for the day when he should meet Sandy McPherson face to face.

Seven years before, 'Lije Vandine had been working in one of the mills near St. John, New Brunswick, while his only daughter, Sarah, was living out at service in the city. At this time Sandy McPherson was employed on the city wharves, and an acquaintance which he formed with the pretty housemaid resulted in a promise of marriage between the two. Vandine and his wife were satisfied with the girl's account of her lover, and the months slipped by swiftly without their making his acquaintance.

Among the fishing and lumbering classes it not seldom happens that betrothal brings with it rather more intimate privileges than propriety would sanction; whence it came to pass that one evening Sarah returned to her parents unexpectedly, having been dismissed from her situation in disgrace. Vandine, though ignorant, was a clear-seeing man and understood his own class thoroughly; and, after his first outburst of wounded indignation, he had forgiven and comforted his daughter no less tenderly than her mother had done. He knew well that the girl was no wanton. He went at once into the city, with the intention of fetching Sandy out and covering up the disgrace by an immediate marriage. He visited the wharves, but the young man was not there. With growing apprehension he hastened to his boarding house, only to learn that McPherson had left the place and was departing for the States by the next train, having been married the previous evening.

The man's pain and fury at this revelation almost choked him, but he mastered himself sufficiently to ask a boy of the house to accompany him to the station and point him out the betrayer. If the train had not gone, he would be in time to avenge his poor girl. The boy, however, took alarm at something in Vandine's face and led him by a round-about way, so that, just as he drew near the station, the Western express was pulling out. On the rear platform stood a laughing young woman bedecked with many colors, and beside her a tall youth with a curly yellow head, whom the boy pointed out as Sandy McPherson. He was beyond the reach of vengeance for the time; but his features stamped themselves ineffaceably on the avengers' memory. As the latter turned away, to bide his time in grim silence, the young woman on the platform of the car said to her husband: "I wonder who that was, Sandy, that looked like he was going to run after the cars?"

Didn't you see? His arms kind o' jerked out, like that; but he didn't start, after all. There he goes up the hill, with one pant leg in his boot. He looked kind o' wild. I'm just as glad he didn't get aboard."

"He's one of your old fellers as you've give the go-by to, I kind o' suspicion, Sis," replied the young man, with a laugh. And the train roared into a cutting.

About a year after these events, Vandine's wife died and Vandine thereupon removed, with Sarah and her baby, to the interior of the province, settling down, finally, at Aspohegan Mills. Here he built himself a small cottage on a steep slope overlooking the mill. And here Sarah, by her quiet and self-sacrificing devotion to her father and the child, wiped out the memory of her error and won the warm esteem of the settlement. As for the child, he grew into a handsome blue-eyed sturdy boy, whom his grandfather loved with a passionate tenderness intensified by a subtle strain of pity. As year by year his daughter and the boy twined themselves closer about his heart, Vandine's hate against the man who had wronged them both kept ever deepening to a keener anguish.

But, now, at last, the day had come. When first he had caught sight of McPherson in the yard below, the impulse to rush down and throttle him was so tremendous that, as he curbed it, the blood forsook his face, leaving it the color of ashes and, for a few seconds, he could not tend his saw. Presently, when the yelping little demon was again at work biting across the timbers, the foreman drew near and Vandine asked him, "Who's the new hand down yonder?"

"Oh!" said the foreman leaning over the bench a little to follow Vandine's pointing, "yon's one Sandy McPherson, from over on the Kennebec. He's be'n working in Maine these seven years past, but says he kind o' got a hankering after his own country, an' so he's come back. Good hand!"

"That's so!" was all Vandine replied.

All the long forenoon, amid the wild, or menacing, or warning, or complaining crescendos and diminuendos of the unresting saws, the man's brains seethed with plans of vengeance. After all these years of waiting he would be satisfied with no common retribution. To merely kill the betrayer would be insufficient. He would wring his soul and quench his manhood with some strange, unheard-of-horror, ere dealing the final stroke that should rid earth of his presence.

Scheme after scheme burned through his mind, and at times his gaunt face would crease itself in a fearful smile as he pulled the lever that drove his blade through the deals. Finding no plan altogether to his taste, however, he resolved to postpone his revenge until night, at least, that he might have the more time to think it over and to indulge the luxury of anticipation with realization so easily within his grasp.

At noon, Vandine, muttering to himself, climbed the steep path to the little cottage on the hillside. He ate his dinner in silence, with apparently no perception of what was being set before him. His daughter dared not break in upon this preoccupation. Even the idolized Stevie could win from him no notice, save a smile of grim triumph that

frightened the child. Just as he was leaving the cottage to return to the mill he saw Sarah start back from the window and sit down suddenly, grasping at her bosom and blanching to the lips as if she had seen a ghost. Glancing downward to the black road, deep with rotted sawdust, he saw McPherson passing.

"Who is it?" he asked the girl.

"It's Sandy," she murmured, flushing scarlet and averting her face.

Her father turned away without a word and started down the hill. Presently, the girl remembered that there was something terrifying in the expression of his face as he asked the curt question. With a sudden vague fear rising in her breast, she ran to the cottage door.

"Father," she cried, "father!" But Vandine paid no heed to her calls, and after a pause she turned back into the room to answer Stevie's demand for a drink of water.

Along about the middle of the afternoon, while Sandy McPherson was still carting sawdust, and Vandine was tending his circular amid the bewildering din, Stevie and some other children came down to play around the mill. The favorite amusement with these embryo mill hands, stream drivers and lumbermen was to get on the planks as they emerged from the upper story of the mill, and go careering swiftly and smoothly down the slides, until just before coming to the final plunge, they would jump off and fall on the heap of sawdust. This was a game that, to strangers, looked perilous enough, but there had never been an accident, so at Aspohegan Mills it had outgrown the disapproval of the hands. To Sandy McPherson, however, it was new, and from time to time he eyed the sport apprehensively. And all the while Vandine glared upon him from his corner in the upper story, and the children raced, shouting, down the slides and tumbled, with bright laughter, into the sawdust.

Among the children none enjoyed more than Stevie this racing down the slides. His mother, looking out of the window on the hillside, saw the merry little bare-headed figure, the long yellow curls floating out behind him, as he half knelt, half sat on the sliding plank ready to jump off at the proper moment. She had no thought of danger as she resumed her house work. Neither had Stevie. At length, it happened, however, that, just as he was nearing the end of the descent, an eagle came sailing low overhead, caught the little fellow's eye and diverted his attention for a moment. It was the fatal moment. Just as he looked down again, gathering himself to jump, his heart sprang into his throat, and the plank, with a sickening lurch, plunged into the churning basin. The child's shrill, frightened shriek was not half uttered ere the waters choked it.

Vandine had just let the buzzing little circular slip back into its recess, when he saw McPherson spring from his cart and dash madly down to the shore.

At the same instant came that shrill cry, so abruptly silenced. Vandine's heart stood still with awful terror—he had recognized the child's voice. In a second he had swung himself down over the scaffolding, alighting on a sawdust heap.

"Hold back the deals!" he yelled in a voice that pierced the din. It was not five seconds ere every one in the mill

seemed to know what had happened. Two men sprang on the slides and checked the stream of deals. Then the great turbines ceased to grumble and all the clamor of the saws was hushed. The unexpected silence was like a blow, and sickened the nerves.

And meanwhile—Stevie? The plank that bore his weight, clinging desperately to it, plunged deeper than its fellows and came up somewhat further from the slide, but not now with Stevie upon it. The child had lost his hold, and, when he rose, it was only to strike against the bottoms of three or four deals that lay clustered together.

This, though apparently fatal, was in reality the child's salvation, for, during the half or three-quarters of a minute that intervened before the slides could be stopped, the great planks kept dropping and plunging and crashing about him, and, had it not been for those very timbers that cut him off from the air he was choking to breath, he would have been crushed and battered out of all human semblance in a second. As it was, ere he had time to suffocate, McPherson was on the spot.

In an instant the young man's heavy boots were kicked off, and, without pausing to count the odds, which were hideously against him, he sprang into the chaos of whirling timbers. All about him pounded the falling deals, then ceased, just as he made a clean dive beneath that little cluster that covered Stevie. As Vandine reached the shore and was casting desperate glances over the basin in search of some clew to guide his plunge, McPherson reappeared at the other side of the deals, and Stevie's yellow curls were floating over his shoulder. The young man clung rather faintly to the supporting planks, as if he had overstrained himself, and two or three hands, who had already shoved off a "bateau," pushed out and picked him up with his burden.

Torn by a convulsion of fiercely antagonistic feelings, Vandine sat down on the edge of the bank and waited stupidly. About the same moment Sarah looked out of the cottage door in wonder, to see why the mill had stopped so suddenly.

In all his plans of vengeance Vandine had never dreamed of such chance as that his enemy should deserve his gratitude. In his nature there had grown up one thing stronger than his thirst for vengeance, and that one thing was his love for Stevie. In spite of himself, and, indeed, to his furious self-scorn, he found his heart warming strangely to the man who, at deadliest risk, had saved the life of his darling. At the same time he was conscious of a fresh sense of injury. A bitter resentment throbbed up in his bewildered bosom to think that McPherson should thus have robbed him of the sweets of that revenge he had so long anticipated.

The first clear realization that came to him was that, though he must kill the man who had wronged his girl, he would, nevertheless, be tortured with remorse forever after. A moment more, and, as he saw Sandy step out of the "bateau" with the boy, now sobbing feebly, in his arms, he knew that his vengeance had been made forever impossible. He longed fiercely to grasp the fellow's hand and make some poor attempt to thank him. But he mastered the impulse—Sarah must not be forgotten. He strode down the bank. One of the hands had

taken Stevie and McPherson was leaning against a pile of boards, panting for breath. Vandine stepped up to him, his fingers twitching, and struck him a furious blow across the mouth with his open hand. Then he turned aside, snatched Stevie to his bosom and started up the bank. Before going two paces, however, he paused, as if oppressed by the utter stillness that followed his astounding act. Bending a strange look on the young man, he said, in a voice as harsh as that of the saws:

"I was going to kill you to-night, Sandy McPherson, but now, after this day's work o' yours, I guess yer safe from me from this out." He shut his mouth with a snap and strode up through the piles of sawdust toward the cottage on the hill.

As for McPherson, he was dumfounded. Though no boaster, he knew he had done a magnificently heroic thing, and to get his mouth slapped for it was an exigency which he did not know what to do with. He had staggered against the boards, from the force of the stroke, but it had not occurred to him to resent it, though, ordinarily, he was hot blooded and quick in a quarrel. He stared about him sheepishly, bewildered and abashed and unspeakably aggrieved. In the faces of the mill hands who were gathered about him he found no solution of the mystery. They looked as astonished as himself and almost equally hot and ashamed. Presently, he ejaculated: "Well, I swan!" Then one of the men who had taken out the "bateau" and picked him up found voice.

"I'll be gosh-darned ef that ain't the damndest," said he, slowly. "Why, I thought as how he was agoin' right down on his prayer-handles to ye. That there kid is the apple o' his eye."

"An' he was sot on killin' me to-night, was he?" murmured McPherson, in deepest wonderment. "What might his name be, anyhow?"

"Lije Vandine," spoke up another of the hands. "An' that's his grandchild, Stevie. I reckon he must have a powerful grudge agin you, Sandy, or he'd never a' acted that way."

McPherson's face had grown serious and pale. "Is the boy's father and mother livin'?" he inquired.

"Sarah Vandine's livin' with the old man," answered the foreman, "an' as fine a girl as there be in Aspohegan. Don't know anything about the lad's father, an' don't want to. The man that'd treat a girl like Sarah Vandine that way—why, hangin's too good for 'im!"

McPherson's face flushed crimson and he dropped his eyes.

"Boys," said he huskily, "ef 'Lije Vandine had a' served me as he intended, I guess as how I'd have only got my deserts. I reckon as how I'm the little lad's father!"

The hands stared at each other. Nothing could make them forget what McPherson had just done. They were all daring and ready in emergency, but each man felt that he would have thought twice before jumping into the basin when the deals were running on the slides. The foreman could have bitten his tongue out for what he had just said. He tried to mend matters.

"I wouldn't have thought you was that sort o' man, to judge from what I've just seen o' you," he explained. "Anyhow, I reckon you've more'n made up this

day for the wrong you done when you was younger. But Sarah Vandine's as good a girl as they make, an' I don't hardly see how you could a' served her that trick."

A certain asperity grew in the foreman's voice as he thought of it, for, as his wife used to say, he "set a great store by 'Lije's girl, not havin' no daughter o' his own."

"It was lies as done it, boys," said McPherson. "As for whose lies, why, that ain't neither here nor there. An's she—as done the mischief's dead an' buried before she died she tol' me all about it. That was last winter—of the gripe—an' I tell you I've felt bad 'bout Sarah ever sence. An' to think the little lad's mine! My, but ain't he a beauty!" And Sandy's face began to glow with satisfaction at the thought.

By this time all the hands looked gratified at the turn affairs were, to them, so plainly taking. Every one returned to work, the foreman remarking aside to a chum, "I reckon Sarah's all right." And in a minute or two the saws were once more shrieking their way through the logs and siabs and deals.

On the following morning, as 'Lije Vandine tended his vicious little circular, he found its teeth needed resetting. They had been tried by a lot of knotty timber. He unshipped the saw and took it to the foreman. While he was waiting for the latter to get him another saw, Sandy McPherson came up. With a strong effort Vandine restrained himself from holding out his hand in grateful greeting. There was a lull in the uproar, the men forgetting to feed their saws as they watched the interview. Sandy's voice was heard all over the mill.

"Lije Vandine, I saved the little lad's life, an' that counts for something, but I know right well I ain't got no right to expect you or Sarah ever to say a kind word to me. But I swear, so help me God, I hadn't no sort o' idee whose child I was savin'. My wife died las' winter over on the Kennebec, an' afore she died she tol' me everything—an' I'd take it kindly ef you'd let me tell you, more particular, another time. An' I was wantin' to say now, I'd take it kind ef you'd let me go up along to your place this evenin', an' maybe Sarah 'd let me jest talk to the boy a little. Ef so be ez I could persuade her by and by t' forget an' forgive—an' you'd trust me after what I'd done—I'd lay out t' marry her the minute she'd say the word, fur there ain't no other woman I ever set such store by as I do by her. An' then, ther's Stevie—"

"Stevie and the lass hez both got a good home," interrupted Vandine roughly.

"An' I wouldn't want a better for 'em," exclaimed McPherson, eagerly, catching the train of the old man's thought. "What I'd want—would be—ef maybe—you'd let me come in along with them an' you."

But by this time Vandine had got his new saw and had turned away without replying. Sandy followed him a few paces, then turned back dejectedly to attend his own circular, he having been moved into the mill that morning, in tacit acknowledgment of his heroic deed.

All the hands looked at him in sympathy, and many were the ingenious backwoods oaths which were muttered

after Vandine for his ugliness. The old man paid little heed, however, to the tide of unpopularity that was rising against him. Probably, absorbed in his own thoughts, he was utterly unaware of it. All the morning long he swung and fed his circular, and, when the horn blew for 12, his mind was made up. In the sudden stillness he strode over to the place where McPherson worked and said, in a voice of affected carelessness: "You better come along an' have a bite o' dinner with us, Sandy. You'll be kinder expected, I reckon, and Stevie's powerful anxious to see you."

Sandy grabbed his coat and went along.

Signal Five cigar, all imported stock, 5c.

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E. A. STOWE, Editor.

WEDNESDAY FEBRUARY 20.

INTERNATIONAL ARBITRATION.

It is reported from Washington that initial steps have been taken looking to the formal consideration of a treaty between the United States and Great Britain, under which all disputes arising between the two powers would be submitted to arbitration. Such a treaty, it is understood, would be the entering wedge in a movement to bring about an arrangement between all the powers of Europe and the United States to submit matters in dispute to arbitration.

This agitation had its rise, apparently, in a movement backed by a large number of members of the British Parliament, and that it has its advocates in our Congress is attested by the fact that there is still on the calendar of the House of Representatives a resolution by Mr. Springer, indorsing the movement in favor of arbitration between this country and Great Britain.

However desirable it might be under certain conditions that all international questions should be submitted to arbitration, it will not require much investigation to realize that any such arrangement between the United States and the European powers would be sure to result disastrously to the pretensions of this country to supremacy in the Western hemisphere. It is even questionable if arbitration would be practicable where a nation had vital interests at stake. The stronger power, moreover, seldom desires arbitration.

As everybody knows, the United States claims, under the teachings of what is known as the Monroe doctrine, that no European power must interfere in the affairs of the Western hemisphere. On our ability to maintain that doctrine rests the continuance of the supremacy of the United States in American affairs. None of the European powers recognize the Monroe doctrine, and only tolerate its teachings because of their unwillingness to seek a serious controversy with this country. In an arbitration over a dispute with a European country the Monroe doctrine would not be allowed to stand for an instant, hence in any difficulty arising from an application of the teachings of that doctrine the United States would be decided against by the arbitrators.

An arbitration treaty with Great Britain would tie our hands with respect to Canada, and would prevent the recognition of the independence of any of the British colonies that might see fit to throw off allegiance to the mother country. It would make the annexation of Canada to the United States forever impossible. Moreover, in every arbitration with Great Britain in which any of the European sovereigns or statesmen would be called upon to serve as arbitrators the decision would invariably be against this country. The Behring Sea arbitration is a case in point.

But by far the most serious complication likely to arise from an arbitration arrangement with all the European powers would be the impossibility of maintaining the recognition of the citizenship of naturalized Americans. Many of the European powers have refused to recognize this claim, or have merely tolerated it to avoid trouble. In the arbitration of a difficulty arising from the refusal of one of the European powers to recognize the citizenship of one of our naturalized citizens the decision would be promptly rendered against us, as none of them allow the voluntary expatriation of subjects.

Thus an arbitration arrangement with the powers of Europe would rob the United States of the privileges it has so successfully maintained for the past century, whereas the benefits secured would be of very doubtful character, as none of the European powers would for a moment hesitate to disregard an arbitration agreement did it find that it could the better carry its point by force. The time is not ripe for international arbitration, and certainly the United States has nothing to gain by it, whereas it might readily lose the advantages now arising from its independent, if isolated, position with respect to the other powers.

NO HOME FOR THE BOYCOTT.

The boycott still persistently refuses to flourish in the bright sunlight of American civilization, although the efforts to acclimate it continue unabated. Intelligence and fair-minded repugnance to that which is so sneaking and sly in its methods of attack are too widely disseminated to allow a strong development of the hideous monster. It is difficult to find terms for its characterization that will not mix the metaphor. In its slimy repugnance it resembles the reptile, but in its methods of attack it manifests a cowardly prudence more in accord with animals like the jackal, which hovers on the outskirts of the herd to attack the weak and disabled. Generally the victim is selected in a business depending on a patronage among those who are ignorant and have a sympathy with the cause it professes to champion. In such attacks it is sometimes partially successful.

But the ideas of those who would employ the boycott in their hunting rise to higher game than this. Its features of terror impress the ignorant minds of the classes in which the labor agitator looks for his prestige, and it is necessary to, at least, make a feint of attacking such enterprises as will indicate a bravado that will impress these classes, although such agitators may and do know that the warfare will not only be ineffectual, but will work a positive benefit to the object of attack. There are boycotts run-

ning in this city to-day which are of material value to the "victims." They are against concerns with sufficient prestige and capital to be benefited by the advertising the agitation gives and by the sympathy resulting from the American love of fair play. In a recent labor controversy here some one suggested the employment of the boycott. The manager of the business in question asked the leaders of the union why they did not declare a boycott. "Because we know too well it will be worth thousands of dollars to you if we do."

No, the boycott can never flourish in this climate.

THE NICARAGUA CANAL.

Although the bill permitting the use of the Government's credit to the extent of \$70,000,000 for the purpose of constructing the Nicaragua canal has passed the Senate by a good majority, the measure has still to run the gauntlet in the House of Representatives, and as there remain but seventeen days of the present Congress, there is not much margin for delay.

It is reported that the friends of the Nicaragua canal bill are endeavoring to secure a promise from the Committee on Rules to fix a date for the taking up of the bill, and the chances of success in that respect are said to be good. Owing to the limited time left, the support accorded the measure will have to be very strong, as filibustering tactics would prove fatal, unless promptly suppressed by a show of strength.

It is of the utmost importance that some decision as to the Nicaragua canal should be arrived at as soon as possible. The Central American powers which have granted the concession are anxious that the canal should be completed, and it is believed that European capital is ready to embark in the enterprise should the United States refuse to take it up. While it is proper enough to insist that the work should be conducted under American auspices, it will be difficult to prevent foreigners from controlling the enterprise if we ourselves refuse to undertake it. We must either decide speedily to build the canal ourselves, or leave the project to more enterprising people.

The control of the Nicaragua canal by any foreign power, and particularly by England, would be a serious menace to American influence in the Western Hemisphere. The foothold that such an enterprise would give a foreign power in this part of the world would destroy the usefulness of the Monroe doctrine, as it would practically render it a dead letter. It would be well for Congress to take these facts into serious consideration and pass the Nicaragua canal bill at the present session.

The action of the House in defeating the gold bond bill is not so much the indication of a disposition to oppose the administration in regard to bond legislation on account of the short time remaining of this session, as the manifestation of a conviction that its passage would have resulted in dishonoring all the bonds of the Government outstanding. Its introduction was based on the assumption that there is doubt as to whether the bonds issued under the redemption act to be paid in coin will be paid in gold or its equivalent, or in a depreciated currency. That such a bill could be introduced and receive the sup-

port of so large a minority is a matter of astonishment. That there should be a division at all can only be explained on the theory that the consequences to the outstanding bonds were lost sight of in considerations of the silver question. The sectional lines of division tend to confirm this supposition. The fact that the purchasers of the bonds so privately negotiated by the President are offered a net profit of 8 per cent. in the London market indicates that the Old World financiers have more confidence in the integrity of our Government than many of its legislators, or even the Executive himself.

As is invariable in such cases, the State Board of Arbitration of Massachusetts finds it impossible to induce the shoe manufacturers affected by the strikes to submit the differences with their employees to arbitration, while the latter are ready for it at any time or in anyway. It must always be found so. The employees have all to gain and nothing to lose, while the employers, if they submit to arbitration, must surrender their right to manage their own business enterprises to those who have little if any practical knowledge in such matters. As human nature is now constituted, such "arbitration" is impossible. The willful and incorrigible "capitalist" must bear the responsibility of its failure.

An English physician calls attention to a means of keeping pneumonia, colds, chills and all the ailments that cold weather brings on, at a distance. Deep and forced respirations, he says, will keep the entire body in a glow in the coldest weather, no matter how thinly one may be clad. He was himself half frozen to death one night, and began taking deep breaths and keeping the air in his lungs as long as possible. The result was that he was thoroughly comfortable in a few minutes. The deep respirations, he says, stimulate the blood current by direct muscular exertion, and cause the entire system to become pervaded with the rapidly generated heat.

Mayor Fisher has again placed the taxpayers of the city under obligations to him by vetoing, for the second time, the proposition to bond the city for the purpose of creating a municipal electric lighting plant. The position of Mayor Fisher on this matter is such as will commend itself to all right-thinking people, albeit he will have the antagonism of a handful of venal and unscrupulous trades unionists who advocate the establishment of another public enterprise for the sole reason that it will necessitate the creation of a new set of municipal employees to be supported at the public crib.

During the past thirty years the importation of tea from China into England has diminished from 96 per cent. of the total imported into that country from all sources to 12 per cent., the remaining 88 per cent. coming from India and Ceylon. The shortsighted dishonesty of the Chinese factors and the encouragement of the tea industry in British India are said to account for the change.

When labor is organized to prevent labor it is time to call it something else. "Organized anarchy" or "organized idleness" or "organized blackmail" more clearly describes the situation than the term "organized labor."

THE RESTLESS AMERICANS.

The people of the United States have the reputation of being the most restless and unsettled of all the civilized races.

It is asserted that there are more tramps here than in any other country, and that work-people remain in the service of the same employer for shorter periods than anywhere else. In Europe men follow the trades and professions of their ancestors, and so skill and special sorts of knowledge are inherited as well as learned, and men are proud of the fact that their fathers were honest tradesmen of particular sorts and are glad to follow in their footsteps. The Americans, it is claimed, are prone not only to desert the trades and callings of their fathers, but they constantly seek some occupation where the work will be lighter or in which they have more liberty, while too many do not wish to work steadily at anything, even if they are willing to work at all.

Mr. Vedel, a civil engineer who has been writing on the instability of American labor, in the American Magazine of Civics, draws some statistics on the subject from the annual report of the United States Commissioner of Labor for 1889. The figures, which are quoted below, show the migratory character of the labor employed on railroads. It appears that large bodies of the men are not willing to remain long in one situation or to work steadily at anything. They are constantly changing from one place to another. The reports on railroad employees of the Commissioner of Labor show that for sixty systems of railroads, representative of the different parts of the country, out of a total force of 224,570 men employed as laborers and foremen, brakemen, carpenters, conductors, engineers, firemen, machinists, switchmen, telegraph operators, etc., about 25 per cent. worked less than twenty-five days out of the whole year and 59 per cent. less than half a year, for the same road. Some of these may have been laid off when there was no work for them, or during the inclement season; but for brakemen, who come third, and firemen, who come fourth, in the list of restlessness, this does not apply. Taking the working year to be 310 days, the average per cent. of the year worked for the same road was: Masons, 30; laborers, 32; brakemen, 49; firemen, 50; telegraph operators, 53; carpenters, 53; switchmen, 57; machinists, 62; conductors, 67; engineers, 76; foremen, 79.

It should be remembered that these figures do not come from a period of great industrial depression, like that which has prevailed during the past two years, but they are from a time of great industrial activity, the year 1888, and they show that vast bodies of workmen either have changed their situations or they have had long spells of idleness. It is well known that many sorts of workmen are so migratory in their habits that they will not remain long in one place, but when the time comes for them to gratify their restless desires, they will leave good situations and steady employment in order to be off. In fact, in many trades the only men who stick to a situation and do not yield to the migratory instinct are those who are anchored with wives and children, and even this fact does not always overcome their desire to move.

American restlessness is accounted for on the ground that the population of the

United States is largely made up of emigrants of every race and every continent. They are here from every country of Europe, Asia and Africa. They were, or are, men who left behind home, friends, associations, traditions, climate, customs, language and all that bound them to home and fatherland. All these they have given up to cross an ocean and cast their lot among strangers in a strange land. Thus the population of the United States is made up of the most daring and adventurous men of all countries, and, therefore, restlessness and a proneness to be always moving, always changing location and circumstances, become the predominant characteristic of the American people.

So that not only the vagabond and the migratory workingman, but the wealthy classes also, are impatient of any restraint that keeps them in one place, and, as if impelled by an irresistible force, they must move from place to place, and, whether as tramps or tourists, they are all and always on the go.

The ancient proverb about the rolling stone gathering no moss should teach the Americans that a wandering, shiftless and thriftless life is not good for their material welfare, and this is a fact that many of them realize in their own experience. But nothing conquers American restlessness, until this country has become notorious, if not famous, above all others for furnishing tramps, tourists and globetrotters generally. Since it does not seem possible to overcome natural instincts, save by a long course of discipline and training, there appears to be no remedy, and the evil must work itself out in its own way.

Suggestions as to Selecting Table Cutlery.

In the selection of table knives and forks, care must be taken to select patterns which are most in demand, and, consequently, most likely to sell. Do not purchase too many patterns. Table cutlery is one of the few things which a hardware dealer need not stock a great many varieties of. My advice is to confine yourself to repeat numbers, and go on buying the same patterns, only at rare intervals introducing or substituting a new design as an improvement. Make up a set of stock numbers and prices and stick to them. Do not have too many numbers; for an average trade I consider four patterns in ivory, and the same of ivory, buffalo, black and white bone, quite enough. In some country districts stag horn handles for table cutlery are used, and so also is a very common handle called "forebuck." A few of these may be added in the proper neighborhood. These numbers should be well known, and the stock should be constantly replenished and kept up. Table and desert knives, carvers and steels to match, should be kept. Carvers and steels should be kept in stag in several qualities of style of handle and shape of blade.

A smart Englishman has invented a "self-rocking cradle, warranted to run for forty minutes." It will no longer be necessary for unlucky fathers to get out of bed on cold nights and walk with the baby. All they will have to do will be to wind up the cradle.

Within the past twenty-five years \$900,000,000 has been invested in electrical machinery, and the business is yet in its infancy.

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Social Evolution of the Sexes.

The evolution of modern civilization has brought about conditions in social and industrial life which have never before existed, and they present new problems which must be solved according to the laws that have created them and now govern their development. As there is no precedent upon which to judge them, the world will be forced to wait until they shall reach a full fruition; but even as they now are they present interesting studies.

One of these remarkable conditions is the effect upon labor and political economy growing out of the extraordinary use of machinery in every branch of industry. Another is the social status of woman growing out of the increasing development of the emancipation of women from masculine control. It is not proposed to discuss this matter as to its merits, or demerits, but to trace back to its causes and show how the movement of female independence originated and to what it tends.

In the earliest times, and among all peoples, men claimed and maintained not only a physical, but a social control over the other sex. It has always been denominated the weaker sex, the softer sex and the fair sex; but it is certain that much of the weakness, softness and beauty are due to development. In those savage nations where the women are slaves to the men, and are forced to perform all the hard labor, the women are physically as strong as the men and capable of as much endurance.

It does not appear that the females of either wild or domestic animals are inferior in strength to the males. True, the females are subject to certain disadvantages of organization; but, aside from these, there is no defect of strength in those races where both sexes live in a state of nature. The American Indians present the readiest examples for study. In a wild state their women strike and pitch the skin lodges, pack all the baggage on horses for removal, or unpack it when an encampment is to be set up. They chop and carry the wood and water, skin the slaughtered game and tan the hides into buckskin and buffalo and bear robes. In a word, the women perform all the hard labor, while the men, except when on the war path or engaged in hunting, spend their time in absolute idleness.

The Indian squaw is not only not of the weaker and softer, but she is not a representative of the fair sex. The male Indian, except in story books, has no idea or perception of beauty. He is a polygamist, and, in choosing his squaws, he takes care only that they are able-bodied and not too old. He does not prize beauty, and, as a consequence, the Indian women, so far from being beautiful, are as ugly as they well can be.

Beauty is an evolution which has grown out of a demand for it. When it is understood that men desire comeliness in their women, the women will, by adorning themselves and the use of such arts as may be available, do all in their power to improve their outward appearance. This sort of effort to be beautiful, carried on through many generations, finally so improves the subjects of it that at last the women become so much changed in appearance that to be well-formed and featured appears a regular characteristic. The Georgian and Circassian races of Asia, which furnish the

most beautiful women for the Eastern harems, are the direct result of such an evolution. They are taught from childhood that they are to grace the saloons of the zenanas of Turks, Egyptians, Persians and other Asiatic polygamists of high rank. Those girls, looking forward to such a lot, and knowing that they will be esteemed for their charms of person and disposition, try to be as attractive as possible.

This sort of influence has operated for ages upon the women of most civilized countries, until they actually represent a weaker, softer and more beautiful sex, and such are the women of to-day. But what will be the result upon the personal appearance and character of women of a final and total emancipation from subservience to the men is an interesting study. If women are to occupy precisely the same position of independence as men, will they not grow in physical strength and muscular development to meet the demands of the labor into which they will gravitate? Will they not lose the timidity and modesty which the retired life of the sex has imposed upon them, and will they not become bolder, more aggressive and even combative?

If, under such circumstances, women will scorn to be the darlings of men or their playthings, or the companions of their lighter hours, will they not cease to esteem the beauty and gentleness that have commended them to men, and will not the final influence of such an evolution operate to destroy the entire sentimental part of love, and to leave only the physical characteristics of the sexes?

These are interesting questions, and if they cannot be answered with confidence, because such a state of society never before existed, it is at least worth while to speculate on them. In the whole of Europe and Asia women are subservient to men. In some ancient nation, the country of the Amazons, it is related that the women ruled and the men were slaves. But there is growing up in America a series of conditions in which, in the course of time, the women will have the same legal and social rights as the men, and there will be no legal distinctions between the sexes. Such conditions must necessarily operate to exert enormous changes upon both sexes.

It is plain that women can only obtain such terms of equality through the weakening of the stronger sex. To control the weaker sex has always been the prerogative of the men, and when they voluntarily surrender it, for it is only by consent of men that this emancipation can take place, it will be a certain evidence of a departure from the ancient claim of masculine superiority. When the men fail in intellect, courage and will power, it becomes necessary for the women to take the scepter of dominion. And it must not be supposed that the advance of women to positions of equality means anything but a weakening of the other sex. Men never surrender power voluntarily. It is only when their hands become too feeble to retain a firm grasp upon it that they suffer it to be snatched away.

The inevitable conclusion is that the march of women to political equality means their growing superiority to the men. Either one sex or the other will rule, and it will always be the stronger, whether that shall be male or female.

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CALL YOUR PA'S

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That we grind 800 Barrels of flour per day, and that in January we ground over 30 cars of corn and 10 of oats and sent it broadcast over the state in the shape of the best feed known!

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CURRENT COMMENT.

On the occasion of a recent fire in a Northern Michigan town the firemen lost considerable time in endeavoring to loosen the plugs, so as to attach the hose, the delay being caused by rust incident upon disuse. At the next meeting of the trustees of the village a gentleman from Donegal, who was a member of the body, got up and moved that thereafter the fire plugs should be examined ten days before every fire. The motion was carried.

* * *

A story comes from Germany to the effect that a hop salesman, when paying his first visit to a famous brewery in South Germany, was about to enter the office, when he noticed a plate with the inscription: "Hop travelers up stairs." Concluding therefrom that a special room was set apart for interviewing travelers, he took the hint, and on reaching the top of the stairs he found himself in a long passage, the walls of which were adorned at intervals with the image of a hand pointing in one direction. At the end of the corridor another hand pointed to a second flight of steps leading downward. At the bottom of the steps a hand pointed to a door, which he opened and found himself—in the street.

Hotel Mail: Commercial travelers can do much to spread a hotel's reputation for good or ill, and proprietors show wisdom in treating them with extra consideration. An almost perennial subject of discussion among any chance group of Knights of the Road is the hotels, and the champion of any particular house insists on crying its virtues at all times and places.

* * *

In acknowledging themselves beaten, the Brooklyn strikers ask to be reinstated under the old conditions. To this the companies accede as far as they may be able in justice to the non-union men employed during the strike. This experience will tend to show the employees that, if the corporations are violating the laws of the State in hours of labor or otherwise, it will be better to invoke the authority of the courts than to attempt to coerce them by the riot and disorder of a strike.

* * *

The labor "philanthropists" of this country—that is, the leaders in labor causes—are not entirely free from a suspicion of selfishness in the matter of wages. As editor of a weekly labor journal of limited circulation, Debb's salary was \$4,000, but when elected president of the American Railway Union the remuneration for his philanthropic labors was \$9,000—more than the salary of any cabinet officer of the United States. Such a princely salary should have commanded the services of one who could show far more ability in the management of a labor contest than appeared in his case. In England the labor leaders are more frequently in charge of co-operative enterprises and federations devised for improving the condition of the workman, positions requiring business and executive ability of a high order. Some of the managers of the great co-operative mills and stores whose transactions aggregate millions per year are content to receive \$750, or less than \$15 per week, no more than they formerly received as operatives. Such men are friends of labor. In this country the labor agitators, from the walking delegate up, receive so much more than

the workmen that it is an object to strive for such positions.

* * *

The death, at the age of 90, of the "Silent Man," in a New Jersey town, brings out little incidents worthy to be woven into a story by Mary Wilkins, or Alice Brown, or Sarah Orne Jewett. Mr. Page would not talk. He had nothing to say and did not care to waste his breath saying nothing. He lived in a little room alone, sold papers and saved his money; but his meek spirit answered to a great challenge once. It was proposed that there should be a new bell for the Presbyterian church in Rahway. A rich and presumably stingy citizen laughingly said he "would give as much as old Page." The Silent Man rose to the occasion. He sent his check for \$500 for the bell fund.

* * *

The bicycle has been introduced into every civilized portion of the globe, and even farther. The latest bicycle agency to be established was in Guaymas, on the west coast of Mexico, where bicycling is becoming a popular sport. It is considered that when the racing team now touring that country has completed its propaganda, the Mexicans will be rampant in their desire to get wheels. Dealers report a good business in that country at the present time, but expect a big increase. Bicycle clubs have recently been established in Brazil and in the Argentine Republic, South America. All revolutionary countries will soon have wheels in their heads.

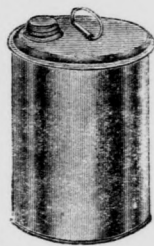
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While many of the Eastern roads have abolished stop-over privileges, on account of their manipulation by scalpers and dishonest employees, it is curious to note that the Supreme Court of California has just decided that under the law of that State the holder of a through ticket has a right to stop over at intermediate stations. It says: "A passenger who tenders the regular fare is entitled to a ticket to his place of destination, which ticket, under the law, gives him a right to stop over at an intermediate station. And the railroad company cannot demand the regular rate and at the same time deny the privilege which the law confers upon all who pay it."

* * *

One of the latest scandals unearthed in France reads like a burlesque. A man was arrested for defrauding a wine merchant by representing that certain shares of the Nice Navigation Co., which he gave in payment for goods, were worth much more than their market value. This led to an investigation of the company, which advertised a daily service between Nice and Corsica. It turned out that the persons forming the company never had any capital; that they had hired an old steamer on credit, had changed its name two or three times to conceal its identity and used the different names to make up their fleet. As the steamer was not seaworthy, it regularly left Nice with great display, and as soon as it was out of sight made for a safe place on the coast, never trying to go to Corsica, and after a while returned to Nice. The captain and crew were never paid. The deviser of this ingenious scheme is said to be a naval engineer and a chevalier of the Legion of Honor. He must be something of an engineer to engineer a plan like that; but he probably belongs to the big Legion of Dishonor.

Sap Pails and Syrup Cans.



Net Price List.
Sap Pails per 100.

	IC	IX
10 quart	\$10 00	13 25
12 " "	11 00	14 25
15 " "	13 75	16 50

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1 gallon	\$8 50
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Our goods are full size and are guaranteed not to leak. The pails are made almost straight, flaring enough to pack conveniently. Send for price list of general line of tinware.

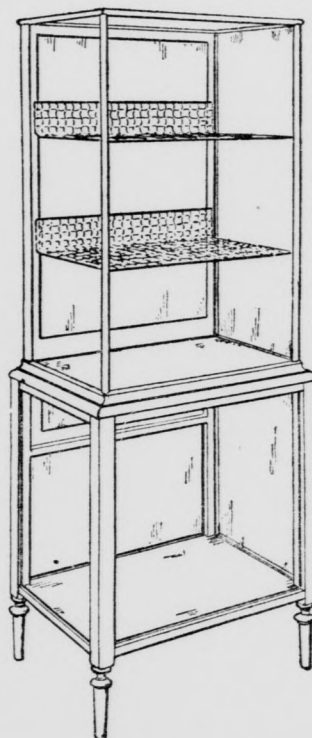
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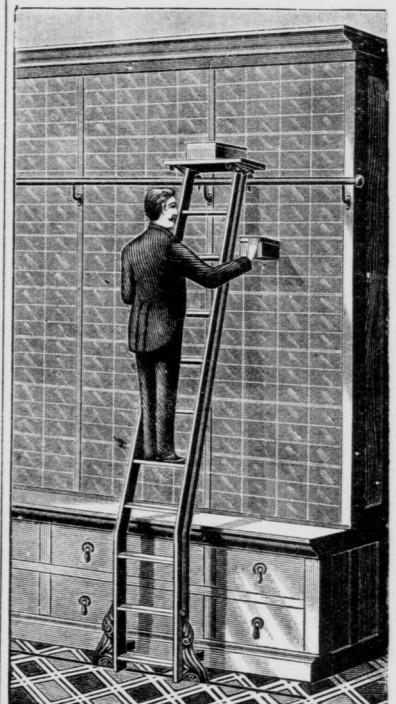
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PORTER TO PARTNERSHIP.

Progress of a Clerk Who Was Not Afraid of Work.

An Old Merchant in Hardware.

To a country-bred young man the bustle and din of New York are very bewildering. The crying of porters and hackmen at the depot is a fit commencement of a city visit. Some of the hotel runners acted as if they were going to carry us to their hotels whether we wanted to go or not.

"Where will you stop?" I asked my friend.

"At the Schmidt House. Will you go to dot?"

"No, I am going to stop at the Astor." "At de Ashtor! My gootness! Dot will cost you two tollars efery day."

"Well, the money comes out of Mr. Ely's pocket, you know, and he told me to go to the Astor."

"Den business must pay like plazes to shtand dose brices; I will open a shtore in Yarmantown."

We came to the Astor House coach just then and I bade Fisher good-bye for a while, he promising to come and call on me. When the coach put me down in front of the hotel, I doubt if a more uncomfortable youth existed in the city. I had never had much experience at hotels, and I dreaded doing something awkward that would advertise the fact I was fresh from the country. I entered the door and was met by a crowd of people, some coming out and others going in. A porter came up to me and took my valise while I followed him to the office. The clerk pushed a book towards me, and in as bold a hand as I could write I entered my name and residence.

"Do you want to go to your room now?" the clerk asked, and I said I did, adding that I expected to stay in the city a couple of weeks and wanted a room not too high up. He acted as if he did not hear me, but, sounding a bell, gave the waiter who answered the summons my key and the order to "show this gentleman to 74."

I was glad to get where I could wash my face again and was well pleased with my room. From a notice on the door of "Dinner from 4 to 6," I found I was in good time for that meal and my appetite was in good trim for it, too; such lunches as I had eaten along the route were only lunches, and I was ready to sit down to a "good square meal." I noticed in going to my room that there were servants stationed in each hall, so I questioned one of them about the way to the dining-room, and was duly ushered into the presence of the head waiter.

I have seen a great many prominent men in my time, but there are only two classes who completely overpower me: head waiters at hotels and officers in the militia. This particular waiter was the beau ideal of self-complacency and importance. Giving me a majestic wave of a napkin in his hand to follow him, he led me to a small table, and then, with a snap of his fingers, called a waiter to attend to me. It was my first attempt at wrestling with a bill of fare, and I was not at all easy with it; I knew what beefsteak and roast beef were when I heard them mentioned, but I was not up to French, and though there were more things on the bill than I could possibly eat, they were Frenchified to such an extent that I did not know what to call for.

But I managed to make my wants known; when not sure of the proper way to call what I wanted, I pointed it out on the bill to the waiter, and I had an excellent dinner, or, as we would have called it home, supper.

Going down to the office, I began to feel as if I were initiated in New York life, and I found my way to the reading-room, where I wrote home of my safe arrival.

The rest of the evening I spent in walking up and down Broadway, looking in the windows of the stores and watching the passers-by. It was all as wonderful to me as any of the stories in the "Arabian Nights," and I already pictured myself as a hero in relating these wonders when I got home.

Though I was very tired I did not sleep soundly that night. The perpetual rumbling of the 'busses, the walking in the halls, the strangeness of the bed and

room, all kept me from sleeping soundly, but for all that I was ready to begin business the next morning.

My first call was on a firm who were personal friends of Mr. Ely. I was struck with the air of quietness that pervaded the store; no one paid any attention to me as I proceeded through tables, upon which cloths were piled, towards the office. I saw several men in the room, but while they appeared to be busy, they were as quiet as if they were in church. Before I reached the office a young man met me with a nod of "good morning," but his face asked, "What do you want?"

"Is Mr. Gray in?" I asked.

"Yes; do you want to see him?"

"I do; I have a letter for him."

"Step this way."

I followed him to the door of what proved to be the private office of the head of the house, and I found myself in the presence of Mr. Gray. He looked up inquiringly as I entered, so I at once proceeded to business. "I am from —, on business for Mr. Ely, and have brought you a letter from him."

"Please sit down," he said, at the same time taking the letter. After glancing over it, he said: "Mr. Ely says you were never in New York before; if we can be of help to you in any way, I hope you will feel free to call upon us. I will speak to Mr. Fry, so that he will understand matters if I am not here."

He touched a bell and the young man who had shown me the office answered the summons.

"Mr. Fry, this is Mr. Rowland; he is here to buy goods for Mr. Ely, of —. Please give him any assistance he may need in finding localities, etc."

When I was out with Mr. Fry he promptly put me through a course of questioning as to what I was going to buy; how long I was staying in town; where I was stopping, and what I was going to do evenings. He showed me where the principal houses were that he dealt with, and made himself very pleasant and useful.

"By the by," said he, as we were parting, "don't you want to go to the theater to-night? I'll be at the hotel in the evening, and glad to go with you if you like."

I thanked him and said I would like to see the theater. The world was suddenly opening before me.

Official Notice of Grand Rapids Meeting.

Owosso, Feb. 14.—The Board of Pharmacy will hold a meeting for the examination of candidates in the Blodgett Building, corner of Ottawa and Louis streets, Grand Rapids, Tuesday and Wednesday, March 5 and 6, commencing at 9 o'clock a. m., Tuesday. All candidates must be present at that hour. (Take the elevator to the hall.)

Candidates must file their applications with the Secretary and must furnish affidavits showing that they have had the practical or college experience required before taking the examination. Applications for examination and blank forms for affidavits for practical or college experience may be obtained from the Secretary.

Commencing with the Grand Rapids meeting, the writing, grammar and spelling, as shown in the candidate's paper, will be taken into consideration in marking percentages. This step is taken in compliance with a resolution passed by the State Pharmaceutical Association at its meeting in Detroit last summer.

Other meetings will be held during the year as follows:

June 24—At Detroit (Star Island). August—At some Point in the Upper Peninsula.

November 5—At Lansing.

STANLEY E. PARKILL, Sec'y

The Scotch commission of six men who have been investigating the drinking habits of the Scottish people consumed daily one dozen bottles of beer, one dozen bottles of ale, one dozen bottles of mineral water, a bottle of whisky, and a bottle of sherry, and the Scotch papers are very much amused over it.

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

Reeder Bros' Shoe Co.,

STATE AGENTS FOR

The Lycoming Rubber Company,

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

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

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 J.C. & W. M. R. R.
Grand Rapids, Mich.

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

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

CHICAGO

Nov. 18, 1894

AND WEST MICHIGAN RY.

GOING TO CHICAGO.

Lv. G'd Rapids 7:15am 1:25pm *11:30pm
Ar. Chicago 1:25pm 6:50pm *7:20am

RETURNING FROM CHICAGO.

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

TO AND FROM MUSKOGON.

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

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

Lv. Grand Rapids 7:30am 3:15pm
Ar. Manistee 12:20pm 8:15pm

Ar. Traverse City 1:00pm 8:45pm

Ar. Charlevoix 3:15pm 11:10pm

Ar. Petoskey 3:45pm 11:40pm

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

PARLOR AND SLEEPING CARS.

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

*Every day. Others week days only.

DETROIT,

Oct. 28, 1894

LANSING & NORTHERN R. R.

GOING TO DETROIT.

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

RETURNING FROM DETROIT.

Lv. Detroit 7:40am 1:10pm 6:00pm
Ar. Grand Rapids 12:40pm 5:20pm 10:45pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

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

TO AND FROM LOWELL.

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

THROUGH CAR SERVICE.

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

Trains week days only.

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

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD.

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

WESTWARD.

For Grand Haven and Intermediate Points *7:00a. m.
For Grand Haven and Muskegon *1:00 p. m.
" " " " Mil. and Chl. *5:35 p. m.

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

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

JAS. CAMPBELL, City Ticket Agent.

Grand Rapids & Indiana.

TRAINS GOING NORTH.

Leave going North
For Traverse City, Petoskey and Saginaw *7:40 a. m.
For Saginaw *5:50 p. m.
For Petoskey and Mackinaw *5:35 p. m.

TRAINS GOING SOUTH.

Leave going South
For Cincinnati *7:35 a. m.
For Kalamazoo and Chicago *3:15 p. m.
For Fort Wayne and the East *3:15 p. m.
For Cincinnati *5:40 p. m.
For Kalamazoo and Chicago *11:40 p. m.

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

Lv Grand Rapids 7:25 a. m. 2:15 p. m. *11:40 p. m.
Ar Chicago 8:40 p. m. 9:05 p. m. 7:10 a. m.
2:15 p. m train has through Wagner Buffet Parlor Car and coach.

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

3:30 p. m has through Wagner Buffet Parlor Car
11:30 p. m train daily, through Wagner Sleeping Car
Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave. From Muskegon—Arrive.

7:25 a. m. 9:30 a. m.
1:00 p. m. 1:15 p. m.
5:40 p. m. 5:20 p. m.

C. L. LOCKWOOD,
General Passenger and Ticket Agent.

ENGRAVING PHOTO WOOD HALF-TONE

Buildings, Portraits, Cards and Stationery
Headings, Maps, Plans and Patented
Articles.

TRADESMAN CO.,
Grand Rapids, Mich.

PURE FOOD FOOLISHNESS.

Some of the Pernicious Features of the Brundage Bill.

Written for THE TRADESMAN.

I have read, with much pleasure, your comment on some of the iniquitous features of the so-called Brundage bill, representing the wisdom—or deplorable ignorance—of our State Food Commissioner on this important subject. While I see many unwise and truly deplorable features in the proposed measure, I cannot help feeling that the most pernicious features of the bill are those which compel the manufacturers of food products which comprise more than one ingredient to brand their goods with the names and amounts of their constituent elements.

Unfortunately, manufacturers of food products, canned, compounded, or in any way mixed or prepared, cannot protect themselves in these formulas by patent. Manufacturers of such articles are constantly catering to public taste and popular requirements. Sometimes they are trying to prepare a more palatable article, sometimes one that will keep longer, and sometimes one that will be cheaper or more economical. It is to the public interest to encourage such enterprise and industry, which results fully as much to the public benefit as to private profit. Since formulas such as are above described cannot be protected by patent, it naturally follows that the only possible protection is that of secrecy. All manufacturers pride themselves upon their secret formulas. Each is jealous of his neighbor, and, naturally, unwilling to afford his competitor and rival in his own line of business the knowledge of the formula used by himself, and the success or advantage of a formula may depend fully as much upon some newly discovered or previously unused ingredient as upon the percentage of the same.

Tobacco may not be considered a food product. I mention it, however, because the history of the manufacture of tobacco affords such a vivid example to illustrate my argument. Almost every reputable tobacco manufacturer in the United States uses different ingredients in flavoring his tobacco, whether it be plug or smoking; the success of any brand of tobacco may depend upon its attractive and popular flavoring. If a manufacturer who has discovered the finest flavoring in the market were compelled to announce its ingredients, it would be all that his rival would need to deprive the discoverer of all advantages of his enterprise and originality, and it would be simple enough matter to ascertain the percentages.

It is not necessary, however, to rely upon the tobacco illustration. The catalogue of food products involved is sufficiently long. Take, for example, Lea & Perrin's Worcestershire sauce as the representative of a long list of similar sauces and condiments, such as salad dressings, baking powders, catsups, and other attractive edible viands, the successful introduction of which to the public depends upon the right of the manufacturer to protect his formula from the knowledge of his competitors. All the imitative pirate would like to know would be the ingredients in Lea & Perrin's sauce disclosed by order of the Legislature, to enable such a competitor to put the ingredients together himself in different proportions until he arrived at the exact percentages.

Take the case of a bright and skillful house-keeper who might make an extraordinarily nice mince pie. Let us call her Mrs. Smith. Her cheeky and indolent neighbor, Mrs. Jones, comes in and says, "Oh, Mrs. Smith! Please tell me what it is you put in your mince pies which makes them so delicious." It is to be observed that all Mrs. Jones wants to know is the ingredients. Lazy and inexperienced as she may be, Mrs. Jones will take her chances of being able to find out for herself the percentages required.

Mince meat is a canned and compounded article of food for sale by all grocery stores. If it must be labelled with the ingredients, so must granula, cereal, fruit puddine, and many other farinaceous preparations, blends or compounds of wheat flour, corn meal, oat meal, rye flour, etc. This catalogue will include broma, cocoa, baking powders, lactated food, and, besides mince meat, many other lines of canned goods brought out in recent years to save kitchen work, such as pork and beans, plum pudding, brown bread, and, moreover, the many articles made a specialty of by the Shakers and the Oneida community and other preservers scattered all through the country, constituting a most worthy and deserving portion of our national population. I could go, also, into the domain of meats and mention sausage, head-cheese or Chili con Carne. Any such product being labelled with the ingredients must "give away" the seasoning or flavoring which is the manufacturer's sole secret and the result of his own ingenuity and for which he has a right to claim the protection of secrecy.

Should the law enact that people who thus devote the best energies and all the resources of their intellect and skill to the preparation of wholesome and attractive articles of mixed or compounded food are entitled to no protection or reward for the results of their industry, in the privacy of their cooking receipts and formulas, but must publish and print the ingredients of each upon the labels of all their packages, it is plain that ruin will befall this most important branch of business; and, while the private citizen is deprived of rights which ought to be guaranteed him, under our constitution and laws, as the right of property, as much as the author is protected by copyright, so at the same time the public will suffer from the destruction of this business, because no man can be induced to enter upon or remain in a business where he is deprived of all profit by law.

RADIX.

Better Than a Book-keeper.

The twelve-year-old son of A. D. Fisher, grocer at 445 Lyon street, by the use of Shaw's Name File, keeps all the accounts of his father's business, including merchandise and cash accounts, in such a way that they are always ready for settlement, by devoting twenty-five minutes daily to the work. Mr. Fisher formerly devoted a couple of hours' time daily to the same work before the purchase of the file.

The importations from Great Britain during the last four months of 1893 were \$15,305,665. During the same months of 1894 they amounted to \$28,590,560. The exports during the same periods had diminished \$14,288,485. These changes in the condition of trade account largely for the outflow of the Treasury gold.

Worden Grocer Co.,

CORNER IONIA and FULTON STREETS,

Grand Rapids.

Exclusive Agents for

KIRK'S SOAPS,
MAYER'S "HOME MADE" LARD,
JERSEY CHEESE.

We Carry

A High Grade of Canned Goods,
All the Popular Brands of Tobacco,
The Best Brands of Coffee,
Choice Teas, and a
General Line of Groceries.

Order anything you want—we have it, and will guarantee prices and goods to suit you.

Swift's Cotosuet

IS THE BEST

shortening that the world ever knew.
cooking fat.
selling shortening on the market where introduced.
trade bringer and trade keeper in this line.

One of the Largest Makers of Shortening in America Makes It,
Endorses It, and Stands Back of It.

Sold by the following Grand Rapids jobbers.

Olney & Judson Grocer Co.,
Worden Grocer Co.,
Lemon & Wheeler Co.,

Musselman Grocer Co.,
I. M. Clark Grocery Co.,
Ball-Barnhart-Putman Co.,

Grand Rapids Packing & Provision Co.

Made only by

Swift and Company,
Chicago.

OYSTERS

are high and
hard to get,
but

Allyn Has Them

Telephone 1001.

106 Canal St.

Use Tradesman's Wants Column.

They Return Excellent Results.

Drug Department.

State Board of Pharmacy

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

Michigan State Pharmaceutical Ass'n

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

A Therapeutic Shotgun Theory.

Written for THE TRADESMAN.

If Hippocrates, who for many centuries has been dissolved into earth's material elements, were to be restored to-day to his original condition of animate sentience, what a revelation the present system of wholesale patent dispensing would be to his astonished vision! Believing, as he did, in the scientific application of remedial agents to the cure of disease, and the necessity of watching, not only the varying stages of human maladies, but also the idiosyncrasies of individual patients that should be considered in the administration of remedies, the methods now in vogue would suggest the conclusion that his favorite science had retrograded in the hands of posterity, in spite of all the advantages of time and opportunity that should have insured progress.

He was accustomed to treat each case carefully according to the symptoms as developed, and to record the effect of each medicine on the different stages of the disease, thus furnishing useful data for comparison in future cases. Also, the result of each remedy was studied relative to its individual action on certain organs and its tendency to affect the whole system favorably or unfavorably; in short, he is believed to have made each case a study, and the record was not so much to build up a general uniform routine in medical practice as to add actual experience to professional judgment, in order to aid that judgment in future diagnoses.

The pharmacology of his day was, undoubtedly, far inferior to the present; but the principles he applied in his practice and teaching have, in large measure, survived the lapse of time and are to-day, among the majority of regular physicians, considered orthodox.

But there has arisen a certain theory of modern practice which ignores the experience of the past and the judgment of professional men of highest standing, who are always expected to act as the court of last resort in all cases of doubt or danger. It is built on wholesale lines and may properly be called the therapeutic shotgun theory. In searching for weapons with which to combat disease, a portion of patent medicine proprietors seek for a combination that shall cover the widest range of maladies. In their arsenal of offensive weapons one that does not scatter so as to hit, at short range, from ten to fifty different diseases or symptoms is rated as second class.

Pet formulas of some old physician whose sands of life are run out, leaving him on the other shore, where he cannot interfere with the therapeutic artillery practice of this, constitute the base of many such medicinal cartridges. By using the posthumous fame of such as he, his residuary legatees hope to attain greater renown and, what is more to be desired, vaster personal wealth. As the legendary and mysterious naturally at-

tract a class of minds ready to give credence to claims that rest only on traditional myths, many other formulas said to be obtained from the list of crude vegetable remedies used by Indian doctors with uniform success are also materialized into medicinal ammunition, and for a like purpose; but, in compounding, it is thought advisable to rearrange and add new ingredients, so as to give such missiles a wider therapeutic range. They are then heralded to the world as universal pain-destroyers, panaceas, etc. To more fully carry terror into the ranks of the common enemy, some are fitted into shells bearing names coined from certain polysyllabic Greek derivatives, which also serve to catch the attention of invalids and stimulate a desire for possession. These medicated Columbiads, fitted with time fuses, are placed in the hands of wholesale and retail distributors and, after wide notice through the press to the millions who suffer, are discharged into the crowd of refractory diseases that are supposed to be secretly sapping the foundation of public health. To the weary and discouraged class afflicted with ailments that have stubbornly refused to retire at the command of experienced physicians, and to all who acknowledge self-preservation to be the first law of nature, these missiles particularly appeal. Although they may fail to dislodge the entrenched force of the enemy, and perhaps even enrage him to reprisals of added pain, yet hope springs eternal in the human breast, and the demand continues to increase in proportion as the advertising expenses roll up. Every bacillus killed or wounded is bulletined as glorious news from the seat of war, and affidavits by the thousand from real or fictitious artillerymen in the field are received with a hurrah and at once sown broadcast, to reanimate the flagging confidence of the many, thus encouraging an increased demand for ammunition that scatters—and by good luck sometimes hits the bull's-eye.

It is useless to criticize this theory, though it bristles with the most obvious absurdities. It does no good for a reasoning man to enquire how they expect a certain compound to be an active cure-all for diseased organs so unlike in nature and function, and which are subject to so many different pathological conditions; no use to ask how a liniment can possibly be compounded that will cure twenty separate maladies of the horse and, at the same time, be equally efficacious in a like number of ailments common to the human race. It is difficult for an intelligent person to reason himself into the belief that a single preparation, no matter from what ingredients compounded, can harmoniously work remedial effects in various stages of diseases affecting the throat, lungs, heart, stomach, kidneys, liver, brain and all the delicate tissues of the human organism, as is claimed for so many medicinal patents of to-day; however, no one is expected to strain his perceptive faculties in compassing such therapeutic incompatibilities. The fact is that the literature that builds up a trade in certain patent medicines is written by men who make the wording of advertisements a special study, and these carefully prepared advertisements are not intended so much to instruct as to confuse. They appeal to the susceptibilities of invalids, just as the deft manipulations of the magician appeal to the eye of the wonder-

ing spectator. As pictured forth in the language of pathological rhapsody, the unreal becomes the real, and the judgment is confused between what the reader knows of his own symptoms and what is impressed upon him by an off-hand hypothetical diagnosis. Even medical students often find themselves carried into the realm of hypochondriacal fancy when reading practical scientific treatises on the cause and cure of ills to which all flesh is heir; and how much easier for an actual sufferer to lose his mental equipoise when a learned (?) explanation of his physical organs is supplemented by illustrations showing the progress of disease and the curative process sure to follow the taking of the medicine so confidently urged upon his acceptance. Especially is this the case when fortified by endless testimonials, proved genuine beyond peradventure by the actual (?) portraits of sufferers who gladly testify how they crossed the Rubicon of doubt and, by the use of half a dozen bottles, were enabled to land on the happy shore of regained health. Under such mental illusions it is not strange that the mind of the invalid, wearied with so many failures to find relief through a course of scientific treatment, accepts chances in a lottery of therapeutic prizes, where the large majority are fated to draw blanks, a goodly number gain only chunks of experience, and a few lucky ones secure many times the worth of their money in improved health.

It must not be inferred, from the foregoing attempt to traverse the salient points of a system employing wholesale methods of medication, that it is done in a cynical spirit. The business of preparing special remedial agents, to be used for minor ailments according to individual discretion, has too much justification in merit and honorable precedent for anyone to justly assail it as a whole. However, the multiplication of such remedies in ever increasing lines of trade has furnished many instances of charlatany that, if unchallenged, have a tendency to throw discredit on legitimate enterprises whose proprietors put me-

dicinal compounds on the market with due regard to their therapeutic action, and whose promoters do not promise more than can be justified by scientific experience.

As to another class, whose criminal instincts seek profit by pandering to the precociousness of the young, the follies and fears of middle age, and the hopes of senile profligates, who are ever looking for the impossible—something that shall restore wasted energies—they make the shotgun theorists, by comparison, exponents of pure scientific beneficence. More resembling green goods men in purpose, their success is secured through false pretenses and the use of alleged mysterious forces of nature claimed to be powerful curative agents. To complete the parallel, they avoid open newspaper advertising, and, while obtaining numerous customers among a credulous public, each applicant is treated according to his urgency and the length of his wallet. To speak of them at length would necessitate a process of thorough disinfection; they are introduced in the closing paragraph of this article simply to point a moral through a darker shade of comparison.

S. P. WHITMARSH.

Seely's Flavoring Extracts

Every dealer should sell them.

Extra Fine quality.

Lemon, Vanilla, Assorted Flavors.

Yearly sales increased by their use.

Send trial order.



Seely's Lemon.
(Wrapped)

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

Seely's Vanilla
(Wrapped)

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

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

Correspondence Solicited

SEELY MFG. CO., Detroit Mich.

BE YOU A MAN SIR?

Then Smoke VAN TWILLER CIGARS

5¢

Wellauer & Hoffman Co., Milwaukee, W.S., Wholesale Distributors.
J. A. Gonzalez, Michigan Representative, Grand Rapids.

Advanced—Gum Camphor, Cod Liver Oil, Linseed Oil, Turpentine, Flint Glassware, Corks.
Declined—Oil Anise, Morphia.

ACIDUM.						TINCTURES.		
Aceticum	80	10	Cubebae.	1	40 21 50	Aconitum Napellis R.	60	50
Benzoeicum German.	65	75	Exechthitos	2	20 21 30	" F.	60	50
Boracic			Gaultheria	1	20 21 30	Aloes	60	50
Carbolicum	21 2	31	Geranium, ounce.	1	50 21 60	" and myrrh	60	50
Chlorum	41 2	41	Gossipi, Sem. gal.	70	27 75	Arnica	60	50
Hydrochlor	31 2	31	Hedeoma	1	25 21 40	Asafoetida	60	50
Nitricum	10 2	12	Juniperi	50	50 22 00	Atrope Belladonna	60	50
Oxalicum	10 2	12	Lavendula	90	22 00	Benzoin	60	50
Phosphorium dil.		20	Limonis	1	40 21 60	" Co.	50	50
Salicylicum	70 2	75	Mentha Piper	2	10 23 00	Sanguinaria	50	50
Sulphuricum	1 1 2	5	Mentha Verid	1	80 22 00	Barosma	50	50
Tannicum	1	40 21 60	Morrhuae, gal.	1	90 22 00	Cantharides	75	50
Tartaricum	30	33	Myrica, ounce	2	50	Capelcum	75	50
			Olive	90	23 00	Ca damon	75	50
AMMONIA.			Picis Liquida, (gal. 35)	10	12	" Co.	75	50
Aqua, 16 deg.	40	6	Ricini	80	22 00	Castor	1	00
" 20 deg.	60	8	Rosmarini	1	90	Catechu	50	50
Carbonas	130	14	Rosae, ounce.	6	50 23 50	Cinchona	50	50
Chloridum	130	14	Succini.	40	45	" Co.	50	50
ANILINE.			Sabina	90	21 00	Columba	50	50
Black.	2	00 22 25	Santal	2	50 27 00	Conium	50	50
Brown	80	21 00	Sassafras	50	55	Cubebae	50	50
Red.	45	50	Sassafras, ess, ounce	2	65	Digitalis	50	50
Yellow	2	50 23 00	Tiglli	40	50	Ergot.	50	50
BACCAR.			Thyme	40	50	Gentian	50	50
Cubebae (po 25)	20	25	" opt	2	61	" Co.	60	50
Juniperus	80	10	Theobromas.	15	20	Gualica	50	50
Xanthoxylum	25	30	POTASSIUM.			" ammon	60	50
BALSAMUM.			Bi Carb.	15	18	Zingiber	50	50
Copaiba	45	50	Bichromate	13	14	Hyoscyamus	50	50
Peru	23	60	Bromide	40	43	Iodine	75	50
Terabin. Canada	45	50	Carb.	12	15	" Colorides	75	50
Tolutan	35	50	Chlorate (po, 17 @ 19)	16	18	Ferri Chloride	50	50
CORTEX.			Cyanide	50	55	Kino	50	50
Abies, Canadian.	18		Iodide	2	90 23 00	Lobelia	50	50
Cassiae	12		Potassa, Bitart. pure.	23	25	Myrrh	50	50
Cinchona Flava	18		Potassa, Bitart. com.	2	15	Nux Vomica	50	50
Eouonymus atropur.	30		Potassa Nitras, opt	80	10	Opil	50	50
Myrica Cerifera, po	12		Potassa Nitras	70	2	" Camphorated	2	00
Prunus Virgini.	20		Prussiate	25	30	" Deodor.	2	00
Quillaja, grd	12		Sulphate po.	15	18	Aurant Cortex	50	50
Sassafras	12		RADIX.			Quassia	50	50
Ulmus Po (Ground 15)	15		Aconitum	20	25	Rhany	50	50
EXTRACTUM.			Althaeae	23	25	Rhel	50	50
Glycyrrhiza Glabra.	24	25	Anchusa	23	25	Cassia Acutifol	50	50
" po.	33	35	Arum, po	2	25	" Co.	50	50
Haematox, 15 lb. box.	11	12	Calamus	20	40	Serpentaria	50	50
" 18.	13	14	Gentiana (po, 12)	80	10	Stromonium	60	50
" 1/8.	14	15	Glycyrrhiza, (pv. 15)	16	18	Tolutan	60	50
" 1/4.	16	17	Hydrastis Canadian,			Valerian	50	50
FERRU			(po 35)	2	30	Veratrum Veride	50	50
Carbonate Precdp.	2	15	Hellebore, Ala. po.	15	20			
Citrate and Quinia.	2	30	Inula, po.	15	20			
Citrate Soluble	2	50	Ipecac, po.	1	30 21 00			
Ferrocyanidum Sol.	2	15	Iris plox (po. 35 @ 38)	35	40			
Solut Chloride	9	2	Jalapa, pr	40	45			
Sulphate, com'l.	9	2	Maranta, 1/8	2	35			
" pure.	7		Rhodiophyllum, po.	15	18			
FLORA.			Rhel.	75	21 00			
Arnica	12	14	" cut	2	17 35			
Anthemis	18	25	" pv	75	21 35			
Matricaria	18	25	Spigelia	35	38			
FOLIA.			Sanguinaria, (po 35)	50	20			
Barosma	14	30	Serpentaria.	50	55			
Cassia Acutifol, Tin-	18	25	Senega	55	60			
uvelly	25	30	Similax, Officialis. H	2	40			
" Alix.	25	30	" M	2	25			
Salvia officialis, 1/8	12	30	Scillae, (po. 35)	10	12			
and 1/8	12	30	Symplocarpus, Foeti-					
Ura Ursi	5	10	duc, po.	2	35			
GUMMI.			Valeriana, Eng. (po. 30)	2	25			
Acacia, 1st picked	2	60	18	20	15			
" 2d	2	40	Ingiber a	18	20			
" 3d	2	30	Zingiber j	18	20			
" sifted sorte	2	60	SEMMEN.					
" po (60)	50	60	Anisum, (po. 30)	2	15			
Aloe, Barb. (po. 30)	2	12	Aplum (graveleons)	14	16			
" Cape, (po. 30)	2	12	Bird, 18	4	15			
" Socotri, (po. 60)	2	50	Caru, (po. 18)	10	12			
Catechu, 18, 1/8, 14 1/2	2	1	Cardamon	1	10 21 25			
" 10.	50	60	Coriander	13	14			
Ammoniae	50	60	Cannabis Sativa	4	5			
Asafoetida, (po 50)	50	60	Cydonium	70	21 90			
Benzoinum	40	50	Chenopodium	10	12			
" Camphore	35	10	Dipterix Odorata	1	80 22 00			
Euphorbium po	2	50	Foeniculum	2	15			
Galbanum	2	50	Foenugreek, po	6	8			
Gamboge, po	65	80	Lini, grd. (bbl. 3 1/4)	3	40			
Gualacum, (po 35)	2	50	Lobelia	35	40			
Kino, (po 2 50)	2	50	Pharlaris Canarian	4	5			
Mastic	80	80	Rapa	4	5			
Myrrh, (po 45)	2	40	Sinapis Albu	7	8			
Opil (po 3 30 @ 30)	2	35 40 2	Nigra	11	12			
Shellac	4	45	SPIRITUS.					
" bleached	5	50	Fruentum, W. D. Co.	2	00 22 50			
Fragacanth	5	50	" D. F. R	2	00 22 25			
HERBA—In ounce packages.			Juniperis Co. O. T.	1	25 51 50			
Absinthium	25		Saacharum N. E.	1	90 22 10			
Supatorium	20		Spt. Vinl Galli	1	75 26 50			
Lobelia	28		Vinl Oporto	1	25 22 00			
Majorum	28		Vinl Alba	1	25 22 00			
Mentha Pipers	23		SPONGES.					
" Vir.	25		Florida sheeps' wool	2	50 22 75			
Rue	30		Nassau sheeps' wool	2	00			
Tanacetum, V	22		carriage	2	00			
Thymus, V	25		Velvet extra sheeps'	1	10			
MAGNESIA.			wool carriage	1	10			
Calcined, Pat	55	60	Extra yellow sheeps'	1	10			
Carbonate, Pat.	20	22	carriage	1	10			
Carbonate, K. & M.	20	25	Grass sheeps' wool car-	65	75			
Carbonate, Jennings	35	36	riage	75				
OLEUM.			Hard for slate use.	1	40			
Absinthium	2	50 23 00	Yellow Reef, for slate					
Amigdalse, Duic	30	50	use					
Amigdalse, Amarae.	8	00 28 25	SYRUPS.					
Anisi	2	00 22 10	Acacia	50				
Aurant Cortex	1	80 22 00	Zingiber	50				
Bergamit	30	23 30	Ipecac	60				
Caliputi	60	65	Rhei Iod	50				
Garyophylli	75	80	Aurant Cortex	50				
Sedar	35	65	Rhei Arom	50				
" 21	60	65	Similax Officialis.	60				
Stomoni	1	25 21 43	Scillae	50				
Tronella	2	45	" Co	50				
Tonum Mac.	35	65	Tolutan	50				
Copaiba	80	90	Prunus virg.	50				

Morphia, S. P. & W.	1 95	20 30	Selditz Mixture	20	35	Linseed, boiled	62	65
S. N. Y. Q. &			Sinapis	18	38	Neat's Foot, winter		
C. Co	1 85	22 10	" opt.	30		strained	65	70
Morhuus Canton	2	40	Snuff, Maccaboy, De	35		Spirits Turpentine	36	40
Mystica, No 1	65	70	Voos	35				
Nux Vomica, (po 30)	15	18	Snuff, Scotch, De Voos	35				
Os. Sepia	15	18	Soda Bross, (po. 8-10)	72	9	PAINTS.		
Pepsin Saac, H. & P. D.			Soda et Potass Tart.	24	25	Red Venetian	14	20 3
Co	2	00	Soda Carb.	14	22	Ochre, yellow Mars	14	20 4
Picls Liq. N. C., 1/2 gal			Soda, Bi-Carb.	32	5	Putty, commercial	14	20 3
doz	22	00	Soda, Ash.	34	4	" strictly pure	24	24 3
" pints	85		Soda, Sulphas	2	2	Vermillon Prime Amer		
Pil Hydrarg, (po. 80)	2	50	Spts. Ether Co	50	55	ican	132	15
Piper Nigra, (po. 22)	2	1	" Myrcia Dom.	22	00	Vermillon, English	65	70
Piper Alba, (po. 25)	2	3	" Myrcia Imp.	22	50	Green, Peninsular	132	16
Pil Burgun	2	7	" Vinl Rect. bbl.			Lead, red	54	26
Plumbi Aet et opif.	102	12		7	24	" white	54	26
Pulvis Ipecac et opif.	102	20	Less 5c gal., cash ten days	2	47	Whiting, white Span		270
Pyrethrum, boxes H	102	20	Strychnia Crystal	1402	145	Whiting, Gilders		296
& P. D. Co., doz.	21	25	Sulphur, Subl	24	2	White, Paris American	1	
Pyrethrum, pv	202	30	" Roll	2	24	Whiting, Paris Eng.		
Quassia	80	10	Tamarind	82	10	Universal	1	40
Quinia, S. P. & W	34	23 30	Terebenth Venice	282	30	oil	1	00 21 15
" S. German	2	37	Theobromae	45	48	VARNISHES.		
Rubia Tinctorum	132	14	Vanilla	9	00 16 00	No. 1 Turp Coach	1	100 21 20
Saccharum Lactis pv	132	14	Zinci Sulph.	72	8	Extra Turp		160 21 70
Salacin	2	30 22 50				Coach Body	2	75 23 00
Sanguis Draconis	402	50	OILS.			No. 1 Turp Furn	00 21 10	
Sapo, W	132	14	Whale, winter	70	70	Extra Turk Damar	1	55 21 60
" M	102	12	Lard, extra	50	85	Japan Dryer, No. 1		
" G	2	15	Lard, No. 1.	42	45	Turp.	70	27
			Linseed, pure raw	59	62			

We Sell for

Medicinal Purposes Only.

A Pure Medicinal Whiskey Distilled for Us from the Best Grain.

Price \$4.00 per doz.
7.50 per case of 2 doz.



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

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz gross Aurora 55 6.00 Castor Oil 60 7.00 Diamond 50 5.50 Frazer's 75 9.00 Mica 65 7.50 Paragon 55 6.00	APRICOTS. Live oak 1.40 Santa Cruz 1.40 Lusk's 1.50 Overland 1.40 Blackberries. F. & W. Cherries. 85 Red 1.20 Pitted Hamburg 1.40 White 1.15 Erie 1.15 Damsons, Egg Plums and Green Gages. 1.35 Erie 1.25 California 1.25 Gooseberries. Common 1.25 Peaches. 1.10 Pie 1.50 Maxwell 1.50 Shepard's 1.50 California 1.60 Monitor 1.75 Oxford 1.75 Pears. Domestic 1.25 Riverside 1.75 Pineapples. Common 1.00 Johnson's sliced 2.50 " grated 2.75 Booth's sliced 2.50 " grated 2.75 Quinces. 2.75 Common 1.10 Raspberries. Red 95 Black Hamburg 1.46 Erie black 1.20 Strawberries. Lawrence 1.25 Hamburg 1.25 Erie 1.20 Terrapin 1.05 Whortleberries. Blueberries 85 Meat. Corned beef Libby's 2.20 Roast beef Armour's 2.35 Potted ham 1.25 " 1 lb. 1.70 " tongue 1.35 " 1 lb. 1.75 " chicken 1.95 Vegetables. Hamburg stringless 1.15 " French style 2.00 " Lima 1.35 Lima green 1.15 " soaked 70 Lewis Boston Baked 1.25 Bay State Baked 1.25 World's Fair Baked 1.25 Picnic Baked 95 Corn. Hamburg 1.15 Livingston Eden 1.00 Purity 90 Honey Dew 1.25 Morning Glory 1.25 Soaked 75 Beans. Hamburg marrowfat 1.30 " early June 1.50 " Champion Eng. 1.40 " petit pois 1.40 " fancy sifted 1.65 Soaked 65 Harris standard 70 VanCamp's marrowfat 1.10 " early June 1.30 Archer's Early Blossom 1.25 French 2.15 Mushrooms. 1.20 French 1.20 Pumpkin. 95 Erie 95 Hubbard 1.15 Succotash. 1.3 Hamburg. 1.3 Soaked 80 Honey Dew 1.40 Erie 1.35 Tomatoes. Hancock 90 Excelsior 90 Eclipse 90 Hamburg 1.25 Gallon 3.00	CREAM TARTAR. strictly pure 30 Telfer's Absolute 30 Grocers' 15@25 CATSUP. Blue Label Brand. 2.75 Half pint, 25 bottles 4.50 Pint 3.50 Quart 1 doz bottles 1.35 " Triumph Brand. 1.35 Half pint, per doz 3.75 Pint, 25 bottles 4.50 Quart, per doz 3.75 CLOTHES PINS. 5 gross boxes 40@45 COCOA SHELLS. 35 lb bags 23 Less quantity 23 1/2 Pound packages 6 1/2@7 COFFEE. Green. Rio. Fair 18 Good 19 Prime 21 Golden 21 Peaberry 23 Santos. 19 Good 20 Prime 22 Peaberry 23 Mexican and Guatemala. 23 Fair 21 Good 22 Fancy 24 Maracaibo. 24 Prime 23 Milled 24 Java. 25 Interior 25 Private Growth 27 Mandehling 28 Mocha. 28 Imitation 25 Arabian 28 Roasted. To ascertain cost of roasted coffee, add 1/2 c. per lb. for roasting and 15 per cent. for shrinkage. Package. McLaughlin's XXXX 32 30 Buena 21 80 Lion, 60 or 100 lb. case 22 30 Extract. Valley City 1/4 gross 75 Felix 1 115 Hummel's, foll. gross 1 65 " tin 2 85 CHICORY. Bulk 5 Red 7 CLOTHES LINES. Cotton, 40 ft. per doz 1.25 " 50 ft. " 1.40 " 60 ft. " 1.60 " 70 ft. " 1.75 " 80 ft. " 1.90 Jute 60 ft. " 85 " 72 ft. " 1.00 CONDENSED MILK. 4 doz. in case. N.Y. Condensed Milk Co's brands Gail Borden Eagle 7.40 Crown 6.25 Daisy 5.75 Champion 4.50 Magnolia 4.25 Dime 3.25  Peerless evaporated cream 5.75	COUPON BOOKS. TRADESMAN 1 CREDIT COUPON 5 CREDIT COUPON "Trademan" \$1 books, per hundred 2.00 \$2 " " 2.50 \$3 " " 3.00 \$4 " " 4.00 \$5 " " 5.00 \$10 " " 10.00 \$20 " " 20.00 "Superior." \$1 books, per hundred 2.50 \$2 " " 3.00 \$3 " " 3.50 \$4 " " 4.00 \$5 " " 5.00 \$10 " " 10.00 \$20 " " 20.00 "Universal." \$1 books, per hundred 3.00 \$2 " " 3.50 \$3 " " 4.00 \$4 " " 4.50 \$5 " " 5.00 \$10 " " 10.00 \$20 " " 20.00 Above prices on coupon books are subject to the following quantity discounts: 200 books or over 5 per cent 500 " " 10 " " 1000 " " 20 " " COUPON PASS BOOKS. (Can be made to represent any denomination from \$10 down.) 20 books 1.00 50 " 2.00 100 " 3.00 250 " 6.25 500 " 10.00 1000 " 17.50 CREDIT CHECKS. 500, any one denom'n 3.00 1000, " " 5.00 2000, " " 8.00 Steel punch 75 CRACKERS. Butter. Seymour XXX 2.50 Seymour XXX, cartoon 4.00 Family XXX 2.13 Family XXX, cartoon 3.20 Salted XXX 3.25 Salted XXX, cartoon 3.25 Kenosha 3.25 Boston 3.25 Butter biscuit 3.25 Soda. Soda, XXX 5 1/2 Soda, City 7 1/2 Soda, Duchess 8 1/2 Crystal Wafer 10 1/2 Long Island Waters 11 Oyster. S. Oyster XXX 5 1/2 Family Oyster XXX 5 1/2 Farina Oyster 6 DRIED FRUITS. Domestic. Apples. 6 1/2 Evaporated 7 1/2 California 8 1/2 Evaporated in boxes 9 Blackberries. 9 in boxes 9 Nectarines 9 1/2 25 lb boxes 9 1/2 Peaches. 10 Peeled, in boxes 10 Oat evap. 8 1/2 " in bags 8 1/2 Pear. 6 1/2 California in bags 6 1/2 Pitted Cherries. 6 1/2 Barrels 6 1/2 50 lb. boxes 6 1/2 25 " 6 1/2 Prunes. 30 lb. boxes 20 50 lb. boxes 20 1/2 25 lb. 20 1/2 Raisins. Loose Muscatels in Boxes 3 1/2 2 crown 3 1/2 3 " 3 1/2 Loose Muscatels in Bags 3 1/2 2 crown 3 1/2 3 " 3 1/2 Foreign. Currants. 4 1/2@4 3/4 Patras, bbls. 4 1/2@4 3/4 Vostizars, 6 lb. cases 4 1/2 Schult's Cleaned. 5 1/2 25 lb. boxes 5 1/2 1 lb. packages 6	Peel. Citron, Leghorn, 25 lb. boxes 13 Lemon " 25 " 8 Orange " 25 " 10 Raisins. Ondura, 29 lb. boxes 2 1/2 Sultan, 30 " 2 1/2 Valencia, 30 " 5 Prunes. California, 100-120 5 " 30x100 25 lb. bxs. 5 1/2 " 30x90 " 6 1/2 " 70x80 " 7 " 60x70 " 7 1/2 Turkey 7 1/2 Silver 7 1/2 ENVELOPES. XX rag, white. No. 1, 6 1/2 \$1.35 No. 2, 6 1/2 1.10 No. 1, 6 1/2 1.25 No. 2, 6 1/2 1.00 Manila, white. 6 1/2 75 7 70 Coin. Mill No. 4 90 FARINACEOUS GOODS. Farina. 115 lb. kegs. 2 1/2 Grits. Walsh DeRoos & Co's 1.95 Hominy. 2 1/2 Barrels 2 1/2 Grits 3 1/2 Lima Beans. 5 1/2@5 1/2 Maccaroni and Vermicelli. Domestic, 12 lb. box 55 Imported 10 1/2@11 Pearl Barley. Schumacher 3 1/2 3 3 Peas. Green, bu 1.10 Split per lb 1.10 Rolled Oats. Schumacher, bbl. 24 65 " 2 50 Monarch, bbl 4.00 Monarch, 1/2 bbl 2.13 Quaker, cases 3.20 Oven Baked 3.25 Sago. German 3 East India 3 1/2 Wheat. Cracked 3 FISH--Salt. Bloaters. 1 65 Yarmouth. 1 65 Cod. Georges cured 4 Georges genuine 6 Georges selected 7 Boneless, bricks 6 1/2 Boneless, strips. 6 1/2@6 3/4 Halibut. 11@12 Smoked 11@12 Herring. Holland, white hoops keg 70 " " bbl 9 5 1/2 Norwegian 10 0 Round, 1/2 bbl 100 lbs 2.30 " 1/2 40 " 1.20 Scaled 15 Mackerel. No. 1, 100 lbs 11 50 No. 1, 40 lbs 4 90 No. 1, 10 lbs 1 30 No. 2, 100 lbs 10 00 No. 2, 40 lbs 4 30 No. 2, 10 lbs 1 15 Family, 90 lbs 1 15 " 10 lbs 1 15 Sardines. Russian, kegs 55 Trout. No. 1, 1/2 bbls, 100 lbs 5 00 No. 1, 1/2 bbl, 40 lbs 2 30 No. 1, kits, 10 lbs 65 No. 1, 6 lb kits 55 Whitefish. No. 1 family 1/2 bbls, 100 lbs 5 00 " 1/2 40 " 2 70 10 lb. kits 75 45 8 lb. " 63 39	FLAVORING EXTRACTS. Souders'. Oval Bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz 1 75 4 oz 1 50 Regular Vanilla. 2 oz 1 20 4 oz 2 40 XX Grade Lemon. 2 oz 1 50 4 oz 3 00 XX Grade Vanilla. 2 oz 1 75 4 oz 3 50 Jennings. Lemon, Vanilla 2 oz regular panel 75 4 oz " 1 50 6 oz " 2 00 No. 3 taper 1 35 No. 4 taper 1 50 Northrop's Lemon, Vanilla. 2 oz oval taper 75 3 oz " 1 30 2 oz regular 85 4 oz " 1 60 GUNPOWDER. Rifle-Dupont's. Kegs 3 25 Half kegs 1 90 Quarter kegs 1 10 1 lb cans 30 1/2 lb cans 18 Choate Bore-Dupont's Kegs 4 25 Half kegs 2 40 Quarter kegs 1 35 1 lb cans 34 Eagle Duck-Dupont's. Kegs 11 00 Half kegs 5 75 Quarter kegs 3 00 1 lb cans 60 HERBS. Sage 15 Hops 16 INDIGO. Madras, 5 lb. boxes 55 S. F., 2, 3 and 5 lb. boxes 50 JELLY. 15 lb. pails 32 17 " 38 30 " 58 LICORICE. Pure 30 Calabria 25 Sicily 12 Root 10 LYE. Condensed, 2 doz 1 20 4 doz 2 25 MINCE MEAT.  Mince meat, 3 doz. in case 2 7 Pie Prep, 3 doz. in case 2 75 MEASURES. Tin, per dozen. 1 gallon 1 75 Half gallon 1 40 Quart 70 Pint 45 Half pint 40 Wooden, for vinegar, per doz. 7 00 1 gallon 4 75 Half gallon 3 75 Quart 2 75 Pint 2 MOLASSES. Blackstrap. 14 Sugar house 14 Cuba Baking. 16 Ordinary 16 Porto Rico. 20 Prime 20 Fancy 30 New Orleans. Fair 18 Good 22 Extra good 27 Choice 32 Fancy 40 Half barrels 3c extra
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PICKLES.	
Medium.	
Barrels, 1,200 count...	24 10
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 head.	4 00
Penna Salt Co.'s.	3 00

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

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

SPICES.	
Whole Sifted.	
Allspice.	9 1/2
Cassia, China in mats.	9 1/2
" Batavia in bund.	15
" Saigon in rolls.	32
Cloves, Amboy.	22
" Zanzibar.	11 1/2
Mace Batavia.	70
Nutmegs, fancy.	65
" No. 1.	60
" No. 2.	5
Pepper, Singapore, black.	10
" white.	20
" shot.	16

Pure Ground in Bulk.	
Allspice.	15
Cassia, Batavia.	18
" and Saigon.	25
" Saigon.	35
Cloves, Amboy.	22
" Zanzibar.	18
Ginger, African.	16
" Cochiti.	20
" Jamaica.	22
Mace Batavia.	65
Mustard, Eng. and Trieste.	32
" Trieste.	25
Nutmegs, No. 2.	75
Pepper, Singapore, black.	16
" white.	24
" Cayenne.	20
Sage.	20
" Absolute in Packages.	20

SAL SODA.	
Granulated, bbls.	1 1/2
" 75 lb cases.	1 1/2
Lump, bbls.	1 1/2
" 145 lb 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
6-lb "	5 1/2
40 and 50 lb. boxes.	3 1/2
Barrels.	3 1/2

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

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

SALT.	
Diamond Crystal.	
Cases, 24 1/2 lb. boxes.	1 1/2
Barrels, 320 lbs.	2 1/2
" 115 1/2 lb bags.	4 00
" 60 1/2 lb "	3 75
" 30 1/2 lb "	3 50

Butter, 56 lb bags.	
" 20 1/2 lb bags.	65
" 280 lb bbls.	3 50
" 24 lb "	2 25

Worcester.	
115 1/2 lb sacks.	24 10
60 1/2 lb "	3 75
30 1/2 lb "	3 50
24 1/2 lb "	3 30

320 lb. bbl.	
" 8 lb sacks.	2 40
linen sacks.	3 1/2
Common Grades.	60

100 3-lb. sacks.	
60 1/2 lb. "	2 10
28 1/2 lb. "	1 90
28 1/2 lb. "	1 75

Warsaw.	
56 lb. dairy in drill bags.	30
28 lb. "	16
Ashton.	
56 lb. dairy in linen sacks.	75
Higgins.	

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

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

SEELY'S EXTRACTS.	
Lemon.	
1 oz. F. M. \$ 90 doz.	\$10 30 gro
2 " N. S. 1 20 "	12 60 "
2 " F. M. 1 40 "	14 40 "

Vanilla.	
1 oz. F. M. 1 50 doz.	16 20 gro
2 " N. S. 2 00 "	21 60 "
2 " F. M. 2 50 "	25 50 "

Rococo—Second Grade.	
Lemon.	
2 oz. 75 doz.	8 00 "
Vanilla.	
2 doz. 1 00 doz.	10 50 "

SOAP.	
Laundry.	
G. R. Soap Works Brands.	
Concordia, 100 1/2 lb. bars.	3 50
" 5 box lots.	3 25
" 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 Brands.	
Old Country, 50 1-lb.	3 20
Good Cheer, 60 1-lb.	3 30
White Borax, 100 1/2 lb.	3 65

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

Dingman Brands.	
Single box.	3 95
5 box lots, delivered.	3 85
10 box lots, delivered.	3 75

Jas. S. Kirk & Co.'s Brands.	
American Family, wrp d.	3 33
" plain.	2 27

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

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

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

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

SUGAR.	
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	

Domino.	
Cut Leaf.	4 69
Cubes.	4 31
Powdered.	4 31
XXXX Powdered.	4 51

Granulated.	
" Fine Granulated.	3 4
Extra Fine Granulated.	4 16
Mould A.	4 31

Diamond Confee. A.	
Confee. Standard A.	3 87
No. 1.	3 75
No. 2.	3 75
No. 3.	3 75

No. 4.	
No. 4.	3 75
No. 5.	3 69
No. 6.	3 62
No. 7.	3 56

No. 8.	
No. 8.	3 10
No. 9.	3 44
No. 10.	3 37
No. 11.	3 31

No. 12.	
No. 12.	3 25
No. 13.	3 12
No. 14.	3 06

SYRUPS.	
Corn.	
Barrels.	19
Half bbls.	21

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.	
" small.	4 55
Small.	2 65

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

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

BASKET FIRED.	
Fair.	18
Choice.	25
Choicest.	35
Extra choice, wireleaf.	40

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

IMPERIAL.	
Common to fair.	23
Superior to fine.	30
Choice.	30
Choicest.	30

ENGLISH BREAKFAST.	
Fair.	18
Choice.	25
Choicest.	35
Best.	40

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

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

Private Brands.	
Bazoo.	20
Can Can.	27
Nellie Bly.	24
Uncle Ben.	24
McGinty.	25

Columbia.	
Columbia, drums.	24
Columbia, drums.	23
Bang Up.	20
Bang up, drums.	19

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

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.	43

Gold Rope.	
Happy Thought.	32
Messmate.	32
No Tax.	31
Let Go.	27

Smoking.	
Catlin's Brands.	
Kiln dried.	17 1/2
Golden Shower.	26
Huntress.	26
Meerschaum.	20 30

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

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

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

F. F. Adams Tobacco Co.'s Brands.	
Peerless.	25
Old Tom.	18
Standard.	22

Globe Tobacco Co.'s Brands.	
Handmade.	40

Leidersdorff's Brands.	
Rob Roy.	26
Uncle Sam.	26 32
Red Clover.	32

Spaulding & Merriek.	
Tom and Jerry.	25
Traveler Cavendish.	38
Buck Horn.	30
Plow Boy.	30 32
Corn Cake.	16

VINEGAR.	
40 gr.	28
50 gr.	29
\$1 for barrel.	

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

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

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

HIDES PELTS AND FURS.	
Perkins & Hess pay as follows:	
FURS.	
Mink.	30 @ 1 00
Coon.	30 @ 70
Skunk.	75 @ 1 45
Rat, winter.	68 @ 11
Rat, fall.	63 @ 68
Red Fox.	1 00 @ 1 40
Gray Fox.	40 @ 1
Cross Fox.	3 00 @ 5 00
Badger.	50 @ 1 00
Cat, wild.	10 @ 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.	

Commercial Aspect of the Bicycle.

Written for THE TRADESMAN.

Bicycles of all grades will be sold this year at a reduction of from 20 to 35 per cent. from last year's prices. This is mainly due to the improved facilities, especially with the large manufacturers, for doing high-grade work at a smaller expense. The highest grade bicycles on the market this year will sell for \$100. Some will be listed higher, not because of their intrinsic worth, but in order to give agents a bigger discount, and to catch the new buyer, who always takes the highest priced articles, and who is not well enough versed in the cycle trade to discriminate between good and poor wheels. Some of them haven't the required facilities to make as good a wheel as the large manufacturers without considerable additional expense, and they hope to regain some of their money by listing high. As for selling their wheels at more than \$100 this year, it will be found an almost impossible thing to do, except in the case of the man who, not knowing the difference, thinks the highest priced bicycle is the best. There is one exception to this in the case of the "Cleveland," one model of which is designed especially for the elite of New York society. More work is, undoubtedly, put upon them, and also more dollars added to the price, which will undoubtedly go straight, as, to the class of buyers for whom the wheels are intended, money is no object. This, by no means, stamps the wheel as the best on the market, as there are others fully as well made as regards material and workmanship, but which lack one or two minor details included in this wheel, not for utility, but for the sake of something by which to distinguish it from the "common herd" used by people who are not of the aristocracy.

A common remark made by the non-cyclists, and especially by men engaged in the manufacture of carriages and wagons, is: "I don't see what there is about one of those things to make them cost so much." The general opinion is that they can be made at an entire cost of about \$20 each. Really, it is only the cheapest kind of a wheel that can be made for that amount. In the manufacture of the best wheels one of the most, if not the most, important items in the cost is the labor. Special skill and knowledge of bicycle construction are required of a man in order to get a position in a big bicycle factory, and that kind of skilled labor comes high. This is the one reason why all wheels claimed to be "the best on earth" are not on a par regarding merit. Years are required to develop perfection in this labor, and, as the manufacture of bicycles is a comparatively new industry in this country, the supply is limited—quite limited, in fact; so only the largest firms have the very best labor in every department. Smaller factories have a few of the best workers, perhaps, but more that are not the best. The best workmen are put on the most essential portions of the wheel, while those less skilled do the work which requires less care. In this way some very good wheels are sometimes made in quite small factories. The men who hold positions year after year in the same factory become expert workers in bicycles in general, and in their employers' models particularly, so that, by the time a factory has been doing business half a dozen or more years,

they are turning out a wheel of which they need not be ashamed.

"What an enormous profit to the manufacturer!" is another fallacy which haunts the mind of the would-be purchaser who doesn't like to spend his money for it, no matter how badly he needs or wants a wheel. As a matter of fact, the actual percentage of profit upon the paid in capital of the maker is no larger than it would be if the same amount were invested in any good city business. Fifteen thousand wheels is a fair season's output for a paid in capital of \$1,000,000, and the profit upon each wheel is about \$20, after paying for material and labor. From this must be deducted the cost of running such a plant, such as fuel, lighting, insurance, advertising, salesmen, traveling men, office help in general, and the thousand and one smaller expenses, all of which foot up an astonishing total at the end of the year. Taking everything into consideration, from 15 to 20 per cent. is a nominal profit. In the majority of cases, the agents, taken collectively, make as much profit on a season's business as do the manufacturers, if not more, and they don't have to invest the money, either. The maker sells to the general agent, who, in turn, sells to his own smaller agents. He is not a jobber in the proper sense of the term, as he buys only such wheels as are ordered, and generally has them sent direct from the factory to his agent. The general agent makes but a small profit on wheels sold this way, but he sells so many of them that they aggregate a good sum during the season. This method of selling applies almost exclusively to the best makes. They are seldom jobbed in the common sense of the word.

The low-grade wheels are sold almost entirely to jobbers, it not being an uncommon thing for one firm to contract for 10,000 bicycles of one line. By doing this they get a price which enables them to sell to smaller dealers throughout the country at a lower figure than the latter can get by buying direct from the factory. The output of a large factory making a wheel that retails for \$40 to \$60 is larger, by far, than that of one making a \$100 wheel. Cheaper material is used, and "Cheap labor and quick labor" is their motto, and very little care is taken with either the construction or the finish. The less pains taken, the faster the work is done, and sometimes 30,000 to 40,000 wheels are turned out in a single season, and they are always sold. Being made cheaply, they can be sold with profit at an astonishingly low price, which is sure to catch the unwary small dealer and generally leaves him with a stock of wheels to carry over.

This is where so many adventurers into the cycling field make their mistake, and then they get disgruntled at their failure to make a "go" of the business. Success in this, as in any other business venture, is acquired by conservative and businesslike methods. Traveling men fairly swarm over the country during the winter and spring, importuning dealers to take their line and order some wheels. The new man in the business thinks it is the thing to have an extensive line, and it is no uncommon thing for twelve or fifteen different lines of bicycles to be represented by one man. This is simply suicidal to a dealer in a town of less than 150,000 inhabitants,

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.

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.**

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.

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.

PALACINE.

Has proved itself the only perfect illuminating oil.

Why?

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

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

SCOFIELD, SHURMER & TEAGLE.
Grand Rapids.

Telephone 865.

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.

unless he has no competition in his place. In a small city three lines are enough to carry—one of the very best for a leader, a medium grade for customers who desire to look well without incurring unnecessary expense, and a cheap line for the masses at a popular price. If traveling men make life a burden importuning him to take their line, he can get rid of them by telling them he will take samples on consignment, to be paid for if sold and to be returned if not sold, the manufacturer to pay the freight both ways. If the drummer accepts the proposition, no dead stock is accumulated, to be sold at a loss the next spring because it is out of date. Conservatism is the road to success. Buy but few wheels at a time. Keep a sample on the floor and when it is sold order another to take its place. Let competitors carry the big stock if they want to and lose money, but remember that it is the conservative man who makes a good profit on his investment. MORRIS J. WHITE.

Women in Business.

From the Chicago Record.

When a man starts in any business he finds before long that he has a woman competitor in his line. He may imagine that because he is a brewer or an undertaker or a butcher he is secure, but he isn't. About the only occupation in which he may feel safe from woman's competition is that of grave digger.

During the last ten years the number of women who have either started in business or have continued the business of their husbands at the latter's death has increased with wonderful rapidity. Now it may be said in a general way that women have invaded all the trades, all the professions, and, in short, all walks of life. When women have "plunged" into business they have generally failed; when they have gone in to it after careful consideration and with a knowledge of what they were doing, they have, with few exceptions, prospered.

A directory of business women would in itself fill a large volume, but only a few instances of their efforts and successes may be given here. Those engaged in dressmaking, keeping furnished rooms and boarding houses, millinery work and all such occupations in which men are rarely found, are too numerous to excite comment except when they have built up a big business or are in other ways exceptional.

In Chicago alone between 40,000 and 50,000 women do self-supporting work away from home, without counting those in domestic service. The majority of these, of course, work in the great distributing trades—in the department stores, etc. Large numbers are employed in making paper boxes, in the clothing trades, in the furnishing goods business, in the making of bags, in the big bookbinding establishments. Then there are armies of stenographers and typewriters, book-keepers, waiters and telegraph operators. Now and then a woman escapes from the throng of wage-workers and sets up a business for herself.

Women lawyers are not at all rare. Every year more and more of them are being graduated by the law schools. When one of them is engaged in a court case people do not now regard it as extraordinary. Women doctors have been written about until the names of many are familiar. Women professors in colleges, women preachers and women writers are mentioned with no more introduction than the men in the same business. But when the name of a woman is noticed on a sign above a meat market, a laundry or an undertaking establishment, it is often made the subject of comment.

Women grocers are not at all uncommon. There are in Chicago more than fifty, but most of them are widows whose husbands have left them the business, and nearly all of them have places of business in the outlying districts. Among the unmarried women grocers two may be mentioned: Miss Jane Barry, of

193 Jefferson street, and Miss Eva Phillips, of 152 Willow street.

When the keeper of a meat market dies, his widow usually gives up the business. Still, there are here more than a dozen women proprietors of shops where meat is sold. Mrs. Rachael Bar, of 575 Elston avenue, Mrs. M. Glock, of 436 Ogden avenue, and Mrs. Sarah Goldstein, of 539 Halstead street, have inherited the business which they conduct.

Women who are proprietors of hand laundries could be mentioned by the score. In the photographing business there are about eight or ten women and all of them are doing well. It might be supposed that women would allow men to conduct their own furnishing-goods business, but such is not the case. No less than six men's furnishing establishments in Chicago are owned by women. One is in Cottage Grove avenue, one in Division street, one in Lincoln avenue, one in Milwaukee avenue, one in Throop street and one in Wells street.

Miss Nellie Carroll, of 194 North Clark street, and Miss Anna B. Clarke, of 108 Washington street, have been successful in the stationery business. Several women have made money in the insurance business, but none more than Mrs. Sara Steenberg, who has an office in the Woman's Temple. In Fulton market a woman, Catherine Huper, conducts successfully a butchers' supply depot. In a large lunch-room in State street a woman is employed as assistant manager. In the Auditorium building Miss Nellie McCarthy has a hair store.

Women as bakers are numerous, but not more so than women in the notion business. They also are proprietors of many small milk stands. Women dentists are as numerous as their sister doctors and their work is said to be fully as good as that of the men.

Few know that there is in Chicago a woman brewer. Yet in Halstead street Mrs. Magdalena Junk for seven years has sold the brown product of malt and hops. And not so very far removed from the brewery is the barrel shop of Mrs. M. E. Buggee. In the old town of Hyde Park, in Lake avenue, Mrs. Elizabeth J. Watkins conducts the undertaking establishment left to her charge when her husband died. Before the World's Fair, barber shops where women are employed were rare, but now there are several on the north, south and west sides of the city.

In Wabash avenue there are two names which attract the attention of cable-car passengers. One is that of the Pick Sisters' Company, near 21st street, and the other is that of the Three Sisters' restaurant, near 12th street. The Pick sisters—Clementina, Bianca, Paula, Libusa and Esther—were established in the crockery and glassware business by their father in 1868. They are now all married, and have turned the active management of their affairs over to their father.

Mention could be made of numerous women in the drug, boot and shoe, cigarette, furniture, notion, news, confectionery, and other businesses, for they are prominent in these lines.



when they want the
BEST 5c CIGAR
on the market.
S. C. W.

is sold by all Wholesale Druggists, Confectioners and Grocers traveling from Grand Rapids. Ask your Jobber to send you a sample with next order or apply to

G. J. JOHNSON,
GRAND RAPIDS, - - MICH.

California Redland Seedlings.

The finest medium-priced orange now on the market. Rich in color and all sound. Buy them of

The Putnam Candy Co.,

Phone 540.

J. M. HAYDEN.

L. C. HAYDEN.

WHOLESALE

**Waste,
Oils,**

Axe Handles,
Hatchet Handles,
Pick Handles,
Hammer Handles,
Whiffletrees,
Axle Grease

**Hose,
Files.**

J. M. HAYDEN & CO., Grand Rapids.

69 FIA BLDG.

Are You in Need of

Spot Cash?

We have lots of it in 4 and 8 oz. packages at 10c

\$10 per 100 Pounds.

The best smoke for the lowest price known.

HOW MUCH DO YOU WANT?

I. M. Clark Grocery Co.

SWEET'S HOTEL.

MARTIN L. SWEET, Proprietor.

HENRY D. and FRANK H. IRISH, M'grs.

Steam heat in every room. Electric fire alarms throughout the house. Other improvements and decorations will soon make it the best hotel in Michigan.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, Feb. 16.—After the storm the sunshine. We are able to realize where we are at, now, and the outlook is vastly improved. A few days of real sunshine will make us all happy.

The coffee market remains firm and not a particle of weakness appears. Quite a number of buyers have been looking after "bargains" but, so far, unsuccessfully. The entire supply seems to be under complete control of those who are "in the ring" and all signs point to a continuation of the present rates. Mild grades are firm, and, as the supplies become obviously smaller, the quotations advance. Good Cucuta is well held at 19½c. The amount of Brazil coffee afloat is about the same as last year, aggregating 485,000 bags, against about 491,000 bags last year.

No change has taken place in the sugar market for a long time, and rates are exactly the same. There has been a little better demand for granulated during the past two or three days, but the supplies are abundant and no immediate change is anticipated.

The rice market is firm for all sorts. Foreign grades keep in check any important advance of domestic. Prices are well sustained all around and advices from the South note continued hardness at primary points.

Spices are moving along in about the usual rut. There is no speculation. If any one thing shows firmness it is cloves, but the market is quiet all around.

Molasses and syrups show no animation and rates are low. Supplies are gradually decreasing. Foreign molasses is in very small request and the rates given are nominal.

Trading in canned goods is slow. What demand there is seems to be for cheap stock, and this has been the case since the close of the canning season. There is an exception in the case of gallon apples, which are well held at good figures for good goods. Oysters have advanced, owing to the cold weather, and it is thought they will continue as high as they are now.

Dried fruits are dull and selling at rates showing no margin of profit.

Apples are firm. Florida oranges are hard to find that are free from frost.

Warmer weather has increased the supplies of butter and the article has taken a drop in nearly all grades. Best Western creamery, 25c; firsts, 22½ @ 23c. The demand is not large and purchases from commission men are being made only in a way which indicates that supplies are being laid in for only the present.

Cheese is moving along in the usual rut, the monotony being unbroken by hardly a single event worth chronicling.

Eggs are firm, with best Western held at 26c.

Provisions are dull and lower. Breadstuffs are dull.

Retail trade is excellent and the stores are all crowded.

F. H. Leggett, head of the firm of F. H. Leggett & Co., is foreman of the celebrated Extraordinary Grand Jury, which has now been in session six weeks. Not an indictment has been presented as yet; but it is anticipated that when they do come, "there will be a heap of 'em." This jury is charged, as all the world knows, with the business of considering the testimony presented before the Lexow Committee, and some interesting developments are expected.

Now that the currency question is finally fixed "agin Cleveland," it has given merchants confidence; not because the battle has been lost by the Administration, but because it is settled.

Gripsack Brigade.

J. Henry Dawley (A. E. Brooks & Co.) has been laid up for a week with an attack of la grippe. His territory has been covered in the meantime by Glenn Young, shipping clerk for the house.

F. E. Bushman, Michigan representative for Ed. W. Ruhe, the Chicago cigar manufacturer, was in town Monday.

D. E. McVean (Musselman Grocer Co.) was laid up last week with an attack of Old Rheum. He mastered the monster by a liberal indulgence in Turkish and Russian baths.

S. R. McClure, who has been identified with the grocery trade of Tecumseh since childhood, has engaged to travel for the wholesale grocery house of Clark, Mason & Co., at Adrian.

L. L. Putnam, of Albion, formerly in the grocery business, has taken the management of the Danville (Ills.) office of the Beman Perfect Fence Co., of Albion, and leaves for Danville at once.

A. P. Wolcott, formerly in the grocery business at Albion, has taken a position to represent the coffee and spice interests of J. G. Flint, of Milwaukee, north of the Detroit & Milwaukee Railway.

Herbert Darling, stepson of Willis P. Townsend (M. E. Christenson) died last Friday after a lingering illness of a consumptive character. The funeral was held at the family residence Sunday afternoon.

Wm. Peer, formerly engaged in the grocery business at Muskegon, but now on the road for the E. W. Walker & Stutz Co., carriage manufacturers at Goshen, Ind., was in town a couple of days last week.

Col. S. A. Whitfield, First Assistant Post-Master General under Harrison, was the guest of Frank E. Chase and family on the occasion of his visit to the city last week to attend the annual banquet of the Lincoln club.

Fred L. Walter, who has been traveling salesman for J. Weaver & Co., of Kalamazoo for the past nine years, has resigned that position to take the position of Treasurer and Manager of the Allegan Paper Co., in which he has an interest.

H. S. Robertson, formerly with the Olney & Judson Grocer Co., has taken an interest in a new enterprise at Waukesha, known as the Waukesha Wild Cherry Phosphate Co., and is spending a few days in the city, introducing the product of the company.

Frank E. and Herbert T. Chase have returned from West Harwich, Mass., where they attended the death and burial of their mother, Mrs. Erastus Chase. Cape Cod newspapers pay a touching tribute to the virtues of the deceased, whom they pronounce a woman of exceptional culture and refinement, combined with unusual kindness of heart.

Geo. F. Owen, Secretary of the Michigan Knights of the Grip, reports the payment of Death Assessments Nos. 1 and 2 by 1,056 members up to Feb. 18. This has brought to the mortuary fund \$2,112, which, with the \$600.25 on hand at the beginning of the fiscal year, places \$2,712.25 to the credit of that fund. Within a few days, however, \$1,500 has been disbursed to beneficiaries of deceased members—\$500 each to Mrs. B. F. Winch (Bangor), Mrs. Silas Clark (Wyandotte) and Mrs. Theo. J. Beau-bien (Detroit)—leaving a balance of \$1,212.25 still to the credit of that fund. Proofs of the death of the late Fred Sherriff, of Saginaw, have been filed with the Secretary and will be passed upon at the regular quarterly meeting of the Board of Directors at Lansing on the second Saturday in March.

Frank Pierce (S., S. & T.) is an abject slave at the shrine of sauerkraut—especially fried sauerkraut—and on the occasion of a recent visit to Dorris, surprised Carrel Bros., proprietors of the National Hotel, by absorbing a peck of his favorite dish. Hotels along the line of Frank's route must lay in liberal supplies of kraut if they expect him to say a good word for them on any and all occasions.

The Travelers' Protective Association and kindred organizations have secured the passage of an act of Congress which, it is believed, will be of great convenience to the traveling salesmen of the country. The bill provides that nothing in the Inter-State Commerce act shall be so construed as to prevent the issue of joint interchangeable five-thousand-mile tickets, with special privileges as to amount of free baggage that may be carried. The bill was reported by Mr. Raynor, of Maryland, and passed the House of Representatives June 19, 1894. It passed the Senate Jan. 29, and, at last accounts, was in the hands of the President, who, it is expected, will give it his approval. The bill is of special interest to the eastern section of the United States, as it is calculated that 65 per cent. of the men "on the road" represent business houses in Pennsylvania, New York, Massachusetts and Connecticut. Increased facilities and conveniences for traveling men are naturally stimulating to inter-State commerce.

The Grain Market.

Though everything pointed to higher prices, wheat sagged in grain centers Friday 1c per bushel, while at initial points the prices remain as firm as ever, with no signs of more liberal deliveries from first hands. The visible decreased fully as much as predicted, but trade is lifeless and no amount of strong reports seem able for the present to lift wheat from its extremely low price. Guesses and prophecies are useless, so long as this large visible is on hand, about 2,000,000 bushels more than last year at the same time. While receipts have been only very moderate, exports have not been of that proportion to reduce our stocks as fast as has been looked for and the would-be purchasers are in a waiting mood and are watching closely for any change in the situation. We are still of the opinion that wheat values will enhance in the not far future. When we have to pay 50c for wheat, while Detroit market is only 52½c, it shows very conclusively that wheat is not as plentiful as the bear element bank on. When those large farmers in Chicago (that is, in the Chicago wheat pit) will have to furnish the wheat they are at present selling, the tables may be turned; at least, let us hope so.

Corn, in sympathy with wheat, was lower, though that article, owing to the reduced amount produced, should be firm.

The oat market, as usual, holds its own well, with no sign of special weakness.

Receipts during the past week were: wheat, 56 cars; corn, 47 cars; oats, 9 cars.

C. G. A. VOIGT.

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

The Dry Goods Market.

Bleached and brown cotton crash dropped ¼c this week.

All wool dress goods, 50 inch, are now quoted at 36c; former price, 37½c.

Beaver Dam cotton dropped another ¼c, making the present price the lowest on record.

Lawrence LL is selling freely at 4c.

Prints remain unchanged.

No drugs, a healthy smoke, Signal Five.

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

PRODUCE MARKET.

Apples—Russets command \$2.50 per bbl., Baldwins and Spys \$3 and extra choice winter varieties \$3.50 @ 4 per bbl.

Beans—The market is still stronger and higher than a week ago, with every indication of going to the 52 mark before warm weather. Local dealers hold at \$1.70 in carlots and \$1.75 in less than carlots.

Butter—The supply is still ample and the market is a trifle weaker, dealers refusing to pay over 18c for choice dairy.

Celery—Advanced to 30c per doz. The advance is caused by the inability of growers to use their stocks in ground, as they are frozen solid.

Cranberries—\$4 per crate.

Eggs—The market is weaker and lower, fresh having declined to 20 @ 22c, with indications of still lower prices in case the weather continues to moderate. Pickled and cold storage are about out of the market, stray lots of either commanding 18c, with the odds in favor of pickled, as the proportion of rotten eggs is not so great as in cold storage stocks.

Lettuce—15c per lb.

Onions—All varieties bring 60 @ 65c per bu., except Spanish, which command 90c per box.

Parsnips—35c per bu.

Potatoes—Dolorous reports of the stock frozen in pits continue to come in, leading local handlers to believe that the stock thus thrown out of the market will amount in the aggregate to enough to affect the market very materially. Locally, the price has advanced to 60c per bu.

Radishes—Hot house stock commands 35c per doz. bunches.

Sweet Potatoes—Kiln dried Jerseys command \$3 per bbl.

Squash—Hubbard brings 1½c per lb., if the quality is up to standard. Poor stock sells at ¾ @ 1c.

* OYSTERS *

Are so high and scarce I shall not handle them this week. Watch for my quotations later.

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. pail, 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, ¼ barrels.....	4 00
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.

GRAND RAPIDS

BRUSH COMP'Y,

MANUFACTURER OF BRUSHES GRAND RAPIDS, MICH.

Our Goods are sold by all Michigan Jobbing Houses.



"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.

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.

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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,
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ASK
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BAKERY'S
CAKES and
CRACKERS

United States Baking Co.

LAWRENCE DEPEW, Acting Manager,

Muskegon, - Mich.

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.

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.



Our "New Gem."

The Pride of the Household.

The Most for



the Least Money.

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

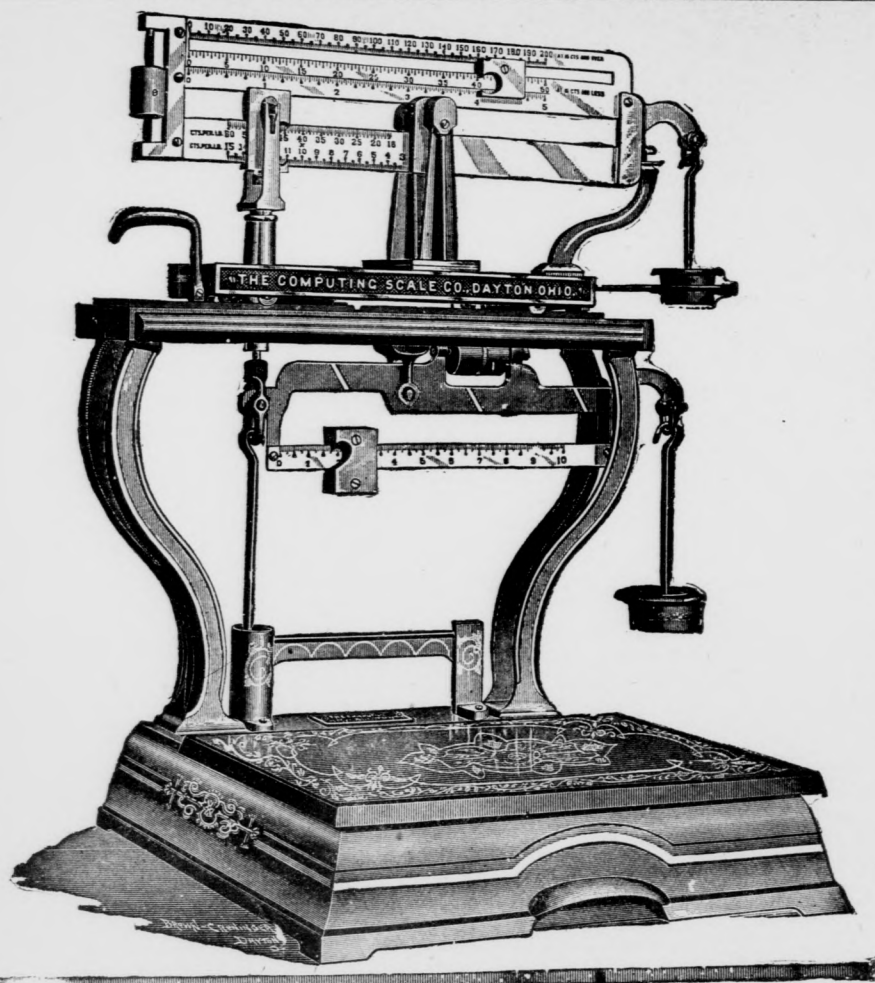
The Burner has the same flame and heating power as the "PROCESS", and will do the same amount of work, and consume much less fluid.

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

We Have the Agency for This CELEBRATED STOVE.

No. 415 3-Burner, High and Step, List - - \$12
No. 414 2-Burner, High and Step, List - - 10
Regular Gasoline Stove Discount.

FOSTER-STEVENS
& CO.
MONROE
ST.



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.

REDUCED PRICES.

Alfred Meakin's Best English White Granite Ware.

Mail us your order for an assorted crate We only show two assortments here, but have a large variety in stock. Ask for lists.



TEAS.



BUTTERS.



SAUCE BOATS.



SUGARS.

No. 141910 Henshall Shape. ORIGINAL ASSORTED CRATE. Alfred Meakin's White Granite.

6 Dozen 5 inch Plates.....	\$ 42	2 52	6 Dozen 4 " Fruit Sauces.....	28	1 69
20 " 7 " ".....	61	12 20	15 " Individual Butters.....	19	7
12 " 8 " ".....	70	1 40	15 Set handled St. Denis Teas.....	37 1/2	5 62
6 Only 6 " Bakers.....	94	47	15 " handled Henshall Teas.....	37 1/2	5 63
6 " 8 " ".....	1 69	85	21 " unhandled St. Denis Teas.....	31 1/2	6 63
6 " 24s ".....	94	1	24 Only Oyster Bowls, 30s.....	75	1 56
12 " 30s ".....	75	1	Pairs Ewers and Basins.....	7 13	3 57
12 " 26s ".....	63	63	6 Only 9 inch Dishes.....	1 13	57
12 " 9s Open Chambers.....	3 00	3 00	6 " 10 " ".....	1 69	84
6 " 9s Covered Chambers.....	4 50	2 25	6 " 11 " ".....	2 25	1 13
12 " 6 inch Scoops.....	94	94	Crate and Cartage.....	2 58	73
12 " 7 " ".....	1 13	1 13			
12 " 8 " ".....	1 69	1 69			
			Total.....	\$58	73

No. J. R. 1704 Henshall Shape. ORIGINAL ASSORTED CRATE. Alfred Meakin's White Granite Ware,

6 Dozen Plates, 5 inch.....	\$ 42	2 52	6 Only Dishes, 10 ".....	1 69	85
20 " 7 " ".....	61	12 20	6 " 12 " ".....	2 81	1 40
12 " 8 " ".....	70	1 40	1 Dozen Open Chambers, 9s.....	3 00	3 00
6 " 6 " Bakers.....	94	47	1 " Covered Chambers, 9s.....	4 50	4 50
6 " 8 " ".....	1 69	85	9 Only Ewers and Basins, 9s.....	7 13	5 25
6 " 24s ".....	94	1	30 Set handled Teas, St. Denis.....	37 1/2	11 25
12 " 30s ".....	75	1	30 Set handled Teas, Daisy.....	37 1/2	11 25
12 " 26s ".....	63	63	Crate and Cartage.....	2 50	
12 " 9s Open Chambers.....	3 00	3 00			
6 " 9s Covered Chambers.....	4 50	2 25			
12 " 6 inch Scoops.....	94	94			
12 " 7 " ".....	1 13	1 13			
12 " 8 " ".....	1 69	1 69			
			Total.....	\$66	34

Anything you want carried in open stock at small advance over crate price.

H. LEONARD & SONS, Grand Rapids.