

MICHIGAN TRADESMAN

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Volume XII.

GRAND RAPIDS, WEDNESDAY, JULY 31, 1895.

Number 619

CHRISTENSON BAKING CO. MANUFACTURER OF **Crackers**
AND FULL LINE OF **Sweet Goods**

252 and 254 CANAL ST., GRAND RAPIDS

M. R. ALDEN

M. R. ALDEN & CO.

E. E. ALDEN

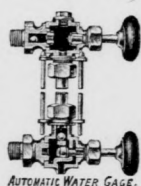
STRICTLY FRESH EGGS,
Choice Creamery and Dairy Butter
A SPECIALTY

Wholesale Produce

Northern Trade supplied at Lowest Market Price s. We buy on track at point of shipment, or receive on consignment. PHONE 1300.

93 and 95 South Division Street,

GRAND RAPIDS, MICH.



AUTOMATIC WATER GAGE.

—THE—
PENBERTHY
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 Unequaled.
SEND FOR CATALOGUE. **PENBERTHY INJECTOR CO.** DETROIT, MICH.
BRANCH FACTORY AT WINDSOR, ONT.

Griswold House

RE-MODELED
NEWLY FURNISHED

FRED POSTAL
Proprietor

..... BEST \$2.00 A DAY HOUSE IN THE CITY

Corner Grand River Avenue and Griswold St.,

DETROIT, MICH.

**Chocolates.....
and Bon Bons**

An endless variety of the toothsome dainties to be found at the manufacturers.

—A. E. BROOKS & CO.

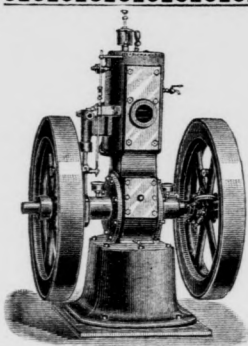
5 and 7 S. Ionia St., GRAND RAPIDS

PERKINS & HESS, DEALERS IN **Hides, Furs, Wool and Tallow**

WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

Nos. 122 and 124 Louis Street,

GRAND RAPIDS, MICH.



NO BOILER ENGINEER FIRE Economical, Noiseless
Absolutely Safe!

The Sintz Gas Engine

Occupies less space and weighs less per horse power than any other power made.

Sintz Gas Engine Co., 242-244-246 Canal st., G'd Rapids

Manufacturers of Marine Engines and Launches.
Send for Catalogue.

....A GOOD THING....

To insist upon when placing an order for

LEMONS

Is that they shall be repacked and sound.

Of course, that costs a little more, but

....IT PAYS....

THE PUTNAM CANDY CO., Grand Rapids

ORDER
A
SAMPLE
CASE
OF
THE
NEW

**VULCAN
BOOT**

VULCANIZED
LEATHER
INNER SOLES



WHOLESALE

Rubber Footwear

EXCLUSIVELY

C. L. WEAVER & CO.

161-163 Jefferson Ave.
DETROIT

WOONSOCKET Specialties packed in bulk list 5 cents a pair less.
RHODE ISLAND shoes made with light BUFF lining

WIDE, MEDIUM, NARROW and
PICCADILLY TOES

Excel in FIT, STYLE, QUALITY
and FINISH

SOMETHING NEW

**East India
Pickles!**

A DELICIOUS
RELISH.....

THE
FINEST GOODS
of the kind
ever offered
in this country.

Great Seller

Good Profit

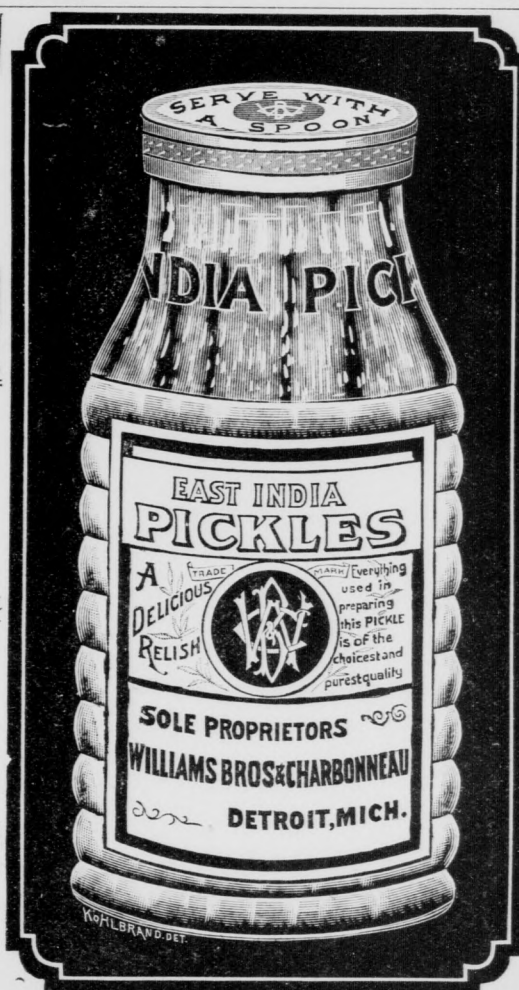
Put up in handsome, wide
neck bottles with glass
stoppers.

FOR SALE BY

**The Ball-
Barnhart-Potman
Company**

GRAND RAPIDS, Mich.

And all first class jobbers
throughout the
United States.



~~~~~  
**Say! = = = =**

**Did you ever stir up a.....**

**PRICE**  
**\$35.00**  
**PER**  
**1000**



**B. J. REYNOLDS, Sole Agent for Michigan**

**= = = GRAND RAPIDS = = =**

**Goods Guaranteed**

**Mail Orders Solicited**





# MICHIGAN TRADESMAN

Volume XII.

GRAND RAPIDS, WEDNESDAY, JULY 31, 1895.

Number 619

**THE Grand Rapids FIRE INS. CO.**  
 Prompt, Conservative, Safe.  
 J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

**Michigan Fire and Marine INSURANCE CO.**  
 Organized 1881  
 Detroit, Mich.

**Commercial Credit Co., Limited.**  
 Reports on individuals for the retail trade, house renters and professional men. Also Local Agents Furn. Com. Agency Co.'s "Red Book." Collections handled for members. Phone 166-1030  
 65 MONROE ST., GRAND RAPIDS.

**WAYNE COUNTY SAVINGS BANK,**  
 Detroit, Mich.  
 \$500,000 TO INVEST IN BONDS issued by cities, counties, towns and school districts of Mich. Officers of these municipalities about to issue bonds will find it to their advantage to apply to this Bank. Blank bonds and blanks for proceedings supplied without charge. Communications and enquiries have prompt attention. Bank pays 4 p.c. on deposits, compounded semi-annually. S. D. ELWOOD, Treas.

**Country Merchants**  
 Can save exchange by keeping their Bank accounts in Grand Rapids, as Grand Rapids checks are par in all markets. The

**State Bank of Michigan**  
 Offers exceptional facilities to its customers, and is prepared to extend any favors consistent with sound banking.  
 DANIEL McCOY, President.  
 CHAS. F. PIKE, Cashier.

**The Michigan Trust Co.** Grand Rapids, Mich.  
 Makes a specialty of acting as  
 EXECUTOR OF WILLS  
 ADMINISTRATOR OF ESTATES  
 GUARDIAN OF MINORS AND INCOMPETENT PERSONS  
 TRUSTEE OR AGENT  
 In the management of any business which may be entrusted to it.  
 Any information desired will be cheerfully furnished.  
 LEWIS H. WITHEY, President.  
 ANTON G. HODENPYL, Secretary.

**ARLOW BROTHERS**  
**BOOK INDERS**  
**BLANK BOOKS**  
 5 AND 7 PEARL STREET.

The Tradesman's advertisers receive sure and profitable results.

## SUCCESSFUL SALESMEN.

J. J. Frost, Treasurer of the Michigan Knights of the Grip.  
 James J. Frost was born at Royal Oak, Oakland county, Nov. 21, 1844, his father being a Vermonter and his mother of Scotch extraction. He lived on the farm with his parents until he was 14 years of age, when he entered the Dickinson Institute, at Romeo, from which institution he graduated on the English course four years later. During the next three years he taught school in Macomb and Oakland counties, and for three years was principal of the graded school at Lakeville. In 1868 he embarked in the dry goods business at Romeo, under the style of Frost, Flumerfelt & Co. The firm burned out in 1877, when it discontinued business, paying every creditor in full. Mr. Frost then went on the road

Mr. Frost lives in a \$7,000 residence at 517 Grand street, South, and holds stock in two Lansing banks. He belongs to no secret order, but has been a member of the M. C. T. A. for the past sixteen years, and was a charter member of the M. K. of G. He was made Treasurer of the latter organization in 1892 to fill vacancy; was chairman of Post A during 1894, and at the last annual meeting of the State organization was elected Treasurer by an overwhelming vote, which betokened his wide popularity among the boys.

Mr. Frost attributes his success as a salesman to the fact that he is able to hold the customers he makes, and, as an evidence of his ability in that direction, he points to the fact that the same dealers he sold to on his first trip out, sixteen years ago, are still his customers.



JAMES J. FROST.

for Ketchum Bros., carriage manufacturers of Romeo, with whom he remained two years. In 1879 he removed to Lansing and engaged to travel for Clark & Co., with whom he has been identified for the past sixteen years, covering the retail trade of Michigan, Northern Indiana and Ohio, and the jobbing trade of Wisconsin, Minnesota, Iowa, Illinois, Missouri and Kentucky. On the organization of the Anderson Road Cart Co., he was elected a director and Vice-President, subsequently succeeding to the position of President. He handles the line of that corporation in connection with the line of Clark & Co.

Mr. Frost was married in 1868 to Miss Margaret Flumerfelt, of Pontiac, and is the father of two children—Louis E., aged 23, who is a graduate of the Cayuga Lake Military Academy and is now engaged in business at Honolulu, Sandwich Islands, and Cass, aged 21, who is now doing office work for the Michigan Fuel Co., at Lansing.

Personally, Mr. Frost is a genial gentleman whom it is a genuine pleasure to know and a privilege to know well. He is a man of strong likes and dislikes, but makes and holds as many friends, socially, as he is enabled to hold customers, in a business way. Satisfied with the success he has achieved, as a citizen and a business man, and happy in the possession of a comfortable home and in his family relations, Mr. Frost enjoys an enviable existence and has reason to look forward to the future with a reasonable degree of complacency.

Frank Jewell (I. M. Clark Grocery Co.) was so proud Monday that his associates could not surmise what had happened to him unless it was that he had received another of those \$100,000 checks from that Tacoma bank. Enquiry at his home as to the cause of his vanity disclosed that a third son arrived Sunday afternoon and that both child and father was doing as well as could be expected under the circumstances.

## Price Marking Goods.

One of the most important matters connected with the mercantile business is the marking of goods. In doing this three objects should be kept in view: Profit to the merchant, ready sale, and satisfaction to the customer. This last object is often lost sight of, but we insist that a policy on the part of the salesman which does not aim at securing satisfaction to the customer is a short-sighted one, and will ultimately prove disastrous to the dealer. A customer will pay for a suit of clothes a price which will yield to the merchant a fair profit, and yet be content with his bargain, but were a sack of sugar marked to yield half as large a profit, a customer would feel that an attempt had been made to impose upon him. On some kinds of goods, then, customers will willingly allow the merchants a good profit, but others they will purchase only at a very small margin above cost.

It is the duty of the salesman to consider all the circumstances attendant on this feature of his business, as the amount the capital invested ought to earn, the probable amount of the year's sales, the running expenses of the establishment, the kinds of goods handled, the competition to be met, the class of trade catered to, what will or will not satisfy his customers, etc. A volume could be written upon this one feature of mercantile business, but practical experience and native good judgment are the only means by which a salesman can become proficient in it.

Having considered every circumstance which ought to influence him in marking the goods, the salesman should make his prices and then adhere to them. A rumor that a house has two or more prices, according to the customer who is buying, will spread rapidly and soon create a distrust very hurtful to its business. It is unfair, undignified and downright dishonesty to make different prices to different customers, other things being equal, such as quantity, time, etc. Uniform-dealing, one-price houses command a respect among customers which sliding-scale dealers never enjoy.

Careful investigation has shown that in nearly all cases of bankrupt retail dealers a large proportion of the goods on their shelves were unmarked, and hence in a condition of confusion which could not but result in loss and disaster. The retail dealer who puts his goods on the shelves without marking them is tolerably certain to learn by bitter experience, sooner or later, the folly of his course; and the wholesale dealer who fails to keep a suitable record of prices as the market fluctuates is omitting a vital feature of success.

B. F. CUMMINGS, JR.

The Brooklyn trolley system has caused the death of 114 persons since it went into operation. The number of fatalities greatly exceed in proportion those of any other city in the country.

## THE RIGHTS OF MAN.

## Mistaken Notions Which Gain Credence Through Repetition.

A large share of the political difficulties of the times arises from mistaken notions in regard to the rights of man. The anarchist, the single-tax men, railroad strikes and labor difficulties generally, may all be traced in one way or another to the fact that people do not have a clear conception of man's rights and duties. Men talk about "rights of labor," the "wrongs which capitalists are inflicting upon laborers," about poverty, the "crime of capital," and a thousand other things in the same category, all of which are based upon the thought that one man is as good as another and that the world owes every man a living.

Carried to their logical conclusion these ideas finally take the trade union form. Every man should receive absolutely the same wages, no matter what kind of work he may be engaged in; that these wages should be paid regardless of the hours of labor or the results produced, and carried a little further we find that the ultimate conclusion would be that no man has a right to property or anything else beyond a bare subsistence. To those who are at the bottom of the social scale it seems eminently right and proper that others who have by labor or fortunate circumstances been able to accumulate should be brought down to their own level. Why, except for selfish personal ends and gain, intelligent men of the higher classes should be willing to advocate such nonsense it is difficult to say. That such men have not been taught how to reason or what relationship to give to their observations seems to be the simplest and most charitable solution of the problem.

Edward Bellamy, in his famous novel, "Looking Backward," draws a picture of society under the likeness of a coach upon which everyone is trying to climb, in order to be carried forward with ease and comfort by others who are not successful in getting up out of the hot, dusty road. The workingman and the tramp alike feel and talk as though the world went around because of their unaided exertions, and the idea is very common and is frequently expressed that the world owes them a living. Unable to see the principles upon which the whole creation is founded they miss the fact that the world owes nobody a living.

Neither bird, beast or fish can be said to be provided with a living by nature. The more highly developed the animal the more is he called upon to exercise his brain and to work. We may take it as a fact that when a man is unable to earn a living he has no right to demand a living of the world. When he cannot earn his daily bread, then his only right is to starve to death in a decent manner. When the savage, unable to hunt and fish, can no longer gather food for himself, he calmly draws his blanket over his head and dies. This is the fulfillment of the natural law. When a man cannot find the wherewithal to gratify his taste or supply his wants it is just as well for him to remember that he has no longer any business in this world.

Humanity has its duties in this matter, but humanity's duties in this case are not rights for the individual. The right which is conferred upon him in civilized countries is the right to go to the poorhouse and there receive such support as the state chooses to furnish.

The workingman is very prone to talk about the sins of millionaires, and in this he outrages public decency. The millionaire can with just as much propriety say that all workingmen are swindlers and defraud their employers of a large amount of time and labor as the workingman can say to the millionaire that his money has been obtained by fraud and oppression. The millionaires have sins, some of them have committed crimes; but, in general, sins of the millionaire against the workingman have been no greater than those of the workingmen to their employers, and the two should be considered an offset to each other.

There is a principle which has been recognized since the days when the world was young, that every man should be paid according to the value of his labor. He who can do much, therefore, receives more than he who can do little. Again, it has been recognized as fair that commodities vary in value and some are worth much more than others. Therefore, it also has come to pass that some kinds of labor are worth more than other kinds. Since this is so, some men receive more for their work than others. It is one of the rights of men, therefore, to receive, every man, according to his work, having regard both to kind and quantity. The reasonableness of paying a man who can do fifty days' work in one day in proportion to what he performs has never been called in question, until the army of the great unwashed, headed by men without conscience, attempted to set the world aside in the interest of the Lord knows what.

When, during the last century, royalty and aristocracy had trodden down the common people to a depth of degradation which can scarcely be conceived, the great savers of the people, as they called themselves, made it fashionable to talk about the rights of man. They little dreamed what a whirlwind would follow as fruit from the seed which they were sowing. In utter ignorance of what rights man had, and imbued with a frightful hatred of the aristocracy, their movement went to the extreme which is scarcely conceivable. They held that all men were equal and that they all had the same rights. They utterly failed to see that the peasant was not equal to his lord, that by neither birth, education nor mental ability was he entitled to the rights and privileges which belonged to the well-bred and educated man. Because the country had been badly ruled by the injustice, greed and recklessness of the king and his nobles was no reason why the government should be turned over to the greed, recklessness and injustice of the common people. It was then calmly taught and accepted that these ignorant peasants, who were only one remove from the cattle by whose sides they toiled, were capable not only of self-government but of taking a part in the government of one of the greatest nations of the world, and this absurd proposition was argued with such force, and there was such a reaction on the part of those who had been rulers and belonged to the ruling classes, that these statements were generally believed and accepted as facts. If the results had not been so fearfully disastrous, not only for Europe but for the whole world, the matter would have been one for laughter.

No one dreams for a moment that minor children owning stock in a great

company are capable of voting at meetings of stockholders. No one thinks that stock and bondholders generally are capable of managing the affairs of a railroad, and yet these stockholders as a rule are vastly more intelligent than the voters of a country, taken as a whole. In these great money companies there is no pretense whatever that stockholders without knowledge of financial affairs have the right to rule the company. It is conceded that they do not know how, and that the most they may ever do is to vote for persons who are to select still other persons, who will be the actual rulers.

A man's right to regard himself ceases when he has insufficient knowledge to look after his own personal interests. The idiot, the imbecile and the feeble-minded are not allowed even the freedom of personal self-control. This is too well recognized as right and proper to need discussion. When the individual

has an insufficient amount of intelligence to understand the results of his political action we may safely draw the conclusion that he is not fit to take part in the general government of the country, nor to vote at general elections.

In general, men's rights are very much more restricted than the great unwashed multitude are willing to believe. Men may not have the right to vote, and yet have the right to keep honestly governed. The intelligent class may have the right to direct those who are ignorant, and the rich, by reason of their wealth and education, may be entitled to numerous privileges denied to those in different positions. On the other hand, the poor have the right to demand the right use of the wealth and power of those above them, socially, mentally, physically and legally.

W. E. PARTRIDGE.

Marshall Field, the Chicago dry goods man, now takes a valet with him when he travels.



### BUSINESS WHEELS LIGHT ROADSTERS LADIES' WHEELS

A High Grade Machine, Built on Mechanical Principles. Prices Right. Immediate Shipment. Dealers, write for discounts.

**CYCLOID CYCLE CO., 488 S. Division St., Grand Rapids**

**Absolute**

**...The Acknowledged Leader...**

**Tea!**

SOLD ONLY BY

**TELFER SPICE CO.,**

**GRAND RAPIDS, Mich.**

### If you knew

The satisfaction given to yourself and customers by selling Highland Brand Vinegar, you would not be without it. Thousands of merchants will tell you this.

**Highland Brand Vinegar  
is Superior.**

*Oakland Vinegar & Pickle Co.  
Highland Station, Mich.*





## BINDING TWINE.

## Chicago the Greatest Twine Producing Center in the World.

A Chicago manufacturer produces enough binding twine every working day in the year to reach half way around the earth. The capacities of his factories, of which there are two, is eighteen miles every minute, or about 3,333,330 miles a year. The weight of the annual product is 26,000 tons, and it would stretch from the earth to the moon thirteen times with a loose end left over that would girdle the earth nine times. If a train were to travel as fast as twine is made in the factory it would speed from Chicago to New York in about forty-five minutes. These factories make about one-third of all the binder twine consumed in the United States. The total amount would therefore be about 10,000,000 miles, or 48,000 tons. Allowing about two feet of twine for every bundle of wheat, the total number of bundles harvested would be 105,600,000,000, a simply inconceivable amount.

Chicago is by all odds the greatest twine producing center of the world, and it distributes its output "from China to Peru." The largest amounts are used in Minnesota and Dakota, but other states are also great buyers. Of foreign countries, Argentine is far in the lead as a twine consumer, but large sales are made in South Africa and Australia; in fact, everywhere in the world that wheat will grow.

The best twine is made from East Indian manilla hemp. It is a product of a plant known to botanists as *musa textiles*, a variety of banana palm which grows only in the Philippine Islands. Some fairly good varieties of hemp, although far inferior to the manilla, are now being grown in Southern Mexico. Yucatan supplies the much-used sisal, which comes from a plant known as the American aloe, resembling the century plant in appearance. The fiber takes its name from Sisal, a seaport town in Yucatan. The work of cutting the fiber, stringing it out, suspending it on racks to dry, and packing it for shipment employs thousands of the natives during a part of the year. All the rest of the time they employ in a magnificent leisure, spending their earnings and waiting for the next sisal season. The Yucatan hemp is now much used, although it is not as strong and durable as the East Indian products.

The various kinds of hemp come to the factory storehouse in bales containing from 270 to 375 pounds. Some of them are bound in rattan and palm leaves, and are covered with cabalistic lettering in some foreign language. Recently a little of the hemp grown in Kentucky as an experiment has been tried, but it was not found to be fit for binding twine, which must not only be strong and smooth but uniform in size so that it will work well in the machine.

The warehouse is three stories high, 275 feet long by 100 feet wide, and is packed from top to bottom with hemp bales, the entire capacity being 5,000 tons. Great caution has to be observed in providing fire protection, for if the piles of bales once became ignited it would be almost impossible to extinguish them. Superintendent Michaels has to keep a sharp eye out when the bales are unpacked, for the wily Mexicans do all sorts of things to make them weigh heavy. Oftentimes great chunks of grindstones and cobblestones, to say nothing of wood and cheaper grades of hemp, are found packed inside the bale. It pays better than hemp-raising, and doubtless the Mexican chuckles more over getting money in this way than he would if he had earned it.

The twine factory proper is a great new building. In one corner of it is one of the largest engines in the world. It has the thirty-two-foot fly wheel which attracted so much attention in machinery hall during the World's Fair, and the indicator registers up to 2,000 horse-power. One man who stands on the clean varnished floor is the sole master of the great engine which keeps the hundreds of spindles in the factory clicking away so busily.

When the bales of hemp come in from

the warehouse they are torn apart, and the workmen shake out each of the separate bunches, which are knotted at the end, and somewhat resemble a horse tail, only they are nearly white, and very coarse, the fibers varying from two up to six feet in length. So closely is the hemp packed that a bale more than doubles in size when it is loosened.

The hemp now goes to the preparing-room, where the roar of machinery is so deafening that it is impossible to speak loud enough to be heard. The room is remarkably high, so that the thick hemp dust which fills the atmosphere will be swept out, and will not injure the employees. The hemp goes first to the scutching frame, which is a broad wheel about eight feet in diameter, the outer surface being covered with short, sharp pegs set close together. This is covered all over with a shield, which is pierced at one side with a square hole. Through this hole the hemp bunches are switched until the teeth have combed the fibers out straight, tearing away, also, a good deal of dust and short, valueless fibres.

The hemp now goes to the first spreader or breaker. This consists of two sets of belts, both covered with short metallic teeth or pegs, the first moving more slowly than the second. On being fed into the machine the hemp is spread out, carded and straightened, the second belting pulling it apart longitudinally and making the ribbon thinner. From the end to the first spreader a girl attendant, who is powdered with dust from head to foot, guides the big loose rope into high tin pails, from which it is fed into the second spreading machine, and so on through eight of them until the hemp ribbon is smooth and even and much thinner and narrower than at first.

It now goes in high tin pails to the bell machines, where it runs over numerous spools and rollers, which smooth it down beautifully, twist it and draw it out finer and thinner, making the fibres more and more compact. After going through two of these machines it is ready to be sent to the 600 spindles or looms on the second and third floors.

It is difficult to give an idea of the scene in the spindle-rooms. Hundreds of machines, all just alike, with each part moving in unison, each belt flapping in line, and over all a deafening sound of whirling wheels and clicking spindles. Among the machines a few girls move about quietly, keeping them free from dust and seeing that their insatiable mouths are always full. Here the ribbon of hemp runs from the pails through a very small hole, and then it is pulled very fast, so that it grows thinner, at the same time being twisted a little. Then it is fed on a big spool or bobbin in the form of the finished twine—650 feet to every bobbin. A very complete system of inspection and examination is in use at the factory for insuring absolute exactness in the size and strength of the twine. The binder attachment of a harvester is set up in the room and a bundle of rag bags is bound from time to time to see if the twine is perfect practically.

The bobbins are now sent up to the balling department. Here a great number of girls with incredibly nimble fingers are engaged in operating busy little machines which wind the twine from the bobbins into the well-known shape of the twine balls. The balls are so made that the twine unwinds from the inside out instead of from the outside in. Being paid by the piece, some of the girls make as high as \$1.30 a day.

The balls are now weighed and twelve of them are placed in a fifty-pound package and covered with burlaps ready to be shipped to the farmer.

Twine mills are operated only about ten months, beginning in the fall and continuing until late the next summer. The selling season is, of course, before and during harvest time.

It is an inversion of the ordinary course of trade to have wheat shipped from East to West in this country; but it has been done a number of times in notable quantities of late. One of the largest of these transactions was the purchase, by the Cleveland Milling Co. of 125,000 bushels of wheat stored in Buffalo. It was a large transaction in itself,

besides reversing the ordinary geography of buyer and seller.



Via D., G. H. & M. Ry. and GOODRICH LINE.  
The Magnificent New Fast Steamships.  
ATLANTA and CITY OF RACINE

SCHEDULE:  
LEAVE Grand Rapids daily via D., G. H. & M. Ry.  
at 7:40 p. m., arrive Chicago 6:30 a. m.  
RETURNING, Leave Chicago daily at 7:30 p. m.,  
arrive Grand Rapids 6:40 a. m.

GRAND RAPIDS to CHICAGO, ONLY \$3.90

\$6.50 FOR THE ROUND TRIP. Stateroom Berth Included. Through tickets and stateroom berths can be had at the city office and depot of the D., G. H. & M. Ry., Grand Rapids; also at all stations on the D., G. H. & M. Ry., D. L. & N., G. R. & I. and T. S. & M. Rys.

H. A. BONN,  
General Pass. Agent,  
Goodrich Trans. Co., Chicago.

## Blank Books Tablets Stationery

### EATON, LYON & CO.

20 and 22 Monroe St.  
Grand Rapids

## Our Yarns and Underwear

Are now in stock, and more coming every week. Be sure and see the line before buying.

## Our Floor Oil Cloths

Can be delivered now—Qualities Nos. 1, 2, 3A, 4.

Also RUGS—in Qualities 1, 2, 3A, best line we have ever shown and at prices very low.

## P. Steketee & Sons

GRAND RAPIDS

## A Horse Canning Factory

Is being erected in Oregon, so the report goes, and all on account of the bicycle. The horse must go.

Are you aware that we make a specialty of

### LUMBERMEN'S SUPPLIES?

Our line of Duck, Kersey, Mackinaw and Leather Coats, Mittens, Gloves, Lumbermen's Socks and Kersey Pants is immense. Values that make a man's eyes "stick out." Send us your card and our Agents will call.

## Voigt, Herpolsheimer & Co.

WHOLESALE DRY GOODS

GRAND RAPIDS

## Spring & Company

IMPORTERS and  
WHOLESALE DEALERS IN

DRESS GOODS, SHAWLS, CLOAKS,  
NOTIONS, RIBBONS, HOSIERY, GLOVES  
UNDERWEAR, WOOLENS, FLANNELS  
BLANKETS, GINGHAMS, PRINTS and  
DOMESTIC COTTONS

We invite the attention of the Trade to our  
Complete and Well Assorted Stock  
at Lowest Market Prices.

SPRING & COMPANY, Grand Rapids

## AROUND THE STATE.

## MOVEMENTS OF MERCHANTS.

Grand Ledge—S. W. Briggs succeeds N. M. VanAstor in the hardware business.

St. Johns—C. S. Allison, jeweler, has sold his stock to R. G. Allison.

Ionia—W. S. Bouk succeeds W. S. Bouk & Co. in the harness business.

Diamondale—N. H. Widger has closed his grocery store on account of poor business.

Central Lake—W. H. Clark has purchased the furniture stock of Dennis Crothers.

Constantine—A. C. Sheffer has purchased the grocery and baking business of Beecher Dentler.

Hudson—The Brown & Stowell general stock was sold at auction Aug. 24 to E. T. Binns, of Bryan, Ohio, for \$7,700. The stock was valued at \$12,000.

Belding—E. H. Deatsman has leased his double stores on Bridge street to Mr. Luther, of Greenville, and W. A. Dennis, of this city, who will from a partnership and embark in the furniture and undertaking business.

Flushing—Parrish & Davis, who have been engaged in the bazaar business at this place, have dissolved. F. H. Davis retiring from the co-partnership. C. W. Parrish and G. D. Parrish have purchased the stock and will continue the business.

Belding—Lee Cusser has purchased the interest of Thos. Welch in the grocery business of Bond, Spencer & Co. and the firm name is now Cusser & Spencer. Mr. Cusser has been employed in the People's Savings Bank as Assistant Cashier.

Alto—Scott & Hunsicker have closed out their stock of dry goods to McCartney Bros., of Lake Odessa, and have dissolved partnership. P. W. Hunsicker retiring. J. M. Scott has moved the grocery stock into his hardware building, where he will continue the business.

Muskegon—Geo. E. Lovejoy, who has been at the head of the dress goods department of the Wm. D. Hardy Co. for eleven years has, resigned to identify himself with a Jackson house. The other clerks in the store presented him with a gold headed ebony cane on the eve of his departure.

Ionia—J. T. Webber and John Wagner have purchased the stock of clothing of the Rochester Clothing Co., at St. Johns, and Mr. Wagner has already gone there to take personal charge. Mr. Wagner was formerly with Mr. Sheets, of Grand Ledge, and has been with Mr. Webber here for four or five years.

Holly—The H. J. Heinz Co. wishes Holly to secure for it the grounds and buildings of the Holly Vinegar and Preserving Works, and it will run them for three years, buying all the fruits and cucumbers the farmers can raise. If at the end of the three years it has not made a success of the business it agrees to turn the plant over to the village. As there is a mortgage of \$4,500 which would have to be satisfied before the proposed scheme could be carried out, a citizens' meeting has been called to consider the matter.

Detroit—The Fletcher Hardware Co. has filed a certificate of limited partnership, for two years from July 1, 1895. The general partners are Chas. T. Fletcher, Geo. G. Byrne and James T. Whiting. The special partners are Alice H. Ducharme and Sara E. Maclean, of

Detroit, and Cornelia R. Sheldon, of Kalamazoo, as executrices of the late Theo. P. Sheldon's will, with a contribution of \$50,000 each to the common stock.

## MANUFACTURING MATTERS.

Hanover—Groger & Keeney succeed Ansterberg Bros. in the flouring mill business.

Battle Creek—H. B. Sherman, manufacturer of hose clamps, has merged his business into a corporation, under the style of the H. B. Sherman Manufacturing Co.

Hart—Harry C. Nelson and Samuel Sivertson, of Ludington, have formed a copartnership under the style of Nelson & Sivertson and opened a cigar factory here on a small scale.

Evart—H. E. Henry, of Battle Creek, is building a sawmill of 25,000 feet capacity on Doc and Tom creek, near this place. He has 4,000,000 feet of timber to cut in the vicinity of the mill.

Ludington—The Danaher & Melendy Co. has started its logging camp in Newaygo county, after a shut-down of a month. The camp will employ sixty men, and will put on cars for the mill at Ludington 100,000 feet of logs daily.

Oscoda—Pack, Woods, & Co. have a large force at work raising sunken logs in Au Sable River, the present low stage of water being favorable for the business. It is said there are 100,000,000 feet of these logs in the bed of that stream.

E-estey—The new heading mill of the R. H. Sayers & Son Co. is about ready to begin operations. The mill cost \$15,000 and is modern throughout. A stove mill will also be erected this season. The concern proposes to manufacture nail keg and butter tub heading, hoops and staves.

Houghton—T. W. Davison, of Bay City, and W. J. Tenney, of Roscommon, have contracted to cut and bank 35,000,000 feet of pine logs in this county for J. T. Hurst, of Wyandotte. The logs will be run down the Ontonagon River to Kenton, where they will be sawed by the Sparrow-Kroll Lumber Co. for shipment to Marquette. It will take two years to complete the contract.

Manistee—Our railroads are making improvements all the time. The Manistee & Grand Rapids, which had a line graded around to the river two years ago, abandoned that route and is now grading a new route through the ravines. The Manistee & Northwestern is grading an extension of its road from its terminus through Maxwelltown to the site of the new tannery, as most of the bark to be used there comes over this road, and they have contracted to supply from 12,000 to 15,000 cords of bark yearly.

At one time, about fifteen years ago, Senator Jones, of Nevada, was worth \$5,000,000. A severe streak of bad luck followed and in two years he was broke. During his flush period he presented his wife \$60,000 worth of diamonds. When he reached the financial zero he asked his wife to lend him the diamonds. She did so. He sold them and invested the proceeds in mining stocks. The venture was lucky, and in less than a year the \$60,000 had been increased to \$500,000. He then returned the diamonds to his wife, increased by 25 per cent. Jones is interested in mines in Nevada, California, Arizona and Colorado. His wealth is now up in the millions again. Rich or poor, Jones is always happy. He is a firm believer in his own luck. He is a spirited, but not wise, poker player. He lost \$85,000 at one sitting at Tombstone, Ariz., and raked in \$25,000 of Tom Bowen's money the first week the latter served in the Senate.

## THE BACK OFFICE.

Written for THE TRADESMAN.

A daily paper ventures the statement that "Grand Master Workman Sovereign's hair-brained scheme of boycotting National bank notes clearly proves that he is not a safe man to place at the head of a great army of laborers;" but I guess he is. It is the kind of man who is always chosen to head such schemes; and it looks as if Providence has a great deal to do with it. They never succeed. They never were intended to succeed; and, when they get almost there, the same foolishness which selected the man for leader, blossoms, bears its wormy, immature fruit and down it drops and another takes its place to bloom and get wormy and drop in the same old senseless way; and so it will be to the end of time. One would fancy that in the course of centuries they would learn something, but they don't seem to be built that way.

Just take that Tower of Babel business, the parent of all this nonsense which is constantly cropping out every now and then. Looking at it across the centuries one would naturally suppose that brain power had sufficiently developed, even in that early period of the world, to convince the men of the time that they were making fools of themselves; but they kept pegging away until Heaven stepped in and unexpectedly finished the job for them.

Of course, in these later times the interference does not take place in just that way, but it is well to observe that it takes place just the same. Debs, in his way, had just as much hope of ever carrying out his senseless scheme as his antediluvian ancestor, and no more. He created just about the same chaotic disturbance, and his pretty little tower had got pretty well up into the clouds, when that flash from the United States bayonet completed the comparison and Babelized the whole contemptible business.

It would be supposed that the recent instance would settle this business for awhile, but it is altogether evident that it hasn't made the slightest impression. This new scheme confirms it. Given the tangible to produce the impossible and the old Babel builder goes bravely to work. His reasoning is easy and convincing and, with the zeal of the school-boy, he takes his slate and goes to work. Once naught is naught, and five times that is five times as much. There you have it; and the old tower is started again on the old foundations.

There is no doubt about the hair-brain part of the scheme, but the idea of safety need not be entertained. So long as the multiplication continues to be so many times naught there will be no harm. It is when five times naught becomes five that the mischief begins and when Grand Master Workman Sovereign reaches that point his overturned tower should be made to produce the old-time confusion.

It is safe to say that the days of palmistry are over. The crossing of the hand with silver will vanish with the gypsy and in its place will come the same skill with the other extremity. Trilbyism is putting its best foot forward, not as a fad but as a science. Its stamp of discovery bears the stamp of genius. From all sorts and conditions of feet it can, with the instinct of a Joan of Arc, pick out the royal foot of

the monarch every time. If your foot is long and slender, have hope. If your toes are in proportion, be of good cheer; but if, in addition to the above requirements, your toes are practically of the same length from the big one down to the little one, you had better go barefooted—you have the foot of a millionaire.

Of course, the Trilbyitic scientist hasn't the matter down to a fine point, as yet. He is unable, at the present state of the science, to say whether the foot has a tendency to adapt itself to an improved condition of things. He cannot tell whether the toes can be depended on as a correct barometer of the financial atmosphere; but he urges, with all the zeal of the scientist, that that young man will be classed among the level-headed who finds favor with the young woman with level toes.

It is pleasing to note that the science is losing its vagueness and is entering the realm of unequivocal fact. It is beginning at the very foundation. Its single contribution is worthy a distinguished place at the end of the century, and will probably do more to make a boom in the matrimonial market than any, purely scientific, which has so far been discovered.

RICHARD MALCOLM STRONG.

A curious use for a husband is reported from Clerkenwell, near London, where a Mr. Lamb and his wife keep a small general store. For fourteen years the firm has avoided paying taxes by the wife's sending the husband to jail to serve out the legal time for unpaid taxes, while she remains at the store attending to business. It is beyond question that the Lew woman, who supports a dead-beat husband, will find some use for the partner of her sorrows. When he wooed her he said he would die for her. When in trouble she asks him to please go to jail for her; and he goes.

## PROVISIONS

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

| PORK IN BARRELS.                |        |
|---------------------------------|--------|
| Mess.                           | 12 00  |
| Short cut                       | 11 50  |
| Extra clear pig, short cut      | 13 50  |
| Extra clear, heavy              |        |
| Clear, fat back                 | 12 75  |
| Boston clear, short cut         | 13 00  |
| Clear back, short cut           | 12 75  |
| Standard clear, short cut, best | 13 00  |
| SAUSAGE.                        |        |
| Pork, links                     | 7 1/2  |
| Bologna                         | 5 1/2  |
| Liver                           | 6      |
| Tongue                          | 8 1/2  |
| Blood                           | 6      |
| Head cheese                     | 6      |
| Summer                          | 10     |
| Frankfurts                      | 7 1/2  |
| LARD.                           |        |
| Kettle Rendered                 | 7 1/2  |
| Grainger                        | 7 1/2  |
| Family                          | 5 1/2  |
| Compound                        | 5      |
| Cottolene                       | 6 1/2  |
| Cotosuet                        | 6      |
| 50 lb. Tin, 1/2 c advance.      |        |
| 20 lb. pails, 1/2 c "           |        |
| 10 lb. " 1/2 c "                |        |
| 5 lb. " 1/2 c "                 |        |
| 3 lb. " 1/2 c "                 |        |
| BEEF IN BARRELS.                |        |
| Extra Mess, watered 20 lbs      | 7 00   |
| Extra Mess, Chicago packing     | 7 50   |
| Boiled, pump butts              | 9 75   |
| SMOKED MEATS—Unsalted or Plain. |        |
| 10 lbs. average 20 lbs          | 10     |
| " 16 lbs                        | 10 1/2 |
| " 12 to 14 lbs                  | 10     |
| " picnic                        | 7 1/2  |
| " best boneless                 | 8 1/2  |
| shoulders                       | 7 1/2  |
| Breakfast Bacon boneless        | 8 1/2  |
| Orled beef, ham prices          | 11 1/2 |
| DRY SALT MEATS.                 |        |
| Long Cuts, heavy                | 6 1/2  |
| Briskets, medium                | 7 1/2  |
| PICKLED PIGS' FEET.             |        |
| Half barrels                    | 3 00   |
| Quarter barrels                 | 1 65   |
| Kits                            | 90     |
| TRIPE.                          |        |
| Kits, honeycomb                 | 75     |
| Kits, premium                   | 65     |
| BUTTERINE.                      |        |
| Creamery, rolls                 | 16     |
| " tubs                          | 15     |
| Dairy, rolls                    | 11 1/2 |
| " tubs                          | 11     |



## GRAND RAPIDS GOSSIP.

Leslie & Co. have opened a grocery store at Cadillac. The Musselman Grocer Co. furnished the stock.

C. H. Personette, formerly of Indianapolis, will shortly open a grocery store at Kalkaska. The Musselman Grocer Co. has the order for the stock.

Owen F. Hands and James H. Selby have formed a copartnership under the style of Hands & Selby and purchased the meat market of James Broffee, at 203 Plainfield avenue.

Abraham Epstein has purchased the grocery stock of Mrs. Howard (formerly Mrs. Wm. Karreman), at 206 Plainfield avenue, and will continue the business at the same location.

O. D. Price & Co. have purchased the fixtures of J. M. Smith, at 220 Plainfield avenue, and embarked in the grocery business at that location. The Lemon & Wheeler Company furnished the stock.

A. F. & Daniel Meloche recently begun foreclosing proceedings against W. I. Benedict & Co., the Belding druggists, whereupon their claim was purchased by the Hazeltine & Parkins Drug Co., which discontinued the proceedings and placed Benedict & Co. in possession of the stock.

Samuel Krause, who conducted a retail shoe store at Ann Arbor for three years, and for the past five years has traveled in Michigan, Nebraska and Colorado for the Harrisburg Shoe Co., of Harrisburg, Pa., has purchased an interest in the leather and findings establishment of Hirth, Krause & Co. and will remove to this city and go on the road for the house.

The boys connected with the Lemon & Wheeler Company and the Ball-Barnhart-Putman Co. played a matched game of base ball at the Fountain street park Saturday, resulting in a score of 26 to 6 in favor of the former. The victors attribute their success to their battery, Roy H. Dailey and Chas. J. Watkins. Byron Stockbridge Davenport (Olney & Judson Grocer Co.) officiated as umpire in a highly satisfactory manner.

## The Grocery Market.

Sugar—The market has ruled steady and unchanged during the period under review, but demand has been less active as compared with last week. Refiners have caught up on their oversales and are now shipping all grades promptly. The outlook is favorable in the near future for a continued steady market, with unchanged prices and, if anything, the tendency is upward in sympathy with the firm market for the raw material.

Tea—The market remains without animation and the trade is simply awaiting the beginning of operations on the part of country buyers. As not a great deal is expected at this season, sellers are not showing any disposition to force matters in the way of concessions, as they think prices are on too low a basis now. There is nothing to stimulate the market and for that reason holders are content to await the legitimate trade wants rather than depress the market further. Stocks are light throughout the country and it would seem that a more liberal movement must soon begin.

Molasses—Prices are fully maintained and holders show much confidence in the future of the market. The situation is

rendered better by the strong statistical position of the article, stocks of desirable grades being very low, in fact lower than ever before at this season of the year. Very nearly four months will elapse before new crop goods come and from present appearances there will not be enough to go around. In New Orleans stocks are practically exhausted, except the black stuff, which is unsalable. Foreign molasses is in fair demand at steady prices. Holders are confident regarding the future, as stocks are well concentrated and under excellent control.

Spices—Buyers have not as yet taken any considerable quantities of goods, but they appear to be feeling their way preparatory to the fall trade. About the only feature of importance this week is the break in the London clove market. It is said that the operators are working the market, as they want to get control of the unsold portion of the new crop, and as soon as they accomplish that, that values will advance again. Several varieties of pepper are a trifle lower, but there has been no business of moment done. Calcutta ginger is slightly off, while African is somewhat easier on the large stock here. In mace and nutmegs trade is quiet. The former is a little stiffer, while nutmegs are weaker.

Oranges—The California crop is pretty well cleaned up. The few yet to come forward are soft and spongy excepting, possibly, a few Bloods and St. Michaels, but these grades are too high priced to sell freely with the general trade in small towns. For the next two months Rodi and Sorrento offerings will comprise all that is worth handling in the orange line and prices will probably range from \$3.50@4 per box.

Lemons—Really good fruit continues to bring fair prices. There is a great amount of Verdella stock being offered, which sells very cheap, but the unlucky buyer will, undoubtedly, consider it high priced before his stock is disposed of. With any kind of to-be-expected weather during August, there is sure to be an advance over present prices, especially for fancy grades.

Bananas—Local dealers report a most uncertain and vacillating demand, which renders it difficult to keep provided with stock, and some of the dealers—those who handle domestic fruit largely—are thinking of dropping out bananas altogether until the demand is stimulated by a cleaning up of the small fruits, which seem to have the call at present.

## The Drug Market.

Acids—Citric has been reduced 1c per lb. by manufacturers. Salicylic is unsettled and irregular and the market is thoroughly demoralized. Boracic is without further quotable change. Tartaric is meeting with an average demand and values continue firm.

Balsams—Copaiba is jobbing steadily at the old range, but no large sales are reported. The recent heavy arrivals of gurjon balsam are attracting considerable attention, being the largest on record. Peru and tolu are both quiet but steady. Canada fir is in better demand.

Essential Oils—The market has a steady undertone, with continued activity in the various leading descriptions. Anise has been advanced. Cassia is also higher. Holders of cajeput have advanced their views owing to scarcity.

Spearmint is in better demand and stronger. H. G. H. pepper-mint is very firm, and very little stock is obtainable.

Flowers—Arnica and chamomile are both in good demand and steady at quoted prices. American saffron has quieted down and only a light jobbing demand is reported.

Gums—There is a little more doing in camphor without change in prices, but the tone is firmer, owing to advices from primary sources, and there are indications of another upward movement. The continued disturbed condition of affairs in Formosa is expected to stop shipments from that point. Kino is in seasonable demand and steady.

Leaves—The general market is quiet, with little doing outside of short buchu and senna. The Tinnevely varieties of the latter are steadily hardening and stocks are very much reduced. Alexandria are meeting with a largely increased demand at the old range of prices.

Morphine—Has ruled easy in sympathy with opium, and on Monday last a general reduction of 10c per ounce was made in manufacturers' quotations.

Opium—Estimates of the new crop are unchanged but thought to be somewhat exaggerated, although a total yield of 10,000 baskets may be looked for. Opium being a favorite article of speculation among the Armenians and natives of Turkey, and the fact that the profits accruing to the wool growing interests of those countries have been something extraordinary this year, it is among the possibilities that unusually low prices for opium may result in the bulk of the current year's output being taken up by speculators, and that foreign buyers would be compelled to pay advanced figures. Another factor not to be lost sight of is the internal dissensions now existing in Turkey and the strained efforts of that government to obtain money, which may result in the impost of an export duty on opium. Such action would be gladly welcomed by the native merchants, as they could easily recoup themselves from foreign purchasers, and thus prevent the curtailment of their resources.

Roots—There is a continued strong market for ipecac, but the demand is seasonably light and no business of consequence is reported. Jalap has been more active and prices for desirable qualities are somewhat steadier.

Be on hand for new Japan Teas. They are now seasonable. Gillies' Fans are the best. J. P. Visner, Ag't.

ARTHUR J. WATKINS

J. H. AXE

## WATKINS &amp; AXE, Wholesale Produce

FRESH EGGS, CHOICE CREAMERY and DAIRY BUTTER

Northern Trade Solicited for Meats and Produce.

Phone 395

Special Attention to Consignments and Buying on Track.

84 and 86 South Division St., GRAND RAPIDS.

INCLUDE A CASE OF

## KOFFA-AID

In your next order to your Jobber.

A NEW ARTICLE to be used in connection with Coffee. Guaranteed not to contain one particle of chicory or deleterious ingredients. It pays you a profit of 33 per cent. Saves the consumer 25 per cent.

THE KOFFA-AID CO.,

DETROIT, MICH.

## The Grain Market.

The past week has seen sharp changes. The longs forced an advance of 5c and then the bears forced it down 2@3c. Finally, the longs had their innings, and, at the close of the week, it was on top again. The smart ones on both sides had their innings, with the longs on top. The visible decreased 1,254,000 bushels, leaving only 38,000,000 bushels, against about 55,000,000 in 1894. While the exports are the smallest since 1891, the receipts are of the same tenure, being very small. The fact is, higher prices will have no prevail. The only question is, When will they come? Our opinion is that it will be in the near future. While we do not expect to see it go to \$1 all at once, we do feel positive it will be considerable above the present level, as we now have an advance of 50 per cent. from the low point in April.

Corn is about the same price as last week.

Oats have dropped a few points and are, probably, about as low as they will be on this crop.

The receipts of wheat are nominal, being only 46 cars. Fifteen cars of corn and nine cars of oats also came in. This is above the average for oats.

C. G. A. VOIGT.

## Mason Fruit Jars



We quote for immediate orders the following prices; packed one dozen in box, each jar in separate compartments. Price subject to change. No charge for box or cartage.

Per Gross.

Pints, wide mouth..... \$6.25

Quarts, wide mouth..... 6.75

Half gallons, wide mouth..... 8.75

Same packed in straw as before, 25

cents per gross less.

Extra caps and rubbers..... \$3.50

Rubber rings for Mason jars..... .30

Mail orders direct to H. Leonard &amp; Sons,

Grand Rapids.

## AN UNSUCCESSFUL CLERK.

## Confessions of a Man Who Never Made His Mark.

III.

My first afternoon with Samson & Crown was one of interested and wondering investigation. The senior partner, whose good sense and business ability were tinged with a pleasant vein of humor, sat down with me, and talked for a half hour upon the opportunities before me, and the things that it would be to my advantage to undertake or to avoid.

"Don't learn too fast, Henry," said he, "and let us older heads manage the store for the present. There is one boy I like a little less than the one who knows nothing, and that is the one who knows it all. Keep your eyes and ears open, and ask all the questions you wish of us here in the store, but don't do any talking on the outside. Look among the goods and learn all you can concerning them, but don't think you know all about them too soon. If you are waiting upon a customer, and are not certain as to price or quality, come to one of us and find out. Be sure your figures are right before your customer goes, and count over your change a dozen times, if necessary, until you know it is correct. Treat all who come in with politeness. If any one angers or aggravates you, keep silent, and come right to me. One feature of my department is to do all the swearing and jawing-back for the whole establishment."

Turning to a slim and pleasant young man, who was my senior by some two years, Mr. Samson said: "Almon, I turn this boy over to you. Teach him the cost and selling marks and instruct him in his present duties. Help him in all possible ways, and see that he does not learn too fast. We don't want his vital energies so exhausted in the first week, that he will feel permanently tired ever after."

(I thought to myself as he spoke: "Tired! I guess not. It must be the pleasantest kind of fun to work in a place like this." I was longing to get back of the counter at once.)

The store of Samson & Crown was located upon Market street, was of brick and consisted of three stories and a basement. The firm had been in business for a number of years, and held a steady, reliable trade, many customers coming from points from ten to twenty miles away. While dry goods comprised the bulk of their stock, they also handled furs, carpets, boots and shoes, hats and caps, took orders for men's clothing to be made up, and bought butter, eggs, dried apples, feathers, paper-rags, etc. In accordance with the custom of the time and place, they marked their goods at a fair price, and then took what they could get after haggling with the customer; charged a great deal upon the books, 25 per cent. of which was never collected; and paid for the produce above enumerated in trade.

They enjoyed the company of three employees, counting the youth who had just arrived. The head clerk, Smith Raymond by name, was a man of middle age and uncertain temper, who looked after the finances and kept the books. His associate, Almon Nichols, was a most excellent clerk, a student of books and of people; a pure, high-minded boy, whose influence and example upon me were ever of the most helpful and beneficent kind. His kindness, during the time we were together, was of a most tender character, and the memory thereof has abided in my soul with pleasant fragrance through all these years.

Almon took me in hand, and revealed the mysteries of store keeping, as seen from various points of view, from attic to cellar. Of the dried apple and feather department upon the top floor, he said: "You will be immediately made full manager up here. I have had that honor for two years past."

My young heart glowed at the prospect of responsibility.

"Will I stay up here and buy and sell these goods?" I asked.

"No. But you will come up about once in two weeks and pack them for shipment. It will take another day each week for the eggs, and about two for the

butter. The paper-rags come on the list only when the buyer come around, which is about once each month. Is your muscle pretty good?"

A somewhat brighter prospect was revealed to me down in the store proper. We spent an hour in going over the stock, and locating the departments. My Mentor made a couple of diagrams, and asked me what they meant. The first one was like this:

H I J K L M N O P Q  
1 2 3 4 5 6 7 8 9 0

"Is it a game?" I asked.

"Don't make game of everything you don't understand, my boy. That's our cost mark. Look at the tags on these dress goods. Do you see that upper line?"

I did. It was: I O.

"Each letter on the top line stands for the figure underneath. The IO means that this piece of goods cost twenty-eight cents a yard. Now this is our selling mark:

S E T F O R G A I N  
1 2 3 4 5 6 7 8 9 0

"You see this mark on the upper line of the tag: F N? That means that this piece of goods, which cost twenty-eight cents per yard, is to be sold for forty— if we can get it."

Even in the silent watches of the night, I arose and studied these price marks. They were plastered all over the barn and schoolhouse at home, as these familiar scenes returned to me in my dreams; Samson and Crown and both clerks were at my elbow at various times between bed-time and dawn, shouting them into my ears. The rest of the time I was packing eggs, dried apples and dress goods into a great butter tub.

There were other causes for dreaming. Almon had explained the arrangements that had been made for my board and lodging.

"You will take your meals with me at Mr. Samson's," he said, "and sleep in the store for its protection. Are you afraid to stay here alone?"

I could truthfully answer that I was not.

"Here's your bed."

He led me to a long, broad table at the further end of the store. It was used during the day for the display and sale of cotton cloth, several bolts of which were ever in evidence.

"Do I sleep on these?"

He showed me a feather bed, a pillow and some blankets in a box under the table. "You pull this out, pile them on the table, and there you are. Here's your gun," he added, producing from the drawer an ancient Colt's revolver, as long as his arm. "If a burglar tries to get in, just pull the trigger, and let him have it."

It struck me that this was thrusting considerable responsibility upon a boy from the country, at \$100 per year. But I took the weapon as though shooting midnight prowlers was an incidental of the business that could not be overlooked. Thank heaven, there was never any need of carrying his instructions into effect.

The labors of this first day of exhilarating excitement ended with the filling of the coal box, the putting up of the shutters, and a half-hour's exercise with the broom. With head upon the pillow, I was able to review my experiences with some measure of coolness, and then pass into dreamland down an avenue hung with the garlands of hope and promise.

—Hardware.

The Spanish government has placed orders to the extent of \$12,500,000 in England for gunboats and other war material. That's right. She'll need 'em. If she doesn't look out for herself, she'll have something besides poor little Cuba on her hands.

Connecticut has been making herself ridiculous. She does that once in a while. This time she indulged in a frost on July 20. Eleven years ago she had the same lark on the 1st of the month, when, if reports are true, there was a frost every month in the year.

## CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

| STICK CANDY.                  |         |        |        |
|-------------------------------|---------|--------|--------|
|                               | Cases   | Bbls.  | Palls. |
| Standard, per lb.             | 5       | 7      |        |
| " H. H.                       | 6       | 7      |        |
| Boston Cream                  | 8%      |        |        |
| Cut Loaf                      |         | 8      |        |
| Extra H. H.                   | 3%      |        |        |
| MIXED CANDY.                  |         |        |        |
|                               |         | Bbls.  | Palls. |
| Standard                      | 5%      | 6%     |        |
| Leader                        | 6       | 7      |        |
| Royal                         | 6%      | 7%     |        |
| Nobby                         | 7       | 8      |        |
| English Rock                  | 7       | 8%     |        |
| Conserves                     | 6%      | 7%     |        |
| Broken Taffy                  | baskets |        |        |
| Peanut Squares                | 7       |        |        |
| French Creams                 |         | 9      |        |
| Valley Creams                 |         | 12%    |        |
| Midget, 30 lb. baskets        |         |        |        |
| Modern, 30 lb.                |         |        |        |
| FANCY—In bulk                 |         |        |        |
|                               |         | Palls. |        |
| Lozenges, plain               |         | 8%     |        |
| " printed                     |         | 9%     |        |
| Chocolate Drops               |         | 11%    |        |
| Chocolate Monumentals         |         | 12     |        |
| Gum Drops                     |         | 5      |        |
| Moss Drops                    |         | 7%     |        |
| Sour Drops                    |         | 8      |        |
| Imperials                     |         | 9      |        |
| FANCY—In 5 lb. boxes. Per Box |         |        |        |
| Lemon Drops                   |         | 50     |        |
| Sour Drops                    |         | 50     |        |
| Peppermint Drops              |         | 60     |        |
| Chocolate Drops               |         | 65     |        |
| H. M. Chocolate Drops         |         | 75     |        |
| Gum Drops                     |         | 85     |        |
| Licorice Drops                |         | 1 00   |        |
| A. B. Licorice Drops          |         | 75     |        |
| Lozenges, plain               |         | 60     |        |
| " printed                     |         | 65     |        |
| Imperials                     |         | 60     |        |
| Mottoes                       |         | 70     |        |
| Cream Bar                     |         | 55     |        |
| Molasses Bar                  |         | 50     |        |
| Hand Made Creams              |         | 60     |        |
| Plain Creams                  |         | 6 25   |        |
| Licorice Creams               |         | 90     |        |
| String Rock                   |         | 60     |        |
| Burnt Almonds                 |         | 90 25  |        |
| Wintergreen Berries           |         | 60     |        |
| CARAMELS.                     |         |        |        |
| No. 1, wrapped, 2 lb. boxes   |         | 34     |        |
| No. 1, " 3                    |         | 51     |        |
| No. 2, " 2                    |         | 28     |        |
| ORANGES.                      |         |        |        |
| Medit. Sweets—126             |         | 3 00   |        |
| 150, 76, 200                  |         | 3 25   |        |
| Rodi's, 200's                 |         | 4 00   |        |
| LEMONS.                       |         |        |        |
| Extra Choice, 360             |         | 4 50   |        |
| Fancy 36                      |         | 5 00   |        |
| Extra Fancy, 360              |         | 5 50   |        |
| Extra Choice, 300             |         | 4 75   |        |
| Fancy, 300                    |         | 5 50   |        |
| BANANAS.                      |         |        |        |
| Large bunches                 |         | 21 75  |        |
| Small bunches                 |         | 21 25  |        |
| OTHER FOREIGN FRUITS.         |         |        |        |
| Figs, fancy layers 16 lb      |         | 13     |        |
| " extra " 14 lb               |         | 15     |        |
| " bags " 14 lb                |         | 2 7    |        |
| Dates, 50-lb. box             |         | 2 5    |        |
| " 50-lb. " "                  |         | 2 4%   |        |
| Persian, G. M. 50 lb box      |         | 2 4%   |        |
| NUTS.                         |         |        |        |
| Almonds, Tarragona            |         | 2 15   |        |
| Ivaca                         |         | 2 12   |        |
| California, soft shelled      |         | 2 12   |        |
| Brazil, new                   |         | 2 7%   |        |
| Walnuts, Grenoble             |         | 2 10   |        |
| " French                      |         | 2 14   |        |
| " Calif. No. 1                |         | 2 12   |        |
| " Soft Shelled Calif.         |         | 2 13   |        |
| Table Nuts, fancy             |         | 2 10%  |        |
| " choice                      |         | 2 9    |        |
| Pecans, Texas, H. P.          |         | 8 2 12 |        |
| Chestnuts                     |         |        |        |
| Hickory Nuts per bu., Mich.   |         |        |        |
| Cocoanuts, full sacks         |         | 3 65   |        |
| Butternuts per bu.            |         |        |        |
| Black Walnuts, per bu.        |         |        |        |
| PEANUTS.                      |         |        |        |
| Fancy, H. P., Game Cocks      |         | 2 7%   |        |
| " roasted                     |         | 2 5%   |        |
| Fancy, H. P., Association     |         | 2 7%   |        |
| " roasted                     |         | 2 4%   |        |
| Choice, H. P., Extras         |         | 2 6%   |        |
| " roasted                     |         |        |        |
| FRESH MEATS.                  |         |        |        |
| BEEF.                         |         |        |        |
| Carcass                       | 5       | 6 7    |        |
| Fore quarters                 | 3 1/2   | 4      |        |
| Hind quarters                 | 8       | 9      |        |
| Loins No. 3                   | 8       | 10     |        |
| Ribs                          | 8       | 12     |        |
| Rounds                        | 6 1/2   | 7 1/2  |        |
| Chucks                        | 3 1/2   | 5      |        |
| Plates                        | 2 1/2   | 3      |        |
| PORK.                         |         |        |        |
| Dressed                       | 5 1/2   | 6 1/2  |        |
| Loins                         | 8       | 11 1/2 |        |
| Shoulders                     | 8       |        |        |
| Leaf Lard                     |         | 8      |        |
| MUTTON.                       |         |        |        |
| Carcass                       | 4 1/2   | 5 1/2  |        |
| Spring lambs                  | 6       | 7      |        |
| VEAL.                         |         |        |        |
| Carcass                       | 6       | 6 1/2  |        |

## CHICAGO

June 16, 1895

## AND WEST MICHIGAN R.Y.

**GOING TO CHICAGO.**  
Lv. G'd Rapids 6:00am 1:25pm \*6:30pm \*11:30pm  
Ar. Chicago 12:05pm 6:50pm 6:00am \*6:35am  
**RETURNING FROM CHICAGO.**  
Lv. Chicago 7:30am 5:00pm \*11:45pm  
Ar. G'd Rapids 12:40pm 10:40pm \*6:30am  
**TO AND FROM MUSKOGON.**  
Lv. Grand Rapids 6:00am 1:25pm 6:30pm  
Ar. Grand Rapids 11:30am 5:15pm 10:40pm  
**TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.**  
Lv. Grand Rapids \*8:00am 1:00pm 11:00pm  
Ar. Manistee 12:55pm  
Ar. Traverse City \*1:20pm 4:50pm 4:00am  
Ar. Charlevoix \*3:50pm 6:30pm 6:30am  
Ar. Petoskey \*4:20pm 6:55pm 7:00am  
Trains arrive from north at 5:30 am, 11:45am, 1:00 pm, \*1:30 pm.  
**PALMOR AND SLEEPING CARS.**  
Parlor Cars leave Grand Rapids 6:00am, 1:25 pm; leave Chicago 7:30 am, 5:00 pm. Sleeping Cars leave Grand Rapids \*11:30 pm; leave Chicago \*11:45 pm.  
\*Every day. Others week days only.

## DETROIT,

Oct. 28, 1894

## LANSING &amp; NORTHERN R. R.

**GOING TO DETROIT.**  
Lv. Grand Rapids 7:00am 1:20pm 5:25pm  
Ar. Detroit 11:40am 5:30pm 10:10pm  
**RETURNING FROM DETROIT.**  
Lv. Detroit 7:40am 1:10pm 6:00pm  
Ar. Grand Rapids 12:40pm 5:30pm 10:45pm  
**TO AND FROM SAGINAW, ALMA AND ST. LOUIS.**  
Lv. G.R. 7:40am 5:00pm Ar. G.R. 11:35am 10:45pm  
**TO AND FROM LOWELL.**  
Lv. Grand Rapids 7:00am 1:30pm 5:25pm  
Ar. from Lowell 12:40pm 6:30pm  
**THROUGH CAR SERVICE.**  
Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train.  
Trains week days only.  
L. M. FULLER Chief Clerk, Pass. Dept.

## MICHIGAN CENTRAL

"The Niagara Falls Route."

Arrive. Depart  
10 20 Dm. Detroit Express 7 00 a m  
6 30 a m Atlantic Express 11 30 p m  
11 45 am New York Express 6 00 p m  
\*Daily. All others daily, except Sunday.  
Sleeping cars run on all night trains to and from Detroit.  
Parlor cars leave for Detroit at 7:00 a m, reaching Detroit at 12:30 p 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.

## DETROIT, GRAND HAVEN &amp; MILWAUKEE Railway.

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

**WESTWARD.**  
For Grand Haven and Intermediate Points.  
For Grand Haven and Muskegon \*8:40 a. m.  
For Grand Haven and Chl. \*5 35 p. m.  
For Grand Haven, Mil. and Chl. \*7:40 p. m.  
For Grand Haven and Milwaukee \*10:05 p. m.  
\*Daily except Sunday. \*Daily.  
Trains arrive from the east, 6:35 a. m., 12:50 p. m., 5:30 p. m., 10:40 p. m.  
Trains arrive from the west, 6:40 a. m., 8:15 a. m., 10:10 a. m., 3:15 p. m. and 7:05 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 &amp; Indiana R. R.

Schedule in effect June 23, 1895.  
**NORTHERN DIV.**  
Lv. Ar.  
Saginaw and Cadillac \*7 00am \*11 30am  
Trav. Cy. Petoskey & Mack \*8 00am \*5 25pm  
Trav. Cy. Petoskey & Harbor Sps. \*11 40pm \*10 15pm  
Saginaw and Reed City \*9 45pm \*11 00pm  
Petoskey and Mackinaw \*10 45pm \*6 20am  
8 00 am train has parlor cars for Traverse City and Mackinaw. 1 40 pm train has buffet parlor car for Harbor Springs. 10 45 pm train has sleeping cars for Petoskey and Mackinaw.  
**SOUTHERN DIV.**  
Lv. Ar.  
Cin. Ft. Wayne & Kalamazoo \*7 25am \*9 15pm  
Ft. Wayne and Kalamazoo \*2 15pm \*1 30pm  
Cin. Ft. Wayne & Kalamazoo \*6 00pm \*6 50am  
Kalamazoo \*11 40pm \*9 20am  
7 25 am train has parlor car to Cincinnati. 6 00 pm train has sleeping cars to Cincinnati, Indianapolis and Louisville.  
**CHICAGO TRAINS.**  
Lv. Grand Rapids \*7 25am \*2 15pm \*11 40pm  
Ar. Chicago 12 40pm 9 05pm 7 10am  
8 15 pm train has through coach. 11 40 pm train has through coach and sleeping car.  
Lv. Chicago 6 50am \*8 00pm \*11 30pm  
Ar. Grand Rapids 1 30pm 9 15pm 6 50am  
3 00 pm train has through coach and 11 30 pm has through coach and sleeping car.  
**MUSKOGON TRAINS.**  
Lv. G'd Rapids \*7 25am \*11 00pm \*8 30am \*5 00pm  
Ar. Muskegon 8 50am \*2 10pm \*9 55am \*7 00pm  
Lv. Muskegon \*9 13am \*12 05pm \*6 30pm \*4 05pm  
Ar. G'd Rapids 10 30am 1 15pm 7 55pm 5 20pm  
\*Except Sunday. \*Daily. \*Sunday only.  
A. ALMQUIST, C. L. LOCKWOOD,  
Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.



## Fruits and Produce

Value of Position on the Morning Market.

Whoever loiters along the line of market wagons with his eyes half open will come to the conclusion, before he has gone far, that there are things to learn there besides the price of fruits and vegetables. The growers have a belief, amounting almost to a superstition, that some particular place along the line is sure to secure the earliest and the most profitable sales. There may be something in this theory, for a place held by a thrifty grower until those who have purchased his produce come to like him and his goods may be more desirable than another location not usually occupied by a thrifty grower, but I would be willing, were I that grower, to take my chances and not be wandering over the country in the small hours of the night for the sake of getting exactly in the middle of the line. Choice produce and fruits is what the early marketer is after and he will not put up with an inferior article from the middle wagon, when one farther up or down has better goods. Position, then, is one thing, but by no means all.

I am open to criticism in making the statement that the best produce is almost sure to come in company with the best cared for teams. Of course, there are exceptions; but a snug wagon, with a well-cared-for horse or horses, is almost sure to have a clear-eyed driver with certain signs about him which lead one to expect good and attractive produce when the covering is removed. If he has raspberries, the chances are that he has the best in the market. If blackberries make up his load, the old prompting of boyhood comes back, and it is hard to get by that wagon without sampling. I have never cared particularly for radishes, but I found it no easy matter to let some crisp specimens go untouched which I saw the other morning, so fresh and so pink and so clean they looked. They, too, were in a well-cared-for wagon, drawn by a well-groomed horse. As I said, there are exceptions, but one thing a ramblor on the market can learn if he will—that like produces like—and that the farmer who brings good goods will never be compelled to take them home.

Desiring to test the truth of this statement, I concluded to follow it up. By 8 o'clock, the market is usually as lonesome as a graveyard. Is it possible that day after day every box and basket has its buyer and nothing left over? Wagon after wagon became empty and started homeward; and, finally, when waiting became weariness, I said to a jolly young farmer whose razor had been misplaced for several days, "Do you ever have to take any peaches home?"

"Never," was the prompt reply. "If we can't do anything else, we eat up every d—d one of 'em!"

When I left the market, there were signs that the unkempt young man had a bountiful breakfast to dispose of before going back to his peach orchards.

RAMBLER.

Fruit Skins Should Not Be Eaten.

Fruit skins carry germs, and are no more intended for human sustenance than potato skins, melon rinds or peapods. The bloom of the peach is a lux-

uriant growth of microbes, that of the grape only less so; and when these skins are taken into the stomach they have more favorable conditions for their lively and rapid development, which cause the decay of the fruit before it is possible to digest it. This is the season many persons think they cannot eat raw fruit. If they would in all cases discard the skin they could derive only good from the fruit itself. Nature provides the skin for the protection of the fruit from the multitude of germs which are ever ready to attack it, as is evidenced when the skin is bruised or broken in any way. The microbes at once begin their work of decay, and the fruit is unfit for food. Children are chief offenders in respect to this rule, and should be carefully watched and frequently cautioned. A daintiness as to the condition of fruit should also be cultivated, to prevent its being eaten unripe, or too old, on the verge of decay. Remember that it is sweet and ripe fruit, in prime condition only that is recommended.

Cinch bugs have been having a picnic in Central Tennessee, and the way they are trying to get rid of the pests is a novel one. Infected bugs are to be distributed among the swarms in the hope that the disease will spread.

It looks as if Southern California will pull through. She lacks a little good-for-nothing \$150,000 to make her income from oranges this season \$2,000,000. Today she is busy selling Bartlett pears at \$25 a ton.

New Jersey has been doing what she can for the Thanksgiving dinner. Her cranberries never gave better promise, and it looks now as if the crop will equal that of 1893, the largest one on record.

Delaware is reported as looking good-natured—with the prospect of 1,500,000 baskets of peaches worth \$750,000, the biggest crop she has had in ten years.

### PRODUCE MARKET.

Apples—Home grown are in adequate supply and are meeting with fair demand. Duchess of Oldenburg command 40c, while yellow harvest fruit and Red Astrachans bring 25c@30c.

Beets—New, 10c per doz.

Blackberries—Lawtons, 8c@10c per qt.

Butter—Factory creamery is stationary at 18c@19c. Dairy is in fair demand at 15c@16c.

Cabbage—Home grown is now in ample supply, commanding 50c@60c per doz. The size is small, but the quality is fair.

Celery—Home grown commands 18c@20c per doz. bunches. The quality is good. Demand fair.

Cucumbers—Home grown, 20c@25c per doz.

Eggs—Handlers pay 10c and hold at 10½c@11c in a regular jobbing way.

Green Corn—8c@10c per doz. In ordering dealers should be particular to specify sweet corn, or they will be likely to receive field corn, as the growers find it easier to produce field corn, which is very much inferior to the sweet variety.

Onions—Green command 8c@10c per doz. bunches. Home grown Yellow Danvers are in moderate request and adequate supply at 60c@75c per bu.

Peaches—The market has been flooded all the week with Alexanders, which have sold down as low as 12c per bu., which involves a considerable loss to the grower. Until this season, Alexanders have met a fair demand, but, for some reason, the trade has refused to take hold of them to any considerable extent this year, and most of the growers assert that they will cut down all the trees they have of that variety, or graft them with other varieties. The Alexanders look well, so far as appearances go, but they are of no use, except to eat from the hand, as the juice is about all that can be utilized. Local handlers have billed them out at 25c@50c per bu., according to the condition of the market the day of sale. Hale's Early will begin to come in next week.

Pears—\$1.25 per bu. for Southern fruit. Home grown have not yet put in an appearance.

Potatoes—45c@50c per bu. for Missouri or home grown. Nearly enough is brought in by local growers to supply this market.

Tomatoes—50c@60c for 4 basket crate.

Watermelons—12½c@15c apiece, according to size and quality.

Wax Beans—50c per bu. for home grown.

## The Peach Crop

promises to be large this year and as we have had some rains lately, expect that quality will be good. We shall handle more this year than ever before and are in position to give your orders prompt and careful attention. Correspond with me early and let me know how many you will need daily. Alexanders have been coming in for the past week, prices ranging from 10c to \$1 per bushel. They are clingstones and are not very desirable goods to handle, but if you can use any, shall be pleased to receive your orders and will make prices as low as possible on day of shipment. Apples are coming in better every day, and we have a good supply daily of Astrachans, Dutchess, Sweet Boughs, Sour Boughs and all other varieties that are in market. (Quote you Astrachans, Early Harvest and Sour Boughs at \$2.50 to \$3.00 per bu. (sugar bbls.) 4½ bu. Dutchess, Maiden Blush and Sweet Boughs \$2 to \$2.25 for 3-bu. bbls. Potatoes 50c per bu. Beets, 60c per bu. Turnips, 60c per bu. Wax Beans, 50c per bu. Celery, 20c a doz. Cucumbers, 25c a doz. Onions, Radishes and Carrots, 10c a doz. Home-grown cabbages, 40 to 75c a doz. Melons, 16 to 18c. Tomatoes, 65 to 75c. Pop corn, 3c per lb. Shall be pleased to have your mail orders.

HENRY J. VINKEMULDER,

418-420-445-447 S. Division St., Grand Rapids

## SEEDS

Everything for the

### Field and Garden

Clover, Medium or Mammoth, Alsike, Alfalfa and Crimson, Timothy, Hungarian Millet, Peas and Spring Rye. Garden Seeds in bulk and Garden Tools.

Headquarters for Egg Cases and Fillers.

W. T. Lamoreaux Co.

128 to 132 W. Bridge St.,

Grand Rapids, Mich.

## BUTTER AND EGGS!

We guarantee the Highest Market Price for Butter and Eggs. If you have any to dispose of, let us know at once. Yours truly,

Geo. E. Darling & Co.,

42 Jefferson Avenue  
142 Woodbridge St. W.

DETROIT, Mich.

## SEEDS, POTATOES, BEANS

We handle all kinds FIELD SEEDS, Clover, Timothy, Hungarian, Millet, Buckwheat, Field Peas, Spring Rye, Barley, Etc. Buy and sell Potatoes, Beans, Seeds, Eggs, Etc. Call lots or less.

EGG CRATES and EGG CRATE FILLERS.

If you wish to buy or sell write us.

MOSELEY BROS.,

26-28-30-32 OTTAWA STREET

Grand Rapids, Mich.

Jobbers SEEDS, BEANS, POTATOES, FRUITS.

WHOLESALE  
COMMISSION.....

## Live Poultry

BUTTER, EGGS, FRUITS and VEGETABLES.

We can get you the Highest Market Price at all times.

F. J. DETTENTHALER,

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Grand Rapids, Mich.

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WHOLESALE DEALER IN

## HAY, GRAIN, SEEDS, PRODUCE,

Orders Promptly Filled  
Write for Quotations

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Inventions and New Ideas perfected  
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Steam Engines indicated and power measured

The Trade is cordially invited to write us for summer prices on

COAL  
S. P. BENNETT FUEL AND ICE CO.  
GRAND RAPIDS, MICH.

A. HIMES.  
Wholesale Shipper  
COAL, LIME, CEMENTS,  
SEWER PIPE, ETC.  
1 CANAL ST. GRAND RAPIDS.

THOS. E. WYKES  
COAL

Wood, Lime, Sewer Pipe, Flour, Feed, Etc.  
Correspondence solicited.

45 South Division St. GRAND RAPIDS

COAL WHOLESALE  
S. A. MORMAN & CO.  
GRAND RAPIDS, MICH.

LIME, CEMENT, HAIR, SEWER  
PIPE, BRICK, LAND PLASTER,  
FIRE CLAY.

We sell Alsen's German Portland Cement—the best in the world for sidewalk work.



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ONE DOLLAR A YEAR. Payable in Advance.

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Entered at the Grand Rapids Post Office as Second Class mail matter.

When writing to any of our Advertisers, please say that you saw the advertisement in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, JULY 31, 1895.

#### THE SACREDNESS OF THE STREET.

It is a common idea that the abuse of whatever pertains to the public is the individual's peculiar privilege. The one has no rights which the other is bound to respect. Time, thought and money are expended to promote the public welfare; convenience and comfort are sacrificed for the public good; and, when the result is reached, private interest steps in and appropriates to itself what was intended to be sacred to common weal.

There is nothing which conduces more to the healthfulness of a city or village than the care of its streets. They are the arteries and veins through which its life currents flow. Clog these and the municipal health becomes impaired. Neglect them and the town languishes. So true is this that they who have in hand the sanitary conditions of the city and town have come to consider the streets as a charge little less than sacred and they have come to believe that, unless the sacredness of the street becomes, as it should be, a matter of public concern, little can be done to secure and maintain that high development—moral as well as physical—which should be the aim and boast of every urban community.

Much of the desecration of the streets is, doubtless, due to thoughtlessness. The banana gives up its nutritious pulp and the careless consumer tosses the skin to the sidewalk or the pavement. The peanut bag and the newspaper wrapper are given to the winds, to scare the horses, to wreck the carriages, and endanger the lives of both pedestrians and drivers. Bottles, no longer needed, are thrown into the street where, whole or in pieces, they lie in wait to cut and lame the boy or beast who treads upon them. The carbon stick, its mission over, rests from its labor in the street where it has been dropped by the light tender; and, as sure as the coming of the morning, the sweepings of the store are too often thrown out upon the sidewalk or into the gutter. Wagons go and come and the streets are littered with their loads. Here the manure cart leaves its offensive trail; there the sawdust sifts as the wagon joggles along. Loads of hay and of straw go by and each leaves a sample as it passes. What difference does it make? It is a public

street. Thoughtlessness and convenience are here the leading traits, and it is considered the individual's peculiar privilege to abuse what pertains to public interest. There is nothing sacred which the city owns—the streets least of all.

This desecration of the streets is not always the result of carelessness and indifference. There is too much method in the lawlessness to locate the mischief with either. Chance never set up one of these poles and strung it with wires to disfigure the arteries of trade. Not a thoroughfare has ever been torn up and left to the detriment of the town because somebody forgot. Public sidewalks have never been turned into private storehouses, nor made the dumping places of empty boxes and ash barrels without a thorough knowledge, on the part of somebody, of what has been going on. In fact, the sacredness of the streets has never been violated in the interests of private gain, unconsciously, and if the public has any right to speak of it, it is the peculiar privilege of individual greed to abuse it.

Paris, by common consent, is the cleanest city on the face of the earth. For an hour or more every morning it is washed and scrubbed. It is literally as clean as it can be. Not a particle of paper, not a bit of refuse is seen about the streets; and whatever is offensive and unavoidable is at once removed. Once clean, it is taken care of, and man, woman and child are taught that the leading virtue of a true Parisian is best seen in the care he helps to take of the finest city the world knows. The streets of Paris are held sacred in the eyes of her citizens, and this is one of the virtues which causes Paris to be the wonder and the envy of all.

The principle upon which municipal life depends in America is wrong. The individual is not more than the state and never can be. The public has rights and the individual is bound to respect them, and when carelessness and convenience and personal greed interfere with these rights, the public—which is the guardian of us all—is bound to protect itself and us. It is the general good that is sought after, and the citizen, irrespective of age, sex or condition, can work for this general good in no way more effectively or more surely, in season and out of season, than by insisting upon holding inviolate the sacredness of the street.

The Cuban situation, while increasing in interest, is rather monotonous in that every movement goes through the same routine. First, there is a great Spanish victory, in which the insurgents suffer severe loss. Then a rumor is sent out to the effect that the Spaniards did not have it all their own way, and, finally, comes full information that the Spaniards are badly beaten and frequently in imminent danger of being cut to pieces. With a continuance of such victories, it will be some time before the island is reduced to submission.

One result of the changed conditions, on account of the war in China, is a great stimulation in the trade with this country in ornaments for women's wear, such as shell buttons, bangles, "cat's eyes," etc., as well as beads, rosaries, earrings, bracelets and necklaces and other ornaments where pearl is used. It is stated that the Chinese utilize as many as fifty species of shell fish.

#### RING IN THE NEW.

In the heat of the discussion which is going on among the press and the people in regard to the New Woman—what she shall do and what she shall wear—would it not be well enough to ask something about the New Man, and whether, after all, the newness lies only in the development of something old as creation itself—the human nature which first found a home in Eden?

It may not be a pleasure for the man, new or old, to consider; but, if he be true to the mother who bore him and to the wife who loves him, he willingly admits that the new conditions of the woman are due to her love for him and her sympathy for him; and that these, as lasting as eternity, have prompted her to lighten his burden by taking it upon herself. When times are prosperous and the returns of his toil are abundant, she gladdens his life, by the sweet gracefulness of her own; but when dark days come, with the same sweet gracefulness, she takes without a murmur her share of their burden—and often his—and with a laugh and a song plods, barefoot if need be, over the rough road, until easier times return. Once there was but one way; and with a heart as happy as when she donned the wedding gown, she put on her linsey woolsey and in the kitchen did what she could to make herself a blessing. In time she learned to teach, and many a wrinkle has she smoothed thereby from the anxious brow. Art whispered to her one day and with the one thought in her heart to shift to her own shoulders the burden she felt she ought to carry, she listened and gave good heed; and now, with a bar nowhere to her progress, she still stands by the side of father and brother and husband, ready with the old laugh and the old song and the old-time gracefulness, to gladden by her own thrift the life adversity has darkened.

"Ring in the new?" There is no new to ring in. It is simply the same old human nature asserting itself. The woman has grown tired of seeing the man carry his burden and hers while she saunters along by his side with a parasol and a poodle. That is all there is to it. In the hour of ease, there is no reason why she shouldn't be uncertain, coy and hard to get along with; but when pain and anguish and hard times wring the brow, it isn't the New Woman—there isn't any such thing—that becomes a ministering angel, but it is the same old precious article that badgered poor old Adam's life almost out of him and drove them both out of the garden and then set to work and made him think that the best thing that ever happened to him was going through the gates of Eden and having it bolted behind him! Ring in the new! Very well, ring. Only remember that it is the newness of the springtime which, instead of hiding the dear old face of Nature, only makes it attractive in another of her ever-varying forms.

That business in the United States is unusually good is shown by the Government report of receipts for postage stamps, postal cards and stamped envelopes. Receipts increased last quarter \$1,820,000 over the second quarter of 1894 and \$1,220,000 over the corresponding period of 1893, which held the record up to the panic.

As will be noted by the official call, published elsewhere in this week's paper,

the second annual convention of the Northern Michigan Retail Grocers' Association will be held at Reed City on Tuesday and Wednesday, Aug. 13 and 14. An exceedingly interesting and varied programme is being prepared and will be announced in full in next week's paper. The retail grocers of Reed City are making extensive preparations for the entertainment of their brethren, having secured the city hall without expense to the Association and having arranged to tender their guests a complimentary banquet on the evening of Aug. 13. Every grocer doing business contiguous to and north of the line of the D. G. H. & M. Railway is cordially invited to become a member of the Association, and it is hoped and expected that a large number will attend this convention.

Increasing war rumors indicate that there is likely to be an epidemic of petty warfare in many parts of the world. Besides Spain's efforts to subdue her rebellious American dependency, which has assumed proportions by no means petty, serious disturbances are in progress, or threatened, in various parts of the border land between Turkey and Russia; a few little wars are in progress in different parts of Africa, and France is proposing to give the black mountaineers of Abyssinia a trouncing, while Japan is still pounding away at her new acquisition, Formosa. Even the United States, not to be an exception, has a little Indian war, which has already cost the lives of a large number of settlers in one of the valleys of Idaho. It looks as though it will be sometime yet before the science of warfare shall have become one of the lost arts.

The general trade outlook continues favorable. The iron and steel industries lead in the advance, which, of course, give the greatest assurance of permanence. The demand for all kinds of manufactured iron is constantly increasing. Orders for rails amounted to 713,000 tons during the last six months, against 502,000 tons for the corresponding period in 1894. Copper is still advancing, with greatly increased demand. Grain has advanced again, and there is a greatly improved outlook for textiles, with a tendency to advance in most lines. Sales of wool are very heavy, being nearly double those of the corresponding time last year.

Fusataro Tokano thinks the contentment of the lower classes of Japanese a great misfortune. Their artistic simplicity, which foreigners admire, he considers a great obstacle to progress, and he thinks it the imperative duty of Japanese friends of humanity to agitate until Japanese labor becomes as discontented as American. When Debs gets out of jail, Mr. Tokano can engage his services to make Japan unhappy, upon the line of thought that if a workingman is happy with his lot, it is the duty of a committee of walking delegates to sand-bag him, and make him think the world is against him.

The *Dry Goods Chronicle* thinks it is a good thing to "be in touch" with your employes. That's all very proper but when it is suggested as well, to be on "easy footing" with them, the employe will be found to object. Fun aside, a common regard for the proprieties will prevent either extreme, a condition of things always to be deplored.



## HUMAN DEMONS.

There are men who devote to the service of crime talents and accomplishments which, if applied to useful and honorable purposes, would have made them eminent as good citizens and famous in commerce, science and learning.

It is a common belief that all men who were born of respectable parentage are naturally good, and only turn out otherwise because they were exposed to evil and unfortunate influences, and that there is never a time in their calmer moments when they would not, if circumstances were favorable, repent and turn to better things. It is good to have so high an estimate of human nature, but in not a few cases it is one wholly erroneous and false. There are people who have gone wrong only because they have been the victims of extreme misfortune and of overwhelming temptation; they have been virtually driven to evil courses, and these are they who sincerely mourn their faults, and would, if they could, gladly turn to the right. But there are other evil-doers who are diametrically different.

When a human being is wholly selfish, and any restraint or any individual is in the way of a desired gratification, that being will soon reach a point where he will hesitate at nothing to accomplish his desire. He will not stickle at murder, robbery or any other crime if that will assist him to his object, and he will never be troubled by any twinges of conscience or regret for his evil acts. The possibility of punishment is the only care he feels, and the inordinate egotism of such a man enables him to postpone the fear of punishment to the last moment.

These are the criminals who are seldom brought to punishment for even the most flagrant crimes. They are so unmoved in the presence of the strongest evidence of their crimes that they attract a favorable regard from all spectators who will not believe that persons so apparently respectable and with so much coolness and self-possession can be guilty. One of these remarkable criminals is a young medical student named Durant, now undergoing trial at San Francisco. He had a reputation for piety and associated much with church people, being the librarian of a Sunday school of a Baptist church. He had special keys to the church and spent much time there when nobody else was supposed to be present.

Two young girls, of good reputation, with whom Durant associated much and who were last seen in his company near the church, disappeared from their homes, and were, after many days of search, found murdered, under circumstances of great atrocity, in the church. One of the girls had been most brutally assaulted and the other had, doubtless, been the victim of the murderer's wiles.

The indications of guilt pointed strongly to the religious Durant. The purse of one of the murdered girls was in his pocket; many circumstances conspired to fix the crime upon him, and, despite his pretensions to piety, it came out that he is a man of brutal lusts, which had been most unscrupulously indulged. It was evident that he had murdered one of the girls because she had resisted his assault, and would, if spared, have denounced him to her friends. The murder of the other was necessary in order to prevent an exposure which

would have been damaging to his reputation.

A still more remarkable criminal is in jail in Philadelphia, under conviction for swindling a life insurance company, while detectives in half a dozen cities are seeking evidence of numerous murders charged to him. This man has had, perhaps, the most astounding criminal career of modern times. His name, picked out from numerous aliases under which he has passed, is Herman W. Mudgett, but he has become so infamous as H. H. Holmes that every newspaper in the country has been lately filled with his doings.

Born in a New England village, Belknap, N. H., he has extended his operations to many parts of the country. According to a Chicago newspaper, he has developed "fake" mineral springs and sold the water from Lake Michigan at 5 cents a glass and 25 cents a quart; he has swindled people on a "gas generator," the gas he claimed to be generating was floating into his machine from a Chicago company's mains; he has duped innocent and confiding women out of fortunes ranging from a few hundred dollars to \$75,000 and \$100,000; he has bought land, and built fine houses on credit, and then borrowed money on the results; he has deceived life and fire companies right and left, and he now has many murders charged against him in the accomplishment of this work. He went through Ann Arbor University while his wife worked to pay his tuition; he has had six wives and twenty-five children, located in different parts of the United States; he has floated fraudulent corporations with almost unlimited stock and bonds and successfully gulled business men of sagacity and ordinarily shrewd business sense, and he has operated in Ann Arbor, while a student there; he swindled people in Texas, in Denver, in Boston, in New York, in Chicago, and, no doubt, in many other places that are yet to be heard from. The schemes he carried out, and he worked so carefully he was never caught, are sufficiently numerous to fill a volume if related in detail.

This man got into trouble through having swindled a life insurance company in Philadelphia, and the trial of the case brought out the fact that he had secured insurance upon the lives of persons whom he murdered in order to get the money. In one case he killed, or caused to be killed, three children, who were also heirs to an insurance policy in which he had an interest. His influence over women seems to have been extraordinary. They fell in love with him and made their property over to him, and were then murdered to make room for others. Almost every day fresh developments of this man's crimes are being brought to light, but he expresses no remorse. The only regret he has is that he was so clumsy as at last to have fallen into the hands of the law.

These are some of the criminals who are so, not because they are the victims of evil fortune, but, because, being wholly selfish and having resolved to gratify their desires at any cost, have taken, without scruple and without hesitation, the property, the honor and the lives of women and men, and have acted as if they had a right to all they wanted and much more than they got. These are the most dangerous of all criminals and the most difficult to bring to punishment. They are devils so far as a human being in this life can be so, and they are able to deceive even the elect. They are truly marvels in the history of crime.



Our New Goods are arriving daily.  
Our Salesmen will call upon the Trade  
soon. Do not place orders until you have  
seen our beautiful line of Novelties.

WURZBURG JEWELRY CO.,  
GRAND RAPIDS

# Standard Oil Co.

DEALERS IN

Illuminating and Lubricating

## OILS

Naptha and Gasolines

Office, Mich. Trust Bldg. Works, Butterworth Ave.

GRAND RAPIDS, MICH.

BULK WORKS at Grand Rapids, Muskegon, Manistee, Cadillac,  
Big Rapids, Grand Haven, Traverse City, Ludington,  
Allegan, Howard City, Petoskey, Reed City.

Highest Price paid for Empty Carbon and Gasoline Barrels

## Getting the People

Art of Reaching and Holding Trade by Advertising.

Written for THE TRADESMAN.

"Top of column, next to reading matter—at any rate, it must be next to reading matter!"

This remark, perhaps, more often than any other, is heard by the advertising man, until he becomes so accustomed to it that he expects and is prepared for it. He even forestalls the buyer of advertising, sometimes, by telling him that special locations are charged at a higher rate.

The belief that an advertisement must be placed in a certain part of the newspaper or magazine in order to have it noticed by the buying public is old fog-ism and is an exploded fallacy. Modern readers are educated to a point where they look for what they wish to see, no matter where it is and they will find it if it is only legibly and attractively displayed and written in a logical, striking and forceful manner.

The matron of to-day takes as much, if not more, pleasure in reading the advertisements of various lines of goods and articles in which she is interested, as does her lord in perusing the Harvey-Horr debate or the financial and stock markets. First, the society column is scanned, then Madame turns her attention to Mr. Finesilk's list of bargains. Nor does she stop there, but everything, if she be an economical and discriminating woman, which is illustrative of cheapness in price and worth in value, passes under her bargain-seeking eye.

This is true of the maid, as well as the matron, and is as true of the man or youth as it is of the finer-textured sex. Advertisers are slow to realize the progression which has taken place in nineteenth century advertising methods. They do not sufficiently realize that improved and cheapened methods in the manufacture of type faces and ornaments, and the universal lessening of cost of the production of engravings by a number of processes, have transformed the plain, ugly, forlorn and cheerless advertisement of twenty years ago into a work of art which is appreciated and enjoyed by everyone. I will venture to assert that the advertising columns of certain papers which cater to only the highest class of trade are as eagerly scanned and as thoroughly digested by the eye and mind alike of the reader as is the reading portion.

Classification, both in magazines, daily papers and trade journals, has come to be recognized as the correct and equitable manner of locating advertisements. This gives each space-purchaser an equal advantage, and is of the utmost benefit to all alike, for if the reader is looking for the ad. of a certain line, he cannot help but see the announcements of all others in that line.

While classification occasionally brings your advertisement at the bottom of the page and, perhaps, away from reading matter, yet you will find, if the location is left to the discretion of the newspaper, that the number of advantageous locations given you will be fully up to your desires. The reason for this is, that the publishers, if left to themselves, aim to satisfy all their advertisers, which, it can readily be seen, is very much to the financial interest of the former by holding his advertising.

It has been my fortune to have charge at one time of the composing room of a well-established paper of high reputation. Some few of the ads. were especially located and were paid for at a higher rate. There is no doubt that these certain locations were of more value to the advertisers, but for special reasons. For instance, the front cover was a preferred spot and was really much more valuable, in some ways, than other places, and so with other locations. But the majority of the advertising was left to the discretion of the publishers as to position. The result was that my instructions and best efforts were toward the classification of advertising and also to give each individual advertisement its full share of desirable positions. Every ad. in the journal, with the exception of those mentioned, had a different location each issue, and I may claim that seldom a space-purchaser was dissatisfied with his results.

In the old days of placing a milliner's ad. in close companionship with that of a horseshoer, or an advertisement for a union cure next door to that of a confectioner, advertisers had quite sufficient reasons for locating their "People Getters," if only for the sake of getting away from undesirable and incongruous companions. But, as I have said, classification has changed all this and for retailers it is just as well or even preferable to leave the location to the judgment of the publishers. If the latter are progressive and really want your money in exchange for their space, they will certainly give you all the show possible.

## The Right Bower



Is the card which takes the trick. It's quite a trick to dress in such a manner that your lady acquaintances will give you the smile and turn the cold shoulder to the other fellow. We are full of such tricks in all the noblest styles, both in business suits and suits for evening wear—all ready-to-wear. We guarantee our \$10 Clay worsted, extra long frock or sack suits to be the best value for the money you ever saw. Often sold at \$15 or more.

EUCHRE & CO.

## Dainty Dressing for Dainty Feet

A pretty foot is one of woman's greatest attractions. To give the foot its highest charm it must be properly shod. Fitting shoes have lost many a good "catch" for a young lady. Let us fit your pretty feet with a pair of elegant Tan Walking Shoes, costing you only \$3 which will give added beauty to an already pretty foot, and restore neatness to the ill-shaped. Quality of the finest.

TRILBYFOOT & CO.

Pills and Cigars  
Stationery and Ipecac  
Salts and Toilet Articles  
Confectionery and Headache Powders

Everything your wife needs  
Everything your baby needs  
Everything your hired girl needs  
Everything you need

In the line of Pure Drugs, Patent Medicines, Toilet articles, Confectionery, Stationery, etc., to be had of

ODDMIXTURE & CO.

## Hold Your Nose

To the grindstone, if you want to, but if you would rather straighten up and move through this world with less wear and tear and more money in your pocket,

Sell **Lily White Flour**

Note the following



## Pointers!

This Flour is always the same. People always want more of it. Where they buy Flour they buy Groceries. Pleased customers are good advertisers.

**Valley City Milling Co.**

SOLE MANUFACTURERS

GRAND RAPIDS, MICH.

**El Competo**

**Four Centuries**

.....Founder.....

We have other Cigars but these lead.

Their popularity grows each day. Made of the best stock obtainable

**Maifest**

**Peninsular**

We are back of them in every way. Order one lot and you will want more. They are the Leading Brands of the State.

**Musselman Grocer Co.**

GRAND RAPIDS, MICH.

**Full Weight**

**Cremona**

OF COURSE YOU HANDLE

**LION COFFEE**

For Sale by All Jobbers.

SEE PRICE LIST ELSEWHERE.

**EVERY PACKAGE 16 OZ. NET**

WITHOUT GLAZING.

**Perfectly Pure Coffee.**

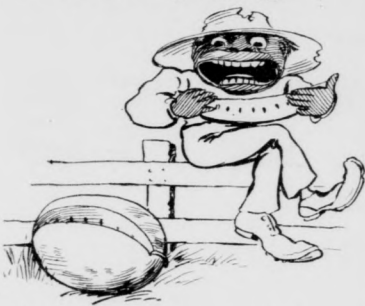
**WOOLSON SPICE CO.**

TOLEDO, OHIO, and KANSAS CITY, MO.





## A Good Opening



For this juicy fruit reminds us that we have just received a lot of the juiciest, sweetest and most soul-satisfying Watermelons and Canteloupes you ever put tooth into. A fine line of other seasonable Fruits and Berries, together with an up-to-date stock of Groceries.

L. G. DEEDATSGOOD.

## Ever Step on a Cat's Tail In the Gloaming?

How he did holler! But that's nothing to the vociferations of our competitors. We are treading on their toes and the weight of our low prices and high values make 'em fairly yell! Never mind—it don't hurt us and puts money in your pocket. "We are the people!"

PINCHET & CO.

## Don't Ask for Grease

When you want good butter, and don't let anyone sell you a poor article for a good one. We have just opened a lot of the finest creamery Butter—at 18c—that ever struck town (it didn't walk in). We don't expect to make much out of it at this price, but its excellence and purity will give us your trade.

A complete line of the best Groceries in connection with the butter.

FAIRDEALER & CO.

"I'd much rather beat a train than beat a car-pet."

Said a Weary Willie, asking for a meal.

"I've no doubt that's very true," replied the lady,

As she turned the bull-dog loose upon his heel.

When you really want a square, hunger satisfying meal that will make you feel like an alderman newly elected, call on

J. T. FULLFEED.

## An Auspicious Occasion



When shopping, always select "bargain time," and don't drop in upon merchants unawares. We are always ready for you, however, in the way of bargains in Dress Goods, Fancy Goods, Ladies' Underwear, and a full assortment of Novelties. Call in any time—you'll never catch us napping.

WIDEAWAKE & CO.

I wish to impress upon the advertiser the importance of having a list of prices on the articles he sells embodied in the ad. This is a sure winner. There is no reader but is attracted by a list of low prices on staple goods, and often an article at once becomes a necessity which had not been thought of before. "Why, that's just what I want!" the reader exclaims, "and it's a bargain at that price. I'll go and see it to-morrow." A catchy introduction is a necessity. So, also, in most cases, is a list of articles, description and prices.

FDC. FOSTER FULLER.

Refute slander by correct conduct.

## Clerks' Corner

It is possible, boys, that I am making too much of neatness in and around the store, especially the grocery store; but, when you remember that those clerks who understand the divine art of keeping clean are those who possess the most flattering promises of success, you will then see why there is so much harping on this one string.

Our boy, Pete, did something the other day which in some eyes is little less than atrocious, and yet it was done so innocently that I concluded to make a note of it, for the benefit of Pete and the rest of his class, with the bare possibility of hitting the "boss" himself.

It was Saturday, and that means busy clear up to where you part your hair. It was a hot day and the dust was plentiful there on the corner, and by 10 o'clock Pete's face looked as if he'd been shoveling coal. He was wanted in the front store and, feeling that he was hardly presentable, he threw off his cardigan, ran to the wash basin, gave his face a wipe with his wet hands and wiped it and them on the towel. The result was a very dirty towel and a streaked face.

He went into the front store, but was back again a moment after, the boss with him, who went straight to the towel. "There you cub! It's you, is it, that wets your hands and face and then wipes the dirt off on the towel? Now you wash your hands and face with that soap and water. That's what they are there for. After you get through, dry your hands and face on the towel and then throw the water out of the basin. Who do you suppose wants to do that for you? Another thing: you have an idea that if there is a little round place clean in the middle of your face, the rest will take care of itself. It does, and it tells a pretty dirty story about a boy who doesn't know how to wash his face. There; that's better. Take that towel home with you and have it washed. If you cut that dirty caper here again, you can find another place."

Don't tell me, boys, that my story doesn't hang together because grocers don't stop in the hurry and drive of Saturday morning to "jaw" a boy for wiping a little dirt off on an old towel. Generally, no; but it is the unexpected that is always happening and that is what induced me to make a note of it. A man who has an attractive store knows, in the first place, that it must be clean and that everybody having anything to do with it must be clean, also. He knows, too—from his own experience, possibly—that there is an inherent antagonism between wash water and boyhood and that unless this is overcome, at least partially, there is more hopes of that boy in the field of politics than in the grocery store.

So then, boys, wash with soap and water and do it thoroughly. Keep the towel for drying purposes and remember that the dryer the hands are after washing, the less liable they are to be rough, especially in the winter when they will become chapped and sore unless they are thoroughly dried.

Another thing which I will give you to think of. A half-washed face, like a half-black shoe and a half-swept floor, has ruined the prospects of many a boy and they will ruin yours unless you look out for them.

UNCLE BOB.

The successful merchant advertises.

VANILLA WAFERS—GINGER VANILLAS—GINGER WAFERS

## Be Progressive!

Are You.....

Handling our Crackers and and Sweet Goods?

PURITY, QUALITY and FRESHNESS make the finest line in the world to select from.

Making Money

Will be comparatively easy if you push our goods. Liberal profits and quick sales will be yours. Customers buying once will come again. Try, and be convinced.

Selling Crackers and Cakes

Is a very easy matter if you sell the kind the people want.

Our aim is to produce the best. Only the choicest Creamery Butter, the purest, sweetest Lard, the finest Patent Flour and the richest Molasses enter our products.

We make a Specialty of SUMMER DELICACIES.

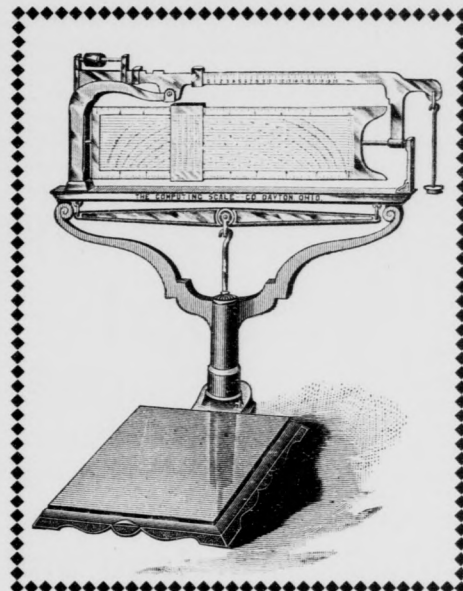
THE NEW YORK BISCUIT CO.

Successors to WM. SEARS & CO.

Grand Rapids, Michigan.

VANILLA SQUARES—GINGER SNAPS—IMPERIALS

## Computing Scale



More than 13,000 in use!

At prices ranging from \$15 upwards. The style shown in this cut

\$30.00

which includes Seamless Brass Scoop.

For advertisement showing our World Famous Standard Market

DAYTON COMPUTING SCALES

see last page of cover in this issue.

The Computing Scale Co.,

DAYTON, OHIO.

## JANE CRAGIN.

## How She Turned the Tables on a Chronic Nibbler.

Jane Cragin put down the morning paper with a laugh.

"I wish Mrs. Kenworthy would read that story. Read it, Cy, I think there is a hint in it for us."

"Haven't time. Give us the p'int on 't 'n' let the rest go. What is it?"

"Why, a jeweler when he stepped into his grocer's just tasted whatever he got his hands on. The grocer got tired of it, and the first chance he got, went into the jeweler's to look at some unset diamonds. Picking up the best looking one, he threw it into his mouth, exactly as Mr. Jeweler always picked out the best strawberries and tossed them into his mouth. Of course, this made a rumpus and, when the grocer put back the diamond, he gave the jeweler to understand that the latter would pay for his tasting thereafter, or there'd be a reason why."

Cy laughed. "That's all right for a story, but what you goin' t' dew in berry time to keep folks fr'm eatin' a handful every time they go by? I can't stop 'em. There's that old man Dawkins—he'll come along any time and put a claw into a tray o' berries 'n' take half of 'em at a grab—he's got a hand 's big 's the hand o' Providence—'n' what he don't take he'll mash. Say anything, 'n' in half an hour it'll be all over town that we made a fuss because Dawkins picked up one or two huckleberries, while he was dewin' s'me tradin'; 'n' Dawkins ain't the only one, by a long shot."

"Well, I should say nix!" Jim took the floor. "Old lady Walker came prancing in here the other day, with her nose tipped up. 'Hahve you a-ny su-pe-ri-or proones?'—the fellow imitated exactly the woman's tone and manner—'something a-bove the ahv-er-age?' 'n' she stuck up them specks o' her'n on the end of a stick, with her left hand, 'n' squinted at the prunes, 'n' her right hand, somehow, got all tangled up in them tip-top strawberries that we got from Wilcox. It took her the longest time to make up her mind 'bout the prunes, 'n' after she'd et a dozen r' so of the biggest berries, she didn't want the prunes. Then, all of a sudden, she saw the strawberry—'r made b'lieve she did. 'O oh! what love-ly straw-ber-ries!' 'n' that hand o' hern hovered over the tray like a hawk over a chicken coop, 'n' I'll be doggone if she didn't take the three biggest berries there was. She smacked her lips as the last one went down. 'How much are these re-al-ly fine ber-ries?' 'Fifteen cents, 'n' mighty cheap, at that,' says I. Up flew her hands, 'n' down bobbed her head like an ol' hen-turkey, 'n' she yeped out: 'O, my! I nev-er could think of paying that price for straw-ber-ries and these are not quite sweet yet!' 'n' off she teetered, with berries enough in 'er to keep 'er alive for a fortnit! Buy anything? Of course she didn't. She was full as a tick; what should she buy anything for?"

"Well, that's taking one at a time," said Jane, "but when Mrs. Kenworthy comes in with the twins and the dog, I confess I'm ready to give up. I think we shall have to draw the line right there. We simply cannot afford to let this thing go on. The other day, Mrs. Kenworthy came in to look and, of course, the other three came too. Zippy was promptly put out; for a dog in a

store I can't have, and I won't. The twins bawled and the dog howled, and we had quite a concert here. Mrs. Kenworthy wanted some gingham for an apron—at least, she said she did, and, while we were busy with the prints, the twins were making the most of their opportunity. Amelia adores sweet things, and Parmelia hankers after the sour; and, while one was up to her eyes in sugar, the other was trying to fish up the biggest pickle. I kept looking at them, that their mother might see that I was annoyed. Finally, I said that I was afraid that if Parmelia should lose her balance, she would go head first into the pickle barrel; but that woman, with an 'O, I guess not,' never so much as looked around. Well, I stood it awhile longer, and throwing on the counter a new piece of print, I took Amelia from the sugar and covered the barrel tight, and wiped Parmelia's hands on her apron, and covered the pickle barrel, and then I went back to Mrs. Kenworthy. I got there about the time the twins found the peanuts. They ate what they wanted and filled their pockets, and then began to tease to go home.

"Of course, where they are right in the village here, we can charge up their tasting on something else, and it's all right; but, take such a case, now, as Deacon Phelps: He doesn't have any charges. What he brings from his farm is always good, and just what we want in every way; and yet that man goes for the crackers and cheese the minute he strikes the store. I wonder how he'd like it if I should start in on his butter and eggs in that way, or on anything else that he brings in?"

"You can try it, Miss Cragin, for here he comes. I dasset—I tell ye that b'forehand. Why not let Cy see what he c'n dew? Come, now, you're the boss, Cy; jes' go out, 'n' most eternally dew 'im up!"

Into Jane Cragin's face crept that little spot of pink—the pennon on the castle tower announcing that her majesty was at home—and, slipping from the high stool, she gave that portentous little flirt to the immaculate apron and, with a cheery "good morning," went out to wait upon her thrifty farm customer.

## Chas. A. Morrill &amp; Co.

Importers and  
Jobbers of

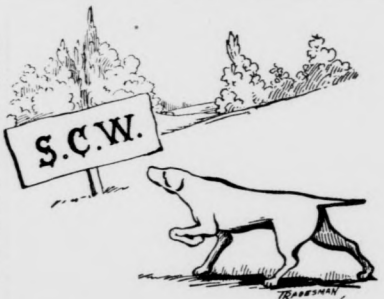
TEAS

21 Lake St., CHICAGO, Ill.

Will you allow us to give you

## A POINTER

The S. C. W. is the only nickle Cigar, Sold by all Jobbers traveling from Grand Rapids and by Snyder & Straub, Jobbers of Confectionery, Muskegon. We do not claim this Cigar to be better than any 10 cent Cigar made, but we do claim it to be as good as any 5 cent Cigar that is sold for a nickle.



## TWINS

PURITY and QUALITY are the twin characteristics of our products.



They Please and Satisfy  
the Consumer and pay the Dealer a profit.

THE PUTNAM CANDY CO.

GRAND RAPIDS

Stop!

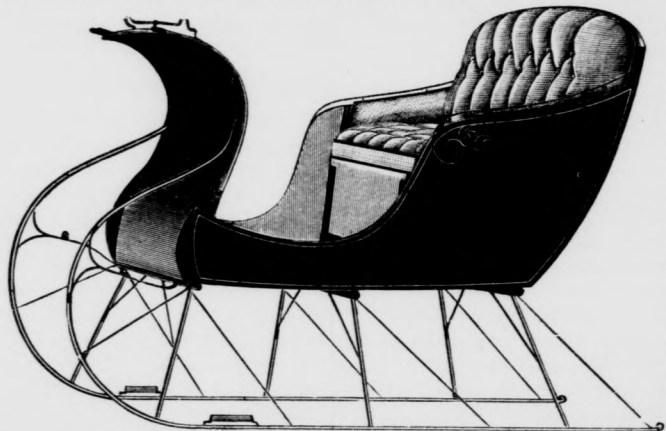
AND READ.

Make no contracts for  
1895 until we call or you  
write us about

Portland and  
Swell Body  
Cutters

Belknap, Baker & Co.

GRAND RAPIDS, MICH.





Already, the green cover of the cheese-box was turned back and a generous slice of cheese was in the hands of the deacon, who was peering over his spectacles for the crackers.

"The Hillfarm folks are all well this morning, I hope."

The deacon managed to say, with his mouth full of dry crackers and cheese, that "they was putty wal."

"What have we here? Some of Mrs. Phelps' Dutch cheese? Well, isn't it nice?" Reaching for the cheese-knife, she cut the biggest ball of snow in two and took a generous mouthful. "If that isn't good, I wouldn't say so! Here, Cy, you and Jim may have that half. This belongs to me. So long ago as I can remember, I used to tease for ginger snaps and Dutch cheese. When I have good crackers—these are rather nice, don't you think they are, Deacon?—I just like to dip into a jar of Mrs. Phelps' butter and spread it on thick. The Phelps butter, I call it, is just salt enough to go with these flaky white crackers in the box here—help yourself, Deacon—and if anybody is cracker hungry—Cy says I always am—and will slice the butter off like this,"—she suited the action to the word—"by the time it gets melted in the mouth with the cracker, it's what I call good eating."

"A-ha! What's this? Well, Deacon, these are the finest radishes we've seen yet. Here, Cy, just try that. Want one, Jim? 'M—'m! Aren't they good?" and three of the best radishes disappear in a shower of praise. "There! I guess I'd better get these out of sight before they are all gone. Jim, take the butter in and weigh it, and the cheese, too, and I'll count the radishes. Cy, I wish you would wait on the Deacon, for I must get on with the books. You must remember me to Mrs. Phelps, Deacon, and just tell her from me that we want all the radishes and Dutch cheese she can possibly spare."

A minute later, the high stool was again occupied by the book-keeper, Cy was filling the Deacon's order, and Jim was sampling still further the radishes and the butter in the back store.

Deacon Phelps? O, yes. He didn't say anything; but never after in the Milltown store did he help himself to the crackers and cheese.

RICHARD MALCOLM STRONG.

A year ago a Danish merchant experimented by taking Danish milk, which is peculiarly delicate and rich in flavor, freezing it by the use of ice and salt and sending it in barrels by rail and steamer to London. On its arrival the milk proved to be as sweet and well tasting as if it had been just drawn from the cow in the middle of Sweden. The milk was so much in demand and proved so profitable an article of commerce that the exporter immediately took out a patent on the shipment of frozen milk from Sweden and Denmark to London. He then sold the patent to a stock company with large capital, which on Feb. 1 last bought one of the largest Swedish creameries, converted it into a factory, and, having put in a special freezing apparatus, began on May 1 the export of frozen milk in large quantities.

Frances Willard thinks that poverty is the chief cause of the drinking habit. There may be something in it, but the experience of thousands is that the drinking habit is an extremely efficient cause of poverty.

#### FORTY YEARS AFTER.

We climbed to the top of Goat Point Hill,  
Sweet Kitty, my sweetheart, and I,  
And watched the moon make stars on the waves  
And the dim white ships go by;  
While a throne we made on a rough stone wall,  
And the King and the Queen were we,  
As I sat with my arm about Kitty,  
And she with her arm about me.

The water was mad in the moonlight,  
And the sand like gold where it shone,  
And our hearts kept time to the music  
As we sat in that splendor alone.  
And Kitty's dear eyes twinkled brightly,  
And Kitty's brown hair blew so free.  
While I sat with my arm about Kitty,  
And she with her arm about me.

Last night we drove in our carriage,  
To the wall at the top of the hill,  
And though we're forty years older,  
We're children and sweethearts still.  
And we talked again of that moonlight  
That danced so mad on the sea,  
When I sat with my arm about Kitty,  
And she with her arm about me.

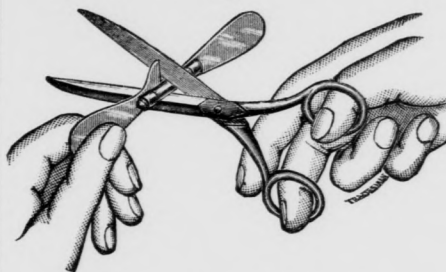
The throne on the wall was still standing,  
But we sat in the carriage last night,  
For a wall is too high for old people  
Whose foreheads have linings of white.  
And Kitty's waist measure is forty,  
While mine is full fifty and three.  
So I can't get my arm about Kitty,  
Nor can she get both hers about me.

If a Michigan chemist realizes his expectations the sawmills in the pine forests will become active competitors of the Louisiana sugar plantations. The audacious scientist declares that he can make granulated sugar out of sawdust, and, in support of the claim, he exhibits a substance which looks, smells and tastes like glucose. He says he first converts the sawdust into starch, and turns the starch into sugar, which he declares crystallizes into as pretty granulated sugar as was ever turned out of a sugar refinery. But his most astonishing claim is that when he has perfected his process he will have no use for a tariff or bounty, for he will make sugar cheaper than Cuba, China, Germany or any other country can possibly produce it.

The much talked of banana flour or meal has apparently found its place in industrial economy, and not for making bread or cake either. It is said that it is now used in breweries to replace a part of the malt, and has been found very desirable in the manufacture of yeast. This last use is probably as near as it will ever come to a bread-making material.

#### CORBIN'S

## Lightning Scissors Sharpener



IT'S A DAISY  
SOMETHING NEW  
QUICK SELLER  
EVERY LADY wants one  
LASTS A LIFETIME



The only perfect Sharpener made. Will sharpen any pair of shears or scissors in ten seconds. Made of the finest tempered steel, handsomely finished and nickel plated

## SELLS AT SIGHT

Her scissors will always have a keen edge.

Because every lady can see at a glance the practical benefit she will derive from this addition to her work basket. Satisfaction guaranteed or money refunded.

Put up one dozen on handsome 8 x 12 Easel Card. Per Dozen, \$1.50.

#### FOR SALE AT WHOLESALE BY

I. M. CLARK GROCERY CO.  
MUSSELMAN GROCER CO.  
LEMON & WHEELER CO.  
BALL-BARNHART-PUTMAN CO.

HAZELTINE & PERKINS DRUG CO.  
A. E. BROOKS & CO.  
PUTNAM CANDY CO.  
WURZBURG JEWELRY CO.

#### OR BY THE MANUFACTURER,

**W. T. LAMOREAUX,**

GRAND RAPIDS, MICH.

**LEMON & WHEELER CO.**

**Wholesale  
.....Grocers.....**

**GRAND RAPIDS**

**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.

### The Cashier Who Robbed the Bank.

Our bank was the First National Bank of Scottville, a town having a population of about 10,000. There were two or three private banks, but no other institution having the capital and dignity we carried. The stockholders numbered nearly thirty people, and all were residents of the city and county. Among them were four or five widows, and quite a number of minors and orphans were also represented. At that date, I was a young man of 23 and acting as cashier and bookkeeper for a manufacturing concern. I had \$3,000 in cash, and with this I bought stock in the new bank. The organization had been completed, and the institution was ready to open when the president sent for me and said:

"James, I have known you for the past three or four years. Everybody in the town seems to speak well of you. Your employers tell me they have the utmost confidence in your integrity, and each one of our Executive Board has spoken in your favor. I have purchased \$2,000 worth of stock in your name to bring your holding up to \$5,000, and am authorized to offer you the position of cashier."

Yes, I had many friends. I was ambitious and industrious. I was also honest. No man could say I had ever wronged him in any manner. I don't mean to convey the idea that I was an exception. There has never been any scarcity of thoroughly reliable young men, nor will there ever be. I accepted the position with a feeling of gratitude toward those who had tendered it, and I made up my mind to prove myself competent and worthy in every particular.

In one year we had grasped half the business of the county. In two years there was only one private bank left. We had any amount of money to lend on easy terms, and whenever an extension was wanted it was cheerfully granted. I had done more than any other man to bring about this state of affairs. I say so because all the officers and stockholders said so. In two years my salary was advanced three different times. No man could have been more fully trusted than I was. My advice was sought and invariably followed, and everybody complimented the bank in securing my services. I had been with the bank two years and four months when a singular incident happened. One evening as I sat reading in my room the thought came to me like a flash to rob the bank and escape to a foreign country. I pledge you my word I was frightened for a moment. It was as if a voice had whispered in my ears. Rob the bank! Why, I would chop off a finger sooner than embezzle a penny! What could have given birth to such a thought? I was upset and indignant, and yet I could not shake off the idea. To my alarm, I found myself beginning to reason and speculate. It was as if I had a double, and the double said to me:

"You are working like a slave to enrich others. You are getting a fair salary, but it should be double what it is. Why slave away for years to get a few thousand ahead when you can lay your hand on a fortune any day? It would be stealing, but then we all steal. You are young and full of energy and ambition. With \$50,000 to back you, you can go to some foreign country and make millions and become a nabob in a few years."

I should have trampled such thoughts under foot on the instant. No man in a trusted position turns thief in a day. It is only after he has fought with temptation and been overcome—allowed himself to be overcome. I made an effort to rid myself of the thought, and it would have vanished but for a silly action on my part. A week later, as I smiled in contempt at the idea of my turning robber, I allowed myself to speculate on what would happen in case I did. That is, I wondered how much I could get hold of, what country I should go to, and so forth and so on. When I suddenly found myself greatly interested, I jumped up in shame and confusion, but half an hour later was deep in imagination again.

It seemed as if the evil one did everything in his power to aid me after I had finally determined on my course. I had the "luck" to meet an American who had just returned from South America.

He mentioned several sure things in the way of speculation, and painted such a glowing picture of the country that I was excited and impatient. The bank had large deposits that fall, and on the 13th day of September we had nearly \$70,000 of what was called outside money. This was cash temporarily deposited by the county treasurer and by the cashiers of three or four manufacturing establishments. I had been waiting for such an opportunity. I could have taken from \$20,000 to \$35,000 almost any day, but I had planned to practically clean out the institution.

Between the 4th and 11th of September I planned the details of my flight. I knew the time tables of the different railroads I should pass over, what day I should take the steamer, and every detail had been carefully worked out. I might be pursued, but I flattered myself that I had laid my plans too well to be caught. I planned to go to the bank at 9 o'clock in the evening and secure admission. The watchman would not hesitate to let me in. I would then assault and overcome him. He could not give the alarm before morning, and I would then be far away. I planned to make my coup on the night of the 13th. At the close of business on the afternoon of that day we had \$107,000 in greenbacks in the vaults. After a bank has closed its doors to the public at 3 o'clock p. m. there is work to keep the force busy for an hour or more. For a year I had always been the last one to leave and my hour had been 6 o'clock. The trusty day porter was then left alone until 8 o'clock, when he gave place to the regular night watchman. At half past 5 o'clock that afternoon and just as the last clerk had departed the night-watchman came to notify me that his wife had died suddenly and to ask that a substitute be employed. He named a man, but I told him that I would make my own arrangements.

When the watchman had departed I notified the day porter that he might leave at 6 o'clock, as I had work which would detain me till about 8. Five minutes after 6 I was alone in the bank and its funds were under my thumb. The train by which I should leave town was not due until 10:50, and I was therefore in no hurry. I locked up and went to my boarding house to supper. At 7 o'clock I returned to the bank, pulled down the shades, lighted the gas, and in the course of twenty minutes had packed every dollar in the vaults into a satchel provided for the purpose. This satchel I placed on a chair outside the railing, and had sat down for a smoke when there was a rap at the door. I knew it was one of our force, but hardly expected to see the president himself.

"I expected it was you," he said as he entered; "always the last to go. You are working too hard and must take a rest. At a meeting of the board to-day it was decided to give you a month's leave and a gift of \$500 in cash. You have been faithful and efficient, and we wish you to know how thoroughly you are appreciated."

I don't remember what I said in reply, but I do remember that something like horror seized upon me at the idea of my own baseness. Right there within reach of his hand was the money I intended to fly with, and yet he was lavish in his praises of my integrity. He remained only a brief time, and soon after his departure I went outside to walk about and plan a little. I hadn't given up the idea of robbery and flight, but a still small voice was whispering to me. On the first street corner I encountered a tramp. I was very much perturbed, but I shall always remember what he said. When he asked for alms I suppose I stared at him, for he added:

"Yes, I'm ashamed of myself. It's my own fault that I'm down here. I let temptation get the better of me."

That was another prick of conscience, but he actually hurt me when he said:

"Thanky, old man. May you never know what it is to lose the respect of the world."

Within twelve hours it would be known that I was an embezzler and an absconder! Not only that, but I was robbing widows and orphans and helpless

## JUST ARRIVING!

### New Crop 1895



BUY IT==The Quality is Right.  
BUY IT==The Price is Right.  
BUY IT==And "You're all Right."

# I. M. Clark Grocery Co.

## Coffee

"QUAKER"  
"TO--KO"  
"STATE HOUSE BLEND"

Roasted and put up especially  
for us by Dwinell, Wright &  
Co., the famous Coffee Roasters  
TRY THESE COFFEES



## Worden Grocer Co.

GRAND RAPIDS



old men! It seemed to me I could already hear the newsboys crying out the headlines of the article telling of my shame and dishonor. I stood looking after the tramp as he walked away, when a hand was laid on my arm and I turned to confront the leading merchant of the town. I knew him well and favorably, although he had never been a patron of our institution.

"Look here," he said, as we walked along arm in arm. "I've always done business with Gleason, because I found everything all right, but I'm going to begin with you to-morrow. Gleason is as good as gold himself, but I don't fancy his new cashier. He's a high roller, I hear, and some day he may turn up missing with all the boodle he can carry. No fear of that in your case."

And I had \$100,000 all packed, and was only waiting for train time to become the meanest and most contemptible robber ever heard of in the state!

"Everybody is speaking in your praise," he continued, "and you deserve all that is said. Just keep a level head and you'll find the road to honor and wealth."

When he had left me I had to lean against a dead wall for support. The sound of his footsteps was still in my ears when I suddenly felt that I was saved. There had been a terrible struggle of conscience, but right had triumphed at last. I was pulling myself together to return to the bank when a woman accosted me by name and said:

"How lucky I happened to see you! I was on my way down to Black's to see if he wouldn't take charge of this package till to-morrow. It's money I got only two hours ago—\$2,000."

"Come in here and I'll give you a receipt."

"Never mind that. We all know you and trust you."

Her parting words gave me a shiver. How little they knew me! A hundred rods away was evidence to make me an object of contempt in the eyes of every man, woman and child in the community! I had one more trial to undergo. Almost at the door of the bank I met two business men of high standing who were holding an animated conversation.

"Heard the news?" asked one as I came up.

"What is it?"

"You remember the clerk in my brother's office in Philadelphia who skipped out two years ago with \$30,000? Well, he's been overhauled. He went to Peru, no doubt expecting to have grand times. It seems that everybody soon knew that he was a thief, and he was an object of general contempt. He wandered about, always a marked man, and at last was so overcome with shame and degradation that he asked to be arrested and sent back. He was despised, insulted and plundered, and did not have one hour's solid comfort out of his stolen funds. He will go to prison for ten or fifteen years, and he might as well die then. Say, isn't it a curious thing that men will so destroy themselves?"

"Take your own case," added the other, as he placed a hand on my shoulder. "You are young, but respected, trusted and honored, and on the sure road to wealth. You might crib \$100,000 from the bank and get away, but would that compensate you for the sacrifice? No. Even a million wouldn't. I tell you the man who has got to outlaw himself to enjoy his plunder must see days when he would almost give his life to be set back in the position he once held."

I passed into the bank and carefully locked the door behind me. My knees were so weak that I had to rest for a good twenty minutes. Even my hair was sopping wet with perspiration. When I felt strong enough I carried the satchel to the vault, opened the doors, and replaced the money, and it was not until the iron doors were locked again that I felt sure I had won. There would be no watchman that night. I had planned it so. I took off my coat, kicked off my shoes and made myself comfortable in an armchair. I did not feel sleepy, but when the day porter came at seven in the morning to relieve the watchman I was sound asleep. It got to

the ears of the officers that I had sacrificed my night because of the death of the watchman's wife, and the president feelingly said:

"Bless the dear boy! He is a man out of a million!"

Am I still cashier? Well, never mind about that. I am still regarded as an honest man, and I doubt if you could make any of my business friends believe that I had ever been tempted for an instant.

#### "These Bull-Headed Foreigners."

Written for THE TRADESMAN.

Every now and then one part of the country or another has something to say about "these pull-headed foreigners." A colony of Europeans from the same town settle together in a Western state and they name the new settlement after the old home. They all speak the same language, they have the same customs, and, so far as they can make it, it is a little corner of the old world, brought over the sea and set down to thrive on the Western prairie. After a time, a school is established and the country is told that these bull-headed fellows think the United States is going to furnish them a school to teach their particular language.

Two years, ago in the midst of its usefulness, the great Fair was brought almost to a standstill, because some of these bull-headed foreigners were determined to carry out their ideas of what Sunday ought to be; and now New York City is on the verge of revolt because the same bull-headed foreigner is determined to drink his beer when and where he pleases.

It is safe to predict that the question will be adjusted without bloodshed; and in the meantime it may be well enough to look a little at "the bull-headed foreigners." It is easy enough to say that if they don't like what they find here they can go back where they came from, but that sort of remark is as uncalled for as it is unkind, and is, probably due to a forgetfulness on the part of the American, as reprehensible as the given characteristic of the foreigner. Take away the idea of time and the one is as bull-headed as the other. The same impulse which drove the foreigner to America in 1620 is driving him here in 1895. What was wanted then is wanted now—certain liberties which the old world did not and cannot furnish. They come now, as they did then, clinging to what they like of the old—determined to have it, if you please—but yet with the tacit understanding that concessions will be, must be, made if necessary. So the colony fights for the teaching of its native tongue; so the European insists on opening the Fair on Sunday, and the German contends, with might and main, for his Sunday beer—bull-headed every one of them, and yet, school and Fair and beer are nothing when compared with that liberty which brought them here. That stands first always; and, with that threatened, the three admit that liberty was what they came for and not to teach a foreign language in America, nor see sights on Sunday and, most of all, not to drink beer.

With that for a fact, the less we hear of the "bull-headed foreigner" the better, and, when it must be done, let it be with a full understanding of the situation and with the understanding, too, that a part of the bull-headedness may be found with those to the manor born.

R. M. STREETER.

## The Crystal Valve Oil Can.....



THE BEST TO BUY!

THE BEST TO SELL!

THE BEST TO USE!

Over 100,000 Sold in 1894,

Automatic Valves—Non-Explosive

Ask your Jobber for them, or write

STAR MANUFACTURING CO.  
CANTON, OHIO.



## MAGIC OINTMENT!

—AND—

## "ANTI-FLY" GREASE

A sure protection against Cattle Fly. A valuable Antiseptic Ointment for stock of all kinds. Can be used for Sores or Bruises. Makes an excellent Hoof Ointment.

Manufactured by

Scofield, Shurmer & Teagle, GRAND RAPIDS MICH.

Send for Pamphlet of Testimonials, etc.

Grand Rapids.....

## Paint & Wood Finishing Co.

PAINT GRINDERS and COLOR MAKERS  
COLORS—Dry, in Oil or Japan

WHITE and COLORED PREPARED MIXED PAINTS, ready for use for House, Car, Barn and Floor Painting.

UNIVERSAL WHITE LEAD AND PASTE PAINTS.

Our goods and prices are right.

Office & Paint Factory, 51-53-55 Waterloo St.

## Put your Eye on this

place in the next issue.

A few honest facts for people who don't know the VALUE of an Architect.

If you intend to build, send your idea to me, if you want a model of a building.

JOHN BRECHTING, Architect

Grand Rapids, Mich.

## L. C. Dunton & Co.

WILL BUY ALL KINDS OF

LUMBER—Green or Dry

Office and Yard—Seventh St. and C. & W. M. R. R.  
GRAND RAPIDS, MICH.

## RUBEROID READY ROOFING....

All Ready to Lay. Needs NO COATING OR PAINTING

Is Odorless, absolutely Water Proof, will resist fire and the action of acids.

Can be used over shingles of steep roofs, or is suitable for flat roofs.

Will OUTLAST tin or iron and is very much cheaper.

## Try Our Pure Asphalt Paint

For coating tin, iron or ready roofs. Write for Prices.

## H. M. REYNOLDS & SON

GRAND RAPIDS, MICH.

Ask your hardware dealer for it.

## Shoes and Leather

### How Old Rubber Is Used by Rubber Manufacturers.

"What becomes of all the old rubber overshoes and boots that are cast aside in the course of a year by the 70,000,000 people of this country?" asked a reporter of a manufacturer of rubber goods, recently.

"There are tricks in every trade but ours," replied the manufacturer, smiling.

"Your question is a leading one, and one that few men in my line of business would like to answer truthfully. The fact of the matter is that millions of old rubber shoes and boots are gathered up every year by men who make a business of it, and are sent back to the rubber factories where they are made over into new boots and shoes. In this way one pair will enter into the composition of perhaps a hundred pairs."

"Of course, this process results in the placing of inferior goods on the market, but they are cheaper and serve very well. In fact, rubber soles made of such stuff are better than others. If you would like to get an idea of the extent to which this is carried on, take a trip to Naugatuck, Conn., where there are immense rubber works. You will probably see a stack of old rubber boots and shoes in the rear of the factory, towering above the building.

"But it is not only in the making of boots and shoes that old rubbers are used. They are used in the making of rubber mackintoshes, rubber tubes, fire hose, machine belting and packing, pneumatic tires for bicycles, carriage wheel tires, railroad-car springs, and, in fact, almost everything made of rubber. If this were not done the price of rubber articles of all kinds would be so great that there would be no market for them and no profit in the manufacture.

"The scrap rubber industry is consequently a very important one, though for obvious reasons the people engaged in it do not like to have it become too well known.

"Scrap rubber makes excellent packing. So also with belting and fire hose. The inside rubber must be strong, but the outside wrappings are just as good if made of the cheaper material. Carriage tires and car springs may be made of scraps without harm."

### Calls for Early Delivery.

Retailers who have not been getting their goods from the jobbers early are beginning to complain, and asking if the jobbers are going to try and get out of filling orders because of the advance in prices. It is much more pertinent for the jobber to ask the manufacturer this question, as there is no denying the fact that some of the smaller and less reliable manufacturers are endeavoring to avoid filling their orders. Delay in shipping goods will, they hope, result in cancellation of the order. The jobbers will not have an easy time filling their orders, for if one manufacturer fails in filling his orders, the jobber cannot buy the goods elsewhere without losing money.

Retailers generally want their goods early, not alone on account of their low stocks and anticipated large fall trade, but so as to be sure of having the goods. Those who bought prior to the advances are particularly desirous of having the goods in stock.

Present business is chiefly that of shipping goods, and for the next two months boot and shoe houses will be busily occupied in filling orders. Jobbers are shipping just as fast as they can get the goods from the manufacturers. The reputable manufacturers are filling their orders even though at a loss, and this is occurring more frequently than they care to have it. One manufacturer recently remarked: "I am shipping goods every day that are a loss to me, but I am going to fill every one of my orders. I can see now where I was wise in marking up my goods, and I only wish I had marked more of them up."

### Have You Ordered Your Rubbers Yet?

From the Shoe and Leather Gazette.

Of course, in this hot weather everybody is inclined to take matters as easily as possible, but it is a very reasonable suggestion to make to the jobbers in rubber boots and shoes, as well as to the retail dealers, that the prices in rubber footwear are going up very soon. The price of rubbers, as every jobber knows, is to be advanced 5 per cent. to the jobber Sept. 1 and 5 per cent. to the retailer Oct. 1, so that all dealers who want to take advantage of the present low prices must have their orders in in time for the goods to be shipped them before these two dates. The jobber's order must be in so that the factory can ship him the goods by the last of August or he loses this 5 per cent.

The factories have been exceedingly busy this summer. The orders which have been received by the different factories of the United States Rubber Co. have greatly exceeded the orders of previous years. This can be accounted for in two or three different ways: First, by the general revival of business; and, second, during the dull times of the last two or three years, both jobbers and retailers have allowed their stocks to get very low. Accordingly, the orders to the factories have been unusually large and the factories of the United States Rubber Co. are running full time with orders way ahead. This means that jobbers who wait until the last of August before putting in their orders, or who even wait until the 1st of August, are very uncertain about having their goods delivered before the 1st of September. The 5 per cent. is well worth saving and dealers who do not save it will certainly be at a marked disadvantage with other retailers who take time by the forelock and take advantage of this percentage.

### Large Shoes for Summer.

The feet have more to do with comfort during the hot weather than the wind and the thermometer. Tight shoes will destroy peace of mind more rapidly than philosophy and virtue can create it. Tight shoes will make even moderately warm weather trying, and will render the record breaking days absolutely unendurable. The feet follow the example of other things and are expanded by the heat. It is, therefore, necessary to buy summer shoes a little larger than winter ones. They should be changed frequently. A pair of fresh stockings and a pair of fresh shoes are frequently as cooling as a cold shower bath, and are far superior to cold drinks.

An electric motor on a branch of the New York, New Haven & Hartford Railroad was recently tested for speed, and made sixty miles an hour without difficulty. Then it drew seventeen heavily laden freight cars, with a weight of 500 tons, at the rate of twenty-five miles an hour. The motor has been placed on regular train service, and its performance is expected to lead to some important changes in railroading.

Money drawers, showcases, sample cases, counters, shelving and all kinds of tools at Jim Travis', 67 Canal street, Grand Rapids.

## RINDGE, KALMBACH & CO.

12, 14 and 16 Pearl Street

Manufacturers and Jobbers of

## Boots and Shoes

We make the best line of Medium Priced Goods in the market. You can improve your trade by handling our goods.

Agents for the

BOSTON RUBBER SHOE CO.'S GOODS



LINDEN NEEDLE TOE.

Owing to the Great Advance in Leather,

Boots and Shoes are necessarily much advanced in price.

## REEDER BROS. SHOE CO.



Have a great many things purchased before the advance that they are still selling at old prices, and balance of the line at not one-half of the advance of the cost to manufacture the goods to-day. It will pay you to examine our line of samples when our representative calls on you.

Reeder Bros. Shoe Co.

5 and 7 North Tonia St., Grand Rapids.

## HEROLD = BERTSCH SHOE CO.

Manufacturers and Wholesale Dealers in

## BOOTS, SHOES & RUBBERS

5 and 7 Pearl Street

GRAND RAPIDS, MICHIGAN

State Agents WALES-GOODYEAR RUBB RS

We carry in stock Regular, Opera, Piccadilly and Needle Toes.

We are prepared to furnish a Rubber of superiority in quality, style and fit.



## Goodyear = Glove = Rubbers

Are the Best.



Hirth, Krause & Co.

We Carry a Large Stock.

GRAND RAPIDS, MICH.



## Association Matters

### Grand Rapids Retail Grocers' Association

President, E. WHITE; Secretary, E. A. STOWE; Treasurer, J. GEO. LEHMAN.

#### Sugar Card—Granulated.

5½ cents per pound. 1½ pounds for 25 cents.  
10 pounds for 50 cents. 20 pounds for \$1.

### Jackson Retail Grocers' Association

President, BYRON C. HILL; Secretary, W. H. PORTER; Treasurer, J. F. HELMER.

#### Sugar Card Granulated.

5½ cents per pound. 9½ pounds for 50 cents.  
19 pounds for \$1.

### Northern Mich. Retail Grocers' Association

President, J. F. TATMAN, Clerk; Secretary, F. A. STOWE, Grand Rapids; Treasurer, FRANK SMITH, Leroy.

### Owosso Business Men's Association.

President, A. D. WHIFFLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

### Michigan Hardware Association.

President, F. S. CARLETON, Calumet; Vice President, HENRY C. WEBER, Detroit; Secretary-Treasurer, HENRY C. MINNIE, Eaton Rapids.

## THE NINTH ANNUAL.

### Grand Rapids Grocers To Picnic at Ottawa Beach.

After considering the matter for several days and reviewing the propositions from the several resorts in and about Grand Rapids, the Picnic Committee of the Retail Grocers' Association finally decided to accept the proposition of the Chicago & West Michigan Railway to hold the ninth annual picnic of the organization at Ottawa Beach. A contract has, therefore, been closed in the name of the Association, providing for a round trip rate of 75 cents on the day of the picnic for adults, and 40 cents for children between the ages of five and 12 years. Trains will leave at 8 a. m., 9:15 a. m., 10 a. m. and 1:25 p. m., returning from the Beach at 7 p. m., 8 p. m. and 9:10 p. m. The retail grocers of Holland will join with their brethren in celebrating the anniversary, and at ten o'clock two ball games will be called—one between the grocers and grocery clerks of Grand Rapids and the other between the Holland grocers of Grand Rapids and the grocers of Holland City. Dinner will be in order at 12 o'clock, the railway company having agreed to place tables and benches for 1,000 people in the casino, in addition to the tables and benches already in place in the grove. At 2 o'clock the steamship *Soo City* will give an excursion of two hours' duration on Lake Michigan, free to all who hold railway tickets purchased at the Grand Rapids depot. On the return of the excursion, at 5 p. m., an exhibition drill will be given by the crew of the life saving station. Other sports and contests are under consideration and will be announced later on. It is expected that every grocer in Grand Rapids will improve this opportunity to join with his brethren in making the ninth anniversary picnic memorable in point of numbers and interest.

\* \* \*

It will, possibly, be a source of regret to some grocers that the Committee did not designate Reed's Lake as the location for the picnic, eight of the nine annual picnics given under the auspices of the Association having been held at that resort. The reason for selecting Ottawa Beach, instead of Reed's Lake, is that the caterers at the latter resort took the same position they did two years ago and positively declined to contribute anything toward the success of the event. It takes money to conduct a large picnic successfully, and a good deal of it; and,

although the Street Railway Co. and the caterers at Reed's Lake were willing to concede that a grocers' picnic showered at least \$10,000 into their coffers, they were unwilling to share any portion of the profits of the event, which would leave the Association without funds to provide the special attractions which the people have come to look upon as necessary to the success of a great picnic.

The Reed's Lake caterers will, probably, protest against holding the picnic away from the city on the ground that we ought to "keep the money at home." The admonition is so flimsy as to be unworthy the consideration of broad-minded people. Grand Rapids has been favored during the month of July with the visits of a thousand furniture dealers from all parts of the country, who have come here for the purpose of placing orders for fall goods. Suppose the furniture manufacturers of New York City should say to the dealers of that city that it is unpatriotic for them to go to Grand Rapids to buy goods—that they should "keep their money at home." The average Grand Rapids man would smile at the foolishness of such a suggestion and point to the fact that we are cosmopolitan; that we believe in the policy of "live and let live" and that we have made our city great and our furniture industry famous by a policy as broad as the horizon. Considering that our prosperity as a manufacturing center and fruit market is due to the liberality with which we have patronized in all parts of the country and that the success of this city as a jobbing point is due to the generous patronage of dealers in all parts of the State, the attempt to narrow the retail grocery trade down to a four-mile ride to Reed's Lake, on the ground that it is unpatriotic to go thirty miles away to celebrate a holiday, should meet with merited contempt.

### Everything in Readiness for the Grocers' Picnic.

JACKSON, July 26—An adjourned meeting of the Jackson Retail Grocers' Association was held July 25, President Byron C. Hill in the chair.

The regular order of business was disposed of, there being nothing out of the usual order, and the reports of the several special committees on excursion were received and considered.

The chairman of the General Committee (Ex-President Fleming) reported that the arrangements with the Michigan Central Railway for transportation were completed and were very satisfactory, as the officers of that line were doing everything possible to make the occasion a grand success, both on their part and for the Jackson grocers.

A resolution was adopted, giving the General Committee full power to arrange all further details relating to the excursion, without further action on the part of the Association.

The committee further reported that a toboggan slide had been built and that bath houses were completed and in readiness for the unwashed, at the resort at Diamond Lake.

The Committee on Invitations reported that the city officials and members of the Common Council had accepted the invitation to attend the excursion, as had also the United Commercial Travelers, and that several travelers from other places had written that they would go.

W. H. PORTER, Sec'y.

### Dutch vs. Dutch.

HOLLAND, July 29—Noticing that the retail grocers of Grand Rapids are to hold their ninth annual picnic at Ottawa Beach on August 8, I hereby challenge the grocers of Holland extraction in Grand Rapids to play a matched game of base ball with the retail grocers of Holland City. In case this challenge is accepted, we will probably close our stores on the day of the picnic and assist our Grand Rapids brethren in celebrating the event.

JOHN KRUISINGA.

### Call for the Second Annual Convention.

GRAND RAPIDS, July 30—The second annual convention of the Northern Michigan Retail Grocers' Association will be held in the city hall at Reed City on Tuesday and Wednesday, Aug. 13 and 14, convening at 10 o'clock on the day first named. Every grocer doing business in Michigan north of the D., G. H. & M. Railway is invited to attend the meeting, as matters of great importance to the trade will come up for discussion and action. Among the topics already assigned are the following:

"Was the invalid peddling law of 1895 a move in the right direction?"—Hon. C. K. Hoyt, Hudsonville.

"Should this Association recommend the adoption of the Blue Letter collection system?"

"Is it possible to improve the present exemption law?"

"Is it desirable to pay cash for produce, instead of store trade?"—Frank Smith, of Leroy.

"Wherein can this Association greatly benefit the grocery trade of Northern Michigan?"

"Is it desirable to substitute weights for measures in the handling of produce?"

Other topics are under consideration and will probably be introduced.

Extensive preparations have been made by the grocers of Reed City for the entertainment of their guests on the occasion of the convention, including a complimentary banquet, which will be given at the Hotel King on the evening of Aug. 13. Half rates have also been secured at the Hotel King and, in the event of there being 100 present who have paid full railway fare in coming, the railways will sell return tickets at one-third regular fare. This concession cannot be secured unless the purchaser of a ticket secures a certificate from his ticket agent at the time ticket is purchased.

Believing that our Association is destined to accomplish much good for the grocers of Northern Michigan and confident that you will feel like doing your share to assist in the good work, we earnestly invite you to be present on the occasion of our second annual convention. Come one, come all!

E. A. STOWE, Sec'y.

J. F. TATMAN, Pres.

### Lacks Only One Element.

From the East Jordan Paper.

The Michigan Traveling Men's Association have determined to organize a summer resort for themselves and their families and have an eye to Holy Island for that purpose. If they succeed in obtaining the location, they will erect a large hotel, several cottages, run a dock out, build boat houses, construct a promenade around the entire island, with band stand, seats, awning, hammock swings and all the luxuries refined ideas of comfort can call for. Their fleet will consist of steam and electric launches, large and small fishing and row boats and canoes, and house boats. These latter are large scows, with two or three rooms on deck, on which parties can spend a few days at anchor at any spot along the shore they choose, and it is the most comfortable way of picnicing known. The investment will be a heavy one; but, as the Association has almost unlimited wealth at its command, no expense will be spared in making everything as it should be. They will print a small journal on the spot, in which will be recorded the adventures of the week, the comers and goers, and everything else worthy of note—not to mention a certain amount of fiction. We wish the venture speedy and complete success.

Seldom has THE TRADESMAN seen a more idealistic picture than that painted by the East Jordan artist. Unfortunately, the picture lacks but one element—the single element of truth. There is no organization in existence having the name given, nor has any traveling men's organization "untold wealth" behind it. Traveling men, as a class, create homes before they do summer resorts and most of them prefer 7 per cent. mortgages or stock in the house employing them to

electric launches and three room house boats. Possibly there may be such a place as Holy Island and such a publication as the East Jordan Paper, but, aside from these two features, the entire matter is a myth, beautiful to look upon, but too improbable to be considered seriously.

### The Glut in Alexander Peaches.

The market for Alexander peaches has been in a sorry plight for a week, the supply being largely in excess of the demand. Some were evidently brought in with the hope that a little something might be got for them, so small and bulley and dead the little things looked; others, with some claims to bringing-up, had a well-to-do air about them, little in keeping with the disreputable specimens which were bringing disgrace upon the whole family of peaches, while the patricians in baskets, commendable in size and rejoicing in all the virtues of a long line of clingstone ancestry, turned red with anger at the ignominious price of a shilling a bushel, irrespective of quality.

A shilling a bushel! It does not pay for the picking, to say nothing of bringing the fruit to market in the small hours of the night; and the question which comes promptly to the front is, What can be done to prevent this glut, so disastrous to the producer?

It is needless here to say anything about the clingstone peach. God might have made a meaner peach but he never did. The fruit is here, however, and it is flooding the market. Can its wild waves be stayed? Is it possible, for example, to prevent the forcing of the inferior article on the market, and, if not, can no way be devised to dispose of the glut in some more profitable way? The sound common sense which has always been the distinguishing characteristic of the fruit grower ought to find relief and avert, if possible, the ruinous price which the glut has produced on the market.

### Purely Personal.

J. M. Hayden (J. M. Hayden & Co.) has returned from a week's visit with friends at Tecumseh.

F. J. Dettenthaler will return early in August from a three weeks' pleasure trip about the Chesapeake Bay and Baltimore.

John Smyth, local representative for the Riverside Yeast Co., has returned home after a fortnight's visit at Baltimore, Philadelphia, Washington and Atlantic City.

Daniel Steketee and David M. Hoogerhyde (P. Steketee & Sons) and Geo. Mulder, of the firm of Mrs. Anna Mulder & Sons, general dealers at Spring Lake, capsized the boat in which they were fishing on Spring Lake a few days ago and narrowly escaped watery graves.

H. M. Reynolds was one of the twenty-six charter members of the National Association of Composition Roofers, which recently held its eighth annual convention at Buffalo, on which occasion Mr. Reynolds was elected President of the organization—a worthy honor, worthily bestowed.

### Three Great Picnics.

Grand Rapids Retail Grocers' Association—At Ottawa Beach, Aug. 8.

Saginaw Retail Grocers' Association—At Port Huron, Aug. 8.

Jackson Retail Grocers' Association—At Diamond Lake, Aug. 8.

It is a little singular that the leading grocers' organizations of the State should have selected the same date on which to hold their annual outing.

## Drugs==Chemicals

### STATE BOARD OF PHARMACY.

One Year—GEO. GUNDERM, Ionia  
Two Years—C. A. BEEBEE, Charlevoix  
Three Years—S. E. PARKILL, Owosso  
Four Years—F. W. R. PERRY, Detroit  
Five Years—A. C. SCHUMACHER, Ann Arbor

President, C. A. BEEBEE, Charlevoix  
Secretary, F. W. R. PERRY, Detroit.  
Treasurer, GEO. GUNDERM, Ionia.

Coming Meetings—Houghton, August—  
Lansing, November 5.

### MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, GEO. J. WADE, St. Clair.  
Vice Presidents, S. P. WHITMARSH, Palmyra;  
G. C. PHILLIPS, Armada.  
Secretary, B. SCHROUDER, Grand Rapids.  
Treasurer, Wm. DUPONT, Detroit.

Executive Committee—F. J. WURZBURG, Grand Rapids; F. D. STEVENS, Detroit; H. G. COLMAN, Kalamazoo; E. T. WEBB, Jackson; D. M. RUSSELL, Grand Rapids.

### GRAND RAPIDS PHARMACEUTICAL SOCIETY.

President, JOHN E. PECK  
Secretary, B. SCHROUDER

#### A Financial Experience.

When I go into a bank I get rattled. The clerks rattle me; the wickets rattle me; the sight of the money rattles me; everything rattles me.

The moment I cross the threshold of a bank I am a hesitating jay. If I attempt to transact business there I become an irresponsible idiot.

I knew this beforehand, but my salary had been raised to \$50 a month and I felt that the bank was the only place for it.

So I shambled in and looked timidly around at the clerks. I had an idea that a person about to open an account must needs consult the manager.

I went up to a wicket marked "Accountant."

The accountant was a tall, cool devil. The very sight of him rattled me. My voice was sepulchral.

"Can I see the manager?" I said, and added solemnly, "alone." I don't know why I said "alone."

"Certainly," said the accountant, and fetched him.

The manager was a grave, calm man. I held my \$56 clutched in a crumpled ball in my pocket.

"Are you the manager?" I said. God knows I didn't doubt it.

"Yes," he said.

"Can I see you," I asked, "alone?" I didn't want to say "alone" again, but without it the thing seemed self-evident.

The manager looked at me in some alarm. He felt that I had an awful secret to reveal.

"Come in here," he said, and led the way to a private room. He turned the key in the lock.

"We are safe from interruption here," he said; "sit down."

We both sat down and looked at each other. I found no voice to speak.

"You are one of Pinkerton's men, I presume," he said.

He had gathered from my mysterious manner that I was a detective. I knew what he was thinking and it made me worse.

"No, not from Pinkerton's," I said, seemingly to imply that I came from a rival agency.

"To tell the truth," I went on, as if I had been prompted to lie about it, "I am not a detective at all. I have come to open an account. I intend to keep all my money in this bank."

The manager looked relieved, but still serious; he concluded now that I was a son of Baron Rothschild or a young Gould.

"A large account, I suppose," he said. "Fairly large," I whispered. "I propose to deposit \$56 now, and \$50 a month regularly."

The manager got up and opened the door. He called to the accountant.

"Mr. Montgomery," he said, unkindly loud, "this gentleman is opening an account; he will deposit \$56. Good morning."

I arose.

A big iron door stood open at the side of the room.

"Good morning," I said, and stepped into the safe.

"Come out," said the manager, coldly, and showed me the other way.

I went up to the accountant's wicket and poked the ball of money at him with a quick convulsive movement as if I were doing a conjuring trick.

My face was ghastly pale.

"Here," I said, "deposit it." The tone of the words seemed to mean, "Let us do this painful thing while the fit is on us."

He took the money and gave it to another clerk. He made me write the sum on a slip and sign my name in a book. I no longer knew what I was doing. The bank swam before my eyes.

"Is it deposited?" I asked in a hollow, vibrating voice.

"It is," said the accountant.

"Then I want to draw a check."

My idea was to draw out \$6 of it for present use. Some one gave me a check book through a wicket, and some one else began telling me how to write it out. The people in the bank had the impression that I was an invalid millionaire. I wrote something on the check and thrust it in at the clerk. He looked at it.

"What! are you drawing it all out again?" he asked, in surprise. Then I realized that I had written fifty-six instead of six. I was too far gone to reason now. I had a feeling that it was impossible to explain the thing. All the clerks had stopped writing to look at me.

Reckless with misery, I made a plunge.

"Yes, the whole thing."

"You withdraw your money from the bank?"

"Every cent of it."

"Are you not going to deposit any more?" said the clerk, astonished.

"Never."

An idiot hope struck me that they might think something had insulted me while I was writing the check and that I had changed my mind. I made a wretched attempt to look like a man with a fearfully quick temper.

The clerk prepared to pay the money.

"How will you have it?" he said.

"What?"

"How will you have it?"

"Oh!" I caught his meaning and answered without even trying to think, "in fifties."

He gave me a \$50 bill.

"And the six?" he asked dryly.

"In sixes," I said.

He gave it to me and I rushed out.

As the big doors swung behind me I caught the echo of a roar of laughter that went up to the ceiling of the bank. Since then I bank no more. I keep my money in cash in my trousers' pocket, and my savings in silver dollars in a sock.

#### The Standard Dictionary.

The test of a text-book is the classroom. Given an earnest, enthusiastic teacher and a roomful of students, and a text-book which comes from the ordeal unharmed needs no further trial. The Standard Dictionary seems to have been taken in hand with the idea of passing just that ordeal.

Its task, at the outset, was clearly marked out. A vocabulary of more than 300,000 words was to be spelled, pronounced and defined. Synonyms and antonyms were to be given. Quotations and their location were to be furnished. Lists and tables were to be made out. Illustrations were to lend their aid in conveying the full meaning of a word and, when all this work was done, the bookmaker was to be called in, and whatever was best in his art was to be turned to practical account to meet successfully the test to which the work would be subjected in the practical classroom of the world.

There was but one line to follow in this stupendous work and it has been pursued. Every word of the 300,000 has been subjected to the ordeal of a class of experts everywhere acknowledged as the

best. From them there is no appeal and the result is "a pure well of English, undefiled."

A chance opening of the book brings to the eye "companion." After the word, in syllables, comes the pronunciation, and here arises the first objection: Will a dictionary which necessitates learning a new key to pronunciation find favor? and was the change from the old diacritical marks to new phonetic characters needful, or even desirable? If o, halved by a curved line with the inverted curve beneath, has the sound of u short, would it not have been as well to use the familiar u?

The objection is easily met. The diacritical marks are not learned. The new characters are exact, simple and easy to remember. Not readily mistaken, they always tell the same story, and are, then the best.

"Companion" is then defined as a verb, and its use illustrated by an extract, located. The use of the word as a noun follows, with a sentence from Goldsmith as an illustration. Six different phases of the word are then given. Then comes its derivations—so full of meaning—followed by synonyms, and the prepositions with which the word is used. The

whole is exact, concise, complete; and, on that account, is ready for the test anywhere.

The typographical part of the book is in harmony with the rare excellence it enshrines. The paper is of fine texture and strong. The printing is unexcelled, and the stout and handsome binding—the useful and the beautiful in one—make the book, as a whole, "a thing of beauty and a joy forever."

Another point upon which too much stress cannot be laid, is the exactness given to business terms. It can hardly be said that learning can be found at fault, but it is too often noticed that the profoundest scholarship fails to express itself in the language of business. The Standard Dictionary has looked out for this, and the words used and defined in the Standard will show that here, too, the specialist has been at work and that the trained hand of a Bradstreet has signed the business vocabulary with his seal of approval.

It is easy to fall into the superlative in writing of a work like this, with the redeeming feature, in this instance, that the reader will find on a personal examination that not even the half has been told.

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Pay the Best Profit. Order from your jobber

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AS THE VERY BEST  
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WHEREVER SOLD.

THE BEST 5c. CIGAR  
EVER PUT IN A BOX!

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MILWAUKEE, WIS.  
Wholesale Distributors.

J. A. GONZALEZ,  
Michigan Representative



## WHOLESALE PRICE CURRENT.

| Advanced—Oil Cajiput, Oil Cinnamon.        |            | Declined—Morphine, Alcohol, Turpentine.   |              |
|--------------------------------------------|------------|-------------------------------------------|--------------|
| <b>Acidum</b>                              |            | <b>Conium Mac.</b>                        |              |
| Aceticum.....                              | 86 1/2 10  | Copaiba.....                              | 1 50 65      |
| Benzoleum, German.....                     | 65 1/2 25  | Cubeba.....                               | 1 50 65      |
| Boricum.....                               | 15 15      | Exechthitos.....                          | 1 20 65      |
| Carbolicum.....                            | 2 25 32    | Erigeron.....                             | 1 20 65      |
| Citricum.....                              | 4 16 44    | Gaultheria.....                           | 1 50 65      |
| Hydrochlor.....                            | 3 1/2 5    | Geranium, ounce.....                      | 6 75         |
| Nitroceum.....                             | 10 1/2 12  | Gossypii, Sem. gal.....                   | 6 75         |
| Oxalicum.....                              | 10 1/2 12  | Hedera.....                               | 1 25 65      |
| Phosphoricum, dil.....                     | 6 25       | Juniper.....                              | 1 50 65      |
| Salicylicum.....                           | 5 50 65    | Lavendula.....                            | 9 1/2 2 00   |
| Sulphuricum.....                           | 13 1/2 5   | Limonis.....                              | 1 30 65      |
| Tannicum.....                              | 1 40 65    | Limonis.....                              | 1 30 65      |
| Tartaricum.....                            | 3 30 35    | Mentha Piper.....                         | 1 85 65      |
| <b>Ammonia</b>                             |            | Mentha Virid.....                         | 1 80 65      |
| Aqua, 16 deg.....                          | 4 1/2 6    | Morhuca, gal.....                         | 1 75 65      |
| Aqua, 20 deg.....                          | 6 1/2 8    | Myrica, ounce.....                        | 6 50         |
| Carbonas.....                              | 12 1/2 14  | Olive.....                                | 9 1/2 3 00   |
| Chloridum.....                             | 12 1/2 14  | Picea Liquida.....                        | 10 1/2 12    |
| <b>Aniline</b>                             |            | Picea Liquida, gal.....                   | 8 1/2 35     |
| Black.....                                 | 2 00 65    | Rosmarini.....                            | 6 1 00       |
| Brown.....                                 | 8 1/2 1 00 | Rose, ounce.....                          | 6 50 65      |
| Red.....                                   | 4 50 50    | Succini.....                              | 4 1/2 45     |
| Yellow.....                                | 2 50 65    | Sabina.....                               | 9 1/2 1 00   |
| <b>Bacca</b>                               |            | Santal.....                               | 2 50 65      |
| Cubeca.....                                | 20 25      | Sassafras.....                            | 5 1/2 55     |
| Juniperus.....                             | 8 1/2 25   | Sinapis, ess., ounce.....                 | 6 65         |
| Xanthoxylum.....                           | 2 50 30    | Tiglit.....                               | 6 1 00       |
| <b>Balsamum</b>                            |            | Thyme.....                                | 4 1/2 50     |
| Copaiba.....                               | 4 50 50    | Theobromas.....                           | 1 50 20      |
| Peru.....                                  | 6 2 00     | <b>Potassium</b>                          |              |
| Terabin, Canada.....                       | 4 50 50    | Bi-Barb.....                              | 1 50 18      |
| Tolutan.....                               | 5 1/2 5    | Bichromate.....                           | 1 1/2 13     |
| <b>Cortex</b>                              |            | Bromide.....                              | 4 50 48      |
| Abies, Canadian.....                       | 18 18      | Chlorate, po. 17 1/2 19 1/2               | 1 1/2 18     |
| Cassia.....                                | 12 12      | Cyanide.....                              | 5 1/2 55     |
| Cinchona Flava.....                        | 18 18      | Iodide.....                               | 2 90 65      |
| Euonymus atropurp.....                     | 20 20      | Potassa, Bitart, pure.....                | 2 1/2 26     |
| Myrica Cerifera, po.....                   | 3 1/2 30   | Potassa, Bitart, com.....                 | 6 15         |
| Prunus Virginiana.....                     | 12 12      | Potass Nitras, opt.....                   | 8 1/2 10     |
| Quillana, gr'd.....                        | 10 10      | Potass Nitras.....                        | 7 1/2 9      |
| Sassafras.....                             | 12 12      | Prussiate.....                            | 2 50 28      |
| Ulmus.....                                 | 15 15      | Sulphate po.....                          | 1 50 18      |
| <b>Extractum</b>                           |            | <b>Radix</b>                              |              |
| Glycyrrhiza Glabra.....                    | 2 1/2 25   | Aconitum.....                             | 2 1/2 25     |
| Glycyrrhiza, po.....                       | 3 1/2 35   | Althea.....                               | 2 1/2 25     |
| Hamatox, 15 lb box.....                    | 1 1/2 12   | Anchusa.....                              | 1 1/2 15     |
| Hamatox, 18.....                           | 1 1/2 12   | Arum po.....                              | 6 25         |
| Hamatox, 1/48.....                         | 1 1/2 12   | Calamus.....                              | 2 1/2 40     |
| Hamatox, 1/48.....                         | 1 1/2 12   | Calamus.....                              | 2 1/2 40     |
| Hamatox, 1/48.....                         | 1 1/2 12   | Gentiana.....                             | 1 1/2 10     |
| Hamatox, 1/48.....                         | 1 1/2 12   | Glycyrrhiza, pv. 15.....                  | 1 1/2 18     |
| <b>Ferru</b>                               |            | Hydrastis Canad.....                      | 6 30         |
| Carbonate Precip.....                      | 15 15      | Hydrastis Can.....                        | 6 30         |
| Citrate and Quinia.....                    | 3 50       | Hellebore, Alba, po.....                  | 1 50 20      |
| Citrate Soluble.....                       | 8 1/2 80   | Inula, po.....                            | 1 50 20      |
| Ferrocyanidum Sol.....                     | 50 50      | Ipecac, po.....                           | 1 30 65      |
| Solut. Chloride.....                       | 15 15      | Iris plox.....                            | 3 50 40      |
| Sulphate, com'l.....                       | 12 12      | Jalapa, pr.....                           | 4 1/2 45     |
| Sulphate, com'l, by.....                   | 50 50      | Maranta, 1/48.....                        | 6 35         |
| Sulphate, pure.....                        | 7 7        | Podophyllum, po.....                      | 1 50 50      |
| <b>Flora</b>                               |            | Rhei.....                                 | 7 1/2 15     |
| Arnica.....                                | 1 1/2 15   | Rhei, cut.....                            | 6 1 15       |
| Anthemis.....                              | 1 1/2 15   | Rhei, pv.....                             | 7 1/2 15     |
| Matricaria.....                            | 1 1/2 15   | Spigelia.....                             | 3 50 38      |
| <b>Folia</b>                               |            | Sanguinaria, po. 25.....                  | 6 20         |
| Barosma.....                               | 1 1/2 30   | Serpentaria.....                          | 5 1/2 55     |
| Cassia Acutifol, Tin.....                  | 1 1/2 30   | Senega.....                               | 5 1/2 55     |
| Cassia Acutifol, Mix.....                  | 1 1/2 30   | Similax, officinalis H.....               | 6 40         |
| Salvia officinalis, 1/48.....              | 4 1/2 20   | Similax, M.....                           | 6 25         |
| and 1/48.....                              | 4 1/2 20   | Scilla.....                               | 1 1/2 12     |
| Ura Ursi.....                              | 8 1/2 10   | Synplocarpus, Foet.....                   | 6 35         |
| <b>Gummi</b>                               |            | Valeriana, Eng. po. 30.....               | 6 25         |
| Acacia, 1st picked.....                    | 6 60       | Valeriana, German.....                    | 1 50 20      |
| Acacia, 2d picked.....                     | 6 40       | Zingiber.....                             | 1 80 20      |
| Acacia, 3d picked.....                     | 6 40       | Zingiber j.....                           | 1 80 20      |
| Acacia, sifted sorts.....                  | 6 20       | <b>Semen</b>                              |              |
| Acacia, po.....                            | 6 60       | Anisum.....                               | 6 15         |
| Aloe, Barb. po. 20 28.....                 | 1 1/2 18   | Apium (gravelous).....                    | 1 1/2 16     |
| Aloe, Cape.....                            | 6 12       | Bird, Is.....                             | 4 1/2 6      |
| Aloe, Socotri, po. 60.....                 | 6 60       | Carui.....                                | 1 1/2 12     |
| Ammoniac.....                              | 5 50 65    | Cardamom.....                             | 1 1/2 12     |
| Assafoetida.....                           | 3 1/2 35   | Coriandrum.....                           | 1 1/2 12     |
| Benzoinum.....                             | 3 1/2 35   | Cannabis Sativa.....                      | 5 5          |
| Catechu, Is.....                           | 6 14       | Cydonium.....                             | 7 1/2 1 00   |
| Catechu, 1/48.....                         | 6 14       | Cheopodium.....                           | 1 1/2 12     |
| Catechu, 1/48.....                         | 6 14       | Dipterix Odorata.....                     | 8 1/2 2 00   |
| Camphore.....                              | 5 1/2 60   | Feniculum.....                            | 6 13         |
| Euphorbium, po. 35.....                    | 6 10       | Fenugreek, po.....                        | 6 8          |
| Galbanum.....                              | 6 1 00     | Lini.....                                 | 3 1/2 4      |
| Gamboge po.....                            | 6 50 70    | Lini, gr'd.....                           | 3 1/2 4      |
| Guaiacum.....                              | 6 30       | Lobelia.....                              | 3 1/2 4      |
| Kino.....                                  | 6 2 00     | Pharlaris Canarian.....                   | 4 1/2 5      |
| Mastic.....                                | 6 80       | Rapi.....                                 | 4 1/2 5      |
| Myrrh.....                                 | 6 40       | Sinapis Alba.....                         | 7 8          |
| Opil.....                                  | 6 1 00     | Sinapis Nigra.....                        | 1 1/2 12     |
| Shellac.....                               | 4 1/2 12   | <b>Spiritus</b>                           |              |
| Shellac, bleached.....                     | 4 1/2 12   | Frumentum, W. D. Co.....                  | 2 00 65      |
| Tragacanth.....                            | 5 1/2 80   | Frumentum, D. F. R.....                   | 2 00 65      |
| <b>Herba</b>                               |            | Frumentum.....                            | 1 25 65      |
| Absinthium, oz. pkg.....                   | 25 25      | Juniperis Co. O. T.....                   | 1 65 65      |
| Eupatorium, oz. pkg.....                   | 25 25      | Juniperis Co.....                         | 1 75 65      |
| Lobelia.....                               | 25 25      | Saccharum N. E.....                       | 1 75 65      |
| Majorum.....                               | 25 25      | Spt. Vini Galli.....                      | 1 25 65      |
| Mentha Pip. oz. pkg.....                   | 25 25      | Vini Oporto.....                          | 1 25 65      |
| Mentha Vir. oz. pkg.....                   | 25 25      | Vini Alba.....                            | 1 25 65      |
| Rue.....                                   | 25 25      | <b>Sponges</b>                            |              |
| Tanacetum V oz. pkg.....                   | 25 25      | Floridasheeps' wool.....                  | 2 50 65      |
| Thymus, V. oz. pkg.....                    | 25 25      | Nassau sheeps' wool.....                  | 2 50 65      |
| <b>Flagnesia</b>                           |            | Velvet extra sheeps' wool, carriage.....  | 6 2 00       |
| Calcined, Pat.....                         | 5 50 65    | Extra yellow sheeps' wool, carriage.....  | 6 1 10       |
| Carbonate, Pat.....                        | 2 1/2 30   | Grass sheeps' wool, carriage.....         | 6 85         |
| Carbonate, K. & M.....                     | 2 1/2 30   | Hard, for slate use.....                  | 6 65         |
| Carbonate, Jennings.....                   | 3 50 35    | Yellow Reef, for slate use.....           | 6 1 40       |
| <b>Oleum</b>                               |            | <b>Syrups</b>                             |              |
| Absinthium.....                            | 2 50 65    | Acacia.....                               | 6 50         |
| Amygdala, Dule.....                        | 2 50 65    | Aurant Cortes.....                        | 6 50         |
| Amygdala, Amara.....                       | 8 1/2 25   | Zingiber.....                             | 6 50         |
| Anisi.....                                 | 1 90 65    | Ipecac.....                               | 6 50         |
| Aurant Cortes.....                         | 1 80 65    | Ferri Iod.....                            | 6 50         |
| Bergamit.....                              | 3 00 65    | Rhei Arom.....                            | 6 50         |
| Cajiputi.....                              | 7 1/2 75   | Smilax officinalis.....                   | 5 1/2 60     |
| Caryophylli.....                           | 7 1/2 75   | Senega.....                               | 6 50         |
| Cedar.....                                 | 3 50 65    | Scilla.....                               | 6 50         |
| Cenopadi.....                              | 6 1 60     | <b>Menthol</b>                            |              |
| Cinnamon.....                              | 1 50 65    | Menthol.....                              | 6 5 50       |
| Citronella.....                            | 4 50 50    | Morphia, S. P. & W.....                   | 1 65 1 90    |
| <b>Conium Mac.</b>                         |            | Morphia, S. N. Y. Q. & C. Co.....         | 1 55 1 80    |
| <b>Copaiba</b>                             |            | Moschus Canton.....                       | 6 40         |
| <b>Cubeba</b>                              |            | Myristica, No. 1.....                     | 6 50 80      |
| <b>Exechthitos</b>                         |            | Nux Vomica.....                           | 6 10         |
| <b>Erigeron</b>                            |            | Os. Sepia.....                            | 1 50 18      |
| <b>Gaultheria</b>                          |            | Pepsin Saac, H. & P. D. Co.....           | 6 2 00       |
| <b>Geranium, ounce</b>                     |            | Picea Liq. N. N. 1/2 gal. doz.....        | 6 2 00       |
| <b>Gossypii, Sem. gal</b>                  |            | Picea Liq., quarts.....                   | 6 2 00       |
| <b>Hedera</b>                              |            | Pil Hydrag.....                           | 6 50         |
| <b>Juniper</b>                             |            | Piper Nigra.....                          | 6 20         |
| <b>Lavendula</b>                           |            | Piper Alba.....                           | 6 30         |
| <b>Limonis</b>                             |            | Plix Burgun.....                          | 6 7          |
| <b>Limonis</b>                             |            | Plumbi Acet.....                          | 10 1/2 12    |
| <b>Mentha Piper</b>                        |            | Pulvis Ipecac et Opil.....                | 1 10 65      |
| <b>Mentha Virid</b>                        |            | Pyrethrum, boxes H. & P. D. Co., doz..... | 6 1 25       |
| <b>Morhuca, gal</b>                        |            | Pyrethrum, pv.....                        | 2 00 30      |
| <b>Myrica, ounce</b>                       |            | Quassa.....                               | 8 1/2 10     |
| <b>Olive</b>                               |            | Quinia, S. P. & W.....                    | 3 1/2 39 1/2 |
| <b>Picea Liquida</b>                       |            | Quinia, S. German.....                    | 2 75 37 1/2  |
| <b>Picea Liquida, gal</b>                  |            | Quinia, N. Y.....                         | 3 1/2 37 1/2 |
| <b>Rosmarini</b>                           |            | Rubia Tincturum.....                      | 1 1/2 14     |
| <b>Rose, ounce</b>                         |            | Saccharum Lactis pv.....                  | 1 1/2 12     |
| <b>Succini</b>                             |            | Salacin.....                              | 2 50 65      |
| <b>Sabina</b>                              |            | Sanguis Draconis.....                     | 4 1/2 50     |
| <b>Santal</b>                              |            | Sapo, W.....                              | 1 1/2 14     |
| <b>Sassafras</b>                           |            | Sapo, M.....                              | 1 1/2 12     |
| <b>Sinapis, ess., ounce</b>                |            | Sapo, G.....                              | 6 15         |
| <b>Tiglit</b>                              |            | <b>Siedlitz Mixture</b>                   |              |
| <b>Thyme</b>                               |            | Siedlitz Mixture.....                     | 6 20         |
| <b>Theobromas</b>                          |            | Sinapis.....                              | 6 18         |
| <b>Bi-Barb</b>                             |            | Sinapis, opt.....                         | 6 30         |
| <b>Bichromate</b>                          |            | Snuff, Maccaboy, De Voet.....             | 6 34         |
| <b>Bromide</b>                             |            | Soda Boras, po.....                       | 6 15 65      |
| <b>Chlorate, po. 17 1/2 19 1/2</b>         |            | Soda et Potass Tart.....                  | 2 1/2 25     |
| <b>Cyanide</b>                             |            | Soda, Carb.....                           | 1 1/2 2      |
| <b>Iodide</b>                              |            | Soda, Bi-Carb.....                        | 3 1/2 5      |
| <b>Potassa, Bitart, pure</b>               |            | Soda, Ash.....                            | 3 1/2 4      |
| <b>Potassa, Bitart, com</b>                |            | Soda, Sulphas.....                        | 6 2          |
| <b>Potass Nitras, opt</b>                  |            | Spts. Cologne.....                        | 6 2 60       |
| <b>Potass Nitras</b>                       |            | Spts. Ether Co.....                       | 5 1/2 55     |
| <b>Prussiate</b>                           |            | Spts. Myrica Derm.....                    | 6 2 00       |
| <b>Sulphate po</b>                         |            | Spts. Vini Rect. bbl.....                 | 6 2 51       |
| <b>Aconitum</b>                            |            | Spts. Vini Rect. 1/2 bbl.....             | 6 2 56       |
| <b>Althea</b>                              |            | Spts. Vini Rect. 10 gal.....              | 6 2 61       |
| <b>Anchusa</b>                             |            | Spts. Vini Rect. 5 gal.....               | 6 2 61       |
| <b>Arum po</b>                             |            | Less 5c gal. cash 10 days.....            | 6 2 61       |
| <b>Calamus</b>                             |            | Strychnia, Crystal.....                   | 1 40 65      |
| <b>Calamus</b>                             |            | Sulphur, Subl.....                        | 2 1/2 3      |
| <b>Gentiana</b>                            |            | Sulphur, Roll.....                        | 6 10         |
| <b>Glycyrrhiza, pv. 15</b>                 |            | Tamarinds.....                            | 2 80 30      |
| <b>Hydrastis Canad</b>                     |            | Terebenth Venice.....                     | 2 80 30      |
| <b>Hydrastis Can</b>                       |            | Theobromas.....                           | 4 1/2 48     |
| <b>Hellebore, Alba, po</b>                 |            | Vanilla.....                              | 9 00 65      |
| <b>Inula, po</b>                           |            | Zinci Sulph.....                          | 7 1/2 8      |
| <b>Ipecac, po</b>                          |            | <b>Oils</b>                               |              |
| <b>Iris plox</b>                           |            | Whale, winter.....                        | 70 70        |
| <b>Jalapa, pr</b>                          |            | Lard, extra.....                          | 60 65        |
| <b>Maranta, 1/48</b>                       |            | <b>Lard, No. 1</b>                        |              |
| <b>Podophyllum, po</b>                     |            | Lard, No. 1.....                          | 40 45        |
| <b>Rhei</b>                                |            | Lard, No. 1.....                          | 61 64        |
| <b>Rhei, cut</b>                           |            | Lard, No. 1.....                          | 63 66        |
| <b>Rhei, pv</b>                            |            | Lard, No. 1.....                          | 33 38        |
| <b>Spigelia</b>                            |            | Lard, No. 1.....                          | 33 38        |
| <b>Sanguinaria, po. 25</b>                 |            | Lard, No. 1.....                          | 33 38        |
| <b>Serpentaria</b>                         |            | Lard, No. 1.....                          | 33 38        |
| <b>Senega</b>                              |            | Lard, No. 1.....                          | 33 38        |
| <b>Similax, officinalis H</b>              |            | Lard, No. 1.....                          | 33 38        |
| <b>Similax, M</b>                          |            | Lard, No. 1.....                          | 33 38        |
| <b>Scilla</b>                              |            | Lard, No. 1.....                          | 33 38        |
| <b>Synplocarpus, Foet</b>                  |            | Lard, No. 1.....                          | 33 38        |
| <b>Valeriana, Eng. po. 30</b>              |            | Lard, No. 1.....                          | 33 38        |
| <b>Valeriana, German</b>                   |            | Lard, No. 1.....                          | 33 38        |
| <b>Zingiber</b>                            |            | Lard, No. 1.....                          | 33 38        |
| <b>Zingiber j</b>                          |            | Lard, No. 1.....                          | 33 38        |
| <b>Anisum</b>                              |            | Lard, No. 1.....                          | 33 38        |
| <b>Apium (gravelous)</b>                   |            | Lard, No. 1.....                          | 33 38        |
| <b>Bird, Is</b>                            |            | Lard, No. 1.....                          | 33 38        |
| <b>Carui</b>                               |            | Lard, No. 1.....                          | 33 38        |
| <b>Cardamom</b>                            |            | Lard, No. 1.....                          | 33 38        |
| <b>Coriandrum</b>                          |            | Lard, No. 1.....                          | 33 38        |
| <b>Cannabis Sativa</b>                     |            | Lard, No. 1.....                          | 33 38        |
| <b>Cydonium</b>                            |            | Lard, No. 1.....                          | 33 38        |
| <b>Cheopodium</b>                          |            | Lard, No. 1.....                          | 33 38        |
| <b>Dipterix Odorata</b>                    |            | Lard, No. 1.....                          | 33 38        |
| <b>Feniculum</b>                           |            | Lard, No. 1.....                          | 33 38        |
| <b>Fenugreek, po</b>                       |            | Lard, No. 1.....                          | 33 38        |
| <b>Lini</b>                                |            | Lard, No. 1.....                          | 33 38        |
| <b>Lini, gr'd</b>                          |            | Lard, No. 1.....                          | 33 38        |
| <b>Lobelia</b>                             |            | Lard, No. 1.....                          | 33 38        |
| <b>Pharlaris Canarian</b>                  |            | Lard, No. 1.....                          | 33 38        |
| <b>Rapi</b>                                |            | Lard, No. 1.....                          | 33 38        |
| <b>Sinapis Alba</b>                        |            | Lard, No. 1.....                          | 33 38        |
| <b>Sinapis Nigra</b>                       |            | Lard, No. 1.....                          | 33 38        |
| <b>Frumentum, W. D. Co</b>                 |            | Lard, No. 1.....                          | 33 38        |
| <b>Frumentum, D. F. R</b>                  |            | Lard, No. 1.....                          | 33 38        |
| <b>Frumentum</b>                           |            | Lard, No. 1.....                          | 33 38        |
| <b>Juniperis Co. O. T</b>                  |            | Lard, No. 1.....                          | 33 38        |
| <b>Juniperis Co</b>                        |            | Lard, No. 1.....                          | 33 38        |
| <b>Saccharum N. E</b>                      |            | Lard, No. 1.....                          | 33 38        |
| <b>Spt. Vini Galli</b>                     |            | Lard, No. 1.....                          | 33 38        |
| <b>Vini Oporto</b>                         |            | Lard, No. 1.....                          | 33 38        |
| <b>Vini Alba</b>                           |            | Lard, No. 1.....                          | 33 38        |
| <b>Floridasheeps' wool</b>                 |            | Lard, No. 1.....                          | 33 38        |
| <b>Nassau sheeps' wool</b>                 |            | Lard, No. 1.....                          | 33 38        |
| <b>Velvet extra sheeps' wool, carriage</b> |            | Lard, No. 1.....                          | 33 38        |
| <b>Extra yellow sheeps' wool, carriage</b> |            | Lard, No. 1.....                          | 33 38        |
| <b>Grass sheeps' wool, carriage</b>        |            | Lard, No. 1.....                          | 33 38        |
| <b>Hard, for slate use</b>                 |            | Lard, No. 1.....                          | 33 38        |
| <b>Yellow Reef, for slate use</b>          |            | Lard, No. 1.....                          | 33 38        |
| <b>Acacia</b>                              |            | Lard, No. 1.....                          | 33 38        |
| <b>Aurant Cortes</b>                       |            | Lard, No. 1.....                          | 33 38        |
| <b>Zingiber</b>                            |            | Lard, No. 1.....                          | 33 38        |
| <b>Ipecac</b>                              |            | Lard, No. 1.....                          | 33 38        |
| <b>Ferri Iod</b>                           |            | Lard, No. 1.....                          | 33 38        |
| <b>Rhei Arom</b>                           |            | Lard, No. 1.....                          | 33 38        |
| <b>Smilax officinalis</b>                  |            | Lard, No. 1.....                          | 33 38        |
| <b>Senega</b>                              |            | Lard, No. 1.....                          | 33 38        |
| <b>Scilla</b>                              |            | Lard, No. 1.....                          | 33 38        |
| <b>Menthol</b>                             |            | Lard, No. 1.....                          | 33 38        |
| <b>Morphia, S. P. &amp; W</b>              |            | Lard, No. 1.....                          | 33 38        |
| <b>Morph</b>                               |            |                                           |              |

# 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.

|                       |         |                      |             |                        |           |                  |       |                                 |       |
|-----------------------|---------|----------------------|-------------|------------------------|-----------|------------------|-------|---------------------------------|-------|
| <b>AXLE GREASE.</b>   |         | Common Gooseberries. |             | <b>COCOA SHELLS.</b>   |           | Schuit's Cleaned |       | Peas.                           |       |
| Mica                  | 70 8 00 | Pie Peaches.         | 1 10        | 35 lb bags.            | 23        | 25 lb. boxes     | 5 1/2 | Green, bu.                      | 1 10  |
| Aurora                | 55 6 00 | Maxwell              | 1 00        | Less quantity          | 23 1/2    | 5 lb. boxes      | 5     | Split per lb.                   | 2 1/2 |
| Jastor Oil.           | 60 7 00 | Shepard's            | 1 40        | Pound packages         | 6 1/2 @ 7 | 1 lb. packages   | 6     | Rolled Oats.                    |       |
| Diamond               | 50 5 50 | California           | 1 40        | <b>COFFEE.</b>         |           |                  |       | Schumacher, bbl.                | 24 60 |
| Frazier's             | 75 9 00 | Monitor              | 21 55       | Green.                 |           |                  |       | Monarch, 1/4 bbl.               | 3 90  |
| Paragon               | 55 6 00 | Oxford               |             | Rio.                   |           |                  |       | Monarch, 1/2 bbl.               | 2 10  |
| <b>BAKING POWDER.</b> |         | Domestic             | 1 01        | Fair.                  | 18        |                  |       | Quaker, cases.                  | 3 20  |
| Acme.                 | 45      | Riverside            | 1 25        | Good.                  | 19        |                  |       | Oven Baked.                     | 3 25  |
| 1 lb. 1               | 75      | Pineapples.          |             | Golden.                | 21        |                  |       | Lakeside.                       | 2 25  |
| 8 lb. bulk.           | 10      | Common               | 1 00 @ 1 30 | Peaberry               | 23        |                  |       | Sago.                           |       |
| 1 lb. 1               | 75      | Johnson's sliced     | 2 50        | Fair.                  | 19        |                  |       | German                          | 3     |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Good.                  | 20        |                  |       | East India.                     | 3 1/2 |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Prime                  | 22        |                  |       | Wheat.                          | 3     |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Peaberry               | 23        |                  |       | Cracked.                        | 3     |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Mexican and Guatemala. | 21        |                  |       | <b>FLAVORING EXTRACTS.</b>      |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Fair.                  | 21        |                  |       | Southern.                       |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Good.                  | 22        |                  |       | Oval Bottle, with corkscrew.    |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Fancy                  | 24        |                  |       | Best in the world for the money |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Prime                  | 23        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Milled                 | 24        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Java.                  | 24        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Interior               | 25        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Private Growth         | 27        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Mandehling             | 28        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Mocha.                 | 25        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Arabian                | 28        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Imitation              | 25        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Arabian                | 28        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Imitation              | 25        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Arabian                | 28        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Imitation              | 25        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Arabian                | 28        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Imitation              | 25        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Arabian                | 28        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Imitation              | 25        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Arabian                | 28        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Imitation              | 25        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Arabian                | 28        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Imitation              | 25        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Arabian                | 28        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Imitation              | 25        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Arabian                | 28        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Imitation              | 25        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Arabian                | 28        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Imitation              | 25        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Arabian                | 28        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Imitation              | 25        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Arabian                | 28        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Imitation              | 25        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Arabian                | 28        |                  |       |                                 |       |
| 1 lb. 1               | 75      | Booth's sliced       | 2 50        | Imitation              | 25        |                  |       |                                 |       |
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# HINTS ON ROAD IMPROVEMENT.

Written for THE TRADESMAN.

## VI.

After the road is graded to the extent that may be found absolutely necessary or practically feasible, by filling hollows and digging down elevations which cannot be avoided in its location, and while the matter of drainage is receiving careful attention, the shaping of the roadway must be considered. For ordinary country roads, it is the most economical to provide the hard roadway or wearing surface to the width of from eight to nine feet, while the entire width between the ditches—that is, the entire convex road surface—should be at least sixteen feet, to allow for teams passing at any point. In case of extreme economy, this may be reduced, if frequent places for passing are provided. If there is much traffic, the hard surfacing should be made the full width—sixteen feet—as it will be so much more durable than a single narrow track, where the ruts or wheel tracks must needs be in one place.

The shape of the road should be truly convex, to the full width of sixteen feet. The rise in the center should not be a ridge with straight slopes each way, as such a surface will soon wear into mud-holes; but it must be rounded from the highest part in the center both ways. The road must not be made too high in the center as it will throw too much of the load on the lower wheels, causing the vehicle to run hard and tending to slip sideways, thus injuring the road surface. But it must be given enough curvature to secure the quick removal of surface water. This removal must always be provided for by the water flowing off from the surface—never by its sinking into the road.

The best material with which to make a permanent surface is, of course, broken stone of uniform hardness. But this, or any other material, will be worse than wasted if it is put on an unsuitable foundation. Probably the worst foundation for such material is clay, subject to softening by the action of water and frost. A stone surface put on such a foundation will sink into the clay in spots and will become broken, with miry places almost impassable for teams. The filling of these places with more stone is of no use, as the sinking will go on indefinitely—wet clay is a bottomless pit. Perhaps the best material to put on the clay as a foundation for the surfacing is sand. This will not mix with the clay, provided there is a sufficiently hard surface above it to protect it from hoofs and wheels. It follows that sand is a good foundation where it is the natural material of the road, but it must then be properly shaped and compacted by rolling.

Some townships and localities provide themselves with machines for breaking stone for road metal. The advisability of such an enterprise is worthy of consideration in many places. But, where this is impracticable, a good surface can be made of gravel, which is generally accessible for this purpose. The rounded stones of the gravel are much harder to keep in place than the angular fragments of broken stone, and such a road requires more care as to width of tires, and requires more attention in maintenance, but it is so much cheaper that frequently it is the only material practicable.

With a properly prepared foundation, which, if made of sand over clay, need

not be very thick, thoroughly compacted by rolling a surface of broken rock four inches thick, with the interstices just filled, and no more, with small gravel and sharp sand, also thoroughly rolled, will afford a durable and fairly permanent roadway, with little care for a considerable traffic. A gravel surface of the same thickness, if thoroughly drained and compacted, will do very well; but, where practicable, it should be somewhat thicker.

If, with the other necessary tools, such as scrapers, etc., a community could be provided with a steam roller, it would be of great value, but is not absolutely essential. An effective substitute may be found in co-operation in the matter of tires. In fact, the work of the heaviest steam roller will soon be undone by heavily loaded wagons with narrow tires.

If all tires used on an improved highway, even the slightest improvement described above, were of proper width, the passage of every loaded vehicle would be a benefit to the road, until such time as worn places should appear, which could be easily filled with gravel to be compacted to the smooth surface by the passing wheels.

The matter of tires is of great importance. It is a mistake to remit taxes as a premium for the use of wide tires, for the taxes are needed; but a penalty should be put on the use of narrow tires. Any one driving over an improved road with a tire so narrow that his load is endangering the surface, should be arrested and fined. If there are poor farmers who cannot afford the \$10 or \$12 it will cost to change to wide tires, let them be aided to this extent, either by subscription or public funds; but set it down that narrow tires must not be used. A proper discussion of this matter will secure co-operation sufficient to prevent that danger to the improved road.

Finally, let us recognize the fact that our interests are mutual in this matter. Every effort which leads to improved conditions causes an increase in the sum total of the wealth of the community.

W. N. F.

### "Please Remit."

A reporter on the *Utica Observer* has discovered in the hands of a descendant of the ancient debtor a dunning letter written ninety-eight years ago. We present it as being in pleasant contrast to the curt "Please remit" of the present day:

WHITES TOWN, 16 June, 1798.

HONOURED SIR: A few months ago you did me the honour to become my debtor for the purchase of goods at my store amounting to 12 dollars and eighteen pence. I have no doubt that a small transaction of this nature may have slipped your mind, and I trust you will pardon and excuse me for mentioning it to you upon this occasion. If you could find it convenient to forward it by safe means the same would be greatly appreciated, for I am in expectation of the receipt of some nine barrels of extra fine rum, for which I shall owe the consignee a part of the purchase price, and which I desire to pay at the earliest convenience. If you should not find it convenient to forward the same, take no thought of what I have written until you might chance to come this way, when you may quit the indebtedness in your own time.

I should be pleased at any occasion to receive a visit from you, and should you be in need of rum, axes, log chains or some very heavy boots for self or servants I should be pleased to sell them to you. Y'r ob't servant, WM. GREEN.

## Nelson - Matter Furniture Company

MAKERS OF

## FURNITURE

FOR CITY AND COUNTRY HOMES

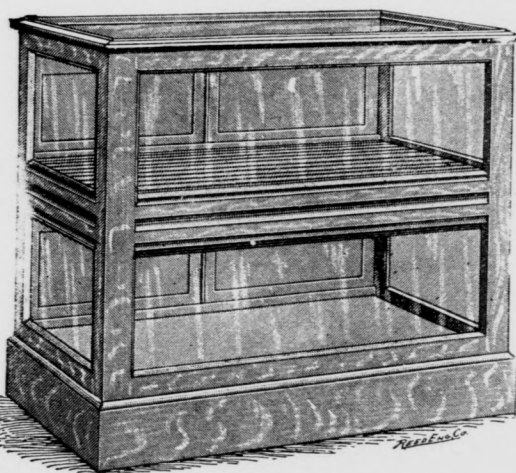
33-35-37-39 Canal St., GRAND RAPIDS

### Sell Furniture at Retail—

Bedroom Suites, Sideboards, Bookcases, Chairs, Tables, Chiffoniers, Couches and Lounges, Upholstered Parlor Furniture, Lace Curtains and Drapery Silks.

Correspondence and orders by mail solicited.

NELSON-MATTER FURN. CO., Grand Rapids



NEW CIGAR SHOWCASE.

Heyman  
Company

WRITE FOR PRICES  
ON ANY SHOWCASE  
NEEDED

55, 57, 59, 61  
Canal St.

GRAND RAPIDS

## Buy Phillips' Show = Cases

*Silent Salesman*  
TRADE MARK

SHOW CASES, STORE FIXTURES, Etc.

J. PHILLIPS & CO., Detroit, Mich.

ESTABLISHED 1864.

J. T. MURPHY, Manufacturer

OFFICE AND  
STORE.....

FIXTURES, SPECIAL AND  
ORDER..... FURNITURE

99 N. Ionia Street, Grand Rapids

TELEPHONE 738.



Grand Rapids  
...Brush Co.

MANUFACTURERS OF

## BRUSHES

Our Goods are sold by all Michigan Jobbing Houses.

GRAND RAPIDS, MICH.



## MEN OF MARK.

Jas. Stewart, Manager of the Jas. Stewart Co., Limited.

James Stewart was born at Stratford, Ont., Aug. 18, 1845, removing to Detroit with his parents six months later, where he attended the public schools until he was 20 years of age, when he traveled eighteen months for his health. He then went to Saginaw as the representative of J. L. Hurd & Co., who at that time operated a line of steamers competing with the Ward line between Saginaw and Cleveland, which position he filled with satisfaction to all concerned for seven years. In 1872, he leased the warehouse and dock at the foot of Tuscola street and launched out in a small way in the flour, grain and produce business. Two years later he leased the store and dock at the foot of Genesee avenue, succeeding John



JAMES STEWART.

G. Owen in the wholesale grocery business. He continued the business at this location for seventeen years, during which time the business was merged into a special partnership under the style of the Jas. Stewart Co., Limited, which now has a capital stock of \$75,000 and a surplus of \$20,000. Although not the nominal head of the business, Mr. Stewart is General Manager of the institution and his ideas and business methods prevail to that extent that the trade has come to realize that the policy of the house is the policy of its founder and manager. The business outgrew the old quarters three years ago, when the company took possession of a handsome and commodious four-story brick building, erected especially for it and especially adapted for the wholesale grocery business.

Mr. Stewart was married March 19, 1868, to Miss Annie Young, of Paisley, Scotland. The engagement was a remarkable one in point of romantic interest, it being a case of "love at first sight." The young people met while Mr. Stewart was on a tour of Europe, but all plans were abandoned and all other countries forgotten in the ardor with which the young man pressed his suit for the hand of the Scotch lassie. Persistence finally won—as it usually does—and the marriage subsequently took place at New Orleans, while the bride was on a visit to friends in this country. Five children have lived to bless the union—four daughters and a son—Duncan Young Stewart, now 22 years of age, who is Secretary of the Stewart Co.

Mr. Stewart is an attendant of the Presbyterian church and is a member of all the Masonic orders, including the 32d degree and the Shrine, the Saginaw Club, the Royal Arcanum, Uniformed Rank K. P., and Elks, having served the latter organization in the capacity of Exalted Ruler. He has made three trips to Europe and has also visited Egypt and Palestine in the far East, wandering through Iceland in the North. He is full of reminiscences of his travels and the noted men he has met.

Personally, Mr. Stewart is one of the most peculiar of men to be found in the State. As would naturally be inferred from his Scotch antecedents, he is decidedly pugnacious, belonging to the category of people who are aptly described as those who would "rather fight than eat," and he has carried into his business relations a spirit of aggressiveness which has caused him to be very much disliked by some of his competitors. True to the Scotch instinct, he cares little for the praise of his friends or the censure of his enemies, but pursues a straightforward course, as it appears to him, never swerving from the path of duty, as he sees it. Beneath a rugged exterior and an aggressive temperament there lurks a big warm heart which beats in sympathy with the needs and aspirations of everyday humanity and many needy people have had their burdens lightened and their lives brightened by his unobtrusive charity.

THE MICHIGAN BARREL CO.  
GRAND RAPIDS, MICH.  
MANUFACTURERS OF

Bushel Baskets, Cheese Boxes,  
Bail Boxes, Axle Grease  
Boxes, Wood Measures.

## Give Us Your Ear

We have a carload New Teas due next week. If any of our friends are interested in Japan Teas, new or old, we can do them lots of good.

WOODENWARE.....has declined until present prices are so extremely low we dare not publish them. Write us.

## We Offer for a Snap

150 cases Nunley Hynes Marrow-fat Peas, 2s, new, at 48c per dz.

350 cases Eclipse Tomatoes, 3s, at 77½c per dz. in 5 case lots, net cash.

.....Cheap Plug Tobaccos.....

We are in the swim on all Plugs at 12½ up to 16c per lb.

The Jas. Stewart Co.

(LIMITED.)

EAST SAGINAW, MICH.



Mr. Thomas

IS NOT A MUSICIAN, BUT—

THE BEST FIVE CENT CIGAR

IN THE COUNTRY.

ED. W. RUHE, MAKER,  
CHICAGO.

F. E. BUSHMAN, Agt., 523 John St., KALAMAZOO

## UNEQUALED.



IT HAS NO EQUAL.

The GAIL BORDEN EAGLE BRAND

Condensed Milk

is not rivaled by any other brand of milk. This is the universal testimony of Consumers, Dealers and Jobbers, and accounts for the largely increased sales each year.

The demand for

BORDEN'S PEERLESS BRAND

Evaporated Cream

is also growing rapidly. Of course, this indicates merit Prepared and guaranteed by the

New York Condensed Milk Company.

For Quotations see Price Columns.



ABSOLUTELY PURE.

## GOTHAM GOSSIP.

## News from the Metropolis--Index of the Markets.

## Special Correspondence

NEW YORK, July 27--With cooler and more livable weather comes a better feeling among tradesmen. The grocery jobbers are feeling better than last week, for they have an influx of visitors and some goodly mail orders. Inquiries as to prices and the probable outlook for the future have been numerous and all indications point to good times by and by. Stocks in all directions are said to be low and there must come a purchasing time that will make things warm all around.

During the week considerable foreign refined sugar has come hither and been sent to interior points. Samples on view show an excellent product of Dutch refining at prices considerably less than the Trust's. Of course, these imports may cut no great show, and it is intimated that the price was allowed to go unchallenged by the Trust in order to influence the price of raw stock. Granulated sugar is in light demand at the moment and no difficulty or delay is experienced in filling all orders at present. Granulated is without change at 4 7-16c.

An excellent jobbing trade has been done in coffee and some Western dealers have placed large orders. Statistically, there are afloat 508,856 bags, against 368,909 bags last year. No. 7 Rio is held, nominally, at 15 1/4c. Mild coffees, in sympathy with the ranker sorts, have experienced a very firm market all the week and sales of Maracaibo have been on a basis of 19 1/4c for good Cucuta. Padang Interior, 27 1/4@27 3/4c. Mocha, 25 1/2@26c. Mexican is within the range of 19@21.

Tea? Well, this is the one thing which no one ever grows enthusiastic over, except in the decoction. The market is dull. Buyers are taking supplies to "last over Sunday," but prices are low and unremunerative. Offerings at auction comprise about the usual qualities and quantities.

All desirable stocks of molasses here are concentrated in a few hands. For first-class stock full quotations must be paid and buyers seem to realize that for such there is no earthly use of "shopping round." They take it or leave it. Inferior sorts are in ample supply.

Syrups seem to be in rather firm position. There is no great accumulation and the movement is fairly liberal. Prime to choice, 18@22c.

There is a very steady trade in rice and rates are firm. The demand seems to be mostly for best sorts of Japan. It is hinted that an advance may occur, but it is hardly likely, in view of the near receipt of domestic.

Spices are rather dull. Trading at the moment is light and, perhaps, a few "bargains" could be picked up.

Transactions in canned goods have been rather limited during the week, but there is a feeling that this is going to be a profitable season for the canner and broker. Stocks of old tomatoes seem to be very well cleared up and the article shows an advancing tendency. Western packers are said to have held from 90,000 to 100,000 cases on July 1. Futures of New Jersey pack are worth 80c. The Western pack of peas is said to be 25,000 cases less than last year.

The butter market is quite firm, with 17 1/2@18c quoted for the best Elgin. The latter, however, is certainly extreme and receipts are such as keep the article from advancing at the present time.

Cheese remains practically unchanged, the best State small full cream selling for 8 1/2c.

Eggs are steady at 13 1/4 for best Western, and 15c for near-by. Accumulations are not excessive and holders express confidence in better prices in the very near future.

Nuts are in better request for some lines and Sicily shelled almonds are said to be worth 16 1/2@17c. California paper-shell are worth 11@12c.

Dried fruits, foreign and Pacific, are doing better and quite a good demand has been experienced for loose California and Valencia raisins. Stocks are not large.

Lemons are firmly held and the tendency of the market is toward higher prices, Sicily ranging from \$3 all the way to \$5. Oranges are firm and stocks are not excessive. Pineapples are steady and bananas lower.

For peas and beans the market is dull. Prices rule very low and the finest marrow are offered at rates less than \$2.25. Pea beans, \$1.85@2.05.

Evaporated fruits are in light request, evaporated apples selling from 6@8 1/2c. New dried cherries and raspberries are in market, but are not meeting with any great request.

Apples are worth 75c@81 for fruit which is good, but the greater portion of stock which is coming now is not of the best and sells for next to nothing. Peaches are selling well when of desirable quality. A few New Jersey arrivals have put in an appearance, but, for the most part, they are very poor.

## Gripsack Brigade.

A. B. Hirth and Samuel Krause (Hirth, Krause & Co.) have gone to Boston, where they will spend a couple of weeks in familiarizing themselves with the rubber situation.

It is reported that Jas. A. Morrison has a contract for building government piers at Macatawa Park and that he is carrying stones down to that resort on the train each evening for the purpose of saving freight.

A decision of great interest to traveling men was recently rendered at Findlay, Ohio, in the case of Arthur J. Morton vs. L. E. & W. Railway Company. The plaintiff, a ticket broker, purchased a thousand mile book in an assumed name. After 286 miles had been used up, it was confiscated by a conductor on the ground that the man who was using it was not the one in whose name it was issued. Suit was brought against the railway company for \$14.28, the value of the mileage still unused. Judgment was rendered in favor of the plaintiff for the full amount, the court holding that the ticket could not be claimed by the railroad company, unless its value was proffered the owner.

## WANTS COLUMN.

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

## BUSINESS CHANCES.

A BIG CHANCE FOR SOMEONE--JEWELRY stock, tools and fixtures, to the amount of \$1,200, can be bought for \$550, with first class location. Address No. 813, care Michigan Tradesman. 813

WANTED--TO EXCHANGE DESIRABLE residence property or vacant lots located in Benton Harbor, Mich., for stock of groceries or general stock. Address Box 1296, Benton Harbor, Mich. 815

FOR SALE OR EXCHANGE--A FINE MILL property, 40 horse water power; would make a good fish hatchery; excellent spring creek; well located on railroad; store building, 24 x 90; hay scales; side track; agricultural ware house; saw mill and planing mill; two small houses; one nice large residence; all well rented except mills run by owner; excellent potato and wood market; plenty of hardwood saw timber nearby. Exchange for farm or city property. Address W. H. N., care Michigan Tradesman. 811

FOR SALE OR EXCHANGE--80 ACRE FRUIT and stock farm ten miles from city, for stock of merchandise. Address L. & Co., 697 Madison avenue, Grand Rapids. 807

FOR RENT--IN LIVE TOWN IN MICHIGAN, dry goods store 25 x 82 feet, plate glass front. Can be rented with 16 x 25 feet. Only one other dry goods store in town of 1,800, which has two paper mills employing over 100 people; also chair factory employing over 125 people. Weekly payroll of all factories, \$3,000. Good reasons for vacancy. For terms, address W. C. Edsell, Otsego, Mich. 808

WANTED--TO BUILD FIVE STORY BLOCK 50 x 100 feet, on my lot, 34 South Ionia street, to suit tenant wishing to rent for a term of years. Location one of the finest in the city for wholesale house or for manufacturing and jobbing combined. Only about ten rods from Union depot. Will make terms reasonable. Address Edwin Fallas, Grand Rapids. 809

TIMBERED LAND FOR SALE OR EXCHANGE for clean stock of groceries or furnishing goods. Address Bisbee Bros., Paris, Mich. 800

FOR SALE--DRUG STORE, GOOD LOCATION, cheap. Good reasons for selling--owner not a druggist. Enquire of J. G. Jackson, 43 Pearl street, Grand Rapids. 801

\$400 BUYS 80 ACRES (ONE-HALF PRICE) ten acres cleared, good log house, eighty rods from Rhodes, Mich. Address M. Bentley, Rhodes, Mich. 802

FOR SALE--ESTABLISHED DRUG BUSINESS in booming Northern Michigan town. Owner has interests in the South, making it necessary to close out this business. Correspondence must be prompt. Address No. 803, care Michigan Tradesman. 803

FOR SALE--THE DANIELS STOCK OF GROCERIES. Best location and cheapest rent in town. Strictly cash business and well established. Stock worth about \$1,800. Will take five-sixths of inventory, cash. Fixtures the best. Address Box 97, Traverse City, Mich. 797

FOR SALE--STOCK OF DRUGS, BOOKS, wall paper, in one of the best towns in Southern Michigan. Invoice about \$1,000. Terms easy, if secured. Would sell one-half interest to right party. Address, with particulars, No. 798, care Michigan Tradesman. 798

FOR SALE--STOCK OF CLEAN GROCERIES in good town, well located. Inventories from \$1,800 to \$2,000. Best of reasons for selling. Address No. 785, care Michigan Tradesman. 785

FOR SALE--DRUG STOCK AND FIXTURES; corner location; stock in good condition and business paying. Good reasons for selling. Address Dr. Nelson Abbott, Kalamazoo, Mich. 776

FOR SALE--DRUG STOCK, CONSISTING OF staple drugs, patent medicines, stationery, blank books, wall paper, etc., inventorying about \$4,000, for one-half cash and two years' time on balance. Cash sales last year, \$8,000. Store has steam heat, electric lights, hot and cold water--everything in first-class shape--and is situated in best town in Upper Peninsula, in mining district. Reasons for selling, ill health, necessitating a removal to warm climate. Address No. 769, care Michigan Tradesman. 769

WANTED--PARTNER TO TAKE HALF INTEREST in my 75 bbl. steam roller mill and elevator, situated on railroad; miller preferred; good wheat country. Full description, price, terms and inquiries given promptly by addressing H.C. Herkimer, Maybee, Monroe county, Mich. 711

GOOD OPENING FOR BARBER SHOP, and residence to rent cheap. Address No. 779, care Michigan Tradesman. 779

## MISCELLANEOUS.

WANTED--REGISTERED DRUG CLERK. State age, experience, salary expected and names of former employers. J. Hanseman, Manistee, Mich. 824

WANTED--PINT AND QUART MASON jars. Would like to hear from parties who bought early and are located in sections where fruit is scarce and have no call for them. Edwin Fallas, Grand Rapids, Mich. 816

FOR SALE--COMPLETE SET OF BUTCHER'S tools and market fixtures. Address Edison Bengt, Quincy, Mich. 812

FOR SALE--FOUR (4) STANDARD COUNTER marble platform Dayton computing scales; have been used but a few months; all in good order. Address Hoyt Seale Co., Atlanta, Ga. 805

WE BUY ALL KINDS SCRAP IRON, METAL, ags, shirt and overall cuttings and rubber. Write for prices. Wm. Brummeller & Sons, 290 S. Ionia St., Grand Rapids, Phone 640. 804

FOR SALE CHEAP--COMPLETE SET TINNER'S tools. Address P. W. Holland, Chapin, Mich. 784

WANTED--BUTTER, EGGS, POULTRY, Potatoes, onions, apples, cabbages, etc. Correspondence solicited. Watkins & Axe, 84-86 South Division street, Grand Rapids. 673

FOR SALE--\$5,000 NICE CLEAN STOCK OF boots, shoes, clothing and dry goods at 50 cents cash on the dollar of the wholesale cost. Address No. 810, care Michigan Tradesman. 810

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

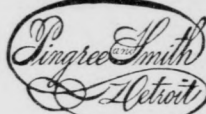
## BOMERS'

## Express and Transfer Co.

MOVING and STORAGE  
BAGGAGE a Specialty

Office, 56 Ottawa St.  
Telephone 509-3r.

Grand Rapids



V. SEBRING HILLIER  
Consulting Engineer

Structural Iron Work  
Attention given to Drawings for Patents

803 Michigan Trust Building  
GRAND RAPIDS

For Bargains in Real Estate,  
in any part of the State,  
write to.....

G. W. Ames

106 Phenix Block  
BAY CITY, MICHIGAN

## MICHAEL KOLB &amp; SON,

## Wholesale

## Clothing Manufacturers,

ROCHESTER, N.Y.

Write our representative, WILLIAM CONNOR of Marshall, Mich., Box 346, to call upon you and see our fall and winter lines of Overcoats, Ulsters and Suits for all ages, prices, fit and make guaranteed, or meet Mr. Connor at Sweet's Hotel on Thursday and Friday, August 8 and 9. Customers' expenses allowed. Established 38 years.

Are You Looking  
.....for Business?

We offer for sale

## The Michigan Iron Works Plant

GRAND RAPIDS, MICH.

Buildings, Machinery, Foundry and Boiler Shop, with Tools, Patterns and good will of the business. Located right in center of the city, on the bank of the river and near the railroad. Now in operation and doing a fair business.

Size of ground, 160 x 170 ft. Machine Shop, one story, 60 x 65 ft. Foundry, 60 x 60 ft., two cupolas. Boiler and Pattern Shop, two stories, 50 x 100 feet. Blacksmith Shop, in rear, 50 x 60 ft., two forges. Engine Room, 33 x 20 ft. Engine and Boiler of 75 horse power capacity. Vacant ground for storage, 60 x 160 ft.

Will be sold cheap and on easy terms, to close an estate, WM. T. POWERS & SON, Grand Rapids, Mich. By WM. T. POWERS, Survivor.

## TO CLOSE UP AN ESTATE

Good Furniture  
Business.....

Established 1887. Always good growing business. Occupying new building in prosperous city of 100,000 people. Large territory tributary to it.

Well selected and complete stock of all kinds of Household goods.

Yearly business of \$50,000 can be done.

Will be sold at a bargain.

Address No. 1000, care MICHIGAN TRADESMAN.

## Walter Baker &amp; Co. Limited,

The Largest Manufacturers of

PURE, HIGH GRADE

COCOAS AND

CHOCOLATES

on this continent,

have received

HIGHEST AWARDS

from the great

Industrial and Food

EXPOSITIONS

IN

Europe and America.

CAUTION: In view of the many

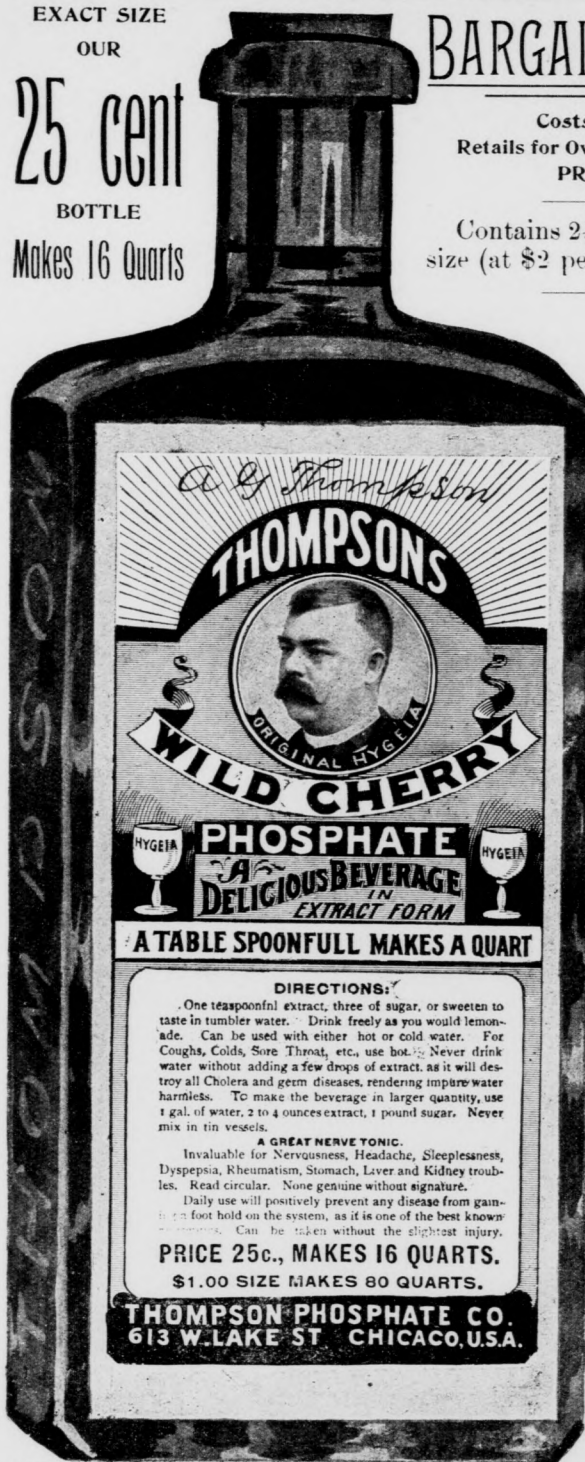
imitations of the labels and wrappers on our goods, consumers should make sure that our place of manufacture, namely **Dorchester, Mass.** is printed on each package.

SOLD BY GROCERS EVERYWHERE.

Walter Baker &amp; Co. Ltd. Dorchester, Mass.



EXACT SIZE  
OUR  
**25 cent**  
BOTTLE  
Makes 16 Quarts



## BARGAIN CASE

Costs \$5.00  
Retails for Over 100 per cent.  
PROFIT.

Contains 2½ dozen 25 cent  
size (at \$2 per dozen), \$5.

### FREE!

2½ doz. 15-cent trial  
bottles, one forty oz.  
\$1 bottle, two glasses,  
one tray, signs, cou-  
pons, posters, etc., 300  
coupons to advertise  
with.

The 40 ounce bottle  
makes 80 qts., or 1,000  
glasses. Keep a pitch-  
er mixed and serve to  
all your customers a  
sample free, and you  
will sell a case every  
day.

Special Triple Ex-  
tract, for soda foun-  
tains and soft drink  
trade, in one gallon  
bottles, price \$3. Will  
make 13 gallons fine  
syrup at a cost of only  
50 cents a gallon.

### ORDER OF YOUR JOBBER

For sale by the fol-  
lowing wholesale  
dealers:

**Grand Rapids**  
Olney & Judson Gro-  
cer Co.  
Lemon & Wheeler Co.  
Musselman Grocer Co.  
I. M. Clark Grocery Co.  
Warden Grocer Co.  
Ball-Barnhart-Put-  
man Co.  
Hazeltine & Perkins  
Drug Co.  
Putnam Candy Co.  
A. E. Brooks & Co.  
**Saginaw**  
Wells-Stone Merc. Co.  
Jas. Stewart Co., Ltd.  
Symons Bros. & Co.  
Melze, Smart & Co.  
D. E. Prall & Co.  
G. A. Alderton.  
J. P. Derby.

**Bay City**  
W. L. Brotherton & Co.  
R. P. Gustin Co.  
Meisel & Goeschel.  
**W. Bay City**  
Walsh & Tanner  
**Kalamazoo**  
B. Desenberg & Co.  
**Muskegon**  
Geo. Hume & Co.  
Fred Brundage.  
**Battle Creek**  
John F. Halladay & Jo.  
Godsmark, Durand  
& Co.

## USE JENNINGS' FLAVORING EXTRACTS

SEE QUOTATIONS.

Morgan & Co.  
Manufacturers of

**AWNINGS, TENTS,**

FLAGS AND CANVAS COVERS  
YACHT SAILS A SPECIALTY

187 Jefferson Avenue  
DETROIT, Mich.

The Bradstreet  
Mercantile Agency

THE BRADSTREET COMPANY  
Proprietors.

EXECUTIVE OFFICES—  
279, 281, 283 Broadway, N.Y.  
Offices in the principal cities of the United States,  
Canada and the European continent, Australia,  
and in London, England.

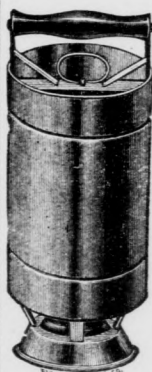
CHARLES F. CLARK, Pres.

GRAND RAPIDS OFFICE—  
Room 4, Widdicombe Bldg.

HENRY ROYCE, Supt.

GET READY FOR THE

# Potato Bugs



## THE ECLIPSE

IS A NEW AND VALUABLE IMPROVED

Water Sprinkler with Sifter or Duster Attachment.

(Patented 1886. Improved 1889.)

Especially adapted for applying Paris Green Water, Powder Compounds,  
Plaster, etc., to Potato Vines and other plants.

THE ECLIPSE is manufactured in such a durable manner as to be practi-  
cally indestructible, and also so simplified as to be quickly and easily detached  
for any purpose necessary, making it the Cheapest and Most Convenient  
Sprinkler for all purposes—in doors or out—and a practical device indispens-  
able for effectually destroying the Potato Beetle and other plant insects

For Store or Floor. For Dusting.  
For Sprinkling. For Vines or Plants.

## Acme Plaster Sifter

FOR POTATOES AND OTHER VINES.

EASY TO OPERATE ===== SIMPLE and DURABLE

EIGHT TO TEN ACRES COVERED PER DAY.

### To Operate the Sifter.

Place the square piece of Sheet Iron with points down over the  
agitator in the bottom. Put the Plaster in can on top of square  
piece. This square piece takes part of the weight of plaster, which  
is very heavy, from the agitator and allows it to work freely. A  
slight turn of the wrist, easy or hard, as you may wish much or lit-  
tle plaster to be delivered, is all that is necessary to operate the  
sifter.

With one in each hand a man can care for two rows at once,  
covering from eight to ten acres per day.



# FOSTER-STEVENS & CO.

MONROE  
ST.

GRAND RAPIDS.

**Wash  
Day**

Nearly every woman dreads "wash day" with  
its drudgery and discomfort. Some women have  
found out that there is one great aid that helps  
to make lighter the work of washing clothes.  
That is

**OAK-LEAF SOAP.**

It takes the dirt out without excessive rubbing—  
leaves the clothes clean and white, without injury.  
You can well afford to give it a trial. Get it at  
your dealers. A catalogue of beautiful pictures  
free.

GOWANS & SONS, Buffalo, N. Y.

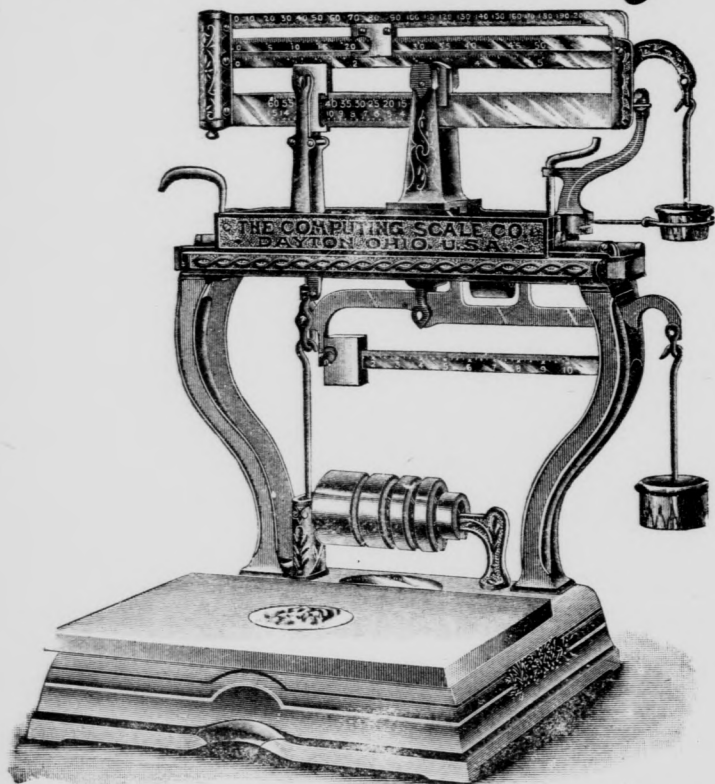
**WILLIAM REID,**

JOBBER OF

PAINTS, OILS, VARNISHES, BRUSHES, etc., Plate & Window GLASS

26-28 Louis Street, GRAND RAPIDS, MICH.

# The Money-Saving Scale



## PAYS FOR ITSELF

Every two months and makes you 600 per cent. on the investment. It prevents all errors in weighing and

## STOPS THE LEAKS

in your business these hard times. You can not afford to be without one.

## YOU NEED IT!

### SEE WHAT USERS SAY.

BOSTON STORE,  
118-124 State St., and 77-79 Madison St.,  
CASH MERCHANDISE.  
Chicago, Dec. 31, 1894.

The Computing Scale Co., Dayton, Ohio:  
GENTLEMEN: We have had your scale in use since November 24, 1894, in our butter, cheese and meat department. We find them to do exactly what you claim. Our clerks can wait on more customers and assure them accuracy in every respect. We can recommend them as the most economical scale in use for meat markets and groceries.  
Yours truly,  
BOSTON STORE.

J. W. WHITELEY & SON,  
Dry Goods, Clothing, Groceries, etc.  
Bonaparte, Iowa, April 22, 1895.

Dayton Computing Scale Co., Dayton, O.:  
GENTLEMEN: In reference to yours of recent date regarding the Computing Scales which you sent us, permit us to state that they have exceeded our expectations, giving us the utmost satisfaction. We consider it one of our greatest conveniences in our store, and knowing it, as we now do and from the experience we have had from its usage in the store, we would not dispense with it for ten times its value. Any ordinary clerk, with common school education, can expedite business equal to two or three clerks, and we prize it as one of our foremost fixtures in our store. We consider and feel that ours has paid for itself in two months.  
Yours truly,  
J. W. WHITELEY & SON.

Investigate the Dayton Computing Scale. For further particulars call or write

THE COMPUTING SCALE CO., Dayton, Ohio.

## Another Drop!

### GLASS and CROCKERY

#### Assorted Package of New Crystal Glassware.

We can save you enough on every package of Glassware to more than pay the freight



NO. 15030 ASSORTED PACKAGE—A very attractive pattern, smoothly finished. Rosette design. Frosted and figured all over. The edges are scalloped and the whole make-up is bright and captivating. "Our Biggest Bargain" consists of the following:

|                             |      |                        |                         |      |                       |                         |      |         |
|-----------------------------|------|------------------------|-------------------------|------|-----------------------|-------------------------|------|---------|
| 1/2 dz. 4 pc. sets @ \$2.25 | 1.50 | 1/2 dz. 8 in. ov. Dshs | 75                      | 38   | 1-6dz. 7 in. op. Bwls | 3.00                    | 50   | 34      |
| 1/2 dz. 4 gl. Jugs          | 2.00 | 1.00                   | 1/2 dz. Mocans. P.J.J.I | 20   | 4                     | 1-6dz. 8 in. op. Bwls   | 3.00 | 50      |
| 2 dz. Tumblers              | 40   | 80                     | 1/2 dz. Pickles         | 40   | 20                    | 1-6dz. 2 1/2 l. Casters | 1.80 | 90      |
| 1/2 dz. Celeries            | 90   | 30                     | 1/2 dz. 9 in. Salvers   | 2.60 | 65                    | 2 dz. Salts & Pep       | 37   | 74      |
| 1/2 dz. 8 in. Napps         | 1.00 | 50                     | 1-6dz. 10 in. Salvers   | 3.00 | 50                    |                         |      |         |
| 3 dz. 4 in. Napps           | 20   | 60                     | 1/2 dz. Bread Plates    | 95   | 48                    | Total                   |      | \$12.16 |
| 2 dz. 4 in. Compts          | 30   | 60                     | 1-6dz. 7 in. ev. Bowls  | 2.75 | 46                    | Less 10 p.ct.           |      | 1.21    |
| 1/2 dz. Bonies & cov.       | 1.35 | 68                     | 1-6dz. 8 in. ev. Bowls  | 3.75 | 63                    |                         |      |         |
| Pack no. 41.25.             |      |                        |                         |      |                       |                         |      | \$10.95 |

Write for our New Illustrated Catalogue, 118

## Assorted Package Glassware.

NO. 1895 ASSORTED FOUR PIECE SETS.



Butter, Spooner, Creamer, Sugar. We have especially arranged this package to give our customers a good variety of small quantities of the best selling 4-piece sets on the market, at the same time saving you 10 per cent. Contents of package as follows:

|                                  |      |      |                               |        |        |
|----------------------------------|------|------|-------------------------------|--------|--------|
| 1/2 doz. No. 94 4 piece Sets     | 2.25 | \$56 | 6-1 doz. No. 49D 4 piece Sets | \$6.00 | \$1.00 |
| 1/4 doz. No. 15909 4 piece Sets  | 2.25 | 56   |                               |        |        |
| 1-6 doz. No. 39D 4 piece Sets    | 4.00 | 67   |                               |        |        |
| 1-6 doz. No. Alexis 4 piece Sets | 5.00 | 83   |                               |        |        |

Less 10 per cent. ....

\$3.62

36

\$3.26

Barrel, 35 cents.

### "Mikado" Decorated Toilet Sets.

For a cheap Toilet Set "Mikado" cannot be excelled. Ass'd. Dec. in 3 desirable colors. Pink, Pencil, Brown, in artistically arranged groups of flowers and foliage. Good quality.

Per Set of 10 pieces ..... \$1.75  
Per Set of 12 pieces ..... 3.00



H. LEONARD & SONS, GRAND RAPIDS MICH.