

MICHIGAN TRADESMAN

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VOL. XII.

GRAND RAPIDS, FEBRUARY 27, 189.

NO. 597

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

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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.,

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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.,

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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.

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WHOLESALE - PRODUCE.

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

Northern trade supplied at lowest market prices.

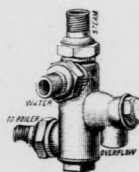
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Anchor Brand

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

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SPECIALTIES.

FOR THE BOILER AND ENGINE. ARE THE ENGINEERS' FAVORITES.
85,000 PENBERTHY AUTOMATIC INJECTORS in use, giving perfect satisfaction under all conditions. Our Jet Pumps, Water Gages and Oil Cups are Unequalled.
SEND FOR CATALOGUE. **PENBERTHY INJECTOR CO.** DETROIT, MICH.
BRANCH FACTORY AT WINDSOR, ONT.

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.,

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.

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.

LEMON & WHEELER COMPANY

Importers and

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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.

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**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.

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DEALERS IN

Illuminating and Lubricating

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BIG RAPIDS,
ALLEGAN,

MUSKEGON,
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HOWARD CITY,

MANISTEE,
TRAVERSE CITY,
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CADILLAC,
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Highest Price Paid for

EMPTY CARBON & GASOLINE BARRELS.

Oyster Crackers

Are now in season. We manufacture } All Kinds.

SEARS' SALTINE WAFER or SQUARE OYSTER,

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

Try Our

ENGLISH FRUIT CAKES

Handsome embossed packages, $\left\{ \begin{array}{l} 1 \text{ lb. } \$2.40 \text{ per doz.} \\ \text{packed 2 doz. in case } 2 \text{ lb. } \$4.80 \text{ per doz.} \end{array} \right.$

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

New York Biscuit Co.,

S. A. SEARS, Manager,

GRAND RAPIDS, MICH.

MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 27, 1895.

NO. 597

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.

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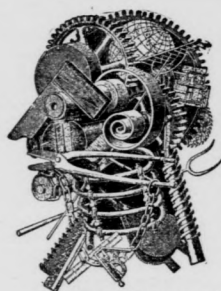
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Organized 1881.
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**THE
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Patent Att'y,
Grand Rapids,
Mich.

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ROTHERS**

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INDERS
LANK
LOOKS**

5 AND 7 PEARL STREET.

THE BACK OFFICE.

Written for THE TRADESMAN.

The idea is gaining ground, and in certain directions very rapidly, that Science is making altogether too much of herself. Ever since she came to the conclusion that it was a piece of foolishness for her to mark her crucibles with the sign of the cross, she has been busying herself more and more with the everyday concerns of life, and, instead of telling us of the marvels she has found, has begun to tell us what we must do, or suffer the consequences. When she confines herself to her legitimate subject-matter, there is none so entertaining as she. We like to hear her, for example, when she talks of the starry heavens, of the inconceivable distances there, of the worlds upon worlds swinging in space and kept from wandering by the power which gravity alone can employ; but, when she leaves the upper world and comes poking around into business and other matters of this mundane sphere of ours, it does seem, sometimes, as if she needs a good rap over the knuckles and to be plainly told to mind her own affairs.

About every once in so long she takes a leap from the sublime and lands with both feet in the back yard of the ridiculous and proceeds to make a fuss over what she finds there. Numbers seem, just now, to especially claim her attention. If people have got tired of hearing how many billions of miles the sun is from Saturn, perhaps it might be of interest for them to know how many bacteria they are swallowing with every cubic centimeter that goes down the esophagus; and it so happens that just there the line should be drawn. People are having a hard enough time, anyway, to get along, nowadays, without any such hindrances, and when the poor trodden-down-at-the-heel farmer can barely exist as things are, it doesn't help matters to have Science hop onto the milk cart with him and suggest to the customers ugly things about the milk. If the old girl had a happy way of saying things, it wouldn't be so bad, but, when she gets to talking about everyday affairs, she doesn't round off a single corner. Let us take an example or two for illustration.

I don't go around and buy up all the tuberculous cows I can find, but in some unaccountable way I have one. What does this meddler do but come right into my stable, uninvited, and say, "You mustn't use milk from that cow without freeing it of its infectious qualities. Do that, or kill your cow!"

Passing judgment on the cow, she turns up her nose at my stable. Now, I've been priding myself on that identical stable. It's made exactly as my grandfather had his, and there wasn't a better dairy farm in the country than my grandfather's. Just hear her go on: "This stable is too dark. Don't you know, my dear sir, that bright light is inimical to the best growth of micro-organisms? Another matter you have forgotten to look after is ventilation. [Ventilating a cow

stable, indeed]! In the atmosphere of a cow stable Hesse found 120 bacteria and molds to the liter, while in that of an occupied schoolroom there were only eighty micro-organisms to the liter!"

Did you ever, in all your life, hear such nonsense? Anybody who has ever had anything to do with chores on a farm knows that it's no fun to get up before sunrise and, after foddering the stock, spend an hour or two cleaning the stables. About the time the boy gets around to that part of his task, he begins to think how warm it is by the kitchen stove, and, if he is at all as I used to be, he manages to get there pretty soon after he is through milking the last cow. It seemed all right enough then, and I suppose it seems all right enough to the farm boy now. You should have seen Science shake her wise old head in my stable, the other day. One would have thought that the most grievous sin had been committed, because I hadn't mopped the stall floor! The fact is that the barn milking throughout the country isn't anywhere near what it should be. Pasture milking is bad enough, but the barn—oh, well, let's come right down to facts. Science, immediately after milking, has found ten bacteria in one cubic centimeter of milk. After half an hour there are eighty-eight, and in two hours, 1,530. Immediately after milking in the barn, there are 106 bacteria, which, in half an hour, become 980, and in two hours, 3,655, from which it is easy to infer that, if that milk isn't taken care of soon, the bacteria will take the bits in their teeth and run away with the pail! If you'll believe it, one man has found from 60,000 to 100,000 bacteria in one cubic centimeter of milk fresh from the cow, and another man found, in milk from a filthy stable, between 670,000 and 780,000 bacteria in the same amount; and, just to show what kind of stable cleaners the milkmen of Boston are, let me say that milk sold in that city contained from 1,438,000 to 4,577,000 bacteria in a cubic centimeter. Doesn't seem as if there was enough milk for 'em to float in, does it?

Of course, this is an underhanded way of saying that the milk producers don't clean their stables; and so it is a dig at the farmer for not spending the most of his time fussing around the barn and with his stock. There is such a thing as knowing too much; but we can give Mrs. Science one good pointer, and that is that, if she has the slightest hope of scaring the farmers into cleaning their stables, when the mercury is below zero, she is going to miss her guess by several long miles. Still will the hay be thrown at the hungry cow; still will the unbedded milk-yielder, dripping with filth, pound the pail with white streams of bacteria, and, when Science expostulates and urges cleanliness, even in winter, in whatever pertains to the dairy, the farmer will answer with temper: "Fust it's 'marg'rin' an' nen it's bacteery, but, for all uv both on 'em, I'm agoin' t' clean my stables jus' when I dumb please!"

One would suppose that the matter would stop here but it doesn't. After the stable has been taken good care of, then the one who cares for the milk is even requested to wash his hands and face and to be careful always to have on clean clothes. When all these things have been duly observed, the butter-eating and the milk-drinking world will consume a healthier article and Science, with a complacent smile, will lay back on her oars and conclude that she is of some use in the world after all.

When thou stubbest thy business toe against a snag, sit not down to nurse thy bruised member, for close behind thee is a better man than thou who seeketh the dollar that thou pursuest. Whilst thou art binding up thy toe, lo he hath collared the dollar—*Bulletin of Trade*.

The sentiment is all right; the idea is as pointed as a tack, and, nine times out of ten, the man that stops to put a rag on the bruised member shows that he is overcome by trifles; but, for all that, I have my eye on that tenth time, and, under the circumstances, the better man may have the dollar which I was after and I'll take care of my toe.

The figure is a familiar one and brings up recollections not wholly pleasing. I had been off that afternoon and the gathering shadows of the summer twilight had found me far from home. The cows were to be brought home and milked, and those thousand and one chores were to be done which the boy only on a farm is expected to do. The fear of reproach gave wings to my tired bare feet and across lots to the pasture I went as fast as those fear-winged feet could carry me. Down clanged the bars and, putting them up, away I flew, calling the cows as I ran, when, stubbing my toe—it was my business toe—against a stone which the darkness covered, I rolled over and over with that bruised and bleeding member and howling with agony. I did not go any farther after the cows. A better man than I might get them if he would, but, for myself, that toe at that moment was worth more to me than all the cows and all the dollars they were worth put together. Mind, I do not say that the dollar is not worth the getting, but that there are times when a dollar cuts but a miserable figure in the world—even in the business world—and sinks into utter insignificance when compared with an injured toe.

There is another idea in the item which I might enlarge upon, and that is the great fear lest the other fellow get the dollar. If there is any comfort for me in getting the money because the other man was after it, I guess it was a good thing that I did stub my toe. That sort of disposition will get a setback—and ought to—sooner or later, and it had better come now than later; and, while I am binding up my poor, bruised and aching toe, let us hope that the pain and the loss of the dollar may give a turn to my dog-in-the-manger spirit and lead me to believe that the money, while a good thing to have, isn't always the best thing

same price, and nothing would so soon bring on a cyclone in that printing office as would the paying of those men according to the quality of their work. This, too, is the hinge upon which swings much of the union idea of justice. One man is just as good as another man, and the one man's work is just as good as the other man's work, and Tom's twenty cents an hour is, and, by right, ought to be, the price for John's work—stupid, careless, lazy John, with no more possibility of skill than there is desire on his part to acquire any. What would be fairer than to pay Tom what is justly his? And what is worse for John than to be kept in a position he can never fill, and to receive for his clumsy, slovenly work the price which only the best workmanship can command. This, however, is what the union exacts. "Man's brotherhood to man" is so strong in the union as to insist on paying brother Peter what brother Paul's industry and skill have earned, a rule which would be followed no longer than one can hold a red-hot poker in his hand, if both workmen were not paid by somebody else, that somebody being always in the mind of the unionist—that tyrant, Capital! He foots the bills, so everything that can be wrested from him by fair means or foul must be got away from him. There is no place in the world so good for a boil as some other fellow's arm, and, with the inflamed tumor located there, anything and everything that can be done to increase the inflammation is looked upon as legitimate torture.

Will I be kind enough to show what all this has to do with the question? I will, my brother. The question and the evils which I have mentioned—including the boil—are one. Modern life, like Job, is breaking out with boils and to cure this dreadful condition of the blood unionism steps in and, like the quack he is, proposes to cure one insignificant little boil by killing the man! And he "lays the flattering unction to his soul" that the whole of the medical fraternity will stand calmly by and let the killing go on without so much as a protest. So, then, when I am asked if I favor a shorter-hour work-day, I say, "Yes;" but I don't expect to ever get it, any more than I expect that a thick-headed, double fisted Jap is to come into my office and tell me that I must pay ten hours' wages for eight hours' work.

RICHARD MALCOM STRONG.

Commercial Aspect of the Bicycle.

Written for THE TRADESMAN.

Although the price of bicycles has been reduced from year to year, as the improved machinery introduced made it possible to make a wheel for less money, the present prices are not indicative of the real value of a bicycle. The amount of competition encountered has a good deal to do with the price adopted for each ensuing season, and of late years price cutting has, also, been indulged in very generally all over the country. Recently there has been organized a National Cycle Board of Trade for the purpose of controlling the trade more uniformly than it has been heretofore done. So far no radical steps have been taken. If the Board had decided to maintain last year's list and all members had adhered to the action, the manufacturers would have all made a much larger profit on the season's business; especially the larger ones. The lowering of the price to \$100 will not result in a great many more wheels being sold than would have been the case had the old price been maintained.

Last season there were wheels in the market at all prices, from \$40 to \$125. The great increase in the sales was not due to the sport which the buyers expected to derive from the possession of a wheel, but because a wheel is beginning to be considered a necessity in almost all the walks of life. Consequently, when making purchases, the majority of the new riders considered the cheaper wheels as plenty good enough for their use around the city, and let the higher priced ones alone. This year the great increase will be in the same line—cheap wheels. Except to the veteran wheelman, who has ridden high grade bicycles and paid high prices for them so long that the only idea conveyed to him by the figures "\$100" is the form they take in print, the amount they represent is considered quite a large sum to pay out for such a machine. The sale of the best kinds will, undoubtedly, increase enormously, but the buyers will be largely composed of "graduates" from the riders of cheaper wheels and of old wheelmen who change their mount every spring, no matter what the price. To these the \$125 price would not stand as a barrier to purchasing the best, and the increase would remain with the low grade, as at present. The real value is determined by the amount which could be asked and received for a wheel without reducing the sales in quantity. A man who has once become thoroughly accustomed to the use of a bicycle will accept no other kind of locomotion unless it is absolutely necessary. This familiarity cannot be developed in one season's riding, nor two. At the end of his first season the novice generally thinks he is a pastmaster in the art. His improvement the next two years will convince him of his error. Thus cycling rarely loses a convert, and the business of the dealer increases in volume and lucrativeness with each passing summer. In the large cities and, generally in the smaller ones also, it is no uncommon thing to sell bicycles the whole year around. Riders who use their wheels accessory to their work or in going to and from their work, accustom themselves to riding in the winter time. The small army of winter riders is increased each year, and winter riding creates a demand for wheels the year round.

Second-hand wheels will be accumulated rapidly in the spring by an unwary dealer. He is so anxious to sell a new model that he often allows a price for an old wheel, taken in exchange, which is far in excess of what he can sell it for. Doing this often takes nearly all the profit off the sale of the new one. It is better to set a low price upon a second-hand wheel and get rid of it at once than to keep it, even a couple of months. This, if borne in mind, will help swell the profit of a small business perceptibly in a season. The styles are constantly changing; in fact, they change so often that some riders change mounts twice a season in order to have the latest. A brand new wheel which was sold at \$150 in 1891 was recently offered in Grand Rapids for \$45. This is but one illustration of the changes which keep the old riders continually buying new wheels and, by making the art of riding easier every year (thus making it possible to use the wheel in so many ways), induce such large accessions to the ranks of new riders. The manufacturers keep their wits constantly at work devising improvements calculated to this end.

MORRIS J. WHITE.

Most of the whalebone cutting of this country is done in New York, though most of the whalebone is landed in San Francisco. The latter city proposes to engage in the cutting business and run New York out of it.

Talk is not cheap. Congress costs the taxpayers millions of dollars, and they get talk for their money.

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.



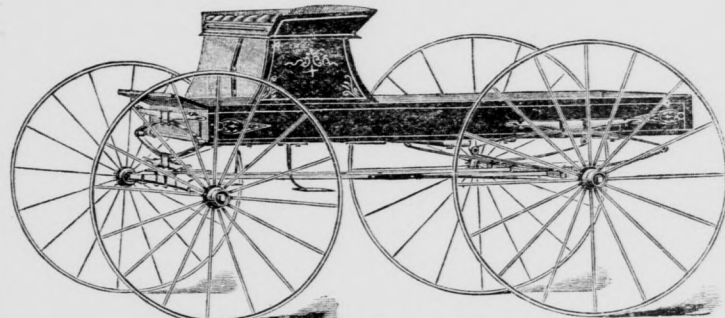
Established 1865.

BROWN, HALL & CO.,

Manufacturers of

Buggies, Sleighs and Wagons.

Grand Rapids, Mich.



The Grocers' Safety—Made in Two Sizes Only.

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

FULLY WARRANTED,

The following Grand Rapids Jobbers endorse and sell

Swift's Cotosuet

It is a shortening which wins trade and keeps it
It is a shortening which people never abandon after they once try a pail of it.
It is the best shortening that the world ever knew.

You Ought to Sell It.

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.

Use Tradesman's Wants Column.
They Return Excellent Results

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Hudson—Korick & Cooley succeed C. F. Kest in the meat business.

Saginaw—J. Altman has purchased the bazaar stock of H. Goldsmith.

Detroit—Perry Hibbard succeeds J. B. Morris & Co. in the drug business.

Westwood—Jones & Rainbow succeed B. A. Jones in the sawmill business.

Jasper—Perdue & Patterson succeed M. W. Perdue in the grocery business.

Muskegon—W. G. Smith has purchased the grocery business of E. A. Williams.

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

Tecumseh—McClure Bros., grocers, have dissolved, Henry W. McClure succeeding.

Coleman—J. H. Dinwoodie is succeeded by F. A. Niggeman in the jewelry business.

Traverse City—T. D. McManus & Co. succeed J. A. McManus in the notion business.

Muir—J. O. Probasco succeeds Probasco & Greenwood in the hardware business.

Saginaw—Tuomey & Co. have removed their dry goods stock from Jackson to this place.

Iron Mountain—W. H. Hancock has purchased the meat business of John Friedrich.

Dimondale—F. G. Pray succeeds the Windsor Co-operative Association in general trade.

Traverse City—K. W. Solheim has removed his grocery stock from Muskegon to this place.

Detroit—Jacob Berlin is succeeded by the Detroit Cap Manufacturing Co., not incorporated.

Houghton—Ruhl & Barry, druggists, have dissolved, Ben T. Barry continuing the business.

Stockbridge—Collins & Nott succeed W. H. Collins in the agricultural implement business.

Lansing—C. J. Rouser succeeds Rouser & Conklin in the drug, stationery and notion business.

Port Huron—Hope & Marx, butchers, have dissolved, Henry F. Marx continuing the business.

Lake Odessa—Fowler & Kart, hardware dealers, have dissolved, Lapo & Kart succeeding.

Hart—A. D. Rankin has sold his interest in the grocery firm of Sanford & Rankin to B. F. Waller.

Detroit—Daniel H. Huyek succeeds Huyek & McFall in the grocery and ship building supply business.

Saginaw—J. M. Drysdale & Co. succeed J. M. Drysdale in the wholesale fruit and produce business.

Kalamazoo—Peck & Brown have purchased the grocery business of Parke L. Burdick at 516 Potter street.

Hudson—Geo. B. Bond and H. E. Loyster have embarked in the produce and cold storage business under the style of Bond & Co.

Hopkins Station—S. B. Lovall, formerly engaged in the furniture, undertaking and harness business, offers to settle with his creditors at 25 cents on the dollar.

Manton—Dennis Bros. have sold their general stock to Frank Smith, general dealer at Leroy, who will hereafter conduct both stores, dividing his time between the two places.

Detroit—Walters, Krausman & Kuhn, who conduct a dry goods store at 86 and 88 Gratiot avenue, contemplate adding a shoe department. Mr. Walters was formerly in the shoe business.

New Richmond—C. H. Smeed has sold his real estate and store building to J. E. Lewis and J. A. Lewis, and his general stock to Jas. E. Lewis, who will continue the business at the same location.

Watson—Geo. Townsend, formerly behind the counter for Shepard Bros., at Martin, has removed to this place and opened a general store, occupying the building formerly used by A. C. Fassett.

Big Rapids—Al. E. Wells has uttered three mortgages on his hardware stock—\$2,000 in favor of W. E. Overton, \$2,217.05 in favor of Buhl, Sons & Co. and \$800 to the Big Rapids Door and Blind Manufacturing Co.

Detroit—J. W. Eisman, formerly of Eisman & May, and lately in charge of the ladies' shoe department of Mabley & Co., will join forces with the energetic shoeman, F. J. Fellman, as Eisman & Fellman, at the corner of Gratiot and Mullett streets, on March 2.

Detroit—It is reported, on what appears to be good authority, that a new wholesale shoe house will shortly be founded from the insolvent firm of Snedcor & Hathaway, in which Mr. Ainsworth, of Ainsworth, Wickenheiser & Co., of Toledo, and Mr. Snedcor, of the old firm, will be associated.

Kalamazoo—The shoe firm of J. C. Bennett & Son has just closed an account of twenty-seven years' standing with a Chicago wholesale firm who have recently closed out their business through the death of the head of the firm. The account in that time amounted to some \$85,000 and during that long period there was never a disagreement between the firms.

Jackson—An intense feeling of antagonism to the pure food bill now before the Legislature exists among business men of this city generally. The *Patriot* recently published a number of interviews with druggists and others, in which every one of them expressed unqualified opposition to the measure. The consensus of opinion appears to be that the benefits to be derived from such action would be of doubtful character.

Flint—The sale of the assets of the Swinton-Reynolds Co. was stopped by an injunction issued by the Circuit Court, pending the application of local creditors for the appointment of a receiver. The members of the firm are O. J. Hamilton, H. D. Nye and Charles F. Vincent, of Flint, and David Swinton, George A. Reynolds and Wm. F. Cooper, of Saginaw, with a majority of the stock controlled by the Saginaw end of the firm. The Flint end claims that the Saginaw store used the Flint branch as a dumping ground for unsalable goods.

Detroit—The Golden Eagle Clothing Co. has filed what purports to be articles of association in the county clerk's office. It is stated that the concern has \$12,500 in stock and that the shares are held as follows: Abraham E. Rosengarten, 25; George E. Friedman, 100; Adolph Schlessinger, 25; Samuel Rosengarten, 1,000, and Sol D. Oppenheimer, 100. The articles do not conform to the law because of the omission of the term for which the alleged company was incorporated, and for the reason that no date is given when they are to go into effect.

MANUFACTURING MATTERS.

Escanaba—Jéorges & Jensen succeed Chas. Jéorges in the cigar manufacturing business.

Kent City—R. J. Side has purchased a shingle mill outfit and will soon begin the manufacture of sawed shingles.

Kalamazoo—The Kalamazoo Reed Chair Works, not incorporated, is succeeded by the Kalamazoo Reed Chair Works, incorporated.

Marquette—Cyrille Doucette is putting 1,500,000 feet of very fine logs into the Au Train river. These have been purchased by George L. Burtis and will be towed to the mill here.

Marquette—J. Connolly is getting out board timber near Shingleton and has sold the logs, which amount to about 1,000,000 feet, to the Dead River Mill Co., to come to this city by rail.

Saginaw—The Britton-Barber Hoop Co. has contracted its entire cut of hoops for the season. The company will also engage extensively in the manufacture of oars, all of which have been sold under contract.

Saginaw—Arthur Simpson, who recently purchased the Wiggins sawmill, will secure a stock of logs and operate it the ensuing season. It was leased two years ago by W. H. Cambrey, but did not run last season.

The Druggist's Lament.

MENOMINEE, Feb. 21—This is the winter of our discontent. The logger loggeth and the hustler hustlet, while the family hath not the shekels wherewith to buy bread.

The doctor sharpeneth his lead pencil and scribbleth a prescription which the patient carrieth in his vest pocket and putteth off until to-morrow the filling thereof and grinneth and beareth his pain and lieth to the doctor on his return, whereupon the doctor curseth the druggist, and the patient recovereth his health. No one darkeneth the door of the pharmacy but the bank collector, the postage stamp fiend and the kid who beggeth the calendar.

The druggist spendeth his last nickel for stamps and half of his time answering letters which readeth "Please remit." He pleadeth extension of time on 60 day accounts 120 days past due, and beggeth the jobber to remember the sign stuck up at the cowboy dances: "Don't shoot the fiddler; he is playing as well as he can." To which the jobber replyeth without sympathy, "Cash up or orders declined." Wherefore we humbly beg all our old patrons and many new ones to pass by the druggist who waxeth fat and bring their quarters to us, for which we will give them two measures of drugs and faithful service with many thanks. Heretofore we beggeth not either by mouth or through the papers, nor by the hire of the doctors tootheth our horn for a per cent. on his prescriptions, but have silently, by faithful service, tried to prove our worth.

Harketh now to our discontent, and if we have friends in the city let them stand by us and spend their shekels on our counter, that we may keep out of the soup and be here to freeze ice cream when summer comes. F. HIBBARD.

Lard Prices Melted

To nearly out of sight and immense quantities are changing hands at the shipping rooms of the Western Beef and Provision Company.

After a careful test of the pressure of the gas wells of Indiana, it has been concluded that they will last for ten years longer.

No drugs, a healthy smoke, Signal Five.

Use Tradesman Coupon Books.

PRODUCE MARKET.

Apples—Russets command \$2.50 per bbl., Baldwins and Spys \$3 and extra choice winter varieties \$3.75 per bbl.

Beans—The market continues to strengthen; large handlers paying \$1.60 for clean, hand-picked stock and holding at \$1.75 in carlots and \$1.80 in smaller quantities.

Butter—Roll is dull and, unless especially attractive, slow sale at any price. Choice creameries and dairies are selling relatively low for midwinter and ordinary stock of every description neglected. Roll butter should not be shipped in pine boxes. These will give a flavor to the butter while barrels are too large and not easily handled. New tubs, hardwood boxes or half barrels are the most desirable. Each roll should be separately placed in a piece of new muslin which has been washed in warm water to remove the starch and thoroughly wet in good brine.

Celery—Scarce and hard to get. Dealers find it next to impossible to secure anywhere near enough stock to meet their orders. The quality is very inferior, but hovers around 30c per doz.

Cranberries—\$4 per crate.

Eggs—Western speculators are contracting to deliver fresh stock in New York around 12c per doz. during April. These eggs are to be shipped largely from such states as Indiana, Illinois, Ohio and Missouri, and, considering the distance, the price is low. Locally, the present price for strictly fresh is about 23c, with strong probability of very much lower quotations in the course of a week.

Lettuce—15c per lb.

Onions—All varieties bring 60¢ per bu., except Spanish, which command 9c per box.

Parsnips—35c per bu.

Potatoes—The warmer weather has increased the amount of stock moving and the price has dropped a peg, preferred varieties commanding 50¢ per bu.

Radishes—Hot house stock commands 30c 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 ½c.

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 40
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	8½
Blood	6
Head cheese	6
Summer	10
Frankfurts	7½

LARD.	
Kettle Rendered	7½
Granger	7
Family	5½
Compound	5½
Cottolene	6½
Cotosuet	6½
0 lb. Tins, ½c advance.	
0 lb. pails, ½c "	
50 lb. " ¾c "	
25 lb. " ¾c "	
13 lb. " 1 c "	

BEEF IN BARRELS.	
Extra Mess, warranted 300 lbs.	6 50
Extra Mess, Chicago packing	6 15
Boneless, rump butts	9 25

SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs.	9
" " 16 lbs.	9½
" " 12 to 14 lbs.	9½
" picnic	6½
" best boneless	8½
Shoulders	6½
Breakfast Bacon boneless	4½
Dried beef, ham prices	9½

DRY SALT MEATS.	
Long Clears, heavy	6½
Briskets, medium	6½

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

TRIPE.	
Kits, honeycomb	75
Kits, premium	55

BUTTERINE.	
Creamery, rolls	16
" tubs	15
Dairy, rolls	11
" tubs	10½

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TRADESMAN COMPANY.
GRAND RAPIDS, MICH.

GRAND RAPIDS GOSSIP.

Andrew Coons has opened a grocery store at Morley. The stock was furnished by the Olney & Judson Grocer Co.

G. J. Shrouder has taken the management of Dr. Chas. H. White's drug store, at the corner of Hall and South Division streets.

Geo. W. Eby, grocer at the corner of Madison avenue and Hall street, is closing out his stock, preparatory to retiring from business.

The Michigan Wall Plaster Co., located on the L. S. & M. S. Railroad, between Shawmut avenue and West Fulton street, has sold out to the Diamond Wall Plaster Co.

J. F. Berner, whose stock and store building were recently destroyed by fire, has re-engaged in the grocery business at Luther. The Olney & Judson Grocer Co. furnished the stock.

H. A. Bean, Thos. Watson and J. Docksey have formed a copartnership under the style of Docksey, Bean & Watson for the purpose of embarking in the dry goods business at 8 East Main street, Battle Creek. All are former clerks in the employ of the Boston Store.

Vigorous protests have come from various parts of the city over the proposed action of the Retail Grocers' Association in changing its time of meeting from Monday to Wednesday evenings, due to the fact that a considerable number of suburban grocers still keep their places of business open Wednesday evenings. The Secretary has, therefore, been instructed to ascertain what evening in the week would be most convenient for the majority of the members. So far as heard from Tuesday evening appears to be the preference.

The Hardware Market.

General trade has been but fair. The very severe weather which has prevailed almost continually during the month of February has had a very serious effect upon business. For days at a time it has been impossible for the country buyer to get in or out of town and the snow has very greatly interfered with the agents of jobbing houses making any kind of time. It is to be hoped the trouble is nearly over. But little change has taken place in most lines of hardware, and while many manufacturers are waiting an opportunity to make some advance in prices, the extreme dull period has prevented their doing so. While the severe weather has been the main reason, the indifference of our legislators at Washington to the best business interests of the country has had more or less to do with it.

Barbed Wire—Inquiry of manufacturers shows that more orders for spring shipments have been entered than for several years and they are firmly maintaining the advance they made in January. Some jobbers are still naming lower figures for direct shipment than they could replace the wire for if they were obliged to rebuy. It is anticipated that with March firmness will prevail everywhere. We quote, for mill shipment, \$1.60@1.55 for painted, \$2@1.95 for galvanized.

Wire Nails—Are also very firm with all the makers. Upon inquiry we find the mills are firm at 95¢@\$1 at mill, while these prices are shaded by jobbers

who have unfilled contracts. With the coming of spring we look for \$1 as being the bottom mill price. From stock jobbers are quoting \$1.20@1.15.

Bolts—A revised list has been adopted on carriage and machine bolts, as well as a new discount, which shows a slight advance. We quote from new list: Carriage bolts, 70 per cent. dis.; machine bolts, 70 and 10 per cent. dis.; coach screws, 75 and 10 per cent. dis.

Window Glass—A determined effort is on foot to advance the price of this article. The present discount means a loss to the maker and some glass factories have closed down. Prices are being withdrawn by those still running. Two meetings have already been held and another one is called for the first week in March. Nothing definite has yet been decided upon.

The Grocery Market.

Sugar—The market is steady at the present range of values and a small advance is not unexpected by some authorities, who are fortifying their belief by increasing their stocks. Indications lead to the opinion that the Trust and independent refiners are getting together, so far as uniform prices are concerned, and the adjournment of Congress may be celebrated by a considerable enhancement in values.

Canned Goods—Decidedly stronger, owing to increased demand, resulting, in most lines, in enhanced values.

Bananas—The few bright days we have just had will be the means of creating a demand and the fruit will soon begin to move quite freely.

Oranges—Are moving readily, now that the weather has moderated so it is safe to ship out. During the severe cold spell outside dealers became pretty well sold out and, consequently, were ready to buy. California fruit is in good condition and reasonably cheap. The navel are the finest for table use, although seedlings are fully up to standard for this time of the season and sell freely on account of being the lowest in price. The Sicily fruit rules low, but no great amount of it has reached this market up to the present. Through freight rates from the coast have been advanced and it is not probable that prices for the best grades of sound fruit will go much below present quotations.

Lemons—The demand is good, considering the season of the year, and prices are commensurate with the quality and condition. Some of the fruit which came through during the stormy weather shows some signs of having been touched by the frost just a trifle, but not enough to make a stir about or to cause a loss.

Dates and Figs—Move in common with the other staple items and the selling prices have varied but a trifle during the past two weeks. Local dealers have a good supply of the different marks and grades, excepting so-called pulled figs, which item they have closed out.

Twelve Delivery Wagons

Running from the Western Beef and Provision Co.'s establishment during the last few days were necessary to properly deliver the goods ordered at their counter and by mail, telegraph and telephone.

Startling prices judiciously advertised are making a big success of the biggest sale of meats ever known in Michigan.

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

The Grain Market.

The wheat market has been devoid of any new feature during the week. While French crop reports were of a bearish nature, Argentine wheat was offered at sixpence less, which offset the unfavorable French crop reports. Traders in this country are waiting to see how the winter wheat will come on, and at present writing we see no disturbing element, as the plant is well covered and has stood the winter so far. Though the acreage is less, the good stand may make up for the shortness in acreage. While prices remain firm for the season in this State, there seem to be more buyers than sellers at present. The large visible will not decrease much this week, owing to the small exports—something less than 2,000,000 bushels; therefore, the decrease will not be as heavy as last week.

Corn has sagged some and the supply is fully up to the demand.

Oats remain generally firm, while the supply for them is large; but they seem to be absorbed as fast as offered.

Receipts in this city during the week have been: wheat, 47 cars; oats, 80 cars; corn, 50 cars—an unusually large amount of corn.

C. G. A. VOIGT.

Purely Personal.

J. Wisler, senior member of the grocery firm of Wisler & Co., one of the pioneer institutions of Mancelona, was in town one day last week.

D. J. Sluyter, formerly in charge of the clothing store of Jonkman & Dykema, at Saugatuck, will be found behind the counter for Appel Bros., the new Monroe street clothiers.

Gaius W. Perkins and Chas. F. Perkins, respectively President and Secretary of the Grand Rapids School Furniture Co., leave Friday for New York, whence they sail Monday for a tour of the Windward Islands, returning via Cuba and Florida, where Mrs. Perkins and family have been spending the winter.

Wm. J. Lau, Secretary and Treasurer of the Buckley & Douglas Lumber Co. (Manistee), will shortly sever his connection with that corporation. Mr. Lau entered the employ of Buckley & Douglas in 1880 and, when the business was merged into a stock company, was elected Secretary. In 1887 when the M. & N. E. Railroad was incorporated he was elected Secretary and Treasurer of the company. Both responsible positions he has filled ever since with credit to himself and employers. He is a young man of integrity and will always be found foremost in the business and social world, no matter where he locates.

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Size 8 1-2x14—Three Columns.

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INVOICE RECORD OR BILL BOOK.

8, Double Pages, Registers 2,880 Invoices...\$2 00

TRADESMAN COMPANY,
Agents,
Grand Rapids, Mich.

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—HOTEL AND LUNCH COUNTER at railroad junction; good business in good location. Apply Lock box 10, Milan, Mich. 708

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. 197, 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 284, Big Rapids, Mich. 669

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 20x50, with 6x50 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

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 tinners' tools, invoicing about \$2,000. Cash sales last year \$7,000. No tin shop within 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 12 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 \$2,500. Address W. W. Parmelee, Mich. 706

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 than. 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. 635, care Michigan Tradesman. 635

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. 673

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

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 Dorr. For further information write J. C. Neuman, Dorr, Mich. 693

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. 617

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. 564

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

The Wholesale Trade of Grand Rapids.

In discussing this subject, I realize the necessity for reliance, to more or less extent, upon statistical information. I appreciate the general indifference and dislike for statistics. We must grant there is much defense for the man who said there are three degrees of lies: There are lies, damn lies and statistics. Yet, as I am compelled to rely upon figures in the presentation of the jobbing interests of our good city, and, well knowing they are too frequently glittering generalities, unreliable, even if not gross exaggerations—in fact, the superlative of the verb to lie—I have endeavored to gather my facts with such regard for accuracy that they shall be an exact statement of our position as the jobbing center for Western Michigan.

My statistics are for 1894. Our jobbing business suffered, as did all business, from the effects of the recent panic; yet these figures support my earlier impressions, gathered from frequent visits during the last eighteen months to other jobbing cities, that Grand Rapids passed through the ordeal with no more, but even less, loss in volume of trade than the average of the country at large. One conspicuous fact is, there has not been a failure in our wholesale lines in many years.

The jobbing trade of Grand Rapids is a business of comparatively recent origin. Careful enquiry shows that a distinctive wholesale business in merchandise was not done from this city until 1866, when Messrs. Taylor & McReynolds organized a wholesale grocery house, although the wholesale business appears in a limited way in connection with retail as early as 1862, developing to a moderate extent, in three years, when our honored citizen, Mr. Thomas S. Freeman, in the winter of 1865, made up a traveling salesman's grip and appeared as the pioneer jobbing commercial traveler of Grand Rapids, visiting the then remote hamlets of Big Rapids and Newaygo, gathering by the way such trade as could be found in the few wayside stores. No business could be done in the towns on the Lake Shore, for that business was held in the firm grasp of Chicago; nor could our pioneer commercial traveler get any trade from the towns on the Detroit & Milwaukee Railroad, as that was in the equally firm possession of Detroit. Business for Grand Rapids must then be sought from points these large cities did not reach. I recall amusing accounts which Mr. Brace (Phelps, Brace & Co.), W. J. Gould (W. J. Gould & Co.) and Mr. Wheeler (Johnson & Wheeler), all of Detroit, have recently given me of their experiences in this wild country just previous to and during the war. These merchants, now heads of large and prosperous establishments, were then either junior members or traveling salesmen for their Detroit firms, and our Mr. Freeman had no easy task to secure a share of the business for his firm, L. H. Randall & Co.

The boot and shoe business next appears, in those early days, as having a part in the pioneer wholesale trade, and in that line Mr. L. J. Rindge displayed the energy as a traveling salesman which has since made his firm second to none in Michigan. From this small origin has grown a jobbing business of large proportions, as the following statement will show:

Number of wholesale houses—54.
Different lines represented—26.
Capital invested—\$2,936,607.
Sales for 1894—\$11,408,574.11.
Number of traveling salesmen—191.
Number of other employees directly engaged in the establishments in Grand Rapids and having homes here, 702.

These figures are the more worthy of consideration, for the reason that all this volume of business has been wrested from Chicago merchants on the one side and Detroit on the other; and if any of my readers think that getting business away from Chicago is an easy undertaking, I would suggest he make a personal attempt. No doubt he will then appreciate the energy and force of character of our wholesale merchants, for these large cities had full possession of the market when Grand Rapids merchants appeared to test their right to the field.

Our city was not a distributing point for merchandise, as I have already said, until a very recent date. Other Western cities inaugurated their jobbing business at an early day in their career—not so Grand Rapids. This city was absorbed in its furniture manufacturing and great lumbering operations, and its jobbing opportunities were not improved by ourselves until in every line the position was thoroughly occupied by the houses of the larger cities. And what impresses me quite forcibly is that this business is almost entirely the product of Grand Rapids men and Grand Rapids capital. Like its furniture business, the men who developed these interests have been distinctively Grand Rapids men. I cannot call to mind a business that has not been the inspiration of home enterprise developed to the present proportions from small concerns. I would not claim that Grand Rapids is the only city possessing this trait, but I do say that it is a distinctive characteristic of Grand Rapids enterprise. It has grown in its mercantile interests, as in its manufacturing interests, through the ability and indomitable energy of its own sons.

Doubtless very few of our citizens realize the importance of this jobbing interest to our city, the capital invested, the employment given. We are accustomed to think that our manufacturing represents nearly all of these interests, yet here we have a capital of \$3,000,000 in active operation, besides the safe use it furnishes for bankable funds in its discounts and mercantile paper. Note the large number of persons finding remunerative employment in these establishments. How many families, think you, do these 191 traveling salesmen and 702 employees represent? We seldom think what an important factor all this is in our population and business development.

The jobbing interest is a very accurate indicator of the progress of Grand Rapids, and especially so of the growth of those sections of the State tributary to it. I am inclined to think that this interest is a truer test of this expansion than is the manufacturing industry. Manufacturing may be the result of some favorable condition or some fortunate combination of circumstance as was, I think, the origin of our great furniture industry; and, by the way, it would be interesting to make a historical study of that business and the conditions that led up to its present magnitude.

The jobbing business cannot be stimulated beyond the normal trade which the tributary region may demand; hence, I say, the growth is an accurate evidence of the development of the section and

the ability and enterprise of the men conducting the business.

A jobbing city cannot expect trade further than a radius which naturally belongs to that particular center. The trade is not only governed by the law of demand, but is much influenced by freight rates, both through and local, and local advantage, or disadvantage, in the matter of expenses and shipping facilities, for the profit margin on the jobber's sales is very narrow. There is always a debatable section—intermediate territory—which is the scene of "irrepressible conflict." The city possessing any special advantage in facilities, or especially energetic men in the business, will secure that trade.

Not many weeks ago the immense jobbing interests of the great city of Chicago met in local convention and formulated a demand upon the railroads centering there for concessions in freight rates. Such concessions, if granted, would, in the intense competition of to-day, give them advantages which would bring the debatable ground between that city and Grand Rapids many miles nearer our own doors. Were this demand favorably heard by the Chicago railroad managers, our Board of Trade must be in position to take up the same contest and bring to bear all the strength of our many interests in protest. Unless the same concessions are given this city, I can see here an opportunity for admirable work by the Board.

I do not wish to deprecate the work done in persuading establishments in other cities to locate here. The proper presentation to them of the advantages we can offer has been well done and should be still encouraged; yet I do think our efforts should be primarily directed to the encouragement and protection of the institutions that are here and have shown themselves a part of our success. For this there is work to be profitably done on lines of economy in municipal expenditure in developing our facilities for the business already here. This would tend to attract other jobbing lines—lines not now represented. Enterprising citizens are now erecting magnificent buildings especially adapted for wholesale trade, and it is desirable that these buildings should be occupied by distinctively new enterprises, and the proper way to encourage capital and business to locate here is to convince business men that they can conduct their business in this city with greater economy than at any of the competing points from which they would look to this section for trade. The future will demand that all business, especially the jobbing in merchandise, shall be conducted upon very close margins, and there is no doubt that these margins are to be so small that the factors of taxation and other business expenses—which might be called fixed charges—are to assume a relatively more important position than in past years.

The jobbing business is approaching that condition where the net profits upon its sales may not—perhaps do not—exceed 2 per cent. Competition may yet drive it below that. Now, if this condition of extremely low profits is to be permanent, the question of taxation may become of grave importance in deciding the location in this city of some new enterprise which needs to carry a large stock of goods. You will pardon me if I take a somewhat radical position in

WE WANT

BEANS

and will pay highest market price for them.

If you have any stock you wish to dispose of, seek headquarters for an outlet.

Dry Goods.**New Fabrics for Spring of 1895.**

We have a new line of ready-made curtains, plain and dado felts; plain and dado opaque; fringed and dado opaque. Good retailers at 25 and 50c.

Will also show this week Arnold's, Princess Duck, printed C. R. Pique, Drap de Viene, India Cashmere, White Star Percale, "Taffeta Maire," and Fraille Francaise, the last named a most beautiful fabric to retail at 20c per yard. The above goods are all new and it will pay every dealer to see our line before buying.

"Rustle" lining, Grass Cloth and all linen canvass, we have a complete stock on hand and can deliver at once. Silesias at 7, 8, 10½c all colors. The best goods in the market at the price.

Crash—Brown linen at 3½, 5, 6, 7, 8, 9, 10½c; Bleached linen 5, 7½, 9, 10½c. Cotton Crashes in plain and checked bleached and brown.

P. STEKETEE & SONS,

Wholesale Dry Goods,
Grand Rapids, Mich.

William Connor

will be at Sweet's Hotel, Grand Rapids, Friday, March 1, with a full line of samples in ready-made clothing in Men's, Youths', Boys' and Childrens'. Fourteen years with

Michael Kolb & Son,

Clothing Manufacturers,
Rochester, N. Y.

L. G. DUNTON & CO.

Will buy all kinds of Lumber—Green or Dry.

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

this matter, for right here is another opportunity for the Board of Trade and all business organizations and interests. Three per cent. taxation, with seemingly no other suggestion for relief by our municipal authorities from such a burden than to evade the constitutional limitation by further increase in assessments, is not an encouraging prospect for prospective new capital.

Let business organizations take prominent part in the effort to secure a municipal government for Grand Rapids on some other lines than those of political partisanship. Get an administration of able men who can, by wise expenditure of the public funds, show reduced taxation and good government as an inducement to business men with capital to seek our city.

Economy is to be the watchword of the future—not only economy in the conduct of private enterprise, but economy and prudence in public affairs; and let business men, who pay so large a share of the taxes, make themselves felt in such manner that we shall never again be told in the stress of such times as these, that, as a city, we cannot make the same retrenchment which the officials making such report are accomplishing successfully in their own business at the self-same moment. Experience teaches that, after a period of depression and low prices, it is very difficult, if not impossible, when improvement comes, to restore former prices or profits. The upward wave never rises to the former height. Then it is only by redoubled energy and unrelenting economy and efficiency in business management that the fair profit to which business is entitled can be secured. This work should not all fall upon the shoulders of the business men. They are willing to contribute a fair share from these profits for public expenses and are entitled to a decent regard for their capital and business as taxable property by an assurance that public funds shall be used in the most economical manner—not as we see in city government of to-day, conducted seemingly to secure the least possible return for an expenditure that is restrained only by charter limitations. Reduced taxation must come, if our jobbing and other business interests are to be relied upon, for further development of our city.

The jobbing business of our city should be loyally supported by all its other interests. Purchases should be made here when they can be made at, or nearly at, the same figures as offered by some larger jobbing point. This is the true way to build up Grand Rapids. Buy here when it can be done; contribute your share toward the development of our trade. It may return to you like "bread cast upon the waters" after other days by increased opportunity for your own business. If a business located here cannot offer as advantageous inducements as some other point, it is not fitted for our locality and is unworthy the name of Grand Rapids and should pass away. Encourage in this way your home trade, that which belongs to our town rather than offer inducements to some moribund institution that hopes to have a new lease of life injected into itself by the fictitious methods so much in vogue of late. Allow other towns which cannot attract new enterprises without such schemes to take them.

Grand Rapids has inherent strength that makes it independent of such methods.

The statistics I have quoted show a splendid development of our opportunities. Yet, I can see that there are some lines that can be further expanded and new ones organized that are not now represented at all.

In noting the development of our city I have frequently compared it in past years with similarly situated inland cities; in general characteristics we resemble Columbus, Ohio, or Rochester and Syracuse, New York. Their business situation is much like ours, either between or surrounded by large cities, and these relatively unfavorably located cities have accomplished an immense jobbing business, nearly all lines being represented in them. From my first visits to those towns some twenty-five years ago to sell furniture, I took my first object lesson in town growth, which I have followed by continually comparing our city with them, for in business and population they have been during the quarter of a century about ten years in advance of Grand Rapids. They each have a jobbing business so extensive that it bears a very important relation to the prosperity and development of the town. My faith in the invincible courage and energy of our business men makes me confidently prophesy for them the same growth which, along correct lines, will give them all Columbus or Rochester have secured.

During the past two or three years my relations with the wholesale grocers of Michigan have called me frequently in conference with business men of cities in other states, and often have I felt a pardonable pride in the pleasant encomiums passed upon the business reputation of this city. Especially has it been commended for the fraternal spirit existing—that feeling that the interest of one is the interest of all. This spirit was evident as I sought the information I needed for my statistics. The willingness to afford it, even if the demand was for strictly private facts, if needed for the common welfare, was so apparent that I cannot close without thanking the wholesale merchants of this city for their kindly and courteous assistance in my effort to ascertain what we are really accomplishing in our jobbing interests.

WM. WIDDICOMB.

Signal Five cigar, all imported stock, 5c.

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber

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.**

OYSTERS

are high and hard to get, but

Allyn Has Them

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106 Canal St.

CHAS. A. MORRILL & CO.,

Importers and Jobbers of

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21 LAKE ST., CHICAGO, ILL.

USE FLAVORING JENNINGS' EXTRACTS

SEE QUOTATIONS.

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.

**SILVERETTES
ARGYLES
GARNETINES.**

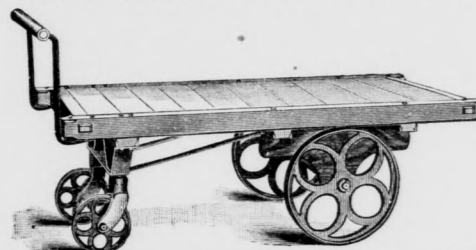
Our salesmen are showing them and they go like the "hot cakes" that you read about. Be sure and see them.

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This truck will be found especially adapted to the wants of Merchants. We make them to fit elevators or scales, and thus do away with transferring from truck to elevator or scales, and vice versa.

The front wheels being casters, the truck will turn in its own length and can be run on elevator or scales from any angle. The wheels are so large in diameter, and so much of the weight of the load comes directly over them, that one man can carry twice as much on it as upon any other truck made; and instead of the ordinary rigid rest in front, there are two caster wheels, the operator can turn truck in any direction with great ease. 22 sizes in stock.

LANSING WHEELBARROW CO., Lansing, Mich.



A WEEKLY JOURNAL DEVOTED TO THE
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E. A. STOWE, Editor.

WEDNESDAY FEBRUARY 27.

THE EUROPEAN METHOD.

In European countries, where public affairs are put in the care of the ablest statesmen, the people do not concern themselves with matters of public policy; but, as in the case of government finance, for instance, they are content to leave them to their wise men, confident that all will be done for the best.

In nothing is wise and patriotic statesmanship so important as in the management of government finance, since, if the taxes are made to bear too heavily on the people, a revolution and the overturning of the government may result. Therefore the European financiers have a delicate and formidable task to provide for the enormous expenses of conducting governments in providing for large families of the royal blood; in maintaining vast armies and naval establishments; while, at the same time, keeping the taxes within the limits of popular endurance. And all this has to be done in countries that are impoverished by the exhaustion of their resources, by the cultivation of the lands for more than a thousand years, by the working out of the mines, by the cutting down of the forests, by the lowering of wages through the overpeopling of those countries.

In the United States, every individual, great and small, learned and ignorant, wise and foolish, aspires to dictate the financial policy of the nation, and, so far as results go, one seems to have just as much influence as any other, the consequences being that no conclusion is reached by Congress, and, while complete confusion reigns at home, the public credit is at the mercy of foreign capitalists, who are constantly draining the treasury of its gold and foreign, repeated issue of high-interest Government bonds.

While all this is going on, Congress, the only power that could give any relief, is hopelessly broken up into financial factions, each one of which is opposed to all the others. Each faction represents some particular class interest, and will consent to nothing that is not specially for the benefit of the particular interest it advocates, and no consideration is given to the good of the country at large.

And while this state of things exists,

and no agreement on any policy can be had, the country, which is in the midst of financial troubles and an industrial depression, must continue to suffer, and the treasury will have to be maintained upon a makeshift, hand-to-mouth routine. This public finance, like a ship without a rudder, left to its fate, is drifting on the rocks of depreciated credit, if not of bankruptcy; while every wild theorist and furious factionist is haranguing on the supposed superiority of his plan of finance, and denouncing all the others.

Despite the general confusion, there is a sort of drift to the opinion that the only way to remedy the evil is for the Government to create unlimited money out of nothing, and then distribute it out broadcast to all who need it. The ability to make something out of nothing is one of the exclusive attributes of Deity, and an attempt by a lot of impracticable political theorists to do it must result in a miserable failure.

THE SYMPATHETIC STRIKE.

There are two notable weapons threatening in the hands of strike leaders—the boycott and the sympathetic strike. The first is ineffectual, on account of its repugnance to the American love of fair play and detestation of that which is underhanded and sly, and the latter is as ineffectual, because based on false premises. Yet both are wielded regardless of the fact that their blows invariably fail as to the end desired.

It would be supposed, from their experience in the railway union strike last summer, that the "boards of walking delegates" would hesitate to attempt its use again. Yet we hear that to settle the disagreement between the electrical workers and their employers in New York, 25,000 carpenters, plasterers and masons will be "ordered out," and, if this is not effectual, the 175,000 members of the building trades unions of that city are to be included in the order. It would be difficult to account for the temerity prompting such an order on any ground than that the delegates overrate their power and, as is so often the case when the irresponsible are invested in a "little brief authority," must needs exercise it to the utmost at the first opportunity. In this case it is impossible to foresee the extent of the damage that might result from obedience to their mandates. If 175,000 men cease work, three-quarters of a million of men, women and children will be deprived of their usual support, and the secondary loss to trade and the interference of riots and disorders in such cases will swell the aggregate. It is probable that it is too soon after the examples of last summer for this strike to attain any great proportions.

The reason the sympathetic strike can never succeed is that it is based on the idea that there is an inherent antagonism between labor and capital and that either can be united against the other. There is no such antagonism, and the development of intelligence in the industrial ranks enables them to comprehend this fact to such an extent that they will not enter with any expectation of success into a contest on that basis. Unfortunately, the false principles of unionism in the hands of ignorant and unscrupulous labor demagogues lead its adherents to commit themselves to an obedience that must respond to such mandates, regardless of the fact that the majority know

that such strikes are, and always must be, hopeless. There can be no safeguard against such attempts until the intelligent workman refuses to submit himself to an authority that compels him to act against his best judgment.

There is an injustice in interfering with one industry to compel it to assist in coercing another that must cause it to submit to the most serious losses before yielding. The railway managements of the United States stood like a wall in the summer strikes, not on account of an interest for Pullman against his workmen, even if they had such interest, but because of the injustice of being compelled to interfere in a fight that was not their concern. This attempt was based on the idea that capital is a common enemy to labor.

THRIVES ON OPPOSITION.

There is considerable wisdom in the suggestion of Mr. Van den Bosch, of Zeeland, set forth in his communication elsewhere in this week's paper, relative to the position merchants should assume when the agents of outside houses invade their territory for the purpose of victimizing the credulous portion of the community. No inconsiderable number of merchants share Mr. Van den Bosch's belief that few people who are really desirable customers are inveigled into sending abroad for goods and that those who are influenced by the specious promises of strangers become better customers after counting the cost of one transaction of this character.

The Chicago scheme naturally recalls the experience of many merchants during the time of the P. of I. excitement, four or five years ago. It will be remembered that in those localities where the P. of I. plan was denounced the most strongly and fought the most bitterly, it thrived for a time like a green bay tree and proved to be a thorn in the flesh of reputable merchants for several months. On the other hand, in those localities where the craze was not opposed by the mercantile fraternity, but where, through concert of action, the merchants desisted from denouncing the temporary mania of the farming classes, the P. of I. doctrine attracted little attention and obtained comparatively few adherents. It is not unlikely that the same conditions will prevail in connection with the new craze introduced so industriously and shrewdly by the Chicago Supply Co. and kindred concerns. Anyway, it would do no harm to try the experiment and THE TRADESMAN heartily commends this plan to its friends in trade.

Through the courtesy of Mr. Wm. Widdicombe, THE TRADESMAN is able to present to its readers this week the full text of his response to "The Jobbing Trade of Grand Rapids," delivered at the recent Board of Trade banquet. No other person in the city is so well qualified as Mr. Widdicombe to do the subject justice, and all who peruse his contribution will be surprised at the great amount of interesting matter he has been able to glean and group in consecutive order. The history of the jobbing trade of this market is safe in the hands of so competent and painstaking a historian as Mr. Widdicombe.

The newspapers have a great deal to say nowadays about the price of bread, denouncing the "greed of the bakers"

and presenting formidable arrays of figures purporting to show the enormous profits made by them. As a matter of fact, there is more profit on a glass of whisky or a schooner of beer than on a dozen loaves of bread. Why should the baker continually be made the brunt of such attacks, while the brewer and saloon keeper are never taunted with their ill-gotten gains?

Reply to Mr. Steele, of Advance.

CHICAGO, Feb. 23.—In reply to the complaint recently registered in your columns, relative to the alleged annoyance caused by the inserting of circulars in our package brand, we beg leave to send you, in the envelope with this letter, one of the slips which we put in our packages, calling attention to the quality of our coffee and any advertisement we desire to call the attention of the consumer to. This thin piece of paper could certainly not clog or break a mill. We also put in a doll, which is in great demand by all families, and enclose one of them herewith that you may see it. This is all that goes into the package, and we think you will see that it is nothing that will interfere with anybody's mill. We cannot understand why the party writing this article should take the position he does. We do not think in doing this we are working against the interests of dealers, for we are certainly creating trade for them when they sell our goods.

W. F. McLAUGHLIN & Co.

New Grades of Hay.

New grades of hay for general use in the different parts of the country were established at the recent national convention held at Cleveland. It was decided that No. 1 timothy should be timothy including not more than 20 per cent. of other tame grasses, properly cured, good color and well baled. No. 2 timothy must not include over a third other grasses together with No. 1 timothy. No. 1 clover mixed must be at least half timothy, good color, sound and well baled. No. 1 clover hay must not include over 5 per cent. other grasses. No. 1 prairie upland may contain 25 per cent. midland of good color, well cured, sweet, sound and reasonably free from weeds. No. 2 prairie upland of fair color or midland of good color.

The Clover Seed Situation.

The export demand so long eagerly hoped for has not materialized and prices are lower. The Government has taken up the charges that seed intended for export account is adulterated. Efforts are being made to locate the evil, providing such a thing exists, and it is proposed that the Government test the different lots intended for foreign shipment. Leading seed dealers at Chicago, Toledo and other big markets, insist there is nothing in the charges and hint that any mixture of foreign substances is made long after the goods leave this country.

The Drug Market.

Opium is firm and an advance is probable.
Morphia is unchanged.
Quinine is in active demand at firm prices.
Sub nitrate bismuth has declined.
Alcohol has advanced 4 cents.
Balsam Peru has advanced.
Oil cubebs is lower.
Oil anise has declined.
American saffron is higher.
English vermilion has advanced.
Beeswax is scarce and higher.

Don't order meats in any quantities without getting prices from the Western Beef and Provision Co., 71 Canal street, Grand Rapids.

BICYCLE FAMINE.

Such a Condition Predicted by a Local Authority.

Written for THE TRADESMAN.

There seems to be a general impression that bicycles will be cheaper before the season is over—there being so many engaged in their manufacture as to cause an over-production—while, in fact, from present indications, there will be a bicycle famine before the retail season is fairly opened. There are a good many bicycle factories, to be sure, but how many of them make their own forgings, etc.? There are only two tube works of any importance in America, and only about three good sized forge or cyce fitting companies, all of which have more orders now than they can fill by August 1 by running night and day. The factory which has not already a good supply of tubing will have to take up with anything it can get, and dealers who have contracts for wheels with specified dates of shipment will get what the factories can make. This will, also, be the case with sample wheel orders, especially if the wheel is in demand or at all popular. One of the largest manufacturers of cheap wheels ran short last year before the season was over; and while they have made calculations on doubling their output this season, the trade will more than double, and already the entire output is sold. One manufacturer of a medium priced wheel whose output last season was 6,000 wheels, has already contracts for 20,000 wheels. Dealers who can anticipate their sales should place their orders with their jobber or manufacturer in advance in order to be sure of being supplied. You may say, "Oh, there will be plenty of wheels to be had." There will be, no doubt, but the most desirable and best sellers are what everybody wants, and only the culls will be left.

Mr. White, in his article last week, advised dealers to "buy light" and "buy a sample wheel." That is good advice. Buy a sample to be shipped at once for exhibition, but if you expect to sell fifty wheels, place an order for at least twenty-five to be at your disposal by June 1. Your jobber or manufacturer then knows how to provide for you. If you are afraid, why should not the manufacturer of jobber, also, be afraid? Do not buy of every agent who comes along, but confine your business as nearly as possible to one good house. Conduct your bicycle department on a business basis. If you expect to sell two carloads of nails, you don't order ten kegs, or if you expect to sell five tons of binder twine, you don't order 500 pounds.

Mr. White intimates that considerable consignment business is being done in the bicycle business. Personally, I do not know of but one manufacturer who is doing this kind of business, and this is because the goods are not good enough to be sellers. If any agent offers to consign bicycles to you, you can make up your mind that there is something radically wrong, and you had better not handle them at all than sell something which will not give satisfaction. If you are just starting in this business, be careful to buy of a reputable house. Buy something that you are sure is all right and then push it. There are plenty of good wheels on the market, although Mr. White would give us to understand that there are only five high-grade lines made. The following are only a few of the high-grade wheels now manufactured: Cleveland, Stearns, Sterling, Union, Spalding, Eagle, Tribune, Rambler, Winton, Columbia, Fowler, Czar, Victor, Keating, Phoenix and numerous others which have not been advertised as thoroughly as some of the above, and are, consequently, called medium grade.

The fact is that some of the newer factories are completely outdoing the older ones, and the wheels which have

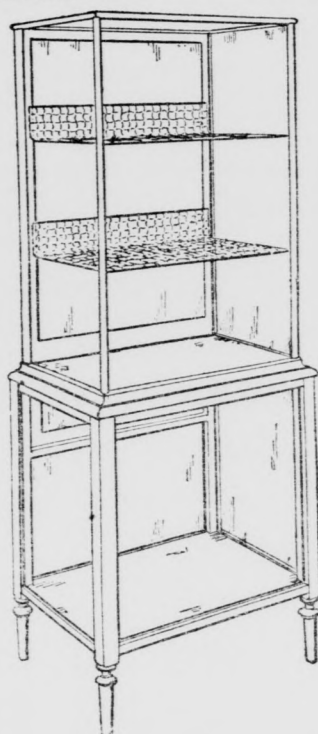
sold on their name and past reputation are not being as eagerly sought after as in the days of yore. For instance, the Columbia was the leader for a time, but who will say that it is today? Out of nine dealers in this city, none handle the Columbia. In the city of New York the agent who has always made the Columbia a leader is now handing a wheel which sells for \$25 more than the Columbia, and which is up-to-date. The old makers do not make improvements until forced to do so by the younger element. The single downward frame, the wood rims, narrow-tired, light, rigid wheels, was it the old standby factories which introduced them? Ask any agent who chooses to call upon you.

You cannot go far astray in making any of the above lines a leader, so far as quality is concerned, but this is not all the necessary qualification for a dealer to look at. He must have a seller, and to be such, it must have some features better than your neighbor's talking points—choice of tires, detachable sprocket, detachable cranks, rigidity, up-to-date tread, etc. The day is past when wheels sell on past reputation only. Get a good line and you will do a good business. The profit to the dealer is by no means as large as represented in Mr. White's communication, but it is as good as is made on any other article of the same price.

To be a good salesman a person should be a rider—ride the wheel you are pushing and so show your confidence in it. You will learn more about a bicycle in a month's riding than in a year's taking. W. B. JARVIS.

A scientist has calculated that a single pair of rabbits, if all the young were kept alive, would in four years multiply into 1,274,840 rabbits.

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



NEW SPONGE CASE.

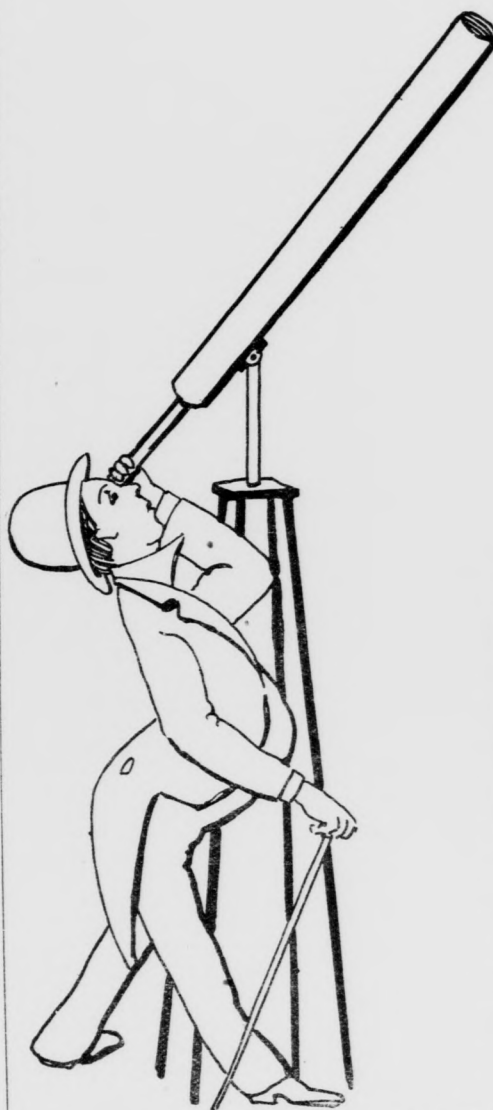
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Write for prices of any showcase needed.

55-57-59-61 Canal St.,

GRAND RAPIDS, - MICH.

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We will be pleased to show and explain our system without any expense to you. Drop us a card.

Every essential feature of the CHAMPION is fully protected by patents owned and controlled by the Champion Cash Register Co. Users will be protected and infringements will not be allowed.

Merchants desiring to inspect our registers are requested to drop us a card, so that one of our agents can call when in the dealer's vicinity. It will cost nothing to see the machine and have its merits explained.

It Brings SYSTEM to Every Retail Store.

You CAN'T Afford to be Without It.

Your CLERKS Will Like It

because it inculcates business methods which enable them to attend to your business in a more methodical manner, which saves you money.

Manufactured only by

CHAMPION CASH REGISTER CO., Grand Rapids, Mich.

THE LITTLE OLD LADY.

I have been a private nurse for a number of years, and have had, of course, some adventures both tragic and otherwise. I do not think, however, that anything ever thrilled me more—I do not think my sympathies were ever more fully aroused, and my sense of justice more stirred to its depths—than in the story which I am about to tell.

At that time I lived in a large city not a thousand miles from Grand Rapids. When not engaged in my profession, I occupied rooms, with another nurse, on Baker street. On a certain night, about a week before Christmas, I went to bed at my usual hour. I was just dropping asleep when my bell rang. I got up hastily, dressed myself and went downstairs. I opened the hall door and found a gentleman standing on the steps.

"Does Miss Lawrence live here?" he asked.

"I am Miss Lawrence," I replied.

"Good!" he answered. "I have a case for you. Can you come at once?"

"Are you a doctor?" I asked.

"Yes, Dr. Butler. I want a good nurse at once. It's for a child. I will wait until you are ready. How long will it take you to get ready?"

"Ten minutes," I replied. "Will you wait in this room?" I threw open the door of a little parlor as I spoke.

"No," replied Dr. Butler, "there's a cab outside. I'll sit in it until you come."

I ran back upstairs. In less than ten minutes I rejoined the doctor and we were being driven rapidly away.

"Where are we going?" I asked of him.

"Into Hyde Park," he answered. "My little patient is in a boarding-house there. I will describe the case as we drive along," continued the doctor. "Your little charge is a boy nine years old. He has just recovered from a severe attack of diphtheria, and, to-day, I am sorry to tell you, shows unmistakable symptoms of paralysis. He has no mother and his father is away a good deal. I want you to take entire charge of him. If you require extra help you must get it, but I wish you to be responsible."

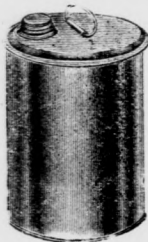
"Yes," I answered. "I am fond of nursing children," I continued, after a pause.

"I have heard so," replied Dr. Butler, "and that is the reason I came to you. It is most important that the boy should have someone with him who understands his temperament. He is a highly strung, nervous lad, and I rather fancy some people in the house have been playing upon his weakened nerves. I don't at all like the place he is in, and I shall be glad to get him away as soon as possible. That, however, is out of the question for the present."

The cab turned down a dreary side street at this moment, and the next instant we drew up in front of a tall house. No gardens were there except in name. The houses were high and narrow and old-fashioned in build.

As the doctor and I ascended the

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

Syrup Cans per 100.

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

BREAKFAST COCOA

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

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MILL HOSE,
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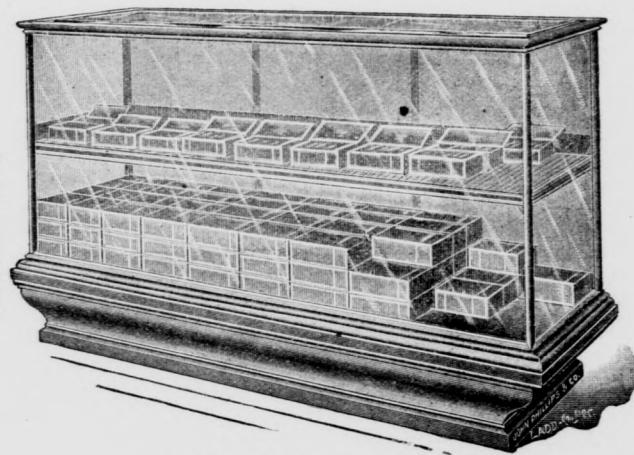
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TRADE MARK

Show Cases,
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PHILLIPS' CASES.
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Silent Salesman Cigar Case. Send for Circular.

J. PHILLIPS & CO., Detroit, Mich

THEY ALL SAY

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

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



JOBS IN RUBBERS!

Just the thing for

- - A LEADER.

WRITE FOR NET PRICE LIST BEFORE THEY ARE ALL GONE.

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

stairs, I asked him the question, "What is the child's name?"

"Harold Earncliffe," he replied.

"You said he is nine years old?"

"Yes."

"Is he the only child?"

"Yes."

"Is his father home at present?"

"No. The boy is altogether in the hands of servants, who, I fear, neglect him shamefully—in short, you are only just in time."

He opened a door on the third landing, as he spoke, and we entered a large room.

It was past midnight and the child ought to have been asleep. The room should have been darkened; perfect and soothing silence should have been the order of the hour. Instead of this, we came upon a scene of heat and confusion. Three or four gas jets were flaring high and a huge fire was burning in the grate. The little patient lay propped up on his pillows, looking round him with flushed cheeks and burning eyes, while two ugly women sat over the fire enjoying strong potations of whisky punch. One of them staggered to her feet when she saw us. She was not tipsy yet but probably would have been so soon. She came up in a menacing way to the doctor.

"Well, sir," she said, in a shrill voice, "we were just settling for the night, and Master Harold is much better."

"Go out of the room," said Dr. Butler, angrily. "How dare you keep the child awake after the directions I have given you? Go away at once and take that woman with you."

"Oh, no," piped a small voice from the bed, "don't let Georgiana go away. She tells me about the little old lady. She brings me messages from her. I want Georgiana. Don't send her away, please, please."

"Hush, Harry," said the doctor. "You shall see Georgiana in the morning, if you still wish it, but not now. This is the middle of the night, my little man, when birds and flowers and little children ought to be asleep. See! I have brought a nice nurse to look after you. You will be much better after she has made you comfortable."

"I'm very hot now," said the boy, "and the gas hurts my eyes. But Georgiana promised to tell me another story about the little old lady when she had finished her punch. I do so want to hear it. May I hear it?"

"To-morrow, my boy, to-morrow."

"Go away," continued the doctor, turning with flashing eyes to the women. "I shall telegraph your conduct to Major Earncliffe if you stay another moment in this room. Take that stuff with you!" (He pointed to the table which contained the whisky and glasses).

Something in his manner cowed the pair and they departed, muttering. As soon as they had gone, I put out all the gas lights but one and turned that down low. I then opened the window farthest from the child's bed. The room positively reeked with the smell of whisky and gas. Dr. Butler stood near the mantelpiece. The nervous look in the boy's large eyes was apparent. He was shivering all over and looked like a child overcome with nervous excitement and mortal fear. I did not like his condition at all and was anxious to begin caring for him. Dr. Butler advanced to the door, beckoning me to follow.

"Now," he said, when we were out on

the landing, "you will have to keep those women out of the room at any cost."

"I will willingly do so if I can," I replied, "but one of them is the boy's nurse, is she not?"

"Yes, but she is to be his nurse no longer."

"Is that the one named Georgiana?" I asked.

"No, the nurse's name is Lydia—Lydia Perkins, I think. Georgiana is, in my opinion, an even more dangerous woman than Lydia. She is servant to an old lady who lives on the drawing-room floor, and she and Lydia are great friends."

"The old lady about whom the boy spoke?"

"Yes. He has been raving about her, off and on, all through his illness. Now, I need not say more. I will be around the first thing in the morning. Keep the door locked against those women. I will be responsible for the consequences."

I was most willing to obey. Words cannot express the dislike with which I had viewed the pair. The neglected condition of the child was quite sufficient to explain the state of his nerves. It was a wonder that, under the circumstances, he had survived such a terrible illness as diphtheria. Dr. Butler went away and, with a strong sense of satisfaction, I turned the key in the lock and put it in my pocket. Then I approached my little charge and, sitting down by him, began talking in a pleasant way. He needed sleep badly but was too excited to sleep at present. I knew that he must get accustomed to me, must rest a little on me, before he is poor little tired strained nerves could be in the least soothed. I took his hand in mine and felt his small but rapid pulse. His eyes were bright and had a hard look about them and his little lips were hot and dry. I warmed some milk and made him drink it. I then bathed his face and hands and straightened the sheets. He looked at me with his great staring eyes all the time I was attending to him.

"What's your name?" he asked, after a time.

"Miss Lawrence," I answered.

"Lawrence!" he repeated, "Laurie! I once knew a boy called Laurie. He was a great friend of mine at school. May I call you Laurie?"

"Yes," I replied, "and I will call you Harold. You see I have found out your name."

"Isn't Georgiana coming here any more?" he asked.

"Not for the present," I answered.

"Nor Lydia?"

"No, not now," I said again.

"And you are going to take care of me all the time, Laurie?"

"Yes, until you are well. I love little boys."

"Do you? Lydia says, 'Drat that child! And Georgiana'—he shuddered and a tremble ran through his frame. "Only I like to hear about the little old lady," he continued; "she's sweet, she's so sweet."

"I dare say I can find out about her," I answered. "But we won't talk about anyone or anything more to-night. You shall tell me anything you like to-morrow. Now, I'm going to put out the light and you must go to sleep."

"Where will you sleep?"

"I'll sit here by you. I'm not going to sleep."

"Oh, yes! The little Georgiana can't come in," he said and gave a sigh of absolute content, and the next moment his heavy eyes had closed in gentle slumber.

The room was fresh and cool now—not cold, of course, but cool. I shut the window after a little and built up the fire. The child slept on. Once or twice, as the night progressed, I heard the handle of the room door softly turned and then footsteps stealthily retired. There was little or no noise made, however, and the boy never moved.

In the morning he was decidedly better. When he opened his eyes and saw me sitting by his bedside, he smiled and said in a sweet little affectionate voice:

"I was dreaming about you, Laurie. I thought that you and I and the little old lady had gone away together, and that wicked Lydia and Georgiana were left behind."

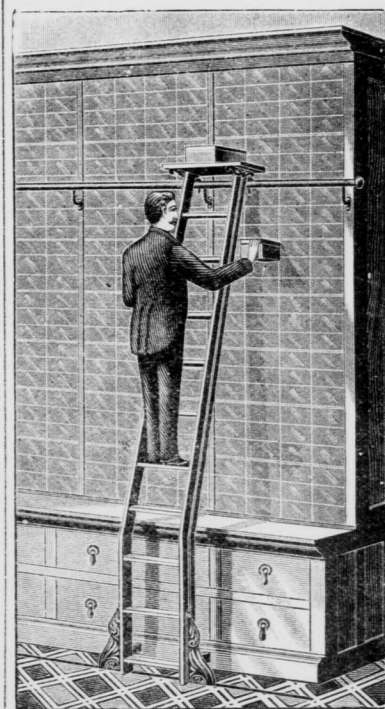
I longed to know why he called the two women "wicked," but did not like to excite him on the subject then.

When the doctor came he pronounced the child much better. On leaving, he again called me out on the landing.

"I have telegraphed to Major Earncliffe," he said, "and he will probably arrive here to-day. I have also seen Lydia and forbidden her to come to this room. The woman raves and storms, but nothing will induce me to allow her near the boy. Now, the question is, Can you keep her out? She is certain to make violent efforts to reassert her authority, and, if possible, to get a footing again in the sick room."

"I can scarcely do this alone," I said. "The child seems to me to be in a most neglected state. He is half starved."

CYCLE STEP LADDER.



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What he requires is good food and plenty of it. I want to be able to go out and get what is necessary, or, at least, have a messenger who will bring me what I need. Miss McKay, who shares my rooms on Baker street, has no case on at present, and perhaps she could come here during the daytime, until the boy is fit to be moved."

"That's a capital idea," said Dr. Butler. "I will go myself and fetch her. Between you both you will surely be able to keep those she-wolves away from the boy."

In an hour's time Miss McKay had joined me. She was a capable woman of about forty. She had been a nurse for a long time and knew a great deal about sickness. She thought the boy would do well, but said that his nerves had been cruelly played upon, and that he would probably not regain strength until able to be moved.

"I don't like those women," said she. "I met the one they call Lydia on the stairs as I was coming up. She gave me a wicked glance. She has a bad face, a cruel face. She could make a child's life a very hell."

"Laurie, come here," called little Harold from his bed.

I went to him at once.

"Is Lydia coming back?" he inquired, looking up at me in a proud, brave sort of way that took my heart by storm. His eyes were so anxious but his lips were so firm.

"Is Lydia coming in soon?" he inquired again.

"No," I said, "she is not coming in at all to-day, Harold."

"Oh," he answered, with a long soft breath of relief.

"And Georgiana?" said he after a minute.

"You won't see Georgiana, to-day, either," I answered.

"I don't like Georgiana," he said, with a frown between his brows, "but I like her stories. She tells me about the little lady—the little old lady. I love her, you know—I love her dearly."

"You must tell me about her," I said, taking his hand in mine. "Who is she and where does she live?"

"She's the drawing-room lodger and she's quite an important person. She's so pretty. She sits in her window, and, whenever I'd go out I'd look up at her, and she'd look down at me and nod and smile. She wears a white cap, but not whiter than her hair, and she's generally knitting. She's a very busy little lady—she's never idle for a moment; but she's never too busy to nod and smile at me. I love her dearly, dearly."

"What is her name," I asked.

"I don't know her name—she's just 'the little old lady.' She sends me messages by Georgiana—Georgiana is her maid—and lately she has sent me chocolates—big boxes of chocolates. 'For the polite little gentleman on the third floor,' she says. Isn't it dear of her? I do love her so. I don't like Georgiana, but I love her. I am very, very anxious to get a message from her to-day. She knows I am ill and she sends me a message every time Georgiana comes into the room."

Harold's cheeks became flushed while he spoke. I knew I must humor him as much as possible. I told him that Georgiana could not come back to him, but that I would try and get a message from the old lady some other way.

Soon after that I went out, leaving Miss McKay in charge. I bought a chicken, some grapes and other necessary nourishment for my little charge and hurried home. The boy interested me greatly. As I was hurrying along my way, I suddenly remembered his story about the little old lady, and it occurred to me that I would walk on the opposite side of the street and see if I could get a peep at her sitting in her window.

Yes, she was there; she was there in her white cap, with her soft hair, like floss silk, surrounding her little old face. Her dark eyes turned frequently to the window, and, in one of their outward glances, met mine. Perhaps she recognized who I was by my dress, for, all of a sudden, she nodded in the most friendly, eager, questioning sort of way. I knew perfectly well that she wanted to ask me how Harold was, and I resolved to knock at her door on my way upstairs and tell her. Perhaps she would give me a message to take to him, and I thought how pleased the little fellow would be if she did.

Accordingly, on my way upstairs, I knocked at the drawing-room door. It was opened immediately, not by the little lady, but by Georgiana.

"Now, what do you want?" she said, in an impudent voice.

"I wish to tell your mistress that Harold is better," I said firmly. "Can I see her?"

"No, you can't," snapped Georgiana. "My mistress never sees strangers."

I heard a sweet old voice within say something, but Georgiana barred my way with her stout presence. "My mistress never sees strangers," she repeated. "I'll take her the message about Master Harold." And she shut the door in my face and locked it.

I went upstairs oppressed by a queer sense of anxiety. I did not at all like the position that little lady was in. I was powerless to interfere, however, and tried to banish the subject from my mind.

Major Earncliffe arrived that evening, and Lydia was dismissed without character and at a moment's warning. He put little Harold absolutely into the care of Miss McKay and myself, and he soon began to repay us for the care we gave him. He was an easily managed, sweet-natured child, and the only thing about which he gave us the slightest trouble was the little lady. He talked of her morning, noon and night—she seemed to have got on his brain. If neither Miss McKay nor I managed to see her in her window at least once during the day, his eyes would fill with tears and he would turn his face to the wall.

"I love her so dearly," he would say; "she's so sweet, so sweet."

"But you never spoke to her in your life—you don't even know her name," said Miss McKay.

"That doesn't matter," he answered; "she's my little lady and she's so sweet."

One day I missed her from her place in the window. I did not tell this to Harold, but when I met my landlady I asked if the lodger on the drawing-room floor was ill.

"Not that I know of," she answered, in a cold, reserved sort of voice.

I felt certain she wished to conceal something, and perhaps her manner, joined to my own nervous fears, prepared me for the next event in this queer story.

I was obliged to go downstairs late one evening, long after the hour when most of the inmates of the house were supposed to be in bed. The landlady had forgotten to send me up some lemons for Harold and I went down to fetch them. I was surprised to see lights on the drawing-room floor and stepped back for a moment, just in the recess of the hall landing above the dining room. I need not say that my heart leaped into my mouth, that my eyes grew suddenly dim, that it was with the greatest effort I could keep myself from falling or screaming aloud.

The drawing-room door was wide open. Figures were moving about and lights were burning. The next moment four men tiptoed up the stairs in their stocking feet, carrying a coffin between them. The coffin was of the cheap sort—I could see that even in the distance. It was carried straight into the drawing-room and then the door was closed behind the men. They came out after a minute or two, having left the coffin behind, and went softly down the stairs and out of the house. The gas on the drawing-room landing was then immediately put out and all was dark and still. I tottered upstairs, trembling in every limb, and I need not say that Harold was obliged to do without his lemons that night.

There was a room inside Harold's room, where Miss McKay and I slept. The room had two doors, one opening onto the landing, the other into Harold's room. I went there and threw myself on the bed.

"You must attend to the child to-night," I said to Miss McKay. She looked at me in some surprise, as it was not her turn to sit up; but she was a woman of few words and much perception. She saw that I had received a shock of some sort, and so, forbearing to question me, she went softly into the child's room.

People sometimes make the statement that they have spent the entire night without a wink of sleep. This remark may, as a rule, be taken with a reservation, but in my case it was literally true. I did not close my eyes in slumber during that long and terrible night. I felt convinced that foul play had been going on downstairs—in short, that the little lady had been murdered. I shuddered.

[To be Continued.]

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Complete set of ten - - - - - 50c

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

CHICAGO

Nov. 18, 1894

AND WEST MICHIGAN R.R.

GOING TO CHICAGO.

Lv. G'd Rapids 7:15am 1:25pm *11:30pm

Ar. Chicago 1:25pm 6:50pm *7:30am

RETURNING FROM CHICAGO.

Lv. Chicago 8:25am 5:00pm *11:45pm

Ar. G'd Rapids 3:05pm 10:25pm *6:25am

TO AND FROM MUSKOGON.

Lv. Grand Rapids 7:25am 1:25pm 5:30pm

Ar. Grand Rapids 11:45am 3:05pm 10:25pm

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

Lv. Grand Rapids 7:30am 3:15pm

Ar. Manistee 12:20pm 8:15pm

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

Ar. Charlevoix 3:15pm 11:10pm

Ar. Petoskey 3:45pm 11:40pm

Trains arrive from north at 1:40 pm and 10:30 pm.

PARLOR AND SLEEPING CARS.

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

*Every day. Others week days only.

DETROIT,

Oct. 28, 1894

LANSING & NORTHERN R. R.

GOING TO DETROIT.

Lv. Grand Rapids 7:00am 1:20pm 5:25pm

Ar. Detroit 11:40am 5:30pm 10:10pm

RETURNING FROM DETROIT.

Lv. Detroit 7:40am 1:10pm 6:00pm

Ar. Grand Rapids 12:40pm 5:20pm 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 5:20pm

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DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD.

Trains Leave +No. 14 +No. 16 +No. 18 +No.

G'd Rapids, Lv 6:45am 10:20am 3:25pm 11:00pm

Ironia Ar 7:40am 11:25am 4:27pm 12:35pm

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 5:05pm 8:50pm 7:30am

Pontiac Ar 10:53am 3:05pm 8:25pm 5:37am

Detroit Ar 11:50am 4:05pm 9:25pm 7:00am

WESTWARD.

For Grand Haven and Intermediate Points *7:00a. m.

For Grand Haven and Muskegon *11:00 p. m.

" " " " Mil. and Chi. *5:35 p. m.

+Daily except Sunday. *Daily.

Trains arrive from the east, 6:35 a.m., 12:50 p.m., 5:30 p.m., 10:30 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 5:00 p. m.

For Petoskey and Mackinaw 5:35 p. m.

TRAINS GOING SOUTH.

Leave going South

For Cincinnati 7:25 a. m.

For Kalamazoo and Chicago 3:15 p. m.

For Fort Wayne and the East 3:15 p. m.

For Cincinnati 5:40 p. m.

For Kalamazoo and Chicago 11:40 p. m.

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

Lv. Grand Rapids 7:25 a. m. 2:15 p. m. *11:40 p. m.

Ar. Chicago 2:40 p. m. 9:05 p. m. 7:10 a. m.

2:15 p. m. train has through Wagner Buffet Parlor Car and coach.

11:40 p. m. train daily, through Wagner Sleeping Car and Coach.

Lv. Chicago 6:50 a. m. 3:30 p. m. 11:30 p. m.

Ar. Grand Rapids 2:50pm 9:15pm 7:30 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.

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TRADESMAN CO.,

Grand Rapids, Mich.

CHICAGO SUPPLY CO.

Further Light on the Peculiar Methods Pursued by the Concern.

THE TRADESMAN is in receipt of a letter from the Chicago Supply Co., denying that its methods are illegitimate and stating that its agents have no authority to promise its members 25 cents per pound for butter and 25 cents per dozen for eggs, unless the quality of the products is strictly first class. The explanation is somewhat lengthy, but the salient points are embodied in the above general denial.

In the meantime the emissaries of the company are pursuing an aggressive campaign in the vicinity of Caledonia, vigorously opposed by the merchants of the place, who realize that all the goods sold by the Chicago concern are depriving legitimate merchants of a certain percentage of profit. Whether this policy is the correct one, or whether it would be better for the mercantile fraternity to regard the interlopers with complacency, as people endure a drought or a reign of grasshoppers or an epidemic of the itch, is discussed elsewhere.

ZEELAND'S EXPERIENCE.

ZEELAND, Feb. 22.—I read an article in your last issue of THE TRADESMAN from a gentleman in Caledonia asking information in regard to the responsibility of the so-called Chicago Supply Co.

The same men were here during the month of December last, canvassing from house to house, trying to dispose of packages of goods and selling them for \$85 to several farmer customers of mine, with the understanding that they could dispose of their produce, such as butter, at 25 cents per pound, and eggs, at 25 cents per dozen. Now, our farmer friends have had experience, they having had returns for their produce—some as low as 11 cents for their butter, which was worth 16 cents here at the time, besides paying charges and commission. They also bought merchandise, such as sugar, coffee, etc., and received in return C sugar for granulated, and the most inferior articles in coffee and other goods. The goods are shipped with bill of lading attached to draft made on the bank for collection, including charges for boxes, etc. The company has been investigated by a reliable person here, who finds there is an office in Chicago and a few clerks doing correspondence, but no stock of goods is carried—only a few bundles of goods, such as it is trying to dispose of to its victims. The only object of the company is to dispose of the goods for \$85, which are probably worth half the price, and collect cash or notes, with no idea of any dealings thereafter. Now, these goods have to be made to order, and the company promises to do the same in Chicago at a small cost; but my neighbor farmers claim that it costs them more than a ready-made suit can be bought for in the home market.

I would advise my friend in Caledonia to let this company go on selling goods, as it sells only to people who have no confidence in their home dealers. It will teach them a lesson which they will not soon forget and hereafter they will have more confidence in their home dealers.

If these men ever make their appearance in this town again, they will probably get a dose of boiling water from many a housewife.

J. VAN DEN BOSCH.

DEVELOPMENTS AT MANTON.

From the Manton Tribune.

J. R. Eagan, representing the Drovers' Bank of Chicago, is in the village collecting the money due on notes which were given the Chicago Supply Co. last summer for merchandise and the privilege of trading with the company in the future. In an interview with one of the gentlemen who gave his note, it was ascertained that the company's agent, when selling goods, gave as reference the Drovers' Bank. "When I learned," con-

tinued he, "that all of the notes collected were now held by the Drovers' Bank, I was more thoroughly convinced that it was a false representation, and I will refuse to pay and will contest the claim." Others in this vicinity have taken a similar position and the affair may yet be investigated.

Liability for the Debts of Relatives.

Under the above title may be embraced the liability of the father for the debts of his children; that of the children for those of the parent; that of the husband for those of the wife; that of the wife for those of the husband.

In order that a father may be charged with the contract of his child, it must appear that the child is a minor; that goods were supplied with the assent or under the authority of the parent, and this approbation may be inferred, as where the articles were delivered at his house, or where he saw the child wearing certain clothing, etc. This is also the case where the child is destitute, having been driven from home by the father, who had refused to furnish him with necessities, which was done by a stranger who had taken him in, supplied board, lodging and clothing, under notice to the parent that he was so doing, and demanding the value of same. Again, where the father was separated from the wife and allowed the child to live with her, it was held that he had thus constituted the wife as his agent to procure what was necessary for the child; and especially was this the case where by decree of court he had been given custody of the child.

This liability also arises where one adopts the relationship of parent, whether the child be illegitimate, or that of some other person; also, where he takes into his house the children of his wife by her former marriage and assumes the character of parent.

When the infant becomes of full age (which varies with the states and the sex), no other fact being shown, its emancipation is presumed, and the liability ceases, except where a parent of "sufficient ability" is obliged to support an emancipated son who is a helpless pauper; and where sufficient ability on the part of the parent does not exist, the liability passes to the public authorities, and the parent is not only relieved from liability but may recover under the poor laws for the support of such child.

The liability of the child for the debt of the parent is limited to the support of a dependent parent when such child has sufficient ability to do so. It is not implied so as to cover his support in the past, but must be upon order of court after an investigation into the physical condition of the parent, and the financial condition of both parent and child, and, being directed by court to maintain his parent, and failing to do so, he can be compelled to pay the value to another who has kept his parent.

At common law the husband is chargeable with the antenuptial debts of his wife, but judgment must be recovered against him during the continuance of the marriage relation. This liability was based upon his acquisition of her prior estate, and has been taken away generally by statutes allowing her retention of such estate.

The husband, as head of the family, is primarily liable for its support, and for the debts of the wife as a member thereof, and this is similar in nature and extent to that shown in regard to liability for support of a child. At common law

he is liable to any person furnishing his wife with necessities, if she resides apart from him because of his wrong, or with his consent. The fact that the statute gives the wife the right to sue for separate maintenance does not affect the common law right of a person who has furnished her with necessities to recover therefor from her husband. It has been held that he was liable for her funeral expenses, though at the time of her death she lived apart from him of her own fault; and, again, that he was liable for medical attendance, although he was paying her alimony under decree of court, even where she had a separate estate. A husband is not liable for money loaned his wife, whether it is used by her in paying for necessities or not, in the absence of proof that the husband knew of, or assented to, such loans. Where the wife has no power to contract for the purposes of trade and purchases goods, with the knowledge, and without the dissent, of her husband, for the purpose of carrying on a business, she will be regarded as his agent, and he will be held liable for the debt. And where he had held her out as his agent, and paid for goods she had bought, he was liable for others purchased after she had left him without cause, as the party did not know, and had no reason to know, of the separation or revocation of the agency. In many of the states legislation of recent years has subjected the wife's property to the payment of certain of the husband's debts, where they are living together, and it appears that she out of her private means provides for him and the family, so that she must pay for his wearing apparel, etc., on the ground that she is supporting him in idleness and holding herself out to the merchants of the community as his financial backer, or leading them to suppose by his appearance, etc., that he has means to pay for what he orders. The husband and wife are liable severally and jointly, generally, for the support of the family, house rent, fuel, groceries, and wearing apparel; and though the husband may have been individually charged therewith, and judgment recovered against him, yet, on return of "no property found," suit may be brought and her separate estate subjected to payment of such debts.

The party liable for debts by reason of the relations described is generally entitled at same time to the earnings of the other, and to recover damages of one who deprives him thereof. It will also be noticed that the basis of the recovery is that the debt is for necessities which he should have provided. What are necessities is a matter for the consideration of the jury, and must vary according to the station in life of the parties, etc.

From Out of Town.

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

Bates & Trautman, Moline.
J. R. Cameron, Sherman City.
M. D. Bunker, Sullivan.
Benson & Crawford, Saranac.
John H. Eppink, Lucas.
Frank Friedrich, Traverse City.
R. F. Armstrong, Reed City.

Business Men's Metal

Is tried and tested by these times, which some people say are not good. The Western Beef and Provision Company always do a big business and this week they are attracting the attention of all Michigan by their low prices to the trade and to large consumers.

Gripsack Brigade.

A. S. Doak (Worden Grocer Co.) is confined to his home by a siege of la grippe. His route is being covered in the meantime by Dick Savage.

A. W. Peck (Hazeltime & Perkins Drug Co.) has purchased a handsome residence at Traverse City and will remove his family to that place from this city in the spring.

Denver Commercial Bulletin: Who would not be a traveling man—live at good hotels and have an easy time in general? How exhilarating and pleasant to crawl out of bed at four in the morning, to catch a train, and find it two hours late. How it breaks up a man to huddle up in a cold car and suffer until he gets to a God-forsaken town where a warmed-over mess of uneatables is the only thing to refresh his flagging hopes. How nice it is to go to a store, wait a couple of hours for the proprietor to come in, and when he does be greeted with: "You are a nice duck, ain't you, to send me the goods you did?" How cheerful to meet the man who is plain spoken and does not hesitate to tell you he has no use for drummers and does not care to look at your samples. After your day's work is done you go to the hotel and take possession of your seven by nine room, with a greasy carpet, a Spanish inquisition rack for a bed, and you lie down and wrestle all night with insects that were created solely to annoy man. After this refreshing sleep you will appreciate the warmed-over coffee which you are served at breakfast, and the stale eggs will go down with a relish, and you will long to go forth, feeling you are treading on a path of roses and thanking your lucky star that you are a traveling man, who never knows what care or trouble is.

An Adrian correspondent writes: B. E. Peebles, Clayton Baker and John Valentine, of Fairfield, who became sureties to the amount of \$3,000 on the bond of William Hubbard, a traveling man for the John A. Tolman Co., of Chicago, are now informed that the man they backed has disappeared and is short in his accounts. Hubbard formerly sold cheese for Mr. Peebles, and has enjoyed the confidence and respect of all with whom he had had business connections. He is 28 years old, and is known to merchants and commercial men generally by a physical peculiarity called a "withered arm." Hubbard's mother lives at Jasper, but he has not been home, nor has anything been heard from him, in nearly a month. He took a position with the Chicago house in April, 1893, and was assigned territory in Northern Indiana. In response to inquiries, merchants at various points in the section which Hubbard traversed, have written the house that its representative has made collections for them, but it appears that none of the money so far collected has been reported to the wholesale establishment. The house has notified Hubbard's bondsmen of his delinquency and disappearance, and the latter have retained attorneys and will fight the payment of the shortage on the grounds that Hubbard's contract with the house stipulated that he should not be allowed to collect any money.

Lace effect gingham should be seen to be appreciated, they are made in all the high colors and are marvels of American manufacturing art.

Drug Department.

Points on the Making of Pills.

I have found it profitable, in my retail experience, to make a good many of the pills called for, and some of the methods followed may be of practical help to any druggist minded to make a trial. Large pills are better left to the manufacturing pharmacist. Many of the small ones, however, may be readily and quickly made, and, with but little experience, well enough made to satisfy the most fastidious.

I am provided with a copper pill-machine with three sets of double plates, from one-quarter grain to six grains. My mass diluent is pure cut-loaf sugar powdered in the store, and my excipient is Remington's for all pills which are to be white. I make just enough at a time to fill a single prescription, if the prescription calls for a size or kind not likely to be again wanted. Of the staple pills, however, I make from 500 to 2,000; usually selecting a number which is some multiple of the number my plate will cut, of the size of pill to be made. With but little experience and calculation the weight of each pipe-cut may be ascertained, and the whole mass divided by weighing or cut on the six-grain plate. I have found it very conducive to perfect uniformity to roll all my pill-pipes at once, where I am making one thousand pills or less of one kind at a time. I do this by rolling between pieces of plate glass about the size of a small pill tile. Of course, it might be accomplished as well by wood rollers if the surfaces were as true. These pipes will vary in length a little, even if weighed. It is not difficult, however, to get them to average the desired length, with a little care. The number of pills will not vary more than two or three from this calculation. With pipes thus rolled, it is possible to cut six or even seven at once on the machine.

My young men can make and finish a thousand pills an hour, and so perfect and uniform as to leave nothing to be desired. This is true of morphia in all sizes, strychnia sulphate and nitrate in the many sizes required, atropia and other pills where the medicament is much less in bulk than the diluent, and in some cases, as in quarter and half-grain morphia, where there is but little sugar required.

The pharmaceutical manufacturers' products are cheap, and some of them are getting cheaper, but at present prices for most of the small alkaloidal pills any pharmacist who wishes to fill his leisure hours usefully can pay for his outfit, with a good margin beside, if he will undertake pill-making to a limited extent. A. H. MILES.

Apprenticeship in Pharmacy.

Has the sheet anchor of the practicing pharmaceutical faculty of the past been lost in the deep? The main reliance of the craft was, in time gone by, the apprenticeship system. But what is the apprenticeship system of the present, if there is any at all? We are told by some who, in our opinion, mistakenly exalt the efficacy of shop training in pharmacy above the value of college training, that "practical experience" in the retail drug stores of our day is so valuable that it ought to precede college education in pharmacy and must by all means be one of the requirements for

graduation from the pharmaceutical schools. If any educational institution ventures to demur, declines to subscribe to the uniform value of shop education and refuses to become responsible for it, that institution is adjudged guilty of heresy. But the number of American pharmaceutical schools refusing to believe that apprenticeship in the average drug store of to-day can be of much value when not preceded by a college course, is increasing. These schools think, too, that, whatever may be the value of such an apprenticeship, they have the right to decline to make themselves responsible for it.

But those who still think that the salvation of the pharmaceutical profession in America depends upon maintaining "practical experience" in drug stores, as a requirement for college graduation in pharmacy, have themselves given us to understand that there is no greater uniformity in the value of such "experience" than there is in the size of potatoes. They say that a few months' employment in a city drug store is worth more than four years in the country. Then, in order to be consistent, they should demand thirty-two years' practical experience in a country drug store if four years in a city drug store is the minimum; but if four years in a country drug store is the minimum requirement, then six months in a city drug store would be its equivalent.

But, suppose these gentlemen should think it over. We think they would be obliged to conclude that apprenticeship in a Philadelphia drug store fifty years or even twenty years ago must have been, indeed, far more valuable than it is to-day when competition has reduced city drug business everywhere to a point where the employer can no longer permit his employees to sit down and read, and can still less afford to devote any of his own valuable time to the task of instructing his apprentices.

At the present time many an apprentice in a country drug store is better off, so far as instruction and opportunity to study are concerned, than the city drug clerk or apprentice. In the city drug stores the duties that fall to the share of "the boys" are limited to soul-destroying menial service, and any ambition on the part of the apprentice to learn and to do something that has any resemblance to technical work is promptly rebuked as being altogether outside of his specified routine.

Municipal Pharmacy.

From the British and Colonial Druggist.

It is not often that pharmacy is even remotely connected with such a hot debate in supreme legislative bodies as took place recently in the French Chamber. The Municipal Council of Roubaix is Socialist, and in carrying its opinions into practice established a pharmacy, managed by a duly qualified pharmacist, at which drugs were sold and prescriptions dispensed at cost price. The local pharmacists naturally objected to this, and agitated for the suppression of the municipal pharmacy. In virtue of a law prohibiting corporations from engaging in commercial transactions, this was done by the Prefect of the Nord. M. Guesde, a prominent Socialistic revolutionist leader and a deputy in the Chamber, seized the opportunity for a general debate on Socialistic doctrines. M. Dupuy, the Premier, showed how the establishment of the pharmacy would lead to other shops being opened, and to Collectivism. After violent speeches, a vote of confidence in the Government passed, and so the Roubaix pharmacists have their way.

The transatlantic steamship lines have made another cut in steamer rates from this country to Europe, and one can now cross the Atlantic for \$10.

Try the new cigar, Signal Five, 5c.

Use Tradesman Coupon Books.

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	13 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.

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Your Bank Account Solicited.

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GRAND RAPIDS, MICH.

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Deposits Exceed One Million Dollars.

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BEST 5c CIGAR

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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

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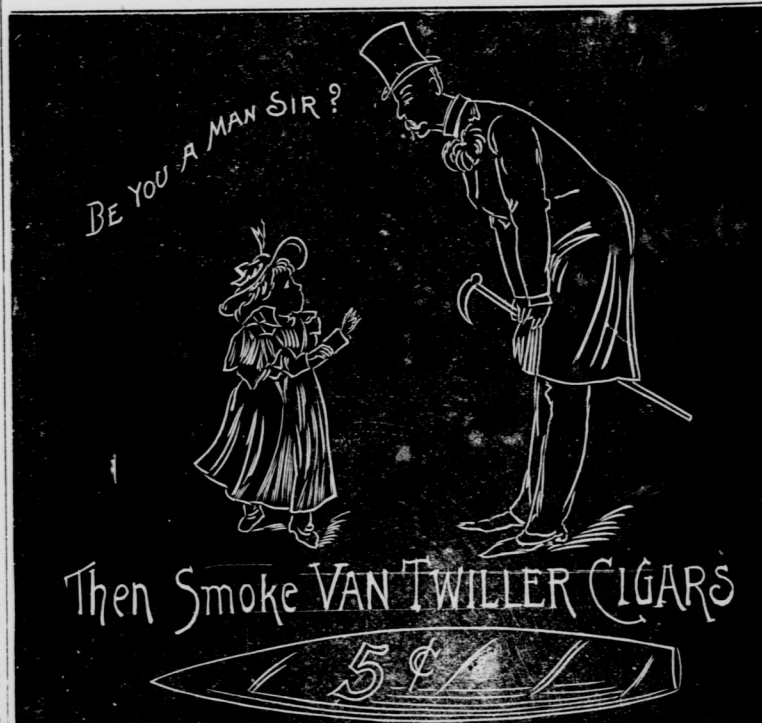
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J.G. HERBINE & CO. DOMESTIC 10¢ CIGARS
GRAND RAPIDS, MICH.
SOLE AGENTS.

Mail and telegraph orders receive special attention.



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

Wholesale Price Current.

Advanced—Balsam Peru, Alcohol, Saffron, English Vermillion, Beeswax. Declined—Sub Nitrate Bismuth, Oil Cubebs, Oil Anise.

ACIDUM.		CUBEBAE.	
Aceticum	82 10	Cubebae	1 25 31
Benzolium German.	65 75	Exechthios	1 20 31
Boricum	15 15	Erigeron	1 20 31
Carbolicum	21 31	Gaultheria	1 50 21 60
Citricum	41 41	Geranium, ounce	70 75
Hydrochlor	36 5	Gossipii, Sem. gal.	70 75
Nitrosum	10 12	Hedoma	1 25 41
Oxalicum	10 12	Juniperi	50 23 00
Phosphorum dil.	70 75	Lavendula	90 22 00
Salicylicum	70 75	Limonis	1 40 21 60
Sulphuricum	1 14 5	Mentha Piper	2 10 23 00
Tannicum	1 40 21 60	Mentha Verid.	1 80 22 00
Tartaricum	30 23	Morruhae, gal.	1 90 22 00
AMMONIA.		Myrica, ounce	50 50
Aqua, 16 deg.	42 6	Olive	90 23 00
" 20 deg.	62 8	Picis Liquida, (gal. 35)	10 12 12
Carbonas	13 14	Ricini	88 95
Chloridum	13 14	Rosmarini	1 90
ANILINE.		Rosea, ounce	6 50 23 50
Black	2 00 22 25	Succini	40 45
Brown	80 100	Sabina	90 21 00
Red	45 50	Santal	2 50 27 00
Yellow	2 50 23 00	Sassafras	50 25 55
BACCAR.		Sinapis, ess. ounce	65 65
Cubea (po. 25)	20 23	Tigili	40 50
Juniperus	50 10	Thyme	40 50
Xanthoxylum	25 30	Theobromas	15 20
BALSAMUM.		POTASSIUM.	
Copaiba	45 50	Bi Carb.	15 18
Peru	2 50	Bichromate	13 14
Terrain, Canada	45 50	Bromide	40 43
Tolutan	35 50	Carb.	12 15
CORTEX.		Chlorate (po. 17 19)	16 18
Ables, Canadian	18	Cyanide	50 25 55
Cassia	18	Iodide	2 90 23 00
Cinchona Flava	30	Potassa, Bitart. pure	2 25
Euonymus atropurp.	30	Potassa, Bitart. com.	2 15
Myrica Cerifera, po.	20	Potass Nitras, opt.	80 10
Prunus Virgin.	12	Potass Nitras	72 9
Quillaja, grd.	10	Prussiate	25 30
Sassafras	12	Sulphate po.	15 18
Ulmus Po (Ground 15)	15	RADIX.	
EXTRACTUM.		Aconitum	20 25
Glycyrrhiza Glabra	24 25	Althae	22 25
" po.	33 35	Anchusa	13 15
Haematox, 15 lb. box	11 12	Arum, po.	2 25
" 1/4s	13 14	Calamus	20 25
" 1/8s	14 15	Gentiana (po. 13)	80 10
" 1/2s	16 17	Glycyrrhiza, (pv. 15)	16 18
FERRU.		Hydrastis Canaden.	30 30
Carbonate Precip.	2 15	" (po. 35)	15 20
Citrate and Quina	2 30	Hellebore, Ala, po.	15 20
Citrate Soluble	2 30	Inula, po.	15 20
Ferrocyanidum Sol.	2 30	Ipecac, po.	1 30 21 40
Solut Chloride	2 30	Iris plox (po. 35 38)	35 40
Sulphate, com'l.	2 30	Jalapra, pr.	40 45
" pure	2 7	Maranta, 1/4s.	15 18
FLORA.		Podophyllum, po.	75 80
Arnica	12 14	Rhei	75 80
Anthemis	18 25	" cut.	75 80
Matricaria	15 25	" pv.	75 80
FOLIA.		Spigelia	35 38
Barosma	14 30	Sanguinaria, (po. 25)	2 20
Cassia Acutifol, Tin-	18 25	Serpentaria	50 55
nivelly	25 30	Senega	55 60
" " Alx.	25 30	Similax, Officialis. H	40 40
Salvia officinalis, 1/4s	12 20	" M	10 12
and 1/8s	12 20	Scilla, (po. 35)	10 12
Ura Ural	80 10	Symplocarpus, Forst-	2 35
GUMMI.		du, po.	2 35
Acacia, 1st picked	2 60	Valeriana, Eng. (po. 30)	2 25
" 2d	2 40	" German	15 20
" 3d	2 30	Ingiber a	18 20
" sifted sort.	2 20	Zingiber j.	18 20
" po.	50 60	SEMIN.	
Aloe, Barb. (po. 60)	50 60	Anisum, (po. 20)	15 15
" Cape, (po. 20)	50 60	Apium (graveleons)	14 16
Socotri, (po. 60)	50 60	Bird, is	40 6
Catechu, 1s, (1/4s, 14 1/4s,	1 1	Carui, (po. 18)	10 12
16)	1 1	Cardamon	1 00 21 25
Ammoniac	55 60	Corlandrum	12 14
Assafetida, (po. 50)	50 60	Cannabis Sativa	40 5
Benzoinum	42 50	Cydontium	75 10
Camphora	35 10	Chenopodium	13 12
Euphorbium po	2 50	Dipieria Odorata	1 80 22 00
Galbanum	65 80	Poenicentum	2 15
Gamboge, po	65 80	Poenicentum, po.	2 8
Guaiacum, (po. 35)	2 30	Lini	3 40
Kino, (po. 2 50)	2 30	Lini, grd. (bbl. 3 1/4)	3 40
Mastic	2 40	Lobelia	35 40
Myrrh, (po. 45)	2 40	Phalaris Canarian	4 2 5
Opil (po. 3 30 2 50)	2 35 2 40	Kapa	4 2 5
Shellac	4 45	Sinapis Albu	7 12
" bleached	4 45	Nigra	11 12
Tragacanth	50 80	SPIRITUS.	
HERBA—In ounce packages.		Frumentum, W. D. Co.	2 00 22 50
Absinthium	25	" D. F. R.	2 00 22 50
Eupatorium	25	Juniperi Co. O. T.	1 50 23 00
Lobelia	25	Saacharum N. E.	1 50 23 00
Majorum	25	Spt. Vini Gall.	1 75 26 50
Mentha Piperita	25	Vini Oporto	1 25 22 00
" Vir.	25	Vini Alba	1 25 22 00
Rue	25	SPONGES.	
Tanacetum, V.	25	Florida sheeps' wool	2 50 22 75
Thymus, V.	25	Nassau sheeps' wool	2 50
MAGNESIA.		carriage	2 50
Calcined, Pat.	55 60	velvet extra sheeps'	1 10
Carbonate, Pat.	30 35	wool carriage	1 10
Carbonate, K. & M.	30 35	Extra yellow sheeps'	85
Carbonate, Jennings.	30 35	carriage	85
OLEUM.		Grass sheeps' wool car-	65
Absinthium	2 50 23 00	riage	65
Amygdalae, Dulc.	30 35	Hard for slate use	75
Amygdalae, Amarae	8 00 23 25	Yellow Reef, for slate	1 40
Anisi	1 90 22 60	use	1 40
Aurant Cortex	1 80 22 00	SYRUPS.	
Bergamti	3 00 23 20	Acacia	50
Caliputi	60 65	Zingiber	50
Caryophylli	75 80	Ipecac.	60
Cedar	35 40	Ferri Iod.	50
Chenopodii	61 60	Aurant Cortes	50
Cinnamonuli	1 25 21 45	Rhei Arom.	50
Citronella	35 40	Similax Officialis	50
Contum Mac.	35 40	Senega	50
Copaiba	80 20	Scilla	50

Morphia, S. P. & W.	1 95 22 20	Selditix Mixture	20	Linseed, boiled	62	65
" S. N. Y. Q. &	1 85 22 10	Sinapis	18	Neat's Foot, winter	65	70
C. Co.	1 85 22 10	" opt.	30	strained	65	70
Moschus Canton	40	Snuff, Maccaboy, De	35	Spirita Turpentine	36	40
Myristica, No 1	65 70	Voos	35	PAINTS.		bbl. lb.
Nux Vomica, (po. 20)	10	Snuff, Scotch, De. Voos	35	Red Venetian	1 1/2	20 3
Os. Sepia	15 18	Soda Boras, (po. 8-10)	70 9	Ochre, yellow Mars	1 1/2	20 3
Pepsin Saac, H. & P. D.	22 00	Soda et Potass Tart.	24 25	" Ber	1 1/2	20 3
"	22 00	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2	24 2 3
Picis Liq. N. C., 1/4 gal	22 00	Soda, Bi Carb.	3 1/2 5	" strictly pure	2 1/2	24 2 3
"	22 00	Soda, Ash	3 1/2 5	VERMILION Prime Amer-		ican
Picis Liq., quarts	21 00	Soda, Sulphas	50 25	13 15		
" pints	21 00	Spts, Ether Co	50 25	Vermilion, English	62 72	
Pil Hydrag, (po. 80)	50	" Myrcia Dom	2 50	Green, Peninsular	13 16	
Piper Nigra, (po. 22)	1	" Myrcia Imp	2 50	Lead, red	5 1/2 26	
Piper Alba, (po. 25)	3	" Vini Rect. bbl.	2 51 2 61	" white	5 1/2 26	
"	7	"	2 51 2 61	Whiting, white Span	2 70	
Pil Burgun	10 12	"	2 51 2 61	Whiting, Gliders	2 90	
Plumbi Acet	10 12	"	2 51 2 61	White, Paris American	1	
Pulvis Ipecac et opil	1 10 21 20	"	2 51 2 61	Whiting, Paris Eng.	1 40	
"	1 10 21 20	"	2 51 2 61	Universal Prepared	1 00 21 15	
Rhata	50	"	2 51 2 61	VARNISHES.		
Rubia Tinctura	27 37	"	2 51 2 61	No. 1 Turp Coach	1 10 21 20	
" S. German	27 37	"	2 51 2 61	Extra Turp	1 10 21 20	
Rubia Tinctura	12 14	"	2 51 2 61	Coach Body	2 75 23 00	
Saccharum Lactis pv.	13 14	"	2 51 2 61	No. 1 Turp Furn	1 00 21 10	
Salactin	2 30 22 50	"	2 51 2 61	Extra Turk Damar	1 55 21 60	
Sanguis Draconis	40 50	"	2 51 2 61	Japan Dryer, No. 1	70 27	
Sapo, W.	10 12	"	2 51 2 61	"	70 27	
" M.	10 12	"	2 51 2 61	"	70 27	
" G.	10 12	"	2 51 2 61	"	70 27	

HAZELTINE & PERKINS DRUG CO.

It is now the season to buy for Spring Trade.

Sponges and Chamois Skins.

We carry a full line.

In Sponges

Florida Sheep's Wool,
Nassau Shee's Wool,
Imitation Sheep's Wool,
Small Sheep's Wool,
No. 1 Grass,
No. 2 Grass,
No. 1 Slate or Reef,
No. 2 Slate or Hardhead,
and a full and complete line of
Mediterranean Bath,
from 1 1/2c each to 80c each and in assorted cases.

Our Line of Chamois

is complete and prices are right for first class goods.



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

GROCERY PRICE CURRENT.

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

AXLE GREASE.		Apricots.		CREAM TARTAR.		COUPON BOOKS.		Peel.		FLAVORING EXTRACTS.		
Aurora	55	doz	6 00	Live oak	1 40	Strictly pure	30	Citron, Leghorn	25 lb. boxes	13	Souders'.	
Jastor Oil	60	doz	7 00	Santa Cruz	1 40	Telfer's Absolute	30	Lemon	" 25 "	8	Oval Bottle, with corkscrew.	
Diamond	50	doz	5 50	Lake's	1 50	Grocers'	15 25	Orange	" 25 "	10	Best in the world for the money.	
Frazer's	75	doz	9 00	Overland	1 40	CATSUP.		Raisins.				
Mica	65	doz	7 50	Blackberries.	85	Blue Label Brand.	2 75	Ondura	25 lb. boxes	2 5		
Paragon	55	doz	6 00	F. & W.	Cherries.	21 20	Half pint, 25 bottles	4 50	Sultana	20 "	2 7	
BAKING POWDER.		Red.		Triumph Brand.		CLOTHES PINS.		Prunes.				
Acme	45	doz	1 00	Pitted Hamburg	1 40	Half pint, per doz	1 35	California	100-120	5		
1 lb.	1 90	doz	2 00	White	1 15	Pint, 25 bottles	4 50	"	90x100 25 lb. bxs.	5 4		
Bulk	10	doz	9 00	Erle	1 35	Quart, per doz	3 75	"	80x90	6		
1 lb. cans 6 doz	55	doz	1 10	Damsons, Egg Plums and Green	1 35	COCOA SHELLS.		ENVELOPES.				
1 lb. " 4 doz	2 00	doz	2 00	Gages.	1 35	5 gross boxes	40 45	XX rag, white.				
1 lb. " 2 doz	2 00	doz	2 00	California.	1 25	COFFEE.		No. 1, 6 1/2	1 35			
1 lb. " 1 doz	9 00	doz	9 00	Gooseberries.	1 25	Green.		No. 2, 6 1/2	1 10			
Queen Flake.	2 70	doz	2 70	Common	1 25	Rio.		No. 1, 6	1 25			
3 oz cans 6 doz	2 70	doz	2 70	Pie	1 10	Fair	18	Manilla, white.	75			
6 oz " 4 doz	3 30	doz	3 30	Maxwell	1 50	Good	19	Coln.	90			
9 oz " 4 doz	4 80	doz	4 80	Shepard's	1 50	Prime	21	Mill No. 4	90			
1 lb " 1 doz	4 00	doz	4 00	California	160 75	Golden	21	FARINACEOUS GOODS.				
5 lb " 1 doz	9 00	doz	9 00	Oxford	1 25	Peaberry	23	Farina.	2 1/2			
Red Star	40	doz	40	Domestic	1 25	Santos	19	Grits.				
1 lb. cans 6 doz	40	doz	40	Riverside	1 75	Good	20	Walsh DeRoo & Co.'s	1 55			
1 lb. " 4 doz	75	doz	75	Common	1 00 21 30	Prime	22	Barrels	2 1/2			
1 lb. " 2 doz	75	doz	75	Johnson's sliced	2 50	Peaberry	23	Grits	3 1/2			
1 lb. " 1 doz	75	doz	75	" grated	2 75	Mexican and Guatemala.	23	Lima Beans.				
Telfer's	45	doz	45	Booth's sliced	2 75	Fair	21	Dried	5 1/2			
1 lb.	1 50	doz	1 50	" grated	2 75	Good	20	Maccaroni and Vermicelli.	55			
Our Leader	45	doz	45	Quinces.	1 10	Fancy	24	Domestic, 12 lb. box	10 1/2			
1 lb. cans	45	doz	45	Common	1 10	Maracalbo.	24	Imported	11 1/2			
1 lb. cans	45	doz	45	Raspberries.	95	Interior	25	Pearl Barley.	3 1/2			
1 lb. cans	45	doz	45	Black Hamburg	1 40	Private Growth	27	Peas.	1 10			
1 lb. cans	45	doz	45	Erle, black	1 20	Mandehling	28	Green, bu	1 10			
1 lb. cans	45	doz	45	Strawberries.	1 25	Mocha	28	Split per lb				
1 lb. cans	45	doz	45	Lawrence	1 25	Imitation	25	Rolled Oats.	2 1/2			
1 lb. cans	45	doz	45	Hamburg	1 20	Arabian	28	Schumacher, bbl.	24 65			
1 lb. cans	45	doz	45	Terrapin	1 05	Roasted.		Monarch, bbl.	4 00			
1 lb. cans	45	doz	45	Whortleberries.	85	To ascertain cost of roasted		Monarch, 1/4 bbl.	2 13			
1 lb. cans	45	doz	45	Berries	85	coffee, add 1/4c. per lb. for roast-		Quaker, cases	3 20			
1 lb. cans	45	doz	45	Corned beef Libby's	2 25	ing and 15c. per lb. for shrink-		Oven Baked	3 25			
1 lb. cans	45	doz	45	" " "	2 25	age.		CRACKERS.				
1 lb. cans	45	doz	45	" " "	2 25	Package.		Butter.				
1 lb. cans	45	doz	45	" " "	2 25	McLaughlin's XXXX	52 30	Seymour XXX				
1 lb. cans	45	doz	45	" " "	2 25	Bunola	21 85	Seymour XXX, cartoon				
1 lb. cans	45	doz	45	" " "	2 25	Lion, 60 or 100 lb. case	22 30	Family XXX				
1 lb. cans	45	doz	45	" " "	2 25	Extract.		Family XXX, cartoon				
1 lb. cans	45	doz	45	" " "	2 25	Valley City 1/4 gross	75	Salted XXX, cartoon				
1 lb. cans	45	doz	45	" " "	2 25	Felix	1 15	Kenosha				
1 lb. cans	45	doz	45	" " "	2 25	Hummel's, foll. gross	1 65	Boston.				
1 lb. cans	45	doz	45	" " "	2 25	" tin	2 25	Butter biscuit				
1 lb. cans	45	doz	45	" " "	2 25	CHICORY.		Soda, XXX	5 1/2			
1 lb. cans	45	doz	45	" " "	2 25	Bulk	5	Soda, City	7 1/2			
1 lb. cans	45	doz	45	" " "	2 25	Red	7	Soda, Duchess	8 1/2			
1 lb. cans	45	doz	45	" " "	2 25	CLOTHES LINES.		Crystal Wafer	10 1/2			
1 lb. cans	45	doz	45	" " "	2 25	Cotton	40 ft. per doz.	Long Island Wafers	11			
1 lb. cans	45	doz	45	" " "	2 25	50 ft.	1 25	Oyster.				
1 lb. cans	45	doz	45	" " "	2 25	60 ft.	1 40	S. Oyster XXX	5 1/2			
1 lb. cans	45	doz	45	" " "	2 25	70 ft.	1 60	City Oyster XXX	5 1/2			
1 lb. cans	45	doz	45	" " "	2 25	80 ft.	1 75	Farina Oyster	6			
1 lb. cans	45	doz	45	" " "	2 25	90 ft.	1 90	DRIED FRUITS.				
1 lb. cans	45	doz	45	" " "	2 25	100 ft.	2 10	Domestic.				
1 lb. cans	45	doz	45	" " "	2 25	Jute	30 ft.	Apples.				
1 lb. cans	45	doz	45	" " "	2 25	72 ft.	1 85	Sundried.	6 1/2			
1 lb. cans	45	doz	45	" " "	2 25	CONDENSED MILK.		Evaporated, 50 lb. boxes	7 1/2			
1 lb. cans	45	doz	45	" " "	2 25	4 doz. in case.		Apricots.				
1 lb. cans	45	doz	45	" " "	2 25	CHOCOLATE.		California in bags	8 1/2			
1 lb. cans	45	doz	45	" " "	2 25	N. Y. Condensed Milk Co's brands		Evaporated in boxes	9			
1 lb. cans	45	doz	45	" " "	2 25	Gall Borden Eagle	7 40	Blackberries.				
1 lb. cans	45	doz	45	" " "	2 25	Crown	6 25	In boxes				
1 lb. cans	45	doz	45	" " "	2 25	Daisy	5 75	Nectarines				
1 lb. cans	45	doz	45	" " "	2 25	Champion	4 50	70 lb. bags				
1 lb. cans	45	doz	45	" " "	2 25	Magnolia	4 25	25 lb. boxes	9 1/2			
1 lb. cans	45	doz	45	" " "	2 25	Dime	3 35	Peaches.	8			
1 lb. cans	45	doz	45	" " "	2 25	CHEESE.		Cal. evap.	8 1/2			
1 lb. cans	45	doz	45	" " "	2 25	Amboy	12	" In bags	8 1/2			
1 lb. cans	45	doz	45	" " "	2 25	Acme	12	California in bags	6 1/2			
1 lb. cans	45	doz	45	" " "	2 25	Lenawee	12	Pitted Cherries.				
1 lb. cans	45	doz	45	" " "	2 25	Riverside	12 1/2	Barrels				
1 lb. cans	45	doz	45	" " "	2 25	Gold Medal	12 1/2	50 lb. boxes				
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	25 " "				
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	Prunelles.				
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	Raspberries.				
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	In barrels				
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	50 lb. boxes				
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	25 lb.				
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	Raisins.				
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	Loose Muscatels in Boxes.				
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	2 crown	3 1/2			
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	3 crown	3 1/2			
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	Loose Muscatels in Bags.				
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	2 crown	3 1/2			
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	3 crown	3 1/2			
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	Loose Muscatels in Boxes.				
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	2 crown	3 1/2			
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	3 crown	3 1/2			
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	Loose Muscatels in Bags.				
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	2 crown	3 1/2			
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	3 crown	3 1/2			
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	Loose Muscatels in Boxes.				
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	2 crown	3 1/2			
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	3 crown	3 1/2			
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	Loose Muscatels in Bags.				
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	2 crown	3 1/2			
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	3 crown	3 1/2			
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2	Loose Muscatels in Boxes.				
1 lb. cans	45	doz	45	" " "	2 25	Swiss	12 1/2					

PICKLES.

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

PIPES.

Clay, No. 216.	1 10
" T. D. full count.	70
Cob, No. 3.	1 20

POTASH.

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

RICE.

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

Imported.

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

SPICES.

Whole Sifted.	
Allspice.	9 1/4
Cassia, China in mats.	9 1/4
Batavia in bund.	15
Salmon in rolls.	32
Cloves, Amboy.	22
" Zanzibar.	11 1/4
Mace Batavia.	70
Nutmegs, fancy.	55
" No. 1.	50
" 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
" Cochina.	30
" Jamaica.	22
Mace Batavia.	65
Mustard, Eng. and Trieste.	22
" Trieste.	25
Nutmegs, No. 2.	75
Pepper, Singapore, black.	16
" white.	24
" Cayenne.	20
Sage.	20

"Absolute" in Packages.

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

SAL SODA.

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

SEEDS.

Anise.	13
Canary, Smyrna.	4
Caraway.	7
Cardamon, Malabar.	80
Hemp, Russian.	4
Mixed Bird.	4 1/4
Mustard, white.	8
Poppy.	8
Rape.	4 1/4
Cuttle bottle.	30

STARCH.

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

SNUFF.

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

SODA.

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

SALT.

Diamond Crystal.	
Cases, 243 lb. boxes.	\$1 60
Barrels, 320 lbs.	2 50
" 115 1/4 lb bags.	4 00
" 105 lb "	3 75
" 30 lb "	3 50
Butter, 56 lb bags.	65
" 20 1/4 lb bags.	3 50
" 280 lb bbls.	2 50
" 224 lb "	2 25
Worcester.	
115 1/4 lb sacks.	84 10
60 5 lb "	3 75
30 10 lb "	3 50
22 14 lb "	3 30
320 lb. bbl.	2 50
8 lb sacks.	32 1/2
linen sacks.	60
Common Grades.	
100 3-lb. sacks.	82 10
80 5-lb.	1 90
28 10-lb. sacks.	1 75
Warsaw.	
56 lb. dairy in drill bags.	30
28 lb. "	16
Ashton.	
56 lb. dairy in linen sacks.	75
Higgins.	
56 lb. dairy in linen sacks.	75
Solar Rock.	
56 lb. sacks.	22
Common Fine.	
Saginaw.	90
Manistee.	90

SALERATUS.

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

SEELY'S EXTRACTS.

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

Vanilla.

1 oz. F. M. 1 50 doz.	15 20 gro
2 " N. S. 2 00 "	21 60 "
2 " F. M. 2 50 "	25 50 "

Rococo—Second Grade.

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

SOAP.

G. R. Soap Works Brands.	
Concordia, 100 3/4 lb. bars.	3 50
" 5 box lots.	3 85
" 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, 80 1-lb.	3 20
Good Cheer, 60 1-lb.	3 90
White Borax, 100 3/4-lb.	3 65

Proctor & Gamble.

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

Dingman Brands.

Single box.	3 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 91
Brown, 60 bars.	2 10
" 80 bars.	3 10

Lantz Bros. & Co.'s Brands.

Acme.	3 65
Cotton Oil.	6 00
Marselles.	6 00
Master.	4 00

Thompson & Chute Co.'s Brands

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

Scouring.

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

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
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Domino.	\$4 69
Cut Loaf.	4 69
Cubes.	4 31
Powdered.	4 31
XXXX Powdered.	4 51
Granulated.	3 4
Fine Granulated.	3 94
Extra Fine Granulated.	4 16
Mould A.	4 31
Diamond Confec. A.	3 94
Confec. Standard A.	3 87
No. 1.	3 75
No. 2.	3 75
No. 3.	3 75
No. 4.	3 75
No. 5.	3 69
No. 6.	3 62
No. 7.	3 56
No. 8.	3 10
No. 9.	3 44
No. 10.	3 37
No. 11.	3 31
No. 12.	3 25
No. 13.	3 12
No. 14.	3 06

SYRUPS.

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.	4 55
" small.	2 65

TEAS.

JAPAN—Regular.	
Fair.	\$2 17
Good.	2 30
Choice.	2 4
Choicest.	2 34
Dust.	10 12

Good.	2 3
Choice.	2 4
Choicest.	2 34
Dust.	10 12

Fair.	18 20
Choice.	25
Choicest.	35
Extra choice, wire leaf.	40

Common to fair.	25
Extra fine to finest.	25
Choicest fancy.	25

Common to fair.	25
Common to fair.	25
Superior to fine.	30 25

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CURRENT COMMENT.

Solomon S. Curry, President of the Metropolitan Iron Land Co., makes the statement that the opening of the Mesaba and other ranges will cause a revolution in the iron ore business and that the values of the great Wisconsin and Michigan companies are nearly destroyed. At the conference of iron producers, held in Cleveland a few days ago, the representatives of the old companies expressed themselves very much discouraged. Billions of tons can be put on the cars from the Mesaba range alone, enough to supply the world for hundreds of years. The iron managers had been counting on the fact that the old world production is so nearly exhausted that this country must soon furnish the supply. Unfortunately for them, the supply has become too plentiful and so easily accessible as to destroy the prospects of their benefitting from that fact.

It is figured that the loss to the Government from the secret sale of bonds above the market price amounts to \$8,418,757—a pretty plum to go into the hands of the jobbers.

The American Straw Board Company—otherwise known as the straw board trust—has been sued for failing to pay the rental of the Peoria mills of \$5,000 per month and judgment has been granted for \$32,250. The defense was that the trust is illegal and, hence, that its contracts are void. This decision is important, as it will be followed by suits by a number of other mills similarly closed on monthly rentals.

A decided sensation was caused in the London money market by the issue of the last United States bonds. It is estimated that they were subscribed for from fifteen to twenty times over. Subscriptions to the loan locked up so much money that rates were decidedly advanced. Of course, the great demand was caused by the exceptionally high rate of interest.

The death of Frederick Douglass has created great interest in the career of that most remarkable personage. That one born a slave should attain such celebrity is sufficiently wonderful. The development from the humblest ignorant obscurity to a position commanding the recognition of the broadest culture rivals the invention of the great romances.

A very peculiar accident is reported from Riverhead, L. I. A few days ago, Mrs. Gordon discovered that her 6-months-old baby was suffering with its foot. She undertook to remove its little socks, and the process gave the child so much pain that she was compelled to desist, and sent for the doctor. He cut the sock from the child's foot and discovered that one of the mother's hairs had become entangled with the child's foot and had cut its toes to the bone.

A Frenchman claims to have discovered how to make vegetation grow as much in thirty minutes as it ordinarily does in thirty days. He claims to have got the secret from the yogis of India, who go from place to place giving exhibitions and picking up a few cents by making a mango sprout and grow several feet in a few minutes. The Frenchman says the secret agent that bursts the seed and heaves the sprout up through the

earth, like Jonah's gourd, is formic acid. It is secreted in large quantities from the body of the ant. Pour boiling water over a pile of ants, and the resulting infusion will taste sour like vinegar. It dissolves away the sheaths of seeds and makes them burst into greenness. The yogis say the earth they use is obtained from ant hills. Earth moistened with a liquid containing one part of formic acid to 5,000 parts of water will make the plants just hop, skip and jump, the Frenchman says.

Many people have wondered why physicians begin their prescriptions with the letter "R." It seems that during the middle ages, when astrology was in fashion, a character very much like our "R" was the sign of Jupiter, the preserver of health. The physicians, being then equally devoted to the science of medicine and astrology, invariably began their prescriptions with the following words: "In the name of Jupiter take the following doses in the order set down hereinafter." In the course of time this formula was abbreviated, until at present only the letter "R" remains to teach us that the medical art was once associated with the science of the stars.

Electric lighting has now been applied to private carriages, in which a storage battery may be secreted under the seat, and the whole equipment costs less than \$50 for each carriage. That imperial innovator, the German Emperor, was one of the first to put electricity to this use. He had the imperial carriages so fixed that the old-fashioned candles in the lamps were dispensed with and an incandescent burner is used instead. Inside the carriages there are several of these burners, making it light enough on the darkest night to read when driving to opera or party, but the lights can be turned out at will. Not content with this departure, the Emperor William has had electric lamps put upon the harness of his horses, consisting of small colored lights which glow like fireflies. The Prince of Wales, who has adopted the custom of electric lighting in his carriages, has not gone quite so far as this, being content with the lights in the carriages and in the lamps on either side of the driver. Carriages have been so lighted in France for five years, and the custom is steadily increasing.

A Louisville (Ky.) man, who says he never drinks, tells of a farmer who has produced a breed of fur-bearing chickens, which sport in ice water and cackle briskly in the midst of almost eternal snow. This was accomplished by skin-grafting a selected cock and hen with rabbit skin, half an inch at a time. The process was painful, but succeeded admirably. Eggs of the new breed sell rapidly at \$1.75 a dozen and are hatched out by ordinary hens, who invariably die of fright upon perceiving the strange appearance of their offspring.

Austrians seem determined to maintain their reputation for being the most merry and pleasure-loving nation in Europe, for their Parliament has just rejected, with a considerable show of indignation, a bill making drunkenness penal. The opponents of the measure found no difficulty in convincing the House that the established habits of the people were such that it was impossible to punish this failing, and that the feasts and family drinking bouts which have been customary among the population for over a thousand years cannot be abolished by law.

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.

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Has proved itself the only perfect illuminating oil.

Why?

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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.

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QUEEN * FLAKE
BAKING POWDER

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

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LANSING, MICH. MANUFACTURERS. LOUISVILLE, KY.

GRAND RAPIDS BRUSH COMP'Y,



MANUFACTURER OF **BRUSHES** GRAND RAPIDS, MICH

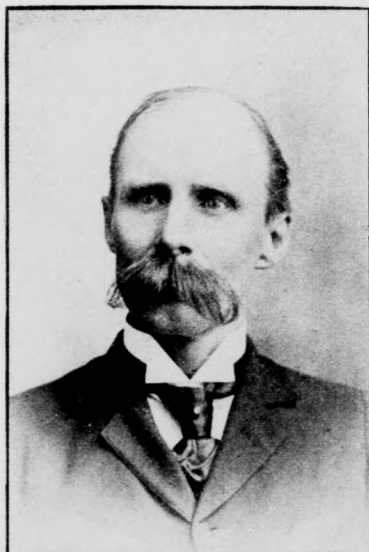
Our Goods are sold by all Michigan Jobbing Houses.

TRY TRADESMAN'S WANTS COLUMN.

MEN OF MARK.

A. Dodds, Proprietor of the Dodds Machine Works.

The steady and solid growth of the Dodds Machine Works during the past few years, a concern widely known among the manufacturers of wood-working machinery all over this country, and in other countries as well, makes it fitting that The Tradesman should give a brief outline of the career of the man whose untiring efforts have built up this business from the smallest possible beginnings. So quietly has this enterprise grown, that it is, comparatively, little known locally, though having already increased to no mean proportions.



Alexander Dodds was born in Saint Lawrence county, New York, in the year 1845. Is of Scotch parentage, his parents having emigrated from the banks of the Tweed in 1833. The thrift necessary to secure a living in Scotland at that day was sufficient to make them independent farmers in this country from their first settlement.

The subject of this sketch spent his boyhood on the farm, attending the district school winters and assisting in the farm work and putting in all his time at this work summers.

Possessing a decided mechanical taste, he obtained a position in a machine shop when he became of age, where he began his apprenticeship as a machinist. A couple of years later he came to Michigan, first locating at Lansing, and continuing to learn his trade, being employed by L. L. Houghton, a manufacturer of wood working machinery. In 1870, Mr. Dodds was married to Aeneas Carpenter, of Maple Rapids, Mich.

The family moved to Grand Rapids in 1878, Mr. Dodds entering the employ of the Buss Machine Works. In 1882, he bought an interest in a small machine shop on the second floor of a building at the west end of Pearl street bridge, and a few months later bought out his partner, thus becoming sole owner. As an employer, he immediately turned his attention to the development of inventions that should give his enterprise an advantage in the sharp competition in its field, that of wood working machinery. Some of the machines he invented are unique, and are still without a rival. During the first few years the business was subject to difficulties and setbacks that would have discouraged a man of less energy and hopeful temperament. The great floods of '83 deprived him of power for a long time, and, to escape a recurrence of this possible yearly catastrophe, he moved into what is known as the Deane building on Mill street, north of Berkey & Gay's. After two or three years of success in the new location,

another flood washed away the foundations of that part of the building where most of his machinery was located, letting it cave into the river. His indomitable energy had won for him many friends in the business world, and in this emergency these came forward with offers of financial assistance, and in a short time the works were again in operation, this time in a building built for the purpose on the West Side. Here the business prospered until larger quarters became necessary, and in 1892 Mr. Dodds purchased the four-story building with water power known as the Deane property, where the accident of caving into the river had occurred a few years before. He has made extensive improvements on the property, so that it is excellently adapted to the needs of his rapidly increasing business.

During the time of his business struggles Mr. Dodds had the misfortune to lose his wife. Some years later he married Mrs. A. J. DeLamar. He has one daughter by the first marriage.

Mr. Dodds has found time to interest himself in other enterprises and duties as a citizen. He has held the office of president of the Valley City Rattan Co. for over three years. Early in life he became a church member in the Baptist denomination, and joined the Fountain street church on coming to this city. Since that time he has been active in helping to establish two new churches of that faith in the city, in one of which he is deacon, and holds other offices. He became a Mason in Lansing, in 1868, and has passed most of the degrees of that order.

Mr. Dodds is a man of quiet tastes and retiring disposition, but he has the Scotch enterprise and tenacity of purpose which insures success in whatever he may undertake.

A. B. KNOWLSON,

Wholesale Shipper

Cement, Lime, Coal, Sewer Pipe, Etc.

CARLOTS AND LESS

GRAND RAPIDS, MICH.

The Bradstreet Mercantile Agency.

The Bradstreet Company, Props.

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

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

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STRAW BOARD,

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ROOFING MATERIALS,

COAL TAR and ASPHALT;

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Practical Roofers,

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JOBBER OF

Imported and Domestic Cheese

Swiss, Brick and Limburger a Specialty.

161-163 West Bridge St. Telephone 123

GRAND RAPIDS

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?

L. M. Clark
Grocery
Co.

CALL YOUR PA'S

neighbors and friends attention to the fact that we are

MICHIGAN'S
MERCHANTMIGHTIEST
MILLERS,

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!

We Will Do More in February

and we want your orders to help the record

Valley City Milling Co. Grand Rapids Mich.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, Feb. 23.—Every day brings encouragement and is better than the day before. Go where one will, he hears stories of "trade picking up," "doing a little better," etc. Grocery jobbers are greatly encouraged, and one of them reports the largest day's business for a year. The old depressing story of continually falling prices has been stopped; instead, we hear of "firmness" and "no further decline."

Coffee is, particularly, strong. Buyers who "wait until a more convenient season" are waiting in vain. They find the goods sold or else "fractionally higher" and go away feeling that they have lost a chance. Rio No. 7 is worth 16½@16¾c. Mild sorts are, also, firm and holders show no anxiety whatever to make sales. There is a good steady movement and all signs point to continued firm rates.

The tea market is about unchanged. There is, however, a better tone to the trade, and holders feel encouraged. For the better grades, particularly, the demand is very favorable, and quotations are strongly adhered to.

Refined sugars show no particular change. Prices cannot advance to any extent. Demand is about of the usual character.

Rice is firm, holders being well satisfied with the outlook. There is a good trade for the better sorts of domestic, and, also, for foreign. Japan rice is somewhat scarce and is likely to be for an indefinite period.

Spices are about in the usual demand, but holders are feeling encouraged, and, particularly, as regards pepper, in which some quite large transactions have taken place. Some good sales of cloves are, also, reported.

Really good qualities of grocery grades of molasses, while in sufficient supply, are certainly becoming scarcer and holders are holding at very firm rates. The quotations have not materially advanced during the week, but are apt to at any time. Foreign grades, also, are well maintained.

Canned goods—even canned goods—are doing better. Transactions are larger and the demand comes from all parts. Low priced vegetables seem to be in the lead at the moment. There has been an advance of 5@7½c on corn and California fruits show a little appreciation in price. Reports from Baltimore all speak of the revival of the canned goods trade. There are such enormous supplies of many things that there can be no great advance in quotations, but anything is better than to drag along as they have done for so long.

Butter is firm and really extra grades are scarce. There is a good demand and one that seems likely to continue. For under grades there is a rather slow movement and rates are nominal.

Cheese is improving every day and dealers feel encouraged. Not much is doing for export, and the little that is sought for is of low grade.

Western eggs are worth 25@26c and there is an excellent demand. All sorts are moving fairly well and it is likely that a large portion of the surplus will be worked off before the usual Easter accumulation arrives.

Provisions are firm, but there is no particular activity.

The big Arbuckle coffee "shop" in Brooklyn was partially burned Thursday, involving a loss of a quarter of a million of dollars. By the way, do you know that the word Arlosa means A for Arbuckle, rio for the city of that name, and sa for South America?

There seems to be a lack of news of late concerning the end-of-the-century manners of the New York woman. News of this character usually comes from the West, though it is occasionally blazoned forth in the columns of sensational New York papers. For many years the winter season has been ushered in by elaborate stories about the manner in which New York women drive four-in-hand sleighs up Broadway at midnight, maintain enormous and elaborate "gambling hells" on Fifth avenue, smoke cigarettes in the windows of the clubs, and have their boots polished while sitting elevated on the stands of the bootblacks on street corners, with their skirts blowing in the wind. The annual story of the tobacco merchant explaining how many thousand cigarettes New York women smoke in a day is also behind time, and the theory is gradually gaining ground that it has at last become recognized that the New York woman is, after all, about as well-bred and quite as conventional and sedate as her sisters of similar circumstances in the other towns in this country.

A familiar figure in New York life has apparently departed forever. This was the heavy round-shouldered bewhiskered man who was the forerunner of all building operations in town, and whose duty it was to smoke a pipe and occasionally stir a mortar bed whenever any repairs were going on in the neighborhood. It was the custom to mix the mortar and get it in shape at least eight or ten days before building operations were begun, and the mortar man and his assistant, with their whitened overalls, long hoes and tranquil manners, always preceded the energetic masons and stone cutters. Recently, however, a big monopoly has taken hold of the mortar business, and it is mixed in remote yards, where ten days' attention is duly given to it, and when the builders are ready for the mortar it is carried to them in carts, poured into the heart of the building, and does not touch the sidewalk at all.

The Latch String Is Out.

Patrons of THE TRADESMAN who wish to inspect a model printing office—the largest and best equipped in the city and one of the finest establishments of the kind in the State—are cordially invited to call any time during business hours and visit the various departments. Take elevator in New Blodgett building (corner Louis and Ottawa streets) for fifth floor.

DON'T WANT IT.

Grand Rapids and Jackson Grocers Oppose the Brundage Bill.

JACKSON, Feb. 21.—What is the Grand Rapids Retail Grocers' Association doing in regard to the pure food bill? We propose to make a strong protest against its passage. We do not want to see manufacturers driven from the State by any such nonsensical law as this. They will have to stay out or give away their business if such a law is passed. Our President said he wished that we might have three or four copies of THE TRADESMAN containing its analysis of the measure, so that we can pass them around and get our grocers to help defeat the bill, if possible. W. H. PORTER, Sec'y.

At the last meeting of the Grand Rapids Retail Grocers' Association the Brundage bill was discussed at some length, culminating in the adoption of the following resolution:

WHEREAS—There is now before the Legislature a measure known as the Brundage bill, having for its alleged object the curtailment of adulteration and sale of adulterated goods; and

WHEREAS, This measure unjustly discriminates against the retail dealer, placing the merchant at the jeopardy of his enemies and paid spies of the State; therefore

Resolved—That we place ourselves on record as unalterably opposed to any legislation which is devoid of the element of fairness to all parties concerned, and earnestly request our Representatives and Senators to work and vote for the defeat of the Brundage bill and kindred measures.

Status of the Waterbury Failure.

The assets of A. E. Waterbury & Co., the Traverse City jewelry firm which recently made an assignment to Foster & Crotser, are appraised at \$675. The liabilities are \$1,600.59, divided among twenty-three in the following amounts:

C. H. Knights & Co.	\$158 56
Cleveland Optical Co.	46 25
Towle Mfg. Co.	33 46
Lissner & Goldheim	7 12
Benjamin, Allen & Co.	10 00
Holmes & Edwards	20 13
E. G. Webster & Son	55 02
Stein & Elbogen	108 45
Odenheimer, Zimmer & Co.	136 70
Norris, McAllister & Co.	136 70
Rogers & Bros.	23 98
Robbins & Appleton	38 00
William Rogers Manufacturing Co.	54 58
Keystone Watch Co.	75
Waterbury Clock Co.	23 40
Bernstein, Cohen & Co.	8 00
J. T. Scott & Co.	324 96
Trier Bros.	104 50
John Holland Pen Co.	16 00
Edward Ladd Pen Co.	30 00
M. A. Eisman & Bro.	152 79
T. Lindenberg	12 48
Chas. A. Hammond	100 00

The cry of "Hard times and no money" is false. The Western Beef and Provision Company are selling far more goods than ever before. Their prices to the trade command big sales.

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

* OYSTERS *

Daisy Brand, Favorites, per can.	\$ 16
Daisy Brand, Standards, per can.	18
Daisy Brand, Selects, per can.	26
Solid Brand, Standards, per can.	20
Solid Brand, E. F., per can.	22
Solid Brand, Selects, per can.	25
Solid Brand, Extra Selects, per can.	28
Extra Standards, per gal.	1 30
Oysters fine and well filled.	
The Queen Oyster Pails at bottom prices.	
Mrs. Withey's Home Made Jelly, made with boiled cider, very fine:	
30-lb. pail.	65
20-lb. pail.	50
15-lb. pail.	45
1 quart Mason Jars, per doz.	1 40
1 pint Mason Jars, per doz.	95
Mrs. Withey's Condensed Mince Meat, the best made. Price per case	2 40
Mrs. Withey's bulk mince meat:	
40-lb. pail, per lb.	6
25-lb. pails, per lb.	6¼
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.	19
Pure Sweet Cider, per gallon.	10
New Pickles, medium, barrels.	5 00
New Pickles, ¼ barrel.	2 75
New Sauer Kraut, barrels.	4 00
New Sauer Kraut, ¼ barrels.	2 50
Maple Syrup, pint Mason Jars, per doz.	1 40
Maple Syrup, quart Mason Jars, per doz.	2 25
Maple Syrup, tin, gallon cans, per doz.	9 00
Peach Marmalade, 20-lb pails	1 00

EDWIN FALLAS,
Grand Rapids, Mich.

John Brechting,

Architect,

79 Wonderly B'ld'g.

Call or let's correspond if you want to build.

S. P. Bennett Fuel & Ice Co

Mine Agents and Jobbers for

ALL KINDS OF FUEL.
GRAND RAPIDS, MICH.

Blank Books,
Tablets,
Stationery.

EATON, LYON & CO.

20 & 22 Monroe St.,
GRAND RAPIDS.

PANIC AMONG MEAT MEN.

The Western Beef and Provision Company awakens everybody to the fact that there is

Lots of Money in Circulation.

Their Prices to the trade this week command immense Sales. Telegrams coming in from the Western supply say, "Sell more goods." Storehouses are full and carloads are arriving.

Ask for prices on

ALL FRESH AND SMOKED MEATS,

VEGETABLE, WORLD'S FAIR BUTTERINE, LARD AND ALL PROVISIONS.

Order quick and prices will surprise you. Special attention to mail and telegraph orders.

WESTERN BEEF and PROVISION CO., Grand Rapids, Mich,
71 Canal St.

Muskegon Bakery Crackers

(United States Baking Co.)

Are Perfect Health Food.

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

Muskegon Bakery Butter Cracker.

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

Nine
Other
Great
Specialties
Are

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

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

United States Baking Co.

LAWRENCE DEPEW, Acting Manager,

Muskegon,

Mich.

Spring & 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.

"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.

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.

MICHIGAN BARK AND LUMBER CO.,
GRAND RAPIDS,
MICH.

18 and 19 Widdicombe 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.

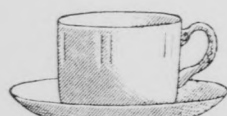
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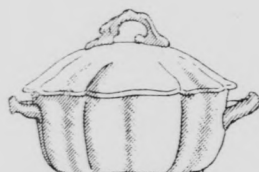
REDUCED PRICES.

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 68
20 " 7 " ".....	61	12 20	4 " Individual Butters.....	19	76
2 " 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 Bowls.....	94	47	24 Only Oyster Bowls, 30s.....	75	1 50
12 " 30s ".....	75	75	6 Pairs Ewers and Basins.....	7 13	3 57
12 " 36s ".....	63	63	6 Only 9 inch Dishes.....	1 13	57
12 " 9s Open Chambers.....	3 60	3 00	6 " 10 " ".....	1 69	84
6 " 9s Covered Chambers.....	4 50	2 25	6 " 11 " ".....	2 25	1 13
12 " 6 inch Scallops.....	94	94	Crate and Cartage.....		2 50
12 " 7 " ".....	1 13	1 13	Total.....	\$ 58	73
12 " 8 " ".....	1 69	1 69			

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
2 " 8 " ".....	70	1 40	1 Dozen Open Chambers, 9s.....	3 00	3 00
6 " Fruit Sauces.....	23	1 68	1 " Covered Chambers, 9s.....	4 50	4 50
4 " Individual Butters.....	19	76	9 Only Ewers and Basins, 9s.....	7 13	5 35
6 Only Bowls, 24s.....	94	47	30 Set handled Teas, St. Denis.....	37 1/2	11 25
1 Dozen Bowls, 30s.....	75	75	30 Set handled Teas, Daisy.....	37 1/2	11 25
2 " 30s Oyster.....	75	1 50	Crate and Cartage.....		2 50
1 " Scallops, 6 inch.....	94	94	Total.....	\$ 66	34
1 " 7 inch.....	1 13	1 13			
1 " 8 inch.....	1 69	1 69			
6 Only Dishes, 9 inch.....	1 13	57			

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

H. LEONARD & SONS, Grand Rapids.

The Dayton Computing Scale

It Sells Because of Its
Money-Making Features.

WARNING!

The trade are hereby warned against using any infringements on **Weighting 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.

SEE WHAT USERS SAY:

Mess. Hoyt & Co., Dayton, O.

PORTLAND, Mich., January 5, 1895.

GENTLEMEN—I have used one of your Computing Scales for about one year. I cannot praise it too highly. It is very accurate and quick. There is no chance to make a mistake. I would not part with it for any money if I could not get another. I take pleasure in recommending it to anyone in need of a perfect scale. Yours truly,

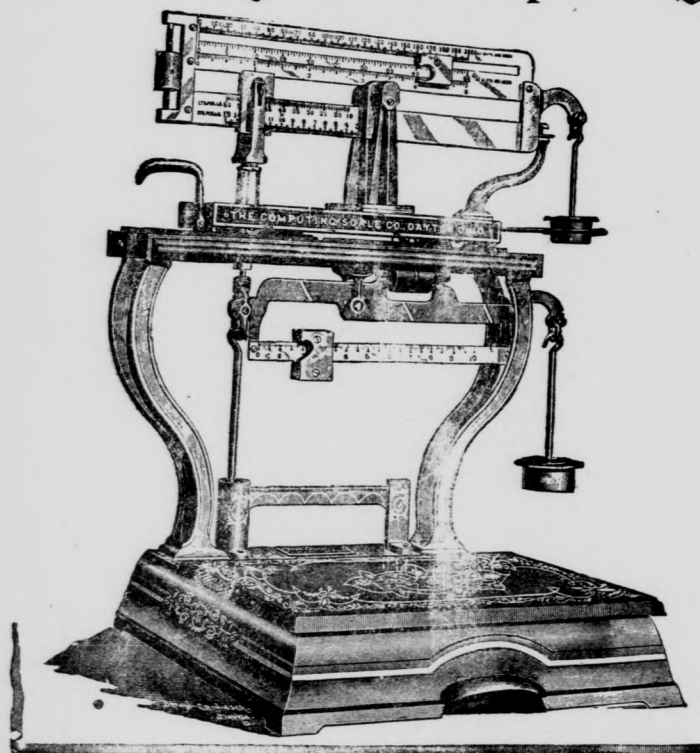
P. N. MOORE.

Mess. Hoyt & Co., Dayton, O.

PORTLAND, Mich., January 5, 1895.

GENTLEMEN—I have used one of your Computing Scales now over a year, and must say that I have had much pleasure as well as profit in its use. I would not part with it for the price I paid for it if I could not get another. It gives me pleasure to recommend it to all wishing a good, profitable, correct scale. Yours respectfully,

HERMAN W. CLARK.



For further information drop a postal card to

HOYT & COMPANY, Dayton, Ohio,