

# MICHIGAN TRADESMAN

Volume XIII.

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Number 645

**The Michigan Trust Co.,**  
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Guardian, Trustee.

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**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.

**Detroit Rubber Stmp Co.**  
99 Griswold St.

**Official Call for the Big Rapids Convention.**

Grand Rapids, Jan. 22—The semi-annual convention of the Northern Michigan Retail Grocers' Association will be held at Big Rapids, on Tuesday and Wednesday, Feb. 4 and 5, convening at 10 o'clock on the day first named.

Every grocer doing business in Michigan north of the D., G. H. & M. R'y 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:

"Should the retail grocer favor wholesale department stores?"—N. Bicknell, Clare.

"Should the jobber handle produce for the retail dealer?"—Geo. F. Cook, Grove.

"The pure food laws and their effect on the retail dealer."—State Food Commissioner Storrs.

"How can the present business conditions be improved?"—

"Who will be the Moses of the potato market?"—Jesse Wisler, Mancelona.

"The essentials of a successful business career?"—Prof. W. N. Ferris, Big Rapids.

"Cash vs. Credit."—W. D. Hopkinson, Paris.

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

"Is it possible to improve the present exemption law?"—Robert Johnson, Cadillac.

"Is it desirable to pay cash for produce instead of store trade?"—J. H. Schilling, Clare.

"Wherein can this Association greatly benefit the grocery trade of Northern Michigan?"—J. W. Densmore, Reed City.

"Is it desirable to substitute weights for measures in the handling of produce?"—E. E. Hewitt, Rockford.

Other topics are under consideration and will probably be introduced.

The meetings will be held in the G. A. R. Hall, on Maple street. Extensive preparations have been made by the grocers of Big Rapids for the entertainment of their guests on the occasion of the convention, including a complimentary spread at the Northern Hotel on the evening of Feb. 4.

The local Committee on Arrangements has secured a special rate of 25 cents per meal at the Northern and Western Hotels.

As it is not likely that 100 grocers will be present, outside of the Big Rapids contingent, it has been impossible to arrange for reduced railway rates.

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 Big Rapids convention. Come one, come all!

E. A. STOWE (Grand Rapids), Sec'y.  
J. F. TATMAN (Clare), Pres.

**The Grocery Market.**

Provisions—The temper of the market is, on the whole, more satisfactory to the selling interest. Hogs have been arriving in reduced numbers, and the expectations concerning near future supplies have been stimulating to the products generally. Of course, there have been the natural reactions from an upward tendency and the usual desire to realize and take in profits. As yet the movement has been chiefly of a speculative character, covering a material outside buying interest; but some

of the packers were short of the products more than had been supposed and their efforts to cover, together with the increased buying interest, helped to the strong situation. The greatest obstacle to a more material advance at present is in the attitude of foreign markets. All sources of consumption abroad are heavily supplied with cheap stuff, and until this passes to some extent into consumption, or the hog products become permanently strong here, the buying interest therein is not likely to increase.

Raisins—There has been a fair demand for California raisins in a jobbing way and prices are generally firm. The majority of orders that come in call for 3 and 4 crown stock. Stocks of both these varieties are scarce and values have an advancing tendency. Two crowns are in light demand and about steady in price. There has been no change of moment in either Sultana or Valencia raisins.

Rice—The position of rice appears to be unchanged, with a good demand at firm prices. The general feeling is that the market has touched bottom, and holders look to the future with confidence, believing that the present range of values will be maintained even if no further advance is made. Foreign has not as yet proved to be much of a factor, and will probably not influence the market to any extent for some time to come.

Canned Goods—While last week there were signs of returning activity, this week conditions have changed and demand has relapsed into extreme dullness, that being about the only feature that has developed. Buyers are not disposed to anticipate wants, and, as a matter of consequence, the business is devoid of speculative qualities. Prices are low all along the line, but this week even that has not seemed to have any particular influence on buyers, who have let the market severely alone, purchasing only as positive wants dictated. While a year ago prices were about as low as they now are, there was more disposition shown to purchase and quite a fair business was in progress. The changes in prices this week have been unimportant, but generally speaking an easier feeling prevails.

Chocolate—Walter Baker & Co. write the Tradesman that they are assured by the Food Commissioner that their goods are properly labeled. They guarantee protection in the handling of their goods and, in the event of proceedings being begun against any of their customers, they request the persons attacked to plead "not guilty" and send them word, when they will immediately employ counsel and pay all expenses and costs in defending the matter.

**Annual Meeting of Owosso B. M. A.**

Owosso, Jan. 25—At the annual meeting of the Business Men's Association the former officers were re-elected, as follows: President, A. D. Whipple; Vice-President, O. L. Sprague; Secretary, G. T. Campbell; Treasurer, W. E. Collins. The Executive Committee consists of the officers and James Osburn, C. D. Stewart and W. H. Lingle. The appointment of a city assessor was discussed at length. Some thought our present method preferable to having an assessor, while others were of a contrary mind. The subject will be taken up for discussion and action at a future meeting.

**DO YOU WANT**

**A Fine Fruit Farm in Berrien County?**

Have you \$400 with which you wish to begin fruit farming? If you don't wish to farm it yourself, do you know of a worthy man whom you would like to give a start in life? If so, here is as good a chance as you could ask for: In Berrien county I have a farm of sixty acres which I will sell for \$2,000; only \$400 down, the remainder in easy payments at low interest. There is plenty of water on the place and plenty of buildings for a man just starting. Five acres are set to fruit—cherries, apples, etc. The whole can be made into a good fruit farm by any one willing to work. There is adjoining land that can be purchased whenever desired, so a man may have as big a place as any one needs. Write to G. W. Barnett, 159 South Water street, Chicago, and learn all there is to be said about this rare bargain. It will be hard for you to find a better chance. Berrien county has the best transportation facilities (lower rates and more routes) than any county in the fruit belt.

**Review of the Sugar Market.**

Detroit, Jan. 25—It is interesting to note the rapid disappearance of the visible surplus in the world's supply, which is now only 475,000 tons, being a reduction of nearly 100,000 tons per week during January. Cuban crop estimates have again been reduced, being now less than 100,000 tons.

London has advanced for all descriptions, with a net gain of 3-32c per pound for beets, and our Southern market is very strong at full parity with 4c for 96 deg. centrifugals.

Refined ruled firm with increasing demand until Wednesday, when an advance of 1-16c was announced. A fair business followed the advance and indications pointed to renewed heavy demand, which was, however, effectually checked by Friday's horizontal reaction of 1-16c. With the market stronger in its general position than at any time, and with the almost certainty of another 1/2c advance being established on the next sale of raws, it is difficult to account for the scaling of prices to a basis of 1-16c below the customary working margin. The impression prevails, however, that refiners are determined to discourage any investment in excess of ordinary requirements, and at this season of limited consumption there is certainly very little encouragement to anticipate, when all calculations are so easily upset by eccentric action.

We are firm believers in the future of sugar, but do not yet feel warranted in any radical change from our conservative views, as outlined in former letters.

Jan. 28—The week opened with a quiet steady market.

Raws are unchanged in all positions. Grades No. 4 and No. 5 are 1-16c lower—remainder of list firm and unchanged. The demand is again restricted to "hand to mouth" business and will so continue until buyers overcome the uncertain feeling incident to the peculiar recent manipulation of the market. We see nothing in the situation to change our impressions, as outlined in our letter of the 25th. A further marking off in refined sugar would not surprise us at all.

W. H. EDGAR & SON.

Walter N. Kelley, Manager of the Kelley & Covell lumber, charcoal and general merchandise business at Sights, is in town for a few days, a guest at the Morton House.

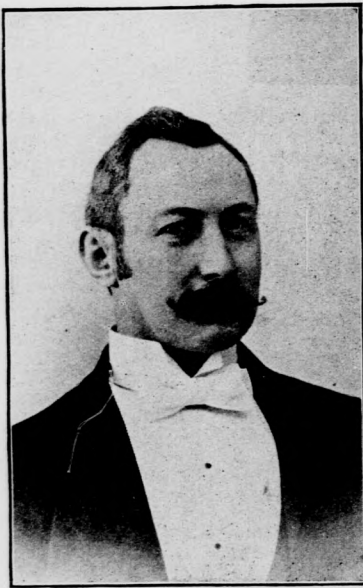
## Dry Goods

### SUCCESSFUL SALESMEN.

**Louis J. Koster, Representing Edson, Moore & Co.**

There are two prominent characteristics in the genuine German—he is never in a hurry and he always manages to get there on time. It is not the old story of the tortoise and the hare, for the son, or the grandson, of the Fatherland does not take all day to do nothing, any more than his American brother; but he does take the needed time for the work he intends to do; and, when he begins, there is no rest until the work is done. The German is yet to be found who runs to catch a train, and the train is yet to be located which ever left a German passenger.

This idea of being on time began with the subject of this sketch in Detroit, March 28, 1856, at which place and



time he promptly announced his own safe arrival. Born of German parentage, the child, when he had reached the proper age, was sent, naturally, to a German school; naturally, because the parent, foreign born, has a firm belief that children are not fit to govern until they have learned to obey, a feature not extensively encouraged and practiced in the American home and not too often in the school. So, then, from an early school-time—a period coming earlier with the German child than with us—until he was 12 years old, he came under the rigid discipline of the German schoolmaster—a discipline which cannot be too much encouraged—and then became enrolled as a pupil of the Detroit public schools. Four years there brought him to the end of public school life, and then, with a year at a commercial college, he bade good bye to schoolbooks and entered upon the study of the law.

A digression may be of service here. The idea is firmly grounded in many minds that the study of the schools—especially the public schools—unfits the pupil for the real work of life. It germinates and fosters the thought that the pupil is above work and that the common lot of earning a living by the sweat of the brow is a decree not referring to him. With that thought this instance does not agree. After his school was over, for three years he followed the study of the law; but, finding then that the profession was not equal to the de-

mands which adverse circumstances required of him, without a thought of compromising himself by his action, he closed his law books, left the law office, and went to work in the retail dry goods store of Anthony Kirschner, in Detroit.

That was the turning point in his life. The work pleased him and he kept on with it. After a year with Kirschner, he entered the wholesale notion establishment of Gillis & Sprague and was with them for six months. At the end of that time, he entered the ranks of Allan Sheldon & Co., a wholesale dry goods house, and was their entry clerk for a year and a half. At that time Edson, Moore & Co. were on the lookout for a man of his make-up, and in the fall of 1879, he became one of the force of that well-known Detroit house. He entered as entry clerk and kept at it for two years. Then they wanted a house salesman; he was ready for the place, took it, and filled it for two years. Then the firm wanted a good man on the road and sent him out. That was a date worth remembering—a pleasant milestone for the young man to pass—and he passed it October 11, 1883. There is where he is now and, if he is as satisfied with the position as the house is with him, his customers will have the pleasure of giving him orders for a good many years.

This record ought to stop here, but a sentence or two more will only brighten the narrative. It is always considered the proper thing in the course of the interview to give the victim a chance to "let himself out." The opportunity was given, but was not improved. Here was a rara avis who evidently needed a little encouragement.

"After your thirteen years on the road, it is needless to ask who the salesman is who sells the most goods for Edson, Moore & Co.?"

"It may be so," was the reply, "but in that case it will be proper for me to state that I am not the man;" and in that case, it is proper to say that the chance to tell a good fat one has never, in this office, been more handsomely or more promptly refused.

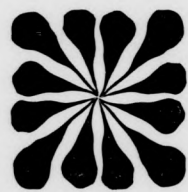
Mr. Koster was married in the spring of 1889 to Miss Agnes S. Stark, of Grand Haven, and one child blesses their wedded life and the home on Franklin street, Grand Haven.

Mr. Koster is a member and trustee of the Presbyterian Church. He is a Master Mason; a member of the German Salesmen's Association of Detroit; a charter member of the Knights of the Grip, holding certificate No. 3; Vice-President of the Fifth district of K. of G.; Chairman of Post J of Grand Haven, a position he wants emphasized with the largest type, to express, in a measure, his pride therein—a wish the Tradesman cannot gratify, from a lack of space—and a member of the Friendship Club of Grand Haven. Like all other Grand Haven men, he is loyal to the city of his adoption, ardently claiming that the Sand Hill City possesses the only open harbor on Lake Michigan!

Handsome in appearance, gentlemanly in manner, loyal to his house, faithful to his customers, proud of his wife and child, pleased with his position and prospects, Mr. Koster has every reason to regard his career with satisfaction and his future with composure.

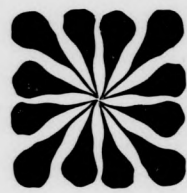
A Traverse City girl had her feet frost-bitten while skating recently. They will trouble her all her life, and may trouble other people some if she does not get the chill out of them before retiring time.

# Wash Goods Spring Hosiery Underwear



THESE ARE THE LINES  
WE ARE WORKING ON  
THIS MONTH. OUR STOCK  
AND ASSORTMENT IN  
EACH LINE IS THE LARG-  
EST AND FINEST WE HAVE  
EVER SHOWN.

SEE OUR SAMPLES BE-  
FORE BUYING.



# Edson, Moore & Co.

Wholesale Dry Goods  
DETROIT



## THE COUNTRY MERCHANT.

Written for the TRADESMAN.

Have you ever thought of the importance, in the commercial world, of that somewhat isolated, yet numerous, portion of the business interests of the land, the country merchant?

Invariably a man of ambition to rise above his condition, and usually one of tact and ability, possessing good sound sense and reliable judgment, he is the representative business man of his section, in whom the people have confidence, and in such close touch with the masses as to have a very considerable influence in the moulding of public opinion.

His store is the neighborhood headquarters and the forum for the discussion of all questions of local or general importance, from the latest local gossip to the designs of the English upon Venezuela. The merchant it is whose opinion carries most weight in these free-for-all debates, and whose authority, especially upon questions of business policy, is seldom disputed. He is consulted on matters of law and ethics, is the arbitrator of neighborhood quarrels, trusted with family secrets and frequently made the banker of the surplus funds of the community.

He it is who takes the city daily, knows all about the latest sensations, the doings of Congress, the dealings on 'change and the prospects of crops. He is frequently justice of the peace and postmaster, sitting in judgment on the misdeeds of the erring, and frequently remaining the Government's agent through successive administrations, except where the interests of the people are sacrificed to partisan selfishness.

The man who "runs the store" at the country crossroads must be master of many accomplishments beyond those of being able to make change and wash windows. He is supposed to be posted on the market price of all the produce of the section, a good judge of everything handled in his store, a judicious buyer and an industrious seller. He must be familiar with the ruling fashions and the latest fads, from needle-pointed shoes to bell-crown hats. This he must learn by close observation on his occasional visits to the city markets, through the indispensable trade journal, whose information and teachings are the chart by which he guides his vessel through the uncertain and oft-times turbulent commercial sea, and by the aid of the trusted commercial traveler, that essential connecting link between his little community and the great world outside, and upon whom he has often to depend like a sailor upon his compass, and with the same confident assurance of guidance to a safe harbor.

His business is essentially a personal undertaking. He is not hidden behind glazed office doors, beyond the reach of patrons, as is his city brother, whose personality is often unknown to hundreds of his customers. The country merchant's dealings are through direct and, necessarily, friendly contact with the people, whom he treats with on terms of equality, and with whose tastes and peculiarities, whose condition and general surroundings, he familiarizes himself. His friendship is prized and his influence solicited by those seeking business or personal advancement.

The country merchant who understands his business, and who possesses the confidence of his people, has the assurance of a substantial and unfailing reward for his labor, if he but be con-

tented to "let well enough alone," and does not branch out beyond the demands of his trade or the limit of his capital.

HARRY M. ROYAL.

## PRODUCE MARKET.

Apples—Greenings are about the only Michigan variety still on the market and easily command \$2.75 per bbl. The trade is well supplied with Ohio fruit—Rome Beauties, Baldwins, Greenings and Smith's Ciders—which bring \$2@2.25 for choice and \$2.50@2.75 for fancy.

Beans—During the period under review the market has been dull, uninteresting and featureless. Receipts have been moderate, and the inquiry continues moderate. In the matter of values, a generally easier feeling prevails, while of several varieties a slight decline has occurred.

Butter—The market continues dull and featureless. Fancy dairy brings 14c but good to choice commands 12@13c. Creamery shares the depressed feeling, having sold as low as 10c.

Beets—25c per bu.  
Cabbage—Stationary at \$3@4 per 100.  
Celery—12½c per doz. bunches.  
Cider—12½c per gal.

Cranberries—In fair demand at \$8@10 per bbl. for Cape Cods. Jersey are plentiful at \$2.50@2.75 per bu. box.

Eggs—Receipts are large with every indication of still larger receipts, unless the weather should become colder. Fresh stock has declined to 16c, while cold storage and limed stock is neglected.

Grapes—Malaga stock is held at \$6 per keg of 60 lbs. net.  
Hickory Nuts (Ohio)—Small, \$1.25 per bu., large, \$1 per bu.

Honey—Dealers ask 15@16c for white clover and 13@14c for dark buckwheat.  
Lettuce—15c per lb.

Onions—Spanish command about \$1 per crate of 40 lbs. Home grown are dull and slow sale at 25c.

Pop Corn—Rice, 3c per lb.

Potatoes—The local roads have granted a small concession in the rate on potatoes to Southern points, making the F. & P. M. the dividing line, instead of the D., G. H. & M., as heretofore. The concession amounts to 2½c per 100 pounds—equivalent to 1½c per bu., but does not afford any relief to Grand Rapids or to the towns north of the line of the F. & P. M. Railway. It was confidently expected by the shippers that the Michigan roads would make an emergency rate, same as has been done by a number of Western roads, but the change from an arbitrary to a prorated basis over a small section of the potato-growing area effectually ends any hope in that direction.

Seeds—Clover command \$4.75@5.50 for Mammoth, \$4.50@4.70 for Medium, \$4.75 for Alsike, \$3.50 for Crimson and \$4.25@4.75 for Alfalfa. Timothy commands \$1.85 for Prime and \$2 for Choice.

Squash—½@1c per lb. for Hubbard  
Sweet Potatoes—The market is unchanged, Illinois Jerseys bringing \$4-per bbl. and \$1.30 per bu.

## Do Away with Careless Habits.

There are many disagreeable practices permitted in stores that might easily be remedied. Your object should be to have the general tone of your store up to the highest possible point, and your personal habits in this respect are largely responsible for those occupying a subordinate position with you. Do away with everything that tends to slovenliness. Then are some merchants who wait on lady customers with their coats off, or without collars and cuffs. This costume might be all right on the plains, but for a merchant to indulge in such slovenliness is inexcusable. Another habit that will stand correcting is humming or whistling while waiting on customers. This should not be practiced by yourself or allowed among your clerks.

How much will you pay for imagination this year? Take a 10c cigar and a S. C. W. 5c cigar and see if you can tell the difference in the smoke! Try it!

# New Spring Fabrics

**D. Dimity**, 30 inch, all new designs, in quality to retail at 10 cents.

**Fine Dimity**, 30 inch, fine sheer cloth, stripes and neat figures, to retail at 12½ cents.

**Organdie**, printed, new beautiful designs on black grounds, vine and stripe effects.

**Percales**, our trade who had our line last season know they were winners. We have a better line than ever. Patterns for Waists and Shirts, 36 inches wide, 28 yards to each piece.

We will show a line of over 150 styles, to retail at 12½, and staples in a quality to sell at 10.

**Tela Vela Ducks**, navy and black grounds, in neat patterns.

**Sateens**, Aniline black, in qualities to sell at 10, 12½, 15, 20 and 25 cents.

**Normandie Gingham**, plaids and stripes, Park-hill gingham, small neat work for children's wear.

**Bates Seersuckers and Abbottsfords**, in checks and stripes.

**Amoskeag and Lancaster Staples**, best gingham in the market, fast colors. We shall have all styles. Domino staples lower in price.

**Crepons**, all colors, fast black also, 30 inches wide, to retail at 12½ cents.

**Plumetis Soir**, a new white ground fabric, 30 in. wide, put up in half pieces, beautiful colors and new designs on embossed ground, excellent quality, to retail at 25 cents.

**Calicos**, Hamilton, Windsor, American, Merrimack, Garners, Cocheco, Pacific, Manchester, Simpsons, Allen, Harmony in all new work, papered or unpapered. The new line contains the very newest work to suit all trade at the usual low prices at which we sell these goods.

**Dress Canvas**, all colors to retail at 10, 12½, 15, 18, 20 cents. These goods we have sold the past three years and are considered the best quality in the market at the price. **All Linen.**

**Selwyn Suits**, 36 inch double fold, to retail at 10 cents.

**Satin Surrah**, 30 inch, black ground, floral effects, to sell at 10 cents.

We shall carry a full line of plain Dress Goods to retail at 10, 12½, 15, 20, 25, 30 to 50 cents and fancies at 10 cents to \$1. Be sure to see this line, which is too large to numerate.

**Linings**, all grades and qualities in cambrics, percalines, silesias, grass cloth, hair cloth, fiber chamois, and cheaper paper linings and fancy silesias, black and self backs.

## P. STEKETEE & SONS,

GRAND RAPIDS.



We are Sole Agents for  
**Washburn, Crosby Co.'s**



....Celebrated....

# "PARISIAN" FLOUR



Correspondence Solicited. See quotations  
in Price Current.

**Lemon & Wheeler Co.**

Grand Rapids, Mich.



## Around the State

### Movements of Merchants.

Jamestown—S. Cooper has sold his general stock to O. N. Sage.

Edmore—W. Reed has sold his notion and confectionery stock to T. Spear.

Marion—J. A. Nelson succeeds Nelson & Fenton in the hardware business.

Amasa—Olin & Horder have purchased the general stock of J. T. Gibson.

Ashley—Palmer & Bowker succeed Palmer & Martin in the grocery business.

Bessemer—The K. S. Markstrum Co. succeeds D. Markstrum in general trade.

Orion—John Lenhoff, dealer in clothing and hats and caps, has removed to Oxford.

Howard—U. M. (Mrs. L.) Gates has sold her grocery stock to Bradley & McGeorge.

Armada—E. A. Hulett & Co. succeed H. P. Barringer in the hardware business.

Kalamazoo—E. P. Ford succeeds Ford & Partridge in the photographing business.

Harrison—C. J. Richardson & Co. succeed Chas. J. Richardson in the grocery business.

St. Johns—Waldron & Mack succeed E. P. Waldron & Co. in the boot and shoe business.

Alpena—John Beaulieu continues the business formerly conducted by Fontaine & Beaulieu.

Stanton—Wm. H. Owen has retired from the drug and grocery firm of Hawley & Owen. The business will be continued by the remaining partner, E. D. Hawley.

St. Johns—Elmer T. Hull succeeds Hull & Hulse in the furniture and undertaking business.

Marshall—Jandell Bros., meat dealers, have dissolved, Arthur C. Jandell continuing the business.

Carsonville—Smith & Manes continue the drug business formerly conducted by H. W. Smith.

Wetmore—Wm. F. Cox now carries on the business formerly conducted under the style of Cox & Cox.

Ellsworth—W. A. Stone is closing out the Supernaw stock of goods which was purchased by W. L. French last week.

Gilbert—John G. Carlson has sold his general stock and store building to Jacob Larson, who will continue the business.

Millbrook—Dr. W. R. Stringham has removed his drug stock from this place to Baraga, where he will continue the business.

East Jordan—It is stated that A. L. Coulter and a partner will embark in the hardware and grocery business at Munising.

Caledonia—The meat market formerly conducted by Hale & Shisler has been purchased by M. R. Shisler, who will continue the business.

Tecumseh—C. B. Mize has resigned his position as traveling salesman for the Marshall Furnace Co. and will embark in the grocery business here.

Memphis—Stewart & Streeter's stock of merchandise, which was seized by the sheriff at the instance of W. J. Gould & Co., of Detroit, was sold at sheriff sale to J. A. Barton, subject to chattel mortgages amounting to \$6,103.71, held by Edson, Moore & Co., of Detroit, and Saunders & Co., of Port Huron.

Shelby—J. D. M. Shirts has sold his interest in the grocery stock of Shirts Bros. to his brother, who will continue the business under the style of W. H. Shirts.

Nashville—Wm. Clever has retired from the firm of Clever & Ackett, meat dealers at this place. The business will be continued by his partner, John Ackett.

Detroit—Thomas P. Hubbard & Co., dealers in paints and wall paper, have dissolved. The business will be continued by Thomas P. Hubbard under the same style.

Fremont—Fred Holt has retired from the grocery firm of Holt & Tanner. The business will be continued by the remaining partner under the style of Wm. W. Tanner.

Battle Creek—Mrs. Maria A. Hollister, dealer in jewelry, and H. E. McCoy, dealer in optical goods and jewelry, have consolidated their stocks and will hereafter do business under the style of McCoy & Hollister.

Traverse City—R. A. Hastings has sold a half interest in the Fuller drug stock, which he purchased last week, to C. A. Bugbee, of Cheboygan, who will remove to this city and take the management of the business.

Freesoil—Marigold & Stevens, who are running the hardwood mill here this winter, have already shipped in a large quantity of their product, and have it piled on dock at Manistee ready for water shipment in the spring.

Watervliet—The stock of groceries belonging to the estate of the late R. E. Wigent was sold last Monday, and was bid in by Mrs. Wigent at \$1,000. Although all legal formalities had been complied with, Kidd, Dater & Co., of Benton Harbor, were dissatisfied with

the sale, so it was decided to advertise and sell the property again.

Tekosha—A Tekosha man became despondent and called upon a local druggist for some morphine to help him out of his trouble. After purchasing the drug, he shook hands with the druggist and bade him a tearful good bye, divulging his purpose, whereupon the druggist compelled him to give up the morphine. The funeral has been indefinitely postponed.

Kalamazoo—David H. Haines, assignee of the Conger Company, which conducted the variety goods business at Kalamazoo and Owosso, has issued a circular to the creditors announcing that on Feb. 15 he will move in the Kalamazoo Circuit Court for premission to sell the stocks in both stores, appraised at \$13,000. No move has yet been made to contest the mortgages uttered to preferred creditors.

Lapeer—Strong, Lee & Co. object to the statement that they caused the downfall of Lee Powelson. Mr. Powelson first gave mortgages on his stock and made several transfers, which caused his downfall, and Strong, Lee & Co. got their pay by making an attachment on him. Their connection with the matter was purely of a business character, involving only the relations of debtor and creditor.

East Jordan—F. S. Yorks, who for some years has had the management of the lumber business of C. A. Barker, at this place, has leased the mill in the Bohemian settlement and will operate the same on his own account. He has also leased the Hubbard dock for the coming season, which he will use for shipping his lumber and cedar. The Barker sawmill at this place will not be stocked this season, as was reported from Traverse City.



## Grand Rapids Gossip

Patrick H. Kilmartin has purchased the drug stock of Josephine V. (Mrs. Will Z.) Bangs at 252 Grandville avenue.

C. D. Valentine has opened a grocery store at the corner of Hall and South Division streets, the former location of Perry & Worden.

John P. Oosting has sold his grocery stock and store building at 369 South East street to Cornelius Vander Ploeg, who will continue the business.

The annual meeting of the Grand Rapids Seating Co., which was called for Tuesday of this week, was adjourned four weeks, at the request of the minority stockholders.

Jacobus Ritzema, formerly engaged in the grocery business on Grandville avenue, has opened a grocery store at 796 South Division street. The Ball-Barnhart-Putman Co. furnished the stock.

Benjamin Gilden has traded his grocery stock at 43 Fountain street for the Michigan House livery barn. Mr. Gilden will continue the livery business and H. Parish will continue the grocery business.

Henry Heesen and H. C. Wendorff have removed to this city from Green Bay for the purpose of embarking in the grocery business. Mr. Heesen has had an experience of fourteen years as clerk in a grocery store.

A. E. Worden, President of the Worden Grocer Co., is in receipt of letters from Senator Burrows and Congressman Smith, promising to work and vote for the Torrey bankruptcy bill, which has been before Congress, in one form or another, for the past dozen years.

H. T. Allerton has sold his grocery stock and meat market at 300 South Division street to B. E. Pomroy, wife of Fred J. Pomroy, who recently retired from the hardware and lumber business at Lisbon. Mrs. Pomroy will continue the grocery business at the same location.

Scofield, Shurmer & Teagle have erected storage tanks and established a storehouse at Jackson, placing in charge of the business Roy B. Parmenter, who for the past six years has been associated with Frank H. Barnes, local manager for the Great Western Oil Works. Mr. Parmenter has had the benefit of an excellent business experience and will, undoubtedly, make his mark in his new field of usefulness. His successor as book-keeper for the local branch is Chas. A. Frey, formerly with the Hudson Clothing Co.

A suburban druggist has been handling ten brands of union-made cigars and two brands of non-union goods. For this heinous offense he has been boycotted by the unions, and he has retaliated by throwing out the union brands altogether. The same course is likely to be taken by other druggists who smart under the attempted dictation of the unions. The boycott invariably proves to be a boomerang, but it is decidedly annoying for a decent dealer to be subjected to the espionage of the walking delegate and bum cigarmaker.

Even the little bird cannot collect its worm without presenting its bill.

Gillies originated 5th Ave. New York Coffees. J. P. Visner, Local Agent.

## WORKING WOMEN.

### Provided with a Comfortable and Economical Home.

"A few charitable women met December 16, 1846, in the 'Prospect Hill' schoolhouse to form a society for benevolent purposes." So begins the narrative of the greatest of the three Christian Graces in Grand Rapids; and, from the gathering of those "few charitable women" some forty years ago has sprung up and increased one of the strongest and most pleasing features of this city's daily life—the care of the stranger within its gates.

In these days, when so much is said of the New Woman and her rapidly-widening sphere, it may be well to refer to the charitable few and to remark that in the ringing in of the new, the world is not quite ready to ring out that part of the old which the hills of Bethlehem sent echoing along the centuries, and that the change can make but little difference to the life of the woman, new or old, so long as the faith and the hope that are in her remain the incentive of the charity that "suffereth long and is kind."

It is pleasing to note that the woman's work of '46 has never passed out of her benevolent hands. Changes have been made, the work has increased in extent and importance, the old has passed away and all things have become new; but it is the woman that still is found devising and dispensing these charities with her own hands to-day, exactly as she did in the earlier centuries to the poor at the castle gate, and so teaching to the Christian world the old Judean lesson: "Inasmuch as ye have done it unto these, my brethren, ye have done it unto me." So the benevolent institutions of the city have prospered, and so, as time goes by and the need appears, one after another of these institutions begins its life with the descendants of the "few charitable women of Prospect Hill;" and by and by the project materializes, the new benevolence finds a locality and a name, and begins at once its good Christian work.

That is the history of the latest charitable development, known as the Working Woman's Home. A few charitable women, on the alert for doing good, found, as the city grew, that young women were drawn here with the hope of work. They came from the surrounding towns and villages and from farther off. Many were farmers' daughters. Young women from city homes were talked with occasionally, where glimpses were caught of a home-life not always desirable. The stores were filled with young women from the city, who, since they lived at home, could afford to work for small wages, because the \$3, little as it is, was still so much gain for those who had nothing to pay for board and lodging.

It is this kind of competition with which the incoming stranger has to contend. So long as clothing is not needed, the young women from the town and the farm can live on the \$3 a week they receive for wages, because that will just pay for room and board in some cheap boarding place; but, when the other needs of living are to be supplied, unless there is help from the home or elsewhere, want is sure to follow.

This was the condition which made itself manifest and which led a "few charitable women" of the W. C. T. U. to speak, from time to time, of instances coming under their own personal knowledge where young women were actual-

ly suffering from just such a condition of things. So, from the observation and the closely following remark, the idea of doing something to relieve this great need began to take tangible shape—not this time in a "schoolhouse on Prospect Hill," but at a meeting in the Central Union of the W. C. T. U. The moment the words had given expression to the thought, the charitable circle hearing it hailed it with joy. It was early taken before a meeting of the Federation, and received its sanction; and the Working Woman's Home passed from the ideal to the real.

A desirable house was found on the corner of North Division and Lyon streets. It is large and roomy. Its style of architecture is pleasing. It has a large lot; and it has a look at once homely and attractive. Generous citizens—and there is a goodly number of them here—promptly helped to furnish the house, which became at once the headquarters of the Federation of Unions; and on September 1, 1895, the doors of the Working Woman's Home were thrown open and the new life under its roof began.

That it was an undertaking much needed was at once made manifest. Numbers who had long felt that something must be done or they must give up the positions they held came to find what they had been longing for—a home. They have come from every calling—the store, the shop, the trade—and here in the crowded city they have found again the family life they thought they had left forever under the apple trees of the farm or the maples of the village. They do not come as dependants. The advantages of a Christian home are theirs. They enjoy it; and they enjoy it all the more because they pay for it. They are not objects of charity. They learn that from the first. The house and its furnishings cost money; the one has been rented, and the others paid for, at regular rates. There is room rent, and there are board bills, and these are to be met promptly; but they can be met and a margin be left for the other numberless wants which wholesome living requires, whether the wages earned be \$3 a week or less. No wage-earning girl of good repute is ever turned away; but, under that home roof-tree, where hands of heartiest welcome are held out to her, she can enter and become a self-respecting member by independently paying her way.

A pleasing feature in the management is the absence of scrimping. It is seen nowhere. True, the plain prevails, but it is a plainness that commends itself to the beholder. Comfort has been the thought—a good, comfortable home, with wholesome plenty at the table and warmth and cleanliness everywhere. A pleasant parlor, opening from the pleasant hall, receives the visitor, and the glimpse he gets into the sitting room through the folding doors confirms the idea that here, in a convenient quarter of the town, at a nominal cost, which every self-respecting young woman is able and glad to pay, is a home bright and comfortable, where peace and quiet and contentment abide, and where, when the toils of the day are over, its weariness, its cares and its annoyances can be forgotten in the genial home circle, or in the restful enjoyment of the prettily-appointed sleeping apartment—the throne-room, always, of the feminine mind.

The hospitable doors of the Home receive the transient comer as well as the

permanent dweller. Whoever presents the passport of respectability is welcome and, once within the pleasant circle, the old home-life comes back to them like a benediction.

The rules of the Home are simple and salutary. Ten o'clock is the bedtime, the house being then locked for the night. They who are unwilling to conform to the conditions cannot remain.

The Board of Managers is made up of the Presidents of each of the local unions, so that there are as many members as there are local unions. That these managers have an important work to perform, the experience of the last five months plainly shows; that they know how to meet the demands made upon them is evident, and, while it may sometimes seem to them that the rewards are not commensurate with the effort put forth to reap them, beyond the effort, beyond the difficulties, beyond the discouragements comes the thought that fell first from the lips of Him who spake as never man spake: "As ye have done it unto the least of these, my brethren, ye have done it unto me."

## The Grain Market.

This has been what is termed a bull week. Wheat started in with an upward tendency and continued without intermission until the closing on Saturday, when the advance for May reached about 4½¢ above Monday's opening. The receipts are falling off in the Northwest. The exports were heavy, being 3,849,000 bushels (flour included) from both coasts, as compared with 2,840,000 bushels the corresponding week last year. So all the longs felt happy for once, while the bear element went growling. This has been expected for some time, and now a setback is expected, but we shall see still better prices before long.

The visible did not show up as much as was anticipated. While the trade expected about 1,000,000 bushels decrease, it was only 465,000 bushels, which took the sharp edge off the market, and May wheat slumped off 1½¢ per bushel during the last thirty minutes of the closing from high point yesterday. I am of the opinion that someone made an error in figuring the visible. While our exports have been extra large, the receipts were only moderate and I cannot reconcile these figures, according to my calculation.

Corr. and oats followed wheat on the up grade and, while not in the same degree, both cereals advanced 1¢ per bushel.

The receipts were: wheat, 41 cars; corn, 7, and oats, 4 cars—about the average.

C. G. A. VOIGT.

## Flour and Feed.

The past week has been one of excitement and a sharp advance in wheat and flour has followed to some extent, prices being advanced from 40¢ to 50¢ per bbl. This condition of things has been predicted for some time by those familiar with wheat supply and demand, but the change came so suddenly that many were caught napping and with very light stocks. Some reaction would now seem to be in order, but, in all probability, a considerably higher range of values will be reached for breadstuffs of all kinds before another crop is harvested.

Corn and oats are about 1¢ higher, in sympathy with wheat, but prices of feed, meal, bran and middlings remain locally the same as last week.

WM. N. ROWE.



## Hardware

### A PLEA FOR THE OLD FOGY.

Written for the TRADESMAN.

By reason of the commercial changes that have occurred within the last twenty years a certain class of retail dealers have become reduced to a small fragment, each one of which is, in the parlance of the day, considered "a back number." His position among mercantile men is supposed to be in the rear, where he is fated to catch all the dust thrown behind by the hustlers in their frantic struggles to reach the front. Whether located in city, town or country, he is characterized by a lack of push, which is something that may have a definite meaning, though scarcely two of his critics can agree upon what it is. All of them, however, have a stone of ridicule or sarcasm to cast at him and are unanimous in the conclusion that he is not "up to date," but rather in a class by himself, distinctly recognized as "old fogy."

The literature of trade journals, though kindly critical, fails to spur his ambition, since he is too far behind in the use of improved methods to care for advice or precept that does not suit his condition or aim in life. On the other hand, he is plainly given to understand that the evolution of trade is leaving him hopelessly behind the times, where he is only useful to "point a moral or adorn a tale." Having no organization upon which to depend and no leader to champion his interest, the unfortunate old fogy of today jogs along at a methodical gait, quite satisfied with the speed, never envious of those who apparently distance him in the race and receive cheers from the grand stand. Personifying, as he does, a part of the conservative force of trade, one who is inclined to philosophize upon the relation he bears to the more active factors in mercantile life may be permitted to say a few words in his favor.

It is well, at the outset, to consider what is the main purpose in choosing an occupation, and also that men may reasonably take different views of what constitutes success in any occupation. Very few of the large number of retailers qualify themselves expressly for a mercantile life, as do the lawyer and the physician for their respective professions. The ranks of trade are oftener recruited from men who failed in other employments, or who drifted along without any definite purpose until some favorable circumstance turned their attention to commercial venture as the surest road to fortune, or at least an easier way to secure a competence. Many a farmer with speculative proclivities, tired of slow gains, seeks a change of occupation, believing that the merchant middleman has a great advantage over the producer. So one after another exchanges his capital for experience, and begins to put in practice his theories on how to run a business that he hopes will land him nearer the goal of human endeavor.

Like the active participants in every other race, each competitive retailer is supposed to be hustling for local commercial supremacy. He is urged to strain every nerve to distance his neighbors or hold his own against greater odds. Advice by the carload is offered by those interested in his success to induce him to adopt certain methods to speed his progress. The great majority need no such incentive to exertion,

while much of the advice as to methods falls short of practical result, for the reason that local conditions are so variable. A great many, however, respond to words of stirring counsel and meet with a moderate degree of success. Others drop out of the race from sheer exhaustion or incompetency, leaving a few who never considered themselves in any race at all, and who are wondering what the whole ado is about. These last constitute the class termed "old fogy," who, whether in city or country, keep on the even tenor of their way, content to accept the conditions of trade as they find them, and to do their duty in their own little spheres, heedless of the jealous rivalries of the majority.

It is not always easy to identify the old fogy by his personal appearance; neither does his store front nor the interior arrangement of goods furnish clue sufficiently definite. He may be pursuing his destiny quietly in a large city, behind a plate glass front, side by side with the so-called "hustler" who clamors for trade through the daily papers. He will oftener be found in some village or crossroad settlement, doing business in a building of unpretentious appearance, with a stock of goods of the most miscellaneous character and arranged in the most elaborate disorder. Wherever he may be, there is an absence of dash, of display, of apparent prosperity. The casual visitor is apt to think it a dull place, and to wonder how a man of any business ability can content himself with such stagnation.

But the jobber, in scanning his ledger showing a list of customers whose accounts can be classed as good assets, never fails to notice, when certain pages are opened, how short is the time between delivery and remittance. The footings for any given time may not reach the total of entries against more ambitious dealers, yet they represent a period of time outlasting scores of so-called "progressive traders," and in the aggregate an amount of sales that leaves no painful memories of loss; and, when statements are sent out to call back some of the wandering capital profusely scattered among thousands of hustling retailers, the pages containing the names of old fogies are sure to be skipped, or, if noted, it is but to send circulars of welcome greeting and urgent requests for future orders.

How often, too, does the knight of the grip prize these oases in the desert of dull trade's weary round. What satisfaction it is to him when, disgusted by failure to sell goods to some conceited beginner in business who thinks he "knows it all," he drops his samples on the counter of the old fogy customer and gets a hearty handshake and an order that restores his confidence in humanity. Though the order may not be a voluminous one, he knows that it is given in a liberal business spirit and that it will be repeated as often as the wants of legitimate demand will justify.

The peculiarities of the old fogy dealer that call forth criticism in trade papers and from contemporaries may be summed up in the following: He is old fashioned in business methods. Since he does not consider the occupation of a merchant necessarily a strife between competing forces but, instead, a means to facilitate the exchange of products to supply natural wants, his aim is to be a useful factor in the work of collection and distribution. Having no inordinate desire for wealth, he pursues his calling as a means of livelihood for himself and family, quite satisfied

## CHURCH, SCHOOL, HOUSE AND FARM

# BELLS



We carry in stock most desirable sizes—Catalogue and Price furnished upon application.

## Foster, Stevens & Co.,

GRAND RAPIDS.

# NICKELINE....

A MODERN WONDER.



It is absolutely the only polish that will not dry up in stock, or become hardened

○○○

We will refund the purchase price if it does not please.

○○○

Every box is guaranteed to the trade and consumers.

○○○

If your jobber doesn't keep it, write

TRACY & WARREN, Grand Rapids Agents, 737 Mich. Trust Co. Bldg.



if the net profit equals expenditure, and thankful if it shows an excess. It is often the case that a majority of his customers are old fashioned, too, in their ways and wants, which makes him the right man in the right place. He does not advertise to any extent, because his custom is limited to a small territory, one in which he is well known, while his goods, prices and manner of dealing speak for him quite as plainly as would columns of printed display. His motto is, "Pay as you go," which insures against some of the calamities that overtake more progressive dealers. On this rock bottom principle he maintains a fairly profitable trade, outlasting that of other dealers who use "up to date" methods. While to the eye of the visitor used to a regular and orderly display of goods, with elegant fixtures to set them off to advantage, his arrangement of stock may have a negligent appearance offending to good taste, yet it may be excused, in view of the fact that what appears to be confusion is, in reality, nothing but well-arranged disorder, which, being familiar to both dealer and customer, well answers the purpose of a more systematic classification.

Thus, we find the old foggy dealer of to-day, as a general rule, in harmony with his environment. No more can be said of the ambitious head of a city department store. There is room for each in the world of trade, though censorious critics are free to comment severely on the merits of both.

I confess to having a decided respect for the old foggy at this stage of the world's progress, because he reminds me of the time when contentment with one's lot was more of a virtue than it is now; and I consider him a brave man in personifying that virtue before a generation of hustlers, who consider hurry and worry inseparable from successful business.

S. P. WHITMARSH.

### The Hardware Market.

General trade is only fair, but the outlook is not bad. While we may not have anything booming, we all look for a satisfactory spring trade. Prices are now stationary, with an upward tendency, and it is not believed they will go any lower.

Wire Nails—Are still held firm and it is not thought any lower prices will be made.

Barbed Wire—Has been a little weak, but at the present time it is firm and it will take but little to advance the price.

Window Glass—No advance as yet has been made, but the closing down of all the glass factories has made the price very firm. An advance is looked for, but it may not come.

Lanterns—There has been a big advance in this line of goods, averaging as high as \$1 per dozen. The lantern men are all together and have but one selling agency, which accounts for the advance.

The travel on a certain branch railroad running out of Buffalo is so light that the depot officials make fun of it when occasion permits. Not long ago the conductor of one of the trains on this branch came through the station about two minutes before his train was due to start, and asked the doorman if all his passengers were on the train. The doorman replied: "Yes. He are all on. Bill is in the forward end of the smoker."

If your wife could buy a 10c article for 5c, do you think she would? Well, I guess so! Why don't you buy S. C. W. 5c cigar?

### Money in Specialties.

The advantage, in an advertising sense, of becoming identified with a specialty of some sort is not as much appreciated as it ought to be. Practically any tradesman can make a leading feature of something which will differentiate him from his competitors in trade. The value of specialties, or of acquiring a name for certain special lines, should be thoroughly understood. Do not bury yourself in the dull level of conventionality. If you would gain attention do something that nobody else is doing at the moment. The world is so very much occupied that it will not pause to heed the ordinary blandishments that were once sufficient to secure trade. You must, metaphorically speaking, sound a trumpet or wave a flag.

### Get Rid of a Bad Bargain.

Upon finding you have made a mistake in buying stock, do not hold up for the first price and let the goods lie indefinitely on the shelves, but let them go for what they will bring. This is the wisest course to pursue. Everybody makes mistakes, so that no one has a monopoly in this line. But, after the mistake has been made, do your best to rectify it by getting rid of the bad bargain as soon as possible. If goods fail to meet the popular approval, don't let the question of price hinder in their disposal. Better sell when the rush is on at a low price than carry them in stock. In many stores throughout the country there are goods piled up whose original cost, with interest added, would make quite a nice little sum.

It is a favorable political indication that the school boards of the large cities are refusing to bow to the dictates of unionism. The members of such boards are generally chosen from those of the best education and intelligence. Recently the New York city board was to let the contract for its printing. The most favorable, reliable bid was from a firm which had thrown off the yoke of union dictation. A delegation of the typographical offices waited on the committee to protest against the acceptance of the bid on the ground that the firm employed non-union men. It is a favorable indication that even in New York, the city of rings par excellence, the protest was unavailing.

Some of the banks in New York find it to their advantage, in cashing checks drawn by and for women, to pay them in clean, crisp new bills or coin. In this way they cater successfully to the instinctive feminine regard for nicety and neatness, and find their reward in feminine appreciation.

Long credits given by manufacturers and wholesalers are responsible for a large majority of the business failures. With plenty of time to pay, men do not hurry to get ready to pay.

No matter how bad or destructive a boy be, he never becomes so degraded or loses self-respect sufficiently to throw mud on a circus poster.

The difference between success and failure is not always in the amount of work applied, but in the method of its application.

Train your children in politeness and unselfishness in all little things, and the greater will come without an effort.

It takes one hundred cents to make a dollar, but ten million dollars couldn't make sense for some people.

If there were less ignorance to prey upon, there would be less rascals to prey upon it.

Character is the diamond that scratches every other stone.

### Hardware Price Current.

#### AUGURS AND BITS

Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10

#### AXES

First Quality, S. B. Bronze.....	5 50
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	6 25
First Quality, D. B. Steel.....	10 25

#### BARROWS

Railroad.....	\$12 00 14 00
Garden.....	net 30 00

#### BOLTS

Stove.....	60
Carriage new list.....	65
Plow.....	40&10

#### BUCKETS

Well, plain.....	\$ 3 25
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#### BUTTS, CAST

Cast Loose Pin, figured.....	70
Wrought Narrow.....	75&10

#### BLOCKS

Ordinary Tackle.....	70
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#### CROW BARS

Cast Steel.....	per lb 4
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#### CAPS

Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60

#### CARTRIDGES

Rim Fire.....	50&5
Central Fire.....	25&5

#### CHISELS

Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80

#### DRILLS

Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50&5
Morse's Taper Shank.....	50&5

#### ELBOWS

Com. 4 piece, 6 in.....	doz. net 60
Corrugated.....	dis 50
Adjustable.....	dis 40&10

#### EXPANSIVE BITS

Clark's small, \$18; large, \$26.....	20&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25

#### FILES—New List

New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10

#### GALVANIZED IRON

Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 70.....	

#### GAUGES

Stanley Rule and Level Co.'s.....	60&16
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#### KNOBES—New List

Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80

#### MATTOCKS

Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10

#### MILLS

Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark.....	40
Coffee, Enterprise.....	30

#### MOLASSES GATES

Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30

#### NAILS

Advance over base, on both Steel and Wire.....	2 50
Steel nails, base.....	2 55
Wire nails, base.....	50
10 to 60 advance.....	50
8.....	60
7 and 6.....	75
4.....	90
3.....	1 20
2.....	1 60
Fine 3.....	1 60
Case 10.....	65
Case 8.....	75
Case 6.....	90
Finish 10.....	75
Finish 8.....	90
Finish 6.....	10
Clinch 10.....	70
Clinch 8.....	80
Clinch 6.....	90
Barrel 7/8.....	1 75

#### PLANES

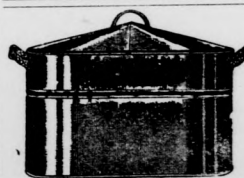
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60&10
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60

#### PANS

Fry, Acme.....	60&10&10
Common, polished.....	70&5

#### RIVETS

Iron and Tinned.....	60
Copper Rivets and Burs.....	50&10



**PATENT PLANISHED IRON**  
 "A" Wood's patent planished, Nos. 24 to 27 10 20  
 "B" Wood's patent planished, Nos. 25 to 27 9 20  
 Broken packages 1/2c per pound extra.

#### HAMMERS

Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	

#### HOUSE FURNISHING GOODS

Stamped Tin Ware.....	new list 70&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10

#### HOLLOW WARE

Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10

#### HINGES

Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50

#### WIRE GOODS

Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80

#### LEVELS

Stanley Rule and Level Co.'s.....	dis 70
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#### ROPES

Sisal, 1/2 inch and larger.....	6 1/2
Manilla.....	9 1/2

#### SQUARES

Steel and Iron.....	80
Try and Bevels.....	20

#### SHEET IRON

Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	3 50 2 60
Nos. 18 to 21.....	3 65 2 80
Nos. 22 to 24.....	3 75 2 90
Nos. 25 to 26.....	3 90 3 00
No. 27.....	4 00 3 10
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	

#### SAND PAPER

List acct. 19, '86.....	dis 50
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#### SASH WEIGHTS

Solid Eyes.....	per ton 20 00
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#### TRAPS

Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25

#### WIRE

Bright Market.....	75
Anneal'd Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 25
Barbed Fence, painted.....	1 90

#### HORSE NAILS

Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10

#### WRENCHES

Baxter's Adjustable, nicked.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80

#### MISCELLANEOUS

Bird Cages.....	50
Pumps, Cistern.....	75&10
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	40&10
Forks, hoes, rakes and all steel goods.....	70

#### METALS—Zinc

600 pound casks.....	6 1/2
Per pound.....	6 1/2

#### SOLDER

1/2 @ 1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	

#### TIN—Melyn Grade

10x14 IC, Charcoal.....	\$ 6 00
14x20 IC, Charcoal.....	6 00
20x14 IC, Charcoal.....	7 50
14x20 IC, Charcoal.....	7 50
Each additional X on this grade, \$1.75.	

#### TIN—Allaway Grade

10x14 IC, Charcoal.....	5 25
14x20 IC, Charcoal.....	5 25
10x14 IC, Charcoal.....	6 25
14x20 IC, Charcoal.....	6 25
Each additional X on this grade, \$1.50.	

#### ROOFING PLATES

14x20 IC, Charcoal, Dean.....	5 00
14x20 IC, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, All-way Grade.....	4 75
14x20 IC, Charcoal, Allaway Grade.....	5 75
20x28 IC, Charcoal, Allaway Grade.....	9 50
20x28 IC, Charcoal, Allaway Grade.....	11 50

#### BOILER SIZE TIN PLATE

14x56 IC, for No. 8 Boilers, per pound.....	9
14x56 IC, for No. 9 Boilers, per pound.....	9



## Scales!

Buy direct and save middlemen's profit. Write for prices and description before purchasing elsewhere. Scales tested and repaired. Satisfaction guaranteed.

**GRAND RAPIDS SCALE WORKS,**  
39 & 41 S. Front St., Grand Rapids.

**WM. BRUMMELER & SONS,**  
**MANUFACTURERS**  
**AND JOBBERS OF... TINWARE**  
Selling Agts. for Columbian Enameled Steel Ware.  
Write for Catalogue.  
Telephone 640.  
260 South Ionia Street  
**GRAND RAPIDS, MICH.**





Devoted to the Best Interests of Business Men

Published at the New Bldgett Building,  
Grand Rapids, by the  
**TRADESMAN COMPANY**

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men. Correspondents must give their full names and addresses, not necessarily for publication, but as a guarantee of good faith. Subscribers may have the mailing address of their papers changed as often as desired. No paper discontinued, except at the option of the proprietor, until all arrearages are paid. Sample copies sent free to any address.

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, - - - JANUARY 29, 1896.

### A MOMENTOUS MOVE.

If the latest advices from the East are to be believed, Armenia is to be protected from the sword of the Turk by the sheltering arm of Russia. An understanding has been reached, if there has been no treaty, which virtually gives to Russia control of whatever belongs to Turkish territory, a statement which, if true, is the most momentous move which has been made in the East for years.

This method of solving the Eastern problem can hardly be a surprise. The Sultan has long been only the shadow of a power behind, not one but many thrones, the umbra of which has fallen from the Russian Bear; and when private interest was lead to believe that the time had come when it could turn to practical account the horrible condition of the Armenians by shielding them from the scimitar of the Musselman, the move made was the one which there was every reason to expect. It remains now to be seen whether the results will be what has so often been predicted. It seems to be taken for granted that the slaughtering of Christians, which has always been the principal business of the Turk, will be stopped; that relief will be promptly administered to the suffering, and that life and liberty will hereafter be respected in the territory once under the control of the Sultan.

With this phase of the matter disposed of, the move on the political chessboard of the Eastern hemisphere becomes of absorbing interest. With the Sultan no longer a king in check but a pawn in Russia's hands, not only is the Bosphorus guarded by that pawn but the Dardanelles becomes the Southern outpost of Russia, with the Mediterranean Sea as the only available locality for the gathering of unfriendly fleets. If, as it may be readily believed, France has entered into this alliance, the two countries, to all intents and purposes, will control that inland sea, a condition of things it would be impossible in any form for England to regard with indifference.

Another feature which this move brings promptly to the front is the balance of power the true doctrine of which, over a century ago, William Pitt declared was "that the influence of Russia should not be allowed to increase, nor that of Turkey to decline." If this move has been made, it is evident that Russia refuses any longer to accede to that doctrine, both conditions

of which will be as utterly ignored as if they had never been. She has done this with a full knowledge of what the balance of power in Europe means, and is ready to take the full consequences of whatever follows from what she has done, however portentous they appear.

It is plain that, under the new circumstances, Turkey becomes a Russian province; that the Russian forces will march into Asia Minor, the Asiatic territory of Turkey; that Russian bayonets will flash in the streets of Constantinople; that, the balance of power to the contrary, the material increase of the Russian Empire will go on, and that not the decline but the annihilation of that pest of, and check to, all Christian civilization, the power and the territory of Turkey, is as certain as sunrise.

These are a few of the changes made possible by this momentous move. Whether the other great powers of Europe will submit to this utter repudiation of all treaties remains to be seen; but if Russia has at last succeeded in gaining possession of Constantinople, it is much to be doubted if all Europe combined will be able to wrest it from her grasp, the last, and by no means the least, result to be expected from the movement said to have been made.

### BUSINESS CONDITIONS IMPROVING.

It is a relief to be able to note some change in trade and financial conditions from the monotonous waiting of the past few weeks, although the changes may not be all that could be desired as to money and collections. In these, however, there is decided improvement in certain localities, and there are signs of improvement in the general market.

The most notable advance has been in wheat. This has been so marked, in spite of general bear news, that hope is given of permanent improvement. The change is attributed to the unfavorable news of the wheat resources of Australia, India and Argentina. The estimates of domestic stocks are larger than ever, but the export outlook is sufficiently favorable to more than offset that consideration. The latest advices make the domestic supply so large that it has caused a slight reaction from the highest prices which have been quoted.

In sympathy with wheat, prices are advancing for flour, corn and oats; and the movement of pork is in the same direction. The interference of the insurgents with the Cuban sugar crop is finally beginning to make itself felt in the advance of that commodity. Cotton is advanced by increased export demand. Wool is unchanged although there is an advance in foreign markets. Leather, petroleum and copper have continued to decline.

The management of the combinations, in pushing up the prices of coke and coal and restricting output, seems likely to be successful in putting the iron market into a better shape. Prices have advanced on Bessemer pig and steel billets from \$1@2 per ton at Western centers.

Failures for the week were 71 less than for the preceding week. Bank clearings show a decrease of 8 per cent., but this is an increase of 7 per cent. over the corresponding week last year.

Gold shipments for the week were \$2,500,000; imports on account of bond subscription, \$1,150,000. A premium of 3/4% for gold or legal tenders is still quoted, but transactions are light.

The hardest kind of a chasm to go over is sarcasm.

### HESITATION IN NAMING THE PRICE.

There seems to be a curious reluctance in all commercial transactions, unless it be the crying of bananas or newspapers, to name the price. This hesitation is especially manifest on the part of those engaged in small manufacturing or job shop trades, where there is a good deal of variety in the prices or in the elements of cost, so that the prices are not absolutely established by precedent. Perhaps the printing trade will afford an example as familiar to merchants as any that could be cited. In this the elements of cost vary considerably; still, they are all simple and plain and can be quickly estimated. Yet, go into the average printing office and ask the price of the simplest job, and it will require an astonishing amount of figuring, estimating, hesitating, looking over the copy, looking over the figures—then looking over the customer—ending with the final announcement, with an air of deprecation, as though it is expected that the price will be considered too high, and, consequently, it generally is. It is the same with the allied business of engraving, it is so with many kinds of repairing, and with other lines which will occur to the reader—the tradesman hesitates at the critical point to name his price, probably because it is a critical point.

But it is because this trait is manifest too largely in general mercantile trade that it is referred to here. It is curious to what an extent merchants hesitate about plainly marking the price on goods. Why there should be such hesitation it is difficult to conjecture, especially in a business conducted on the fair principle of one price to all. The only plausible explanation is that it is a reluctance to make the prices known for fear of comparison with competitors. It is notable, however, that the custom of marking goods is rapidly increasing.

The reluctance to name the price is strongly manifest on the part of many clerks and salesmen. Familiar examples will be recalled in the sale of a garment. The clerk extols the merits of a coat until the customer asks the price. Instead of promptly answering he continues to expatiate on the desirable qualities. If he finally brings himself to the point of naming the price, it is with the preface that, on account of such and such considerations—"and because it is you—I will let you have that coat for so much." Now, this hesitation is not to secure any particular advantage in most cases, for frequently every word said after the price is asked is detrimental until it is named—it is simply a manifestation of that same trait of hesitation, of reluctance to bring the matter to the critical point.

The average customer, in making a purchase or in ordering work, has one question in his mind which is more or less a source of anxiety. It is the question of cost. Not that he is always afraid that the cost is going to be too great, but it is an anxiety depending on a similar, or the same, trait of character which makes the salesman hesitate—the decision as to what he is to pay. In the majority of cases, if he can be brought to see the article and given to understand that it is just what he wants, which is the proper work of the clerk, and the price is plainly marked, there is no trouble about the sale. In any event, his instinctive anxiety as to the matter of cost cannot be too promptly relieved.

The Tradesman calls the attention of its readers to the article on the Working Woman's Home, found in another column. The object is one which cannot be too much commended. It is the ounce of prevention which is worth incalculably more than pounds of cure. On the principle that much of the world's wickedness comes from need, the Home removes the need, by making it possible for the wage-earner to live on a meager income, and live comfortably and respectably. Room rent is 50 cents a week and table board is \$2 a week, so that, with wages at a low rate, it is possible for the girl to support herself, with something in her favor when the weekly expenses are paid. It is an undertaking which commends itself to all. It is one which will prosper, if managed as it should be and as the Tradesman has every reason to believe it will be.

The most effective weapons the Spaniards are able to use against the insurgents in Cuba are the misrepresentation of the events of the campaigns and the invention of reports of calamities upon the Cuban arms and leaders. The latest, which seems to have gained considerable credence, is that the Cuban General-in-Chief is dying from an incurable disease. If a sick man could lead the Spaniards such a dance as Gomez has done, it is hard to say how he would have used them if he had been well. As a matter of fact the Cubans are better supplied with capable and experienced generals than ever before and, if Gomez should die, it does not follow that it would be a fatal calamity to the Cuban cause. The circulation of such stories, however, will do considerable to prevent the Cubans gaining recognition.

The Attorney-General of Illinois has commenced suit for the revocation of the charter of the Illinois Steel Works. His action is based on the claim that the combinations of the several companies constituting the Illionis company make the latter a trust and that, in the issuing of stock, acquiring real estate, etc., it has exceeded the powers of its charter. Commenting upon the action, the Chicago papers assert that since his accession to office the Attorney-General has instituted suits against a number of corporations on the ground of their being trusts, but that in no case have the suits been carried to a successful issue. In some cases the apparent grounds for such suits were far stronger than in the case of the steel company. There is little alarm that he will abolish a concern which pays \$6,000,000 a year in wages.

At the annual meeting of the Bean-Chamberlin Co., manufacturers of pumps and bicycles at Hudson, a resolution was adopted, instructing the manager to dispense with the services of any employee who permits a garnishee to lie against him. If more corporations took this position on the question of employees' paying their bills, the happiness of the retail merchant would be complete.

The Tradesman hopes to see a good attendance of representative grocers at the convention of the Northern Michigan Retail Grocers' Association at Big Rapids next week. The objects of the organization are laudable and the Association can bring about an improved condition of things, if properly supported by the grocery trade of Northern Michigan.



## THE BACK OFFICE.

Certain Swedish inhabitants of Wisconsin, says an item in the daily press, are perfecting plans for a million-acre colony in Tennessee, in which the Swedish language only shall be spoken. That is the simple statement of a grand idea from the Swedish standpoint. As they look at it, that extensive colony, where only Swede is to be spoken, is to be the one place in the wilderness of language touched by the Jordan. There will be found not only the language of the northland, but the old habits and the old customs, so dear to the Swedish people. There will be the church stand, with its skyward-pointing finger. The schoolhouse will hum with the buzzing of human Swedish bees. The streets will throng with the Old World life, and in that one spot of transplanted Sweden the heaven in the meal will work; until, in the course of the centuries, the whole on this side of the sea will be Swedish heaven.

It is a pleasing picture to the eyes of the Swedes; but it is one which will never be painted. It is one which never ought to be painted. America's future is not Sweden's future, not Germany's future, not England's, but simply America's future. Here the old has passed away and all has become new; and here, if anywhere, must be worked out the problem of humanity.

The leading thought of the Swedish colony—that only that language is to be spoken—could never be carried out. Time and again that idea has been attempted, and always with the same result. The million acres may be doubled; but the territory will never be large enough to satisfy the wandering feet of the Swedish youth, nor to keep them from contact with the world outside.

The first difficulty to present itself will be the school question. The common school insists that the American born child shall be taught the American language. The state cannot afford to teach a child the language and the thought of a government contrary to its ideas of citizenship; and monarchy, and republicanism are antagonistic. It cannot be.

The same principle will sooner or later show itself in religious matters. The faith of the Swede is protestant; but this is a question not only of the Swede, but of any nationality, and will lead to trouble in any colony having at heart the bodily transfer of foreign life to America. It may be said—it has been said—that this is the land of freedom. It is, for American freedom; but there is no greater menace to that freedom than just the monarchical idea which the Swedish colony hopes to realize. The Monroe doctrine may not yet be an admitted principle of international law, but it will be found in full force, not only in Tennessee but in every place in America overshadowed by the eagle's wing.

Such undertakings owe their failure, not to legal restriction, but to the very element which led to them. The undertaking breeds the disease that kills it. A single generation shows signs of decline. The American word, in spite of the decree to the contrary, is sure to creep in. Once there, it not only stays, but brings with it, to stay, the American thought with which the world is freighted. The young Swede will catch and keep both, and both will be royally entertained. By and by there will be a stepping over of the Swedish boundary line. The American drummer will be sure to come in, the ambitious Swede

will be sure to go out; and from that day the Swedish colony is doomed. That is the only possible outcome; and the Swedish colony will see in time that it is the only right outcome, if the ideal of republicanism—America's only hope—is ever to be realized.

RICHARD MALCOLM STRONG.

## The Bicycle Exhibits.

Written for the TRADESMAN.

The two important events in the bicycle world this winter were the exhibits in Chicago and New York. In the latter city no less than 360 manufacturers were represented, while in Chicago there were not so many. At these shows there has been great local interest, the rooms being thronged with both women and men. The interest manifested argues well for the local trade in those cities as the season opens.

It is interesting to note that in so great a number of makes there is such similarity, and yet difference enough for distinction and interest as to claims of different styles. To the novice they were nearly all alike, but the great majority of visitors manifested an interest in the differences and a technical knowledge of the merits of the different points, which shows how general the "craze" has become, and how rapidly the mechanical knowledge of the wheel is spreading.

Of course, the great object of these exhibits is to bring about a meeting of manufacturers and wholesale buyers, the same as in the Grand Rapids exhibits of furniture. This feature was a success in both exhibits; and it is a probability that it will assume still more importance in future years as they become more widely advertised and the buyers are educated to the value of the exhibits as exchanges.

Many novelties in construction were placed on exhibition, such as double wheels, both tandem and abreast, and tandems for four, and even for six riders. There were also shown a military wheel, fitted for carrying forty pounds of arms and equipment, and one double tandem, fitted for carrying arms and complete field outfit for two soldiers.

It is probable that in the trade this year more attention will be paid to having the wheels properly adapted to the size and build of the riders; especially will this be the case with ladies' wheels. Heretofore, wheels have been bought almost at random as to size and throw of crank, regardless of the figure, whether slender or of heavier build. So far, the thin ones have had decidedly the advantage, appearing far more graceful on the wheel than their sisters whose more fully developed figures are their envy in other situations. Women whose build will not admit of too much motion without appearing ungraceful will have wheels with much shorter cranks, even if they sacrifice some of the possibilities of speed and endurance on the altar of vanity.

W. N. F.

## 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, Widdicomb Bldg.  
HENRY ROYCE, Supt.

## Don't Lie.....



Awake nights figuring out some plan for increasing sales and making more money. Sleep nights and write to us daytimes for prices on mixed carloads of Spring and Winter Wheat Flour, Bran, Middlings, Corn, Oats, Meal, Feed, Rye, Buckwheat, or anything else in the milling line. You will be so well pleased with the result that you can retire early and sleep late.

VALLEY CITY MILLING CO.,

Sole Manufacturers of Lily White Flour.

Grand Rapids, Mich.

## Self-Raising Buckwheat

Ready for use.  
No salt.

No Soda.

Always uniform.  
No yeast.

Warranted to Contain no Injurious Chemicals.  
DIRECTIONS FOR BUCKWHEAT CAKES.

With Cold Water or Sweet Milk make a Batter and bake at once on a HOT Griddle.

SILVER LEAF FLOUR

The Best Family Flour Made. Always Uniform.

Muskegon Milling Co.,

MUSKEGON, MICHIGAN.

O. E. Brown Mill Co.

SHIPPERS OF

GRAIN AND BALED HAY

In Carlots.

Western Michigan Agents for  
Russell & Miller Milling Co. of  
West Superior, Wis.

Office 9 Canal St.,  
Grand Rapids.

## Getting the People

### Art of Reaching and Holding Trade by Advertising.

An erroneous idea obtains quite largely that the esthetic element is not appreciated by the great mass of the people, that too great a degree of refinement, too little of that which will appeal to the vulgar taste, will destroy the effectiveness of advertising. Color is given to this idea by the fact that many of the most successful comic papers published in this country are not by any means up to the highest standard of refinement, either in text or illustration. It is a natural and apparently logical conclusion that, to be appreciated, there must be coarseness in advertising, especially if there be a suggestion of humor or an illustration. If it is not considered necessary to have a suggestion of vulgarity, there is frequently admitted—not wholly by inadvertence—that which is coarse, ugly, unrefined.

There is an idea quite prevalent that many of the average of people are pleased with vulgarity. It is this idea which leads some traveling men, usually the callow youths, to provide themselves with an outfit of questionable stories and schemes of vulgar or coarse suggestion for the amusement of their customers, or, in an idle moment, their fellow pilgrims. This practice is much less common among the more experienced, and the successful ones soon discontinue it. It is sometimes thought to be necessary in saloon trade, but its value even there is to be questioned.

Because there are many who will laugh at a coarse joke or suggestion, it does not follow that such will be attracted by coarseness in advertising. More of the apparent appreciation of such things is a dutiful regard for the feelings of the narrator and a wish to appear appreciative and genial than a real delight in nasty coarseness. If people only knew how frequently the hilarious and apparently delighted listener to such things is thoroughly disgusted in his inmost mind, they would not place so much value on their equipment in this line; and, if he is of as coarse a fiber as they take him to be, he says to himself, "He must think I am a d—d idiot!"

People are never attracted by coarseness. Some months ago, this city was flooded with an advertising card of some soap manufacturer. This was ingeniously arranged in such a way that, by putting two fingers through some holes in the cards provided for that purpose, there would be the appearance of a man sitting with bare legs and with his feet in a bath tub. Now, this idea might have been all right enough if the representation had not been so hideously coarse. The sight of it was simply disgusting. The writer took some pains to see how the scheme was appreciated and, as a result, is convinced that it is an advertising failure. The ingenuity attracted some attention but the coarseness more than neutralized any benefit resulting therefrom.

In the preparation of advertisements the defect of coarseness cannot be too carefully guarded against. It is not necessary to cite examples—every observer notes them, as he looks over the average work of the would-be smart advertiser, and a chill of disgust passes over him as he comes across such expression.

When illustrations are used there is still more danger. Too frequently the

coarseness and vulgarity are the result of inartistic designing. Many so-called designers, in attempting to draw an angel of light, only succeed in producing a suggestion of Mephistopheles. Then, many times, the idea is essentially coarse—a man perhaps on a scaffold with a rope around his neck, or a figure with its head cut off, or other monstrosity. Such coarseness in illustration is in very common use, but it never sells goods.

Of course, in other modes of advertising, as in signs, etc., the same feature is prominent. The writer has a nightmare recollection of a dentist's sign which at an early day performed by the side of a stairway on Canal street, in this city. The sign consisted of a pair of jaws in constant activity, propelled by some ingeniously hidden machinery. It would have required the severest necessity to compel him to go up to that dentist's room past the hideous representation, and there is no doubt many more were driven to avoid the place than were attracted by it. The business was not prosperous.

Apparently coarse people are not attracted by coarseness—much less the refined. There is enough that is pleasing in suggestion connected with all lines of business for material for advertising. Use care to find it, and see that nothing creeps in that will offend the most fastidious taste; rest assured, the work will be more effectual, even with the coarser grained.

W. N. FULLER.

### Not so Green as He Looked.

He was from the country, and the hayseed was fairly streaming down his back as he strolled into a down-town clothing house. He looked around in open-eyed astonishment at the large display, and the clerks had considerable quiet sport at his expense.

Finally his eye rested on a small string, hanging lengthwise of the counter, loaded down with men's shirts and bearing this sign:

THIS LINE OF SHIRTS, FIFTY CENTS.

"I see you be wantin' to sell that line o' shirts for fifty cents?" he remarked interrogatively to a clerk.

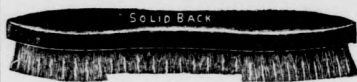
"Yes," replied the clerk, with a polite bow.

"Well, that there's th' best bargain I've seed!"

And Old Hayseed pulled out a quarter, two dimes and a battered nickel, which he deposited carefully on the counter. Then reaching up he gave the "line" a quick jerk which loosened it at both ends, quickly and dextrously rolled up the "line," shirts and all, and was through the door before the astonished clerk recovered sufficiently to realize what had occurred.

It is said that Canada furnished to the United States during the decade ending 1890 about 900,000 emigrants, or about 300,000 more than the increase in population of that country during the same time. This means, according to writers on Canadian economics, that Canada is educating her children in schools and colleges to become the best and most enterprising of her citizens simply to turn them over to the benefit of the United States. It was hoped that the development of Manitoba and the Northwest Territory would serve to keep her children under the jurisdiction of the Dominion government, but the unsettled policy of education and administration in those regions has deflected the stream into the Dakotas, and Manitoba is comparatively vacant.

Do you ever stop to think? Every wholesale dealer in Grand Rapids handles the S. C. W. 5c cigar.



Grand Rapids  
...Brush Co.

MANUFACTURERS OF

**BRUSHES**

Our Goods are sold by all Michigan Jobbing Houses.

GRAND RAPIDS, MICH.

**Rags**

**Metals and Rubbers**

Bought at Highest Market Prices

Factory Cuttings a Specialty

**Wm. Brummeler & Sons, 260 S. Ionia St.,**

Business Established 1877.

**Grand Rapids, Mich.**

**LEMON & WHEELER CO.**

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

**GRAND RAPIDS**

We Manufacture

**Absolute  
Butcher Spices**

But do not neglect our trade in

**Absolute Spices for  
Grocers and Bakers**

We still roast **Absolute Coffees** and **Peanuts** and import our **Adsolute Tea**. Mail orders solicited.

**Michigan Spice Co.,  
GRAND RAPIDS.**

**Millar's PENANG SPICES**

Gained the highest honors at the World's Columbian Exposition of 1893 that have ever been accorded to an Exhibit of Spices known to history—for absolute purity, superlative flavor, perfect milling, superior style—scoring one hundred points for perfection of excellence in all.



If you are not already handling these goods and wish to put in a line of goods which are guaranteed to meet the requirements of the Pure Food Laws, write the house for samples and quotations, for comparison with other brands, or drop a card to either of our Michigan representatives.

**M. M. READ, Ypsilanti.  
J. FREE SMITH, Lansing.  
W. D. DOWNEY, Benton Harbor.**

**GOOD GOODS CREATE TRADE.  
POOR GOODS KILL TRADE.**

**E. B. Millar & Co.,  
Importers and Grinders,  
CHICAGO.**

Send for Housekeeper's List of Fine Spices



## SUCCESSFUL SALESMEN.

## J. W. Sleight, Michigan Representative Coats Thread Co.

The Tradesman is not a religious periodical; especially is it not an upholder of sectarian doctrine. It does now and then meet with an instance where the idea of predestination is marvelously illustrated, and without committing itself to the dogma illustrated, it presents the facts and allows its readers to draw their own conclusions. It seems out of the regular order of things, in this day and generation, to assert that a man cannot be drowned who was foreordained to be hanged, and on the same theory it seems absurd to assert that a boy who was born to be a traveling salesman cannot be anything else; but here is an instance where no other theory fits into the facts. If the case were one that had been reported from "away off somewhere," it could be disposed of with a wave of the hand and a "What are you giving us?" but when a thing happens at your very doors, what can be said other than that it is one of those remarkable instances which just happened and that's all there is to it?

The instance referred to originated a little ways out of Kalamazoo. Hiram Arnold, an old and successful merchant of that city of euphonious name, having retired from business, built him a handsome residence, Brookside, in the suburbs and enjoyed there the life of luxurious ease which he had justly earned. Here his daughter, Mrs. Sleight, gave birth to the son whose name stands at the head of this article, on the 29th of September, 1867.

After a residence of three months at the home of his maternal ancestor, the mother and child went to their own home at Marshalltown, Ia., and the serious business of life began. The records of those early years are not extensive, but it can be safely inferred that the mother and the elder sisters were kept busy in caring for this latest addition to the family, a care greatly increased by the inborn, not to say foreordained, proclivity of starting out on the road, unknown to the rest of the family.

At 6 the road to the schoolhouse was pointed out to him, but he did not take to it kindly. An examination of the school register, if convenient, would not, it is feared, show that regularity of attendance which implies a fondness for books. It is to be feared that the "old swimming-hole," which Whitcomb Riley sings of so tenderly, more than once allured from his books the listening schoolboy, and if the song of the poet had not then been sung, that of the happy-hearted bobolink a-singing in the sun answered the same purpose, and often led him at schooltime into the woods and fields.

Admitting, however, that all this is mere conjecture, it is a fact that when his 14th year had come, his scholastic attainments were not such as to meet with favorable comment; and, as a means of rectifying any past mistake, it was decided to enroll him as a student at the Shattuck Military Academy, at Faribault, Minn.

He completed his education, or that part which he concluded to take, in six weeks. Then the predestination came to the front and he started out on the road, as it had been foreordained that he should. He did not "wait upon the order of his going, but went at once" to St. Paul, where, after a sojourn of two

months, he sought the privacy of the home circle at Marshalltown. He was not allowed to remain. If the Academy did not please him, "there were others," and the unwilling student was taken to Racine College, where, after four wearisome weeks, he ran—that is to say, he deemed it advisable, under the circumstances, to go home for a few days on a little matter of business. It proved to be a very brief visit, for he was promptly sent back to school the following day. He found, however, on his return to the classic halls, that he had forgotten to have a defective tooth taken care of, and the next train to Marshalltown found him steaming again towards home. "A stitch in time saves nine," and the tooth could not be put off. It was not. It was promptly placed in the hands of the dentist, as promptly taken care of, and that same day found the student back in the halls of learning—for the space of two weeks!

There is rich material here "to draw a moral or adorn a tale," but it would be a little out of place in this narrative, which is intended to sustain the theory that a boy born for a traveling salesman will fulfill his destiny.

After those last two weeks, he went to Chicago to stay. He found a place in the office of E. R. Walker, a broker. He stayed there six months, and then went to Worth & Dickie, tobacconists, with whom he stayed a year. From them he went into the house of J. V. Farwell Co., where he worked as bookkeeper, an art which he "picked up." He was with them three years and then he entered the employ of Woolley & Co., dealers in woollens, where he remained three years. His health failed then, and, after that was restored, he secured a position with the Nonotuck Silk Co., of Chicago, where he stayed for a year and a half. He then entered the service of the Coats Thread Co., and there he is to-day.

January 12, 1888, Mr. Sleight was married to Miss Lillian Henry, of Richmond, Indiana, and one of the brightest little boys in the whole round of babies came to his home not very long ago, with the avowed intention of taking up his residence there. Mr. Sleight is a Knight of Pythias and a Knight of the Grip. He resided in Grand Rapids for several years, but removed to Chicago a couple of years ago, since which time he has spent nearly six months in bed as the result of a complication of diseases. Satisfied that Grand Rapids is a good place to live in, and that Chicago is a good place to get away from, he will return to the Second City about May 1, taking up his residence on East street.

Happy in his home and in his social relations, proud of his house, pleased with his territory (Michigan) and gratified with his success as a salesman, Mr. Sleight has every reason to regard the present with satisfaction and the future with complacency.

## —Gringhuis' Itemized Ledgers....

Size 8 1/2 x 14—Three Columns.

2 Quires, 160 pages.....	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
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INVOICE RECORD OR BILL BOOK.

80 Double Pages, Registers 2,880 invoices...\$2 00

TRADESMAN COMPANY  
GRAND RAPIDS, MICH.

## Owosso Butter Crackers.....

Are winners, so are our "J" Butter Crackers, Ginger Snaps, Coffee Cakes and Sweet Goods. Manufactured independent of trusts and combinations by

THE JOHNSON BAKING CO.,  
OWOSSO, MICH.

Write for Prices.

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

252 and 254 CANAL ST., GRAND RAPIDS

..... VALLEY CITY .....

## ICE &amp; COAL CO.

.....LEADERS IN FUEL.....

Wholesale Sales Agents for Anthracite, Steam  
and Smithing Coal. Get our price on a ton or car. Grand Rapids, Mich.USE  
JENNINGS' FLAVORING  
EXTRACTS

SEE QUOTATIONS

Candy!

Now is the time to put in new Varieties that attract attention. We are constantly adding such to our line in both fine and penny goods. Give us a call.

A. E. BROOKS & CO., 5 & 7 South Ionia St.,  
GRAND RAPIDS, MICH.USE  
ATLAS SOAP  
Is what you should advise your customers. People who have used it say it is the BEST.SUNSET  
will never find you over the washtub if you use  
OAK-LEAF SOAP.  
It makes the clothes clean and white, without the back-breaking process. It will save your strength, save your money, save your clothes. Try it next wash-day. Sold by all grocers.  
OLNEY & JUDSON GROCER CO.,  
Wholesale Agents, Grand Rapids, Mich.

Chas. A. Morrill &amp; Co.

Importers and

—Jobbers of

TEAS

21 Lake St., CHICAGO, Ill.



## JANE CRAGIN.

## Her Ideas and Dolly's of the Drummer Fraternity.

Written for the TRADESMAN.

"It's the unexpected which always happens. Of course, you are not really expected to open a public house in Milltown, and yet these men come here for our benefit, and it does look a little like uncharitableness to turn them off after a half-hour interview to find their way to the next town. They come—that's the unexpected—and I've been wondering, ever since that young Trissel was here that Saturday and had to hire somebody to take him over to Waterford Junction, whether it wouldn't be a good thing for the place, and an equally good thing for us, to have a place where these men could come and be made comfortable for the little time they stay."

"Well, I guess, for the good o' the town, we'd better let well enough alone. Nobody wants 'em—I don't, anyway. I never knew any good from having a lot of bummers hanging 'round, and that's what the most of 'em amount to, anyway."

"There's that old Morrison house. I think it's just the thing," and Jane ran over in her mind its qualifications. "Take it in the summer time, what a good place that would be for those tired boys who have little or no vacation to come to and stay over Sunday. Any one of those old elms would be the making of the place if it were a public house—no, I don't mean a public house, but a place where it would seem more like home. With those big elms in the large front yard and easy chairs on that big veranda, how they would enjoy it; and if the house is kept clean and the cooking is 'home cooking,' it would be a bonanza to them. I don't wonder so many of these young fellows go to the dickens, the way they live and the food they have to eat. How many do you suppose drink a cup of good coffee or have any good wholesome bread and butter from one week's end to the other? And, let it once be known that there is such a homey place, and you'd have to put a 'bus line from there to the station to accommodate all who would come to Milltown to stay over Sunday."

"Yes; and how long would it be before the 'Morrison House' would be the pest of the village, after it was filled up with your traveling men who come all the way from everywhere for a good cup of coffee? Coffee? Say whisky and you'll come a good deal nearer the truth than you are now. No, Jane, you're off—you're 'way off. We want Milltown to grow, but we don't want it to grow in that direction. I don't want a drummer tramping in here every other day!"

"Just think," chimed in Dolly, "what a difference it would make to the congregation on Sunday! All these men that I have ever met are generous to a fault, and it's one of the best ways I can think of to let Elder Perkins get a sight of a little lucre."

It was a loud, a long and a mocking laugh that rang through the Milltown store.

"That's a good one! Fill up the 'Morrison House' on Saturday with a lot of bummers and so fill up the contribution box of the Milltown meeting-house on Sunday with their silver dollars! You foolish little thing! Don't you know that you couldn't pull one of those fellows into that meeting-house with a yoke of oxen? Every nickel they have stands for a beer or a second-class cigar. Either you've lost your senses,

both of you, or else got some new bonnets, and I don't know but both!"

"What I'm thinking about," Jane went on, as if what Cy said went in one ear and out the other, "is how we can get the house and get rid of Aunt Mehitable."

"Get rid of her! Who wants to to get rid of the best housekeeper there is in Milltown?" asked Dolly. "This isn't to be a public house, as I look at it. We won't send everybody there—just the nice ones; and Aunt Hitty, with her plan, prudent ways, will not only be taking good care of herself, but will be a blessing to the community by taking care of the first-class salesmen we will send there."

"I tell you, Dolly McWayne, you don't know what you're talking about. These fellows don't want any accommodations. You are wasting your time and sympathy in thinking anything about 'em. They're a low-lived set, and the least you have to do with 'em the better. I know every one of 'em, confound 'em! and if you know what is good for yourself, you'll let 'em alone."

"All of them, Mr. Huxley? Are you quite sure?" (Jane said afterwards that, pretty as Dolly McWayne was, she never looked so pretty in all her life as she did then) "because I happen to know one—two or three—and they are gentlemen!"

Type fails to express what Miss McWayne's tone and manner crowded into that last word; and for the first time in his life there dawned upon the senior member of that Milltown establishment the idea that very possibly he might not belong to the class to which Dolly referred. He was angry with himself for the thought. But what under the sun was she taking up the cudgel for in behalf of "those pesky drummers?"

Dolly went on: "There was a time when these men—many of them—were of the type you mention, but that time is past. Those that I know intimately are well born and college bred, and the one I meant particularly has lately come from a German university, where report says he ranked the highest as a scholar. He is traveling now for the knowledge of his business which he can get, and wants to get, in no other way; and I'm afraid, Mr. Huxley, that he would hardly be willing to take his place with the 'low-lived' without questioning a little the authority that would put him there!"

"Oh, well, he's probably one of your 'way up' fellows. He's an exception to the rule, anyway, and—"

"I'm sorry to disagree with you, Mr. Huxley, but I'm obliged to say that you are stating what I believe to be wholly untrue. As a class, they are not low lived. They are well read. They have to keep up with the current topics of the day, for they have to meet with all sorts and conditions of men; and you know, and so do I, that a man who comes to the trade to-day with nothing to recommend him but a list of prices is not the man who leaves the store with a big list of orders."

"I don't say they are natural born fools, but you take them as a whole and you'll find them a—"

"Very intelligent lot of men. They have to be. The majority of them are well educated. The most of them show by their talk, their manners, their dress, that they belong to the cultured class. They travel and they know how to make the most of what travel gives. They are, indeed—what they always

## Stimpson Computing Scales

The constantly increasing demand for the **Stimpson Computing Scales** speaks louder than words.

More economical than any other, as the act of weighing and computing is done by the movement of one poise, and without adjustment to price or otherwise.

The workmanship and material are unsurpassed, all bearings of tool steel or agate and all pivoted.

It is a well-known fact that bank cashiers in figuring discounts rely wholly upon their printed interest tables. Is not the average grocer's clerk, who in busy hours is trying to wait upon several customers at once, as liable to error as a bank cashier?

F. L. MERRILL.  
FANCY AND STAPLE GROCERIES.

Grand Rapids, Mich., Jan. 10, 1896.

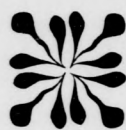
Stimpson Computing Scale Company,  
Tecumseh, Michigan,

Gentlemen: I have been using your scale for about a month and am very much pleased with the same, and can safely say they will pay for themselves in less time than I pay for them in.

Yours respectfully,  
F. L. MERRILL.

## 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

## Voigt, Herpolsheimer & Co.

Wholesale  
Dry Goods.....

GRAND RAPIDS, MICH.

Wash Goods  
Dress Goods

One Hundred Cases

of Prints, Toile du  
Nord, Fine  
Zephyr Ging-  
ham, Toile du  
Tronvilles, Fine  
Satin and Per-  
cales.

Shirt Waists

Will be better than ever  
this year. Our line will  
more than please.



have been—the real civilizers of the country."

"Wh-e-w! Jane, who is he? Out with it! My darkness has been lightened. My eyes have at last been pried open, and now tell me who he is."

"It isn't Mr. Trissel—I'll gratify your curiosity that much. He, as you know, is one of Jane's ardent admirers!" and for the first time in his life Cy detected the echo of his own hectoring laugh in Dolly's sly little giggle.

"D—n him!" he muttered with lips as ashen as his face. "Will you two idiots be kind enough to tell me what all this means!" he finally managed to ejaculate. "Who is this man Trissel, and what's he been about?"

No reply. Dolly only giggled the harder. Cy dropped into a chair, his honest face slowly flushing to the roots of his hair. Jane glanced at one and then the other, and then, with a "Well, I never!" and a little nervous laugh, she slipped down from her high stool and, going straight to Cy, took his face in both her hands and bent over and kissed him on the mouth!

"There! That means that I like you—and it's all it does mean! Now, don't you try any longer to make a bigger fool of yourself than you are. Now, if you've anything to say about this tavern business, stop turning all colors of the rainbow and say it. Have you?"

"Not as anybody knows of."

"That's what I thought. I have. I'm going over to Aunt Mehitty's inside of half an hour, and I know she'll be glad to follow our suggestion. Now, here's something else you'd better be thinking about. You know that room upstairs—well, when any respectable traveling man stops here, just take him up there and makes him feel at home, and invite him to go in and out as he pleases. We all know that about every idea we've carried out in this store since I've been here has been from a suggestion that a drummer gave us; and, when you intimate, as you did, that they are ignorant, and call them low-lived fellows, you know better. The majority of them know enough sight more than we do, and for us to set ourselves up as so many wiseacres is, to say the least, chumpy. I declare, there comes that Mr. Trissel now! Go out, Cy, and do the grand polite. Take him upstairs and tell him to make himself at home, and, if he says anything about dinner, take him over to Aunt Hit's;" and Cy went out, humming

"I'm dreaming now of Allie!"

There was never any sign on the ancestral mansion under the magnificent elms, and Aunt Hitty never would admit that the granddaughter of old Colonel Morrison "kept tavern;" but, on a Monday morning, many a wayworn traveler, rested and refreshed under that hospitable roof in the quiet of the country Sabbath, has stopped at the turn in the road for a last look at the house he is leaving with genuine regret, to catch the farewell wave of the God-speeding elm branches, and then resumed his journey, singing or sighing as his mood might dictate:

"Who'er has traveled life's dull round,  
Where'er his wandering feet have been,  
Must sigh to think he e'er has found  
His warmest welcome at an inn."

RICHARD MALCOLM STRONG.

#### Tea as a Revenue Producer.

Since Congress is apparently bent upon increasing the revenues of the country by an increase in the tariff duties, there is a general disposition to cast about for such articles as can best bear taxation with the minimum of incon-

venience to the people of the country. From the protectionist standpoint, only those articles are recommended for taxation which comes in competition with similar articles produced in the United States. Such a tax, instead of producing revenue, however, is likely to prove prohibitive, and, consequently, fail in producing revenue altogether. The ideal revenue tariff should impose duties on articles of general consumption which are not produced in the United States. Sugar is such an article, as the amount produced in this country is but a small proportion of the total consumption. Tea is another such article, and is not produced at home at all.

The wholesale grocers and tea importers of the country have decided to recommend that Congress place a duty on tea; not a large duty, but sufficient to produce a fair revenue, and at the same time correct certain evils which have crept into the tea trade of the United States. This country is the one of the tea-consuming countries which admits tea free of duty, and, as a result, tea producers in the Orient send all the damaged and unmerchantable tea to the United States on consignment. Owing to the duties, it would not pay to ship this tea to any of the European countries; but in the United States, having no initial charges to pay, it can easily await a buyer.

As a result of this practice of shipping poor tea to the United States, the better grades of tea are injured, and the door is opened for adulterations. The consumer is made to pay a stiff price for a very inferior article, and the entire tea trade is, moreover, less demoralized. A moderate duty would at once shut out the trashy stuff which is now sent to this country, and consumers would receive a better article, which would more than compensate for the slight increase in the retail price.

The Bureau of Statistics at Washington shows that in 1873 the average import price of tea was double the price of to-day, and the consumption per capita 1.53 pounds, since which time the average quality and price have steadily declined, together with the consumption, which is now only 1.34 pounds per capita. In contrast with this, we find that in all countries where there is a tax on tea the consumption per capita has increased, most notably in England, where the consumption has increased within the last twenty-five years from 3.63 to 5.53 per capita.

It is a fact well known that the best tea made goes to Russia, where the tea consumption is very large, and yet a duty of 45 cents per pound is collected upon tea. The duty on tea in France is equal to 21 cents, Germany 11 cents, Austria-Hungary 20 cents, Spain 28 cents, Portugal 48 cents, Norway 24 cents, and England, a free-trade country, collects a duty of 8 cents per pound, not only from tea imported from China and Japan, but the same duty from her own colonies, India and Ceylon. Since the consumption of tea has actually diminished in this country without a tariff tax, and as this decrease in consumption is attributed to the poor quality of the tea which is shipped here, it might pay to try the experiment of a moderate revenue tariff, particularly as the country is sorely in need of additional revenue. Great Britain, a free-trade country, has a tax on tea, and her consumption is 5.53 pounds per capita; whereas, in the United States, with no tariff tax, the consumption is only 1.34 pounds per capita.

FRANK STOWELL.

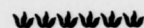
## This Man Never Kicks!



They say "what a man lacks in his head he must make up in his heels," so it is fair to presume that "what a man lacks in his heels he must make up with his head."

This man certainly is "short" on heels, but he is "long" on head, and HE says NO one will kick who uses

Royal Mocha and Java Coffee  
"Ceresota" Flour, or  
"Golden Niagara" Canned Goods



Olney & Judson Grocer Co.,

SOLE DISTRIBUTORS,

GRAND RAPIDS

## Fifth Avenue Mocha and Java Coffee

Grateful  
Refreshing

Delicious  
Full Strength

I. M. Clark Grocery Co.

Wholesale Agents for Western  
Michigan.

GRAND RAPIDS.



## Shoes and Leather

### HAPPY SHOEMAKERS.

#### Get High Prices and Don't Worry Over Style.

From the New York Sun.

There is one shoemaker here in New York, and he boasts of being the highest priced, who has for years made shoes according to one invariable pattern and for one invariable price. They are perfectly square at the ends, the corners alone being slightly rounded. They have no caps and are always buttoned. This maker has built up a large custom in New York. He charges \$10 for his shoes in calfskin, and amazing as the fact may appear, he has purchasers enough for this eccentric article to become wealthy. The shoemakers in New York and London who are at the head in the matter of price and patronage—barring the \$10 man—make for their customers a walking shoe moderately pointed at the toe, buttoned, with a straight cap, and generally box toes. The search for appropriate novelty will discover nothing different from this cosmopolitan fashion for well-dressed men. Sometimes younger men like the leather cap extended down each side and punctured frequently. This is a youthful vagary, also seen sometimes in tan shoes, but invariably deplored by conservative men. The single cap over the toe is the only ornamentation they admit. A dress walking shoe of patent leather is made in this same fashion. For a brief period two or three years ago the makers tried an all-patent leather shoe made in the style of the blucher. This was made with a heavy sole and enjoyed a brief period of popularity, but after a while what had seemed to be its appropriate novelty wore away. Men who think seriously of such matters began to realize that a shoe made in the fashion of a heavy walking boot out of material intended exclusively for dress involved an inconsistency which no man dressed on a system could tolerate. So the patent-leather blucher rapidly disappeared.

Shoemakers in London are not often called on to make low-quartered patent leather shoes, although here in New York such shoes are regarded as appropriate for evening dress under certain circumstances. They are considered especially appropriate for dinners, but for a dance the one thing that fashion makes absolutely appropriate is the patent leather pump. Englishmen wear pumps always with full evening dress; to the theater, to dinner, or to a dance of any size. They know no such compromise as the low-quartered patent leather. It is a marvel to Americans that they can walk around the streets in such light footwear, but it is no unusual thing to see men in the evenings on Piccadilly or Pall Mall walking through the muddy London streets in pumps. Pumps have not been adopted here with any such general acceptance, but the men who wear them always for evening dress are becoming more and more numerous. They are seen considerably at the opera. They are not becoming shoes, for the flat heel diminishes a man's height, and the trousers fit poorly around the ankle with no shoe to fall on. The low-quartered patent leather, made with the straight cap and box toe, is a distinctly American fashion and a better one, for there is no more attractive footwear for men than this form of shoe when it is properly made. One English style that has been struggling for adoption here is the high, buttoned patent leather shoe, intended for dress, not for walking, and made without a cap. The fashion is not a pretty one and it has struggled so long unsuccessfully now that it is not likely ever to be adopted. The pumps are, of course, without a cap, and ornamented only with a broad black ribbon bow.

The men who cling to tan shoes in winter need observe only the same regulations as in summer. These would forbid them to wear them with a silk hat. To wear them even with dress trousers would offend the men most careful in

such matters. Rough tweed or ordinary materials make the tan leather shoes appropriate. The best of them are made with heavy soles, round toes, capped, and usually box toed. The blucher shape is less in vogue and the high buttoned tan shoes with yellow buttons should be avoided like the plague. They give a carefully dressed man a serious shock.

Several years ago an English shoemaker came here from London, moved into a modest shop in a side street, and put out his sign announcing that he came from a certain well-known shop in London. Some customers who were attracted by his advertisement began to patronize him and gradually his clientele spread, because the people who bought their shoes of him first were just those whom a great many others were anxious to imitate. His customers never found him cheap, even at the outset. He charged the regulation rates of the high-priced shoemakers. But his trade grew until now he has become one of the most popular shoemakers in New York, and the crowds that gather in his little shop, if their names were called out as they entered, would make as imposing a list as the guests at an exclusive dance.

"The most difficult thing I had to do," he said, "was to persuade my customers that they need never expect any change in the fashion of their boots—that is to say, laced shoes one year and buttoned the next. 'What are worn this year?' they would say to me, and I would have to answer, 'The same that were worn the year before.' In London we have no changes in the fashions from one year to another and men wear the same style year in and year out. But there are some of the London fashions which it seems absolutely impossible to transplant successfully to this country. One of these is the fashion of wearing gaiters or spats. These are worn constantly by Englishmen who make no special pretense at dressing well, but it seems out of the question for Americans to wear them regularly and as it were unconsciously. They always look as though they felt dressed up when they put them on and some of my customers have told me they did feel that way. Certainly they look it."

#### Original Order for Hardware.

"Dere Mithur Krosbe:  
"Please send me this afther nine,  
a keg uv spoikes, a John scraw, & a  
munky rench. I knede them bad.  
"Yours trooly,  
"John McCann, and a frog."

A man named Simmons declined to become the private secretary of a man named Green, for a particular reason. The salary was tempting and the work would have been light and agreeable; but, then, as he said, he couldn't bear the thought of signing letters, "Green, per Simmons."

The S. C. W. is a long mixed filler Single Connecticut binder and Sumatra wrapper. If you have no jobber calling on you from Grand Rapids, write to the manufacturer, G. J. Johnson, Grand Rapids.

A Chicago coal dealer hit on the scheme of sending out an advertising circular in the shape of a wedding invitation. It was so cleverly done that it got a reading before being consigned to the waste basket.

Good advice is like medicine. People do not like to take it. They prefer something that is more pleasant and delightfully wicked.

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

**BADGES.** Detroit Rubber Stamp Company.  
99 Griswold St.

#### We are To-day Showing The Most Complete Line of

## "Infants" Little School Shoes.

"Our Boss Line."

Misses' and Women's in Polish, Congress and Button, the very newest lasts. Men's Oil Grains, "Our Black Bottom Line," our name on the sole of every pair—it's there for a purpose—always the standard of EXCELLENCE. Low Shoes in Men's, Women's, Misses' and Children's, all kinds of styles, black or tan, in great profusion. Men's, Boys' and Youths' in Balmorals, the latest conceits, from Gems to Brogans, etc., at prices guaranteed, quality and workmanship considered.

**Herold-Bertsch Shoe Co.,**  
State Agents for Wales-Goodyear Rubbers. 5 and 7 Pearl Street  
GRAND RAPIDS



Our Spring line of samples are being shown by our representatives on the road and the prices are based on to-day's latest price of

leather. We want you to see them as we can and will do you good. We want your order. State agents for Lycoming and Keystone Rubbers. They are the best. Stock full and complete—can fill orders at once. Send us your order.

**REEDER BROS SHOE CO.,**  
GRAND RAPIDS, MICH.

## THE OLD ADAGE

"Where There's a Will There's a Way"

## IS A GOOD ONE

We have both, the WILL, and the WAY to serve you for 1896.

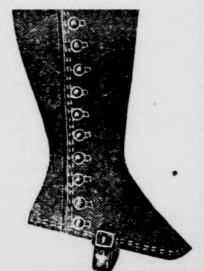
Our line of Footwear for Spring is the best we have ever shown in the History of our Business Career, which dates back into the Sixties.

Our Stock of Boston Rubber Shoe Co. Goods  
Always Complete from A to Z.

**= RINDGE, KALMBACH & CO., =**  
GRAND RAPIDS.



Send for  
Catalogue.....



Over Gaiters, 7 Button, \$1.80 per doz. and up.  
Leggings, Wool, Jersey and Leather Socks  
and Slippers for Rubber Boots.

LAMB WOOL SOLES

**HIRTH, KRAUSE & CO., Grand Rapids.**



### Woman's Extremity Man's Opportunity.

Written for the TRADESMAN.

In almost every community it is common to find men disposed to drive hard bargains whenever the pendulum of opportunity swings in their favor. From the humblest ranks of hucksters to the partners in gigantic trusts the history of trade is crowded with examples of sharp dealing, with many self-deluding excuses for the same, all contained in the simple sentence, "There is no sentiment in business." If there were not a host of honorable exceptions, this world would be no comfortable abiding place for the poor, the weak, the unfortunate and defenseless units of humanity. The moral sense of the great majority, who recognize the principle of abstract justice, is the salt that preserves one's faith whenever individual wants compel an exchange of equivalents. The theme of the reformer is "Man's inhumanity to man," which, it is said, "makes countless millions mourn;" and, with a zeal that seldom receives due credit, he labors earnestly in behalf of the weaker factors in life's struggle.

In the light of everyday experience how often is observed a disposition in man to take advantage of woman's helplessness in ways that reflect no credit on his boasted chivalry toward the fair sex. Widows, especially, who are called to administer upon estates and assume untried responsibilities that tax severely all their energies not unfrequently feel "how much sharper than a serpent's tooth" is the harsh advantage sometimes taken by heartless men whom they encounter in the way of making business settlements.

These thoughts were suggested by the little experience of a widow lady living in one of the southern towns of Michigan, upon whom was thrown the burden of settling up an estate complicated with many leases, mortgages, contracts, accounts and a large amount of personal property. Besides the worry of defending her trust against greedy heirs who stepped at no lawful limit in a struggle to secure unjust claims, she was handicapped in nearly every transaction by the fact that she was a woman, therefore supposed to know little about business, and an easy subject upon whom to use sharp practice, either as buyer or seller. Fortunately, she employed a legal counselor who was a just and safe adviser; but, in the disposal of minor personal assets, she was at the mercy of many shrewd and designing persons who did not hesitate to take advantage of her sex to drive hard bargains.

Upon one of these, however, she had opportunity to turn the tables, much to his discomfiture. The man was a retail coal dealer, who had the reputation of being close on either side of a bargain. Hearing that she had some hay for sale, he called one day and asked to see it, with the view of purchasing. On being shown where it was stored, the following conversation ensued:

"Is this good timothy hay?"

"Yes, sir, I have been told so by good judges."

After careful examination with a fork: "I see it is free from weeds, but it looks as if it might be a little musty."

"I don't think so. It was in fine order when put in the barn."

"Do you want to sell it by weight or by the lump?"

"It's not worth while to weigh such

a small amount. The man who hauled it said there was nearly half a ton. You can have it as it is for \$2.50."

(Silence and close inspection.) I don't think it's worth quite that much. You see, it has lain here a long time, and no doubt the cats and vermin have been running over it a good deal."

This was the last straw. The owner of the hay could only find breath to say, "Never mind then. I guess it will keep a while longer. I must go to the house or I will have a catnip fit myself."

That ended the interview. The exasperating would-be purchaser and the widow did not meet again until the time rolled around for soliciting orders for the next winter's supply of coal.

He accosted her one day as she was passing his office, and asked, naming the price, how many tons she wished to order for early delivery.

"Well, I hardly know," was the reply. "The coal I had from you last fall wasn't exactly the kind to suit me. It was very dirty and would not burn clear; besides, I am sure you must have taken it from an open shed, where the cats and vermin had a chance to run over it!" I think I will look further before ordering."

There was a subdued snicker from two or three bystanders, who well understood the aptness of the retort. (The hay story had gone the rounds.) Needless to say, the ears of the confused coal dealer tingled as he recalled the flimsy pretense he had used a few months before in an attempt to secure a cut-rate bargain from a woman whom he supposed to be unacquainted with business methods.

Perhaps, at the bottom of the so-called New Woman's Movement now so generally commented on, it may appear that one of the inspiring causes was a desire to change the conditions that have so long fettered the gentler sex whenever money considerations were involved. No doubt, many a woman carries the reform to unjustifiable extremes, and instances often occur wherein she proves her capacity to maintain her own interest against man's persistent injustice. Yet there is still room for improvement, although her sphere of business opportunities is rapidly widening. She may at least justly appeal to the moral consciousness of mankind, that theoretically acknowledges allegiance to the Golden Rule, and ask that, as regards woman in business, it may have a wider and more practical exemplification.

PETER C. MEER.

**ARLOW BROTHERS** **BOOK BINDERS** **BLANK BOOKS**

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## WE KNOW

That just now you have a stock of Rubbers that you want to reduce. But you may need a few sizes to help out. We have sizes and widths, and as we are an

## Exclusive Rubber House

Can send you just what you are short of and ship goods the day the order is received.

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Jobbers of Boston and Bay State Rubbers.

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Do you want to sell a New Shoe that is More Comfortable than an Old One?

Requires No "Breaking In."

Any person who wears one pair of

**= = Goodyear Welt Shoes = =**

Made with Sleeper Patent Flexible Insole,

Will wear no other.

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Retail from \$3.00 Upward.

Send for Sample Dozen.

**H. S. ROBINSON AND COMPANY.**  
Detroit.



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Grand Rapids, Mich.

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WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

Nos. 122 and 124 Louis Street, GRAND RAPIDS, MICH.

## Clerks' Corner

### The Little Foxes Spoil the Vines.

It is more than likely that many of the readers of this column have come to the conclusion that it is easy to magnify a molehill into a mountain and then enlarge upon the imagined evil.

It is true, but, more's the pity, it is necessary. The day of the simple has gone by and nothing will answer, even in language, but the uncommon to express a common idea. The grocer who was scolding his clerk, the other day, for landing one of his rubbers in the sugar barrel was not content to say, "You see now, what comes of not covering the barrel as soon as you get through taking out sugar!" And the unwilling customer learned, furthermore, that, if that barrel was left uncovered again, the clerk would get his "something" head knocked off! Observation assures us that the head in question still remains intact; and the grocer assures us that nothing less than that kind of explosion will make any impression on any clerk in his store.

"Take just that one instance," said he. "I suppose, if I have told that fellow once to cover up things after he gets through with them, I have a thousand times, and to-day he lands that gunboat goloshe of his right into the best barrel of sugar there is in the house! Mud? It was covered with earth—that fellow never was known to shun a mud puddle in his life. The result of it is that I've lost several pounds of sugar. Oh, yes, I can make him pay for it; but that ain't what I want. He's got to stop it; and you'll see, now that he knows I mean business, that there won't be any more rubber-throwing and that he'll cover up the sugar. He has spoiled more oysters in just that way than his wages were worth, and nothing stopped him until I got mad one day and told him I'd shake his confounded liver out of him, if he did it again. Then he stopped. I opened a barrel of choice crackers the other day. 'Now, Henry,' says I, 'if you don't keep these covered, the dust and soot'll get into 'em and that'll finish 'em for sale. Do you hear?' 'Yes, he heard,' but—would you believe it?—before night I covered that barrel of crackers no less than ten times. The last time, I made a few remarks. I noticed, after that, that the cracker barrel was covered every time."

Do you suppose, boys, there's anything in it?

The grocer is not the only one with such complaints. Once upon a time, in a town not a hundred miles from the Furniture City, there was a certain fine stationery store. Its goods were of the best and its trade was excellent. By and by, a partner was taken into the firm, who took for his part of the business the sale of letter paper and envelopes. Trade pretty soon began to drop off, and a little investigation revealed the fact that the uncovered stationery was uncovered from morning until night, when paper and envelopes were hustled indiscriminately into the boxes, to be opened in the morning on the coming of the first customer. In a short time the result was that much of the best stock in the store was unfit for use. After the best customers in the city had been forced to trade elsewhere, an attempt as made to repair the damage; but it was too late. The tide had turned and the trade was ruined; and, while it can hardly be said that the in-

solveny which followed was due to the exposure of the stationery, it doubtless is true that the same loose methods, applied to the general management, were the direct cause of the wreck which followed.

The fact is that, while it is troublesome to put the bars up every time you go through them, it is a great deal better to do so than not to have any bars to put up, a result as much to be deplored in financial matters as in other concerns of life.

UNCLE BOB.

### Cashing a Bank Check Burned to Ashes.

From the San Francisco Bulletin.

One of the greatest curiosities in the check line has just come to light in this city. A lady took it to the Bank of California to be cashed. It was in a paper box and had to be handled very carefully, for it was in two pieces, and both were burned to a crisp. There was not a decipherable word on either piece. The lady said the bits of crisp paper represented a check for \$125, which she had received in a letter. The check, she said, was drawn by the National Bank of D. O. Mills & Co. of Sacramento. She had removed the letter from the envelope and had thrown the envelope on some live coals in the grate. Upon reading the letter she had found a reference to an inclosure of check for the sum named, and turned to the fire in the grate with sore disappointment. The fire had done its work. The crisp paper lay on the coals. She carefully removed the same, placed it in a box and hurried to the Bank of California to get the money before the pieces were further crumbled.

After listening to the story, the officers of the bank made a careful examination of the pieces of burnt paper, and by the aid of powerful glasses they were able to make out portions of words from the pen impressions made on the paper. There were enough of these lines left to show that "Ella" had been written, and part of the word "hundred" was also made out, with two or three letters of the name of the bank. These discoveries corresponded with the story of the lady, and the bank officers then communicated the circumstances to the National Bank of D. O. Mills & Co. of Sacramento, and asked for a duplicate check in favor of the lady. This was forwarded and the money was paid. The circumstance disproved the charge about the curiosity of women. Had there been more curiosity about the inclosure of the envelope the trouble would have been avoided. The practical application of the story is to be careful that what you throw into the fire has no further value for you.

### How an Indispensable Clerk Was Dispensed With.

Mr. L., a good-natured German, was the proprietor of a prosperous grocery store in a country town. He had in his employ one John S., whom he had advanced from errand boy to head clerk, and who had for many years been an attache of the store. Since his promotion John had several times asked for a raise in his salary, and each time his request had been granted. One morning John again appeared at the old merchant's desk with another request for an increase of \$10 per month. "Vy, Shon," said Mr. L.; "I dink I bays you pooty vell, alretty; vat for I bays you any more?" "Well," replied John, confidently, "I am your principal help here. I have worked you up to a large trade. I know every detail of the business, and, indeed, I think you could not get along without me." "Ist dot so?" exclaimed the German. "Mein Gott! Shon, vot vood I do suppose you vas to die?" "Well," hesitated John, "I suppose you would have to get along without me then." The "old man" took several whiffs from his big pipe and said nothing. At last he gravely remarked: "Vell, Shon, I guess you petter gonsider yourself dead."

## This is the Season of the Year...

When you need "something warm" to drink, and there is no drink more wholesome and warming, and less harmful than a good cup of Tea or Coffee. We can supply you with the very best material for both of these drinks. Our Quakeress Japan Teas and Quaker Toko, State House Blend and Golden Santos Coffees are of the highest character. You can prove this by trying them.

**Worden  
Grocer Co.**  
Grand Rapids, Mich.

## Good Resolutions

Are now in order.  
Look over your stock and see if you are carrying the best Crackers in the market.

## Sears' Seymour Butter Crackers

Are acknowledged,  
throughout the country, to be the best. Every one is stamped "S" and they cost no more than inferior brands, which are claimed to be "just as good."

## A New and Attractive Package

Is always sought for and  
99 per cent. of your trade will want our

**One Pound Saltine wafers**

When they see them in their new and handsome dress.

## REMEMBER!

We excel in the Manufacture of  
choice Crackers and Cakes.

**New York Biscuit Co.,**  
Grand Rapids, Mich.



## Commercial Travelers

### Michigan Knights of the Grip.

President, S. E. SYMONS, Saginaw; Secretary, GEO. F. OWEN, Grand Rapids; Treasurer, J. J. FROST, Lansing.

### Michigan Commercial Travelers' Association.

President, J. F. COOPER, Detroit; Secretary and Treasurer, D. MORRIS, Detroit.

### Gripsack Brigade.

When you get on the perch make sure of staying there rather than crowing.

The croaker is always about; he never notes any improvement. He believes that everything is going to the bow-wows in short order.

The traveling man has set up a high standard for his own profession, that requires manliness, shrewdness, sociability and, above all, reliability.

L. C. Bradford, who has represented the Durand & Kasper Co. (Chicago) in the Upper Peninsula for the past six months, has severed his connection with that house.

J. F. O. Reed, traveling salesman for H. Leonard & Sons, is ill with neuralgia at the Park Place Hotel, Traverse City. His friends will be glad to know he is improving.

Socially speaking, as a class the knight of the grip is a gallant and courtly gentleman, enjoying in common with all other brave and chivalrous men an ardent and extravagant admiration for feminine purity and loveliness.

Chas. F. Brown, who has had charge of the dry goods and clothing department of F. L. Burdick & Co., at Sturgis, has sold his interest to the other members of the firm and gone on the road for Griswold, Palmer & Co., cloak manufacturers at Chicago.

The traveling salesman is often cussed, discussed and recussed, and yet it goes without saying that his most vindictive enemy has never truthfully hurled at him the denunciation, "Thou art a fool," for the average man on the road isn't built that way.

To-day the commercial travelers of the country are universally acknowledged to be the indispensable instrumentality to modern development, progress and civilization. This verdict is the outgrowth of the best financial wisdom of a quarter of a century.

Opinions and prejudices are different things. An opinion gently insisted upon in the presence of a buyer, if well backed by good reasoning, will often-times result in making a sale, while prejudice is something which too often interferes with good salesmanship.

The widow of the late Gilbert M. Steese has received a check for \$5,000 from the Northwestern Traveling Men's Association, in settlement of the policy held by the deceased in that organization. Mr. Steese joined the Association in 1880, having paid in dues to the amount of \$731, an average of \$47 per year.

Jas. T. Avery, who has covered the Upper Peninsula and Southwestern Michigan for the past sixteen years for Jennings & Smith, died at his home in South Haven on Monday, as the result of diabetes, which dread disease he had been fighting for several years. Mr. Avery was a member of the Michigan Knights of the Grip, which he joined in December, 1894, the A. O. U. W. and the Masonic fraternity, and carried a \$5,000 policy in a Massachusetts insurance company. He leaves a wife and daughter to mourn his loss. Mr. Avery was a man of excellent habits and possessed a happy temperament,

and was a welcome visitor wherever he called, his long connection with one house being the best possible recognition of his merits as a salesman and a gentleman.

One of the faults of traveling men, and a great fault at that, is their proneness to push new goods to the exclusion of "back numbers," which the house is always anxious to get rid of, and hence a firm should not take into consideration entirely the amount of a man's sales, but the class of goods he sells.

There's always business to be had in exchange for push and energy. It may not be as large as some of the boys would like, not yet as large an amount of profit as has been made at other times, but there are business and profit in exchange for "up-to-date" or energetic push and well-considered, strong, aggressive effort.

There are two kinds of hustlers to be found on the road—the real and the imitation. The real hustler has always plenty of time for all legitimate purposes. The imitation hustler is rattled, fidgety, buzzing and ineffective. The one accomplishes much without apparent effort; the other is all effort—without accomplishment.

Miss Emma Brown, traveling representative for the Forest City Baking Powder Co., was in town several days last week, on her way home from Mt. Clemens, where she spent a couple of weeks in the effort to reduce her avoirdupois. Miss Brown formerly covered the retail trade of Western Michigan, but for the past six years has traveled in Wisconsin and the Upper Peninsula, with increasing success.

Every commercial traveler must deal justly with his customers if he desires success. He should make it his business to be just as particular that his trade gets the value of their money for goods ordered through him as he would be to get the value of his money from people of whom he buys. If he can get his trade to believe he is giving them just treatment, he will very soon find that there will be no difficulty in getting them to purchase their goods of him.

P. H. Carroll, Michigan representative for Selz, Schwab & Co., began his pilgrimage in this State for C. M. Henderson & Co. twenty-four years ago. At that time there was but one grocery salesman emanating from the Grand Rapids market—the late John H. McIntyre. Three Chicago salesmen were then covering the trade of Western Michigan—the late H. F. Hastings, the late Alex. Knopfel and Geo. Brink.

In some instances complaint by a buyer against the salesman, as to discourtesy of manner, cheek or misrepresentation, is justified by facts, but the offsetting offenses of the buyer in relation to the salesman are not so often and conspicuously advertised at large. I am not afraid to state that more than half of the unpleasant and condemning traits which attach to the general conception of the commercial traveler spring from conditions which he is forced to meet, in the bearing and speech of the average buyer. Hence it is no wonder that the salesman occasionally breaks out in the pride of offended manliness and hotly resents the insult of the low-bred upstart whose trade he has solicited, for it is a poor rule which does not work both ways. But the special wrong which most frequently obtains is the attitude of superiority which some buyers assume toward the man on the road, forgetting that

sterling worth and highest business capacity are as likely to be found on one side as on the other; and whether he carries a sample case, makes purchases for a large establishment, or owns it, "A man's a man for a' that."

J. W. Walsh, private secretary of H. S. Pingree, Mayor of Detroit, writes the Tradesman that His Honor is in favor of a 2 cent rate for all passenger travel in this State. Such an arrangement might prove highly satisfactory to the general public, but it would not please the rank and file of the fraternity, most of whom cherish the belief that they are entitled to special privileges, on account of the large amount of traveling they do and the amount of freight which follows them on their pilgrimages.

When men enter into business relations with each other they possess certain rights and assume certain duties. Some of the plainest are these: The buyer undoubtedly has the right and privilege of contending for the lowest price and best terms obtainable, but once that he's closed the bargain it is his duty to live up to it and settle according to agreement. It is the duty of the seller to furnish goods in every respect as represented and according to the terms agreed upon. Disregard of some of these perfectly plain provisions is a fruitful source of dissatisfaction. The chronic fault-finder and kicker, the man who returns goods after they are shopworn and demands credit for them, or the fellow who has placed a bona fide order with the traveling salesman and countermands it without good cause are obstacles in the path of smooth and even business progress. If commercial travelers could apply some remedy that would cure the ills of the body commercial, selling goods on the road would be a much pleasanter task. "Do unto others as you would have them do unto you" seems to be applicable to business as well as to all other relations of life.

### Recommend a Flat Rate of 2 and 3 Cents Per Mile.

At the recent annual convention of the Michigan Commercial Travelers' Association the Railroad Committee (E. Mortlock, John McLean and J. T. Lowry) presented the following report:

At the last annual meeting it was decided that your Railroad Committee should make an extra effort to obtain concessions from the railroads in this State, also obtain a 5,000 mile book, good on all railroads in this State.

In pursuance of this object your Committee held a number of meetings, also had several interviews with the general passenger agents; but regret to have to report that all our efforts were in vain. The passenger agents utterly refused to discuss or grant the Saturday to Monday return tickets, but did condescend to consider the 5,000 mile book and requested your Committee to obtain some data that they could work upon. To obtain the data they required, your Committee sent out 175 postal cards, directed to the manufacturers and wholesale jobbers of Michigan, asking two questions:

1. Are you in favor of your travelers spending Sundays at home? To that question we received almost a unanimous answer in the affirmative.
2. How many 5,000 mile books do you think you could use within a year? The answer was that the manufacturers and jobbers of this State guaranteed to use 950 5,000 mile books within one year. If your Committee could have consulted the manufacturers and jobbers of the United States doing business in Michigan, no doubt the number would have been 3,000, if not more. Upon receipt of such favorable results your Committee thought that the passenger agents would issue the books, but, notwithstanding the work done, the passenger agents refused to entertain the idea, for two reasons: (1), that bankrupt roads could sell hundreds of such books through scalpers and never redeem the coupons when called upon by the other roads; (2), that the issue of such books would be unconstitutional.

During the time your Committee and the general passenger agents were discussing matters, Mr. Donovan, of Bay City, introduced a bill in the State Legislature, known all over the State as the Donovan bill, which, in the opinion of your Committee, was not practicable; and the chairman of your Committee spent one day in Lansing in conference with the House Railroad Committee, trying to amend the bill and make it acceptable to all parties; but the Donovan bill passed both branches of the Legislature, and, as you all know, was vetoed by Governor Rich.

A 5,000 mile bill was passed by both houses of Congress and received the signature of President Cleveland, but the railroads have refused to issue the books; that bill made a 5,000 mile book good on any road in the United States. If we are to get any concessions the traveling men of all sections must work together; when we all do that, some good may result. At the present time, the railroad companies have everything their own way, including low wages and high tariff. When we consider the fact that railroad companies obtain work and material at from one-third to one-half less than they did twenty-five years ago, and obtain the same passenger fares, your Committee think it is time something was done to reduce traveling men's expenses. If we take into consideration the fact that traveling men pay to railroad companies at least \$200,000 a day, or upon an average of 200 working days a year, the enormous sum of \$100,000,000 a year, we think we are entitled to some consideration, and the only way to get it is to work. To-day we pay 3 cents per mile or buy a number of 1,000 mile books at \$20 each, which requires quite an investment of cash.

Your Committee suggests that at the State elections to be held next fall an effort be made to select only such members as will pledge themselves to introduce and vote for a bill which shall give a 2 cent rate on all railroads in the Lower Peninsula and 3 cents per mile on all railroads in the Upper Peninsula. Such a bill would do away with the buying of all books and be to the interest of everyone, as much in the interest of the railroad companies as their passengers.

Opened the Doors for Honorary Members.

Detroit, Jan. 26—Post C, Michigan Knights of the Grip, held its monthly meeting last night at Star and Crescent hall. The question of inviting the State organization to hold its annual meeting in Detroit next December was discussed. The rules of the Post were revised so as to allow any traveling man to become an honorary member by paying half yearly dues of 50 cents. An entertainment committee was appointed to arrange for the social features of the meetings, consisting of Maj. A. W. Jacklin, M. Silberman, W. H. Bair, L. S. Rodgers and Elmer Hunt. At the close of the business session ladies joined the members in an informal dance.

As predicted by the Tradesman two weeks ago, Governor Rich has re-appointed Geo. Gundrum, the Ionia druggist, to succeed himself as a member of the State Board of Pharmacy for the full term of five years.

### Cutler House in New Hands.

H. D. and F. H. Irish, formerly landlords at the New Livingston Hotel, at Grand Rapids, have leased the Cutler House, at Grand Haven, where they bespeak the cordial co-operation and support of the traveling public. They will conduct the Cutler House as a strictly first-class house, giving every detail painstaking attention.



## Drugs==Chemicals

### STATE BOARD OF PHARMACY.

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

President, C. A. BUGBEE, Charlevoix.  
Secretary, F. W. R. PERRY, Detroit.  
Treasurer, GEO. GUNDRUM, Ionia.

Coming Meetings—Grand Rapids, March 3 and 4.  
Detroit (Star Island), June 23.  
Lansing, November 3.

### MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, GEO. J. WARD, St. Clair.  
Vice-Presidents—J. S. P. WHITMARSH, Palmyra;  
J. 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.

### The Drug Market.

Acetanilid—The firmer feeling heretofore noted is well sustained, but the demand is not urgent and the market has ruled quiet but strong, in sympathy with crude material.

Acids—German benzoic is higher, prices having been advanced. Tartaric continues firm under the influence of stronger markets for crude material and manufacturers have further advanced their quotations. Carbolic is also firm and tending upward, with holders offering sparingly. Salicylic continues to offer freely. Oxalic is in good demand and steady.

Alcohol—The consuming demand for grain has been somewhat better and a steadier feeling is developing, but there is no quotable change in values, which are maintained on the old basis.

Arsenic—The market for powdered white retains all the strong features heretofore noted, and spot values are firmly maintained.

Balsams—A fairly active jobbing demand is reported for copaiba, and the various grades have continued to find buyers at the old range. Peru remains quiet but steady at the former range. Canada fir is receiving very little attention, and the market shows no improvement, values ruling barely steady.

Cream Tartar—A continued firm market is noted, and business is of average volume, with manufacturers' prices again advanced 10 per lb., owing to the steady upward movement abroad in argols.

Cuttle Fish Bone—A fair demand is reported, chiefly for Trieste, and the tone of the market continues firm.

Essential Oils—There have been no fresh developments, and the general market is steady, with a moderate jobbing movement in leading descriptions.

Flowers—There is a quiet market for all descriptions, with only small jobbing parcels receiving attention, but values as a rule are fairly steady.

Glycerine—Continues in fairly good demand for manufacturing purposes, and the market retains a strong undertone, mainly on account of the firm position of crude in foreign markets.

Gums—Camphor is very scarce and firm at full previous prices, and the condition of the market is unchanged. A few small lots of crude have arrived here and in Boston, but the quantity is far below the holdings at corresponding periods in former years. Guaiac is unsettled and irregular; recent arrivals are claimed to be of such poor quality that the trade is surprised that they were passed by the appraisers.

Leaves—About the only feature of noteworthy interest in this department is a material advance in Tinnevely

senna at the last regular sale in London and a corresponding improvement in the views of holders here. Both Tinnevely and Alexandria are in good demand for consumption.

Morphine—The demand continues only moderate and the market reflects an easier undertone mainly, on account of the reaction in opium.

Opium—The total receipts this year to date aggregate 336 cases, but, notwithstanding the comparatively liberal arrivals, together with a large shipment per San Rocco, which recently put in at Bermuda for coal on her way to this port, the market is unchanged so far as quotations are concerned.

Quicksilver—The market has recovered from the depressed condition referred to last week, and prices have reacted. The improvement is in part due to reports of a hardening tendency in the London market.

Quinine—Domestic makers and agents of foreign manufacturers report an improved consuming demand and values remain steady.

Seeds—All varieties of canary are very quiet, with values nominally unchanged. Dutch caraway is very firm, with the tendency upward, in sympathy with primary markets, where prices have reached the highest point of the season, the lay down cost being fully up to the parity of spot values. California brown mustard is in good demand and the limited stock in first hands is firmly held. According to late reports there is no more to be had on the Pacific coast.

### The Power of the Penny.

When the accumulation of unpaid bills forces us to a consideration of financial measures, we are led to reflect upon the great power which even a small sum of money is capable of exerting. A penny is the smallest denomination of money recognized in financial transactions, and, singly, is regarded by all persons except editors with a kind of lofty contempt. Our respect for the penny, however, has visibly increased since making a calculation showing what one cent is capable of producing in one man's lifetime, by investing it at 6 per cent. per annum, compounding the earnings annually. Commencing at the age of ten and closing the financial transaction at an age which would leave a reasonable number of years for the enjoyment of the fruit of life's labors, we find that the one cent investment has produced just one hundred and eighty-four quadrillions, four hundred and sixty-seven trillions, five hundred billions, six hundred and thirty-six millions, ninety-five thousand, five hundred and sixteen dollars and sixteen cents (\$184,467,500,636,095,516.16). The magnitude of this sum of money almost defies the power of the mind fully to realize. We can form some idea of its immensity by calculating the space it would occupy. Supposing this sum to be in the denomination of one dollar bills and, ranging them side by side, we form a belt extending around the entire world, and yet we have scarcely commenced to exhaust our pile. We continue the operation, covering the first belt with bills, but our work does not end until we have made our journey around the world 388,189 times. Allowing two hundred bills to the inch, we find we have a column consisting of one dollar bills reaching around the entire world, over one hundred and sixty-two feet high!

This amazing amount is the mathematical result of an investment of one cent continuing through one man's lifetime; but lest the incredulous should doubt our veracity in this matter, and the credulous commence wildly investing their surplus pennies, we will explain that the one man whose lifetime we took as the basis of our calculation was that worthy old patriarch, Methuselah!

### Every Successful Man's Duty.

The successful general merchant needs to be most truly a hustler, as the work of keeping himself informed on the numerous lines of goods in which he deals is something calculated to discourage many people. A successful dealer must not only do this, but should keep a weather-eye on his stock of each kind of goods, see that the profits on one line are not eaten up by the losses on another, look after the assistants, and not overlook the books and collections.

**Take a Look at 'Em!  
We'll Do the Rest.**

The Tradesman Company has on hand a line of Picture Cards, Menu Cards, Dance and Programme Cards, Announcements, etc., which it desires to close out. To do this, we will give a reduction of 50 per cent. on the price at which the same goods can be bought elsewhere, and will print them for you at small additional expense. They are all up-to-date, and a surplus stock is the only reason for this cut in price.

Call and look at samples when you are up our way.

TRADESMAN COMPANY,  
NEW BLODGETT BLDG.

## Blank Books

## Inks

## Mucilage

## Steel Pens

And all Office Supplies

**EATON,  
LYON & CO.,**

20 and 22 Monroe St.

## Extra Fine Candy...

If in need of any place your order with SNYDER & STRAUB and you will be sure to be satisfied. These orders receive their personal attention, and they do not depend wholly upon hired help as a majority of the Candy Factories do. They are both practical Candymakers and have worked at this business since they were boys. Also a fine line of Penny Goods, Mixed Candy, Creams and Everything to be found in a Candy Factory.

**Snyder & Straub,**

15, 17, 19 E. Clay ave.,  
Muskegon, Mich.

**Engravings**  
BUILDINGS PORTRAITS  
FURNITURE MACHINERY  
ANYTHING FOR ANY PURPOSE  
TRADESMAN COMPANY,  
GRAND RAPIDS, MICH.

## PECK'S HEADACHE.....

.....POWDERS

Pay the Best Profit. Order from your jobber

**Rubber Stamps.** Detroit  
Rubber Stamp Company.

.....99 Griswold Street.....

## GYPSINE

Yields a handsome profit to the dealer.

Is so well advertised that it sells itself.

Not a Kalsomine. A Cement Base Finish.

**Diamond Wall Finish Co.,**

Sole Makers.

GRAND RAPIDS.

Write for "Gypsine Advocate," Color Card and Advertising Plan.



SELL THESE

**CIGARS**

and give customers  
GOOD SATISFACTION.



## WHOLESALE PRICE CURRENT.

Advanced—Tartaric Acid, Cream Tartar. Declined—Paris Green, Gum Opium, Lard Oil.

Acidum		Conium Mac		Seilla Co.	
Aceticum.....	80¢ 10	Copaiba.....	80¢ 90	Tolutan.....	50
Benzoicum, German	65¢ 15	Cubeba.....	1 50¢ 1 60	Prunus virg.....	50
Boric.....	20¢ 36	Exechthitis.....	1 20¢ 1 30	Tinctures	
Carbolicum.....	44¢ 46	Erigeron.....	1 20¢ 1 30	Aconitum Napellis R	60
Citricum.....	36¢ 5	Gaultheria.....	1 50¢ 1 60	Aconitum Napellis F	60
Hydrochlor.....	10¢ 12	Geranium, ounce.....	60¢ 70	Aloe.....	60
Nitricum.....	10¢ 12	Gossippi, Sem. gal.....	1 25¢ 1 40	Aloes and Myrrh.....	60
Oxalicum.....	10¢ 12	Hedeoma.....	1 25¢ 1 40	Arnica.....	50
Phosphoricum, dil.....	13¢ 5	Juniper.....	1 50¢ 2 00	Assafetida.....	50
Salicylicum.....	55¢ 65	Lavandula.....	1 30¢ 1 50	Atropa Belladonna.....	50
Sulphuric.....	1 40¢ 1 60	Limonia.....	2 25¢ 3 00	Aurant Cortex.....	60
Tannic.....	38¢ 40	Mentha Piper.....	1 75¢ 1 80	Benzoil.....	50
Tartaric.....	38¢ 40	Mentha Verid.....	1 75¢ 1 80	Benzoil Co.....	50
Ammonia		Morhuie, gal.....	1 75¢ 1 80	Barosma.....	50
Aqua, 16 deg.....	4¢ 6	Myrcia, ounce.....	90¢ 3 00	Santharides.....	50
Aqua, 20 deg.....	6¢ 8	Pieis Liquida.....	10¢ 12	Capsicum.....	50
Carbonas.....	12¢ 14	Pieis Liquida, gal.....	35¢ 35	Cardamon.....	50
Chloridum.....	12¢ 14	Ricina.....	91¢ 96	Cardamon Co.....	50
Aniline		Rosmarini.....	1 00	Castor.....	1 00
Black.....	2 00¢ 2 25	Rosa, ounce.....	6 50¢ 8 50	Catechu.....	50
Brown.....	80¢ 1 00	Succini.....	40¢ 45	Cinchona.....	50
Red.....	45¢ 50	Sabina.....	90¢ 1 00	Cinchona Co.....	50
Yellow.....	2 50¢ 3 00	Santal.....	2 50¢ 7 00	Columba.....	50
Bacca		Sassafras.....	50¢ 55	Cubeba.....	50
Cubeba..... po. 25	20¢ 25	Sinapis, ess., ounce.....	1 00	Cassia Acutifol.....	50
Juniperus.....	25¢ 30	Tigil.....	40¢ 1 00	Cassia Acutifol Co	50
Xanthoxylum.....	25¢ 30	Thyme, opt.....	1 60	Digitalis.....	50
Theobromas.....	15¢ 20	Thyme, opt.....	1 60	Ferril Chloridum.....	35
Balsamum		Thyme, opt.....	1 60	Gentian Co.....	50
Copaiba.....	45¢ 50	Potassium		Guaiaca.....	50
Peru.....	40¢ 45	Bi-Barb.....	15¢ 18	Guaiaca ammon.....	50
Terabin, Canada.....	40¢ 45	Bichromate.....	13¢ 15	Hyoscyamus.....	50
Tolutan.....	75¢ 80	Bromide.....	45¢ 48	Iodine.....	75
Cortex		Carb.....	12¢ 15	Iodine, colorless.....	75
Abies, Canadian.....	18	Chlorate, po. 17¢ 19¢	16¢ 18	Kino.....	50
Cassia.....	12	Cyanide.....	50¢ 55	Lobelia.....	50
Cinchona Flava.....	18	Iodide.....	2 90¢ 3 00	Myrrh.....	50
Euonymus atropurp.....	30	Potassa, Bitart, pure	30¢ 33	Nux Vomica.....	50
Myrica Cerifera, po.	20	Potassa, Bitart, com	15	Opil.....	50
Prunus Virgin.....	12	Potass Nitras, opt.....	80¢ 10	Opil, camphorated.....	1 50
Quillaja, gr'd.....	10	Potass Nitras.....	70¢ 9	Opil, deodorized.....	1 50
Sassafras.....	12	Prussiate.....	25¢ 28	Quassia.....	50
Ulmus..... po. 15, gr'd	15	Sulphate po.....	15¢ 18	Rhatany.....	50
Extractum		Radix		Rhei.....	50
Glycyrrhiza Glabra.....	24¢ 25	Aconitum.....	20¢ 25	Sanguinaria.....	50
Glycyrrhiza, po.....	33¢ 35	Althe.....	22¢ 25	Serpentaria.....	60
Hæmatox, 15 lb box.....	11¢ 12	Anchusa.....	12¢ 15	Stromonium.....	60
Hæmatox, 1s.....	13¢ 14	Arum po.....	25	Tolutan.....	50
Hæmatox, 1/2s.....	14¢ 15	Calamus.....	20¢ 40	Valerian.....	50
Hæmatox, 1/4s.....	16¢ 17	Gentiana..... po. 12	80¢ 10	Veratrum Veride.....	50
Ferru		Glycyrrhiza..... py. 15	16¢ 18	Zingiber.....	20
Carbonate Precip.....	15	Hydrastis Canaden.....	30	Miscellaneous	
Citrate and Quinia.....	3 50	Hydrastis Can., po.....	35	Ether, Spts. Nit. 3 F	30¢ 35
Citrate Soluble.....	80	Hellobore, Alba, po.....	15¢ 20	Ether, Spts. Nit. 4 F	31¢ 38
Ferrocyanidum Sol.....	50	Inula, po.....	15¢ 20	Alumen.....	24¢ 3
Solut. Chloride.....	15	Ipeacae, po.....	1 65¢ 1 75	Alumen, gro'd..... po. 7	34¢ 3
Sulphate, com'l.....	2	Iris plox..... po. 35¢ 38	35¢ 40	Annatto.....	40¢ 50
Sulphate, com'l, by	50	Jalapra, pr.....	40¢ 45	Antimoni.....	4¢ 5
Sulphate, pure.....	7	Maranta, 1/2s.....	40¢ 45	Antimoni et PotassT	55¢ 60
Flora		Podophyllum, po.....	15¢ 18	Antipyrin.....	1 40
Arnica.....	12¢ 14	Rhei.....	75¢ 1 00	Antifebrin.....	15
Anthemis.....	18¢ 25	Rhei, cut.....	1 75	Argenti Nitras, oz.....	53
Matricaria.....	18¢ 25	Rhei, pv.....	75¢ 1 35	Arsenicum.....	8¢ 10
Folia		Spigelia.....	35¢ 38	Balm Gilead Bud.....	38¢ 40
Barosma.....	20¢ 30	Sanguinaria..... po. 25	50¢ 55	Bismuth S. N.....	1 20¢ 1 30
Cassia Acutifol, Tinnevelly.....	18¢ 25	Serpentaria.....	50¢ 55	Calcium Chlor., 1s.....	9
Cassia Acutifol, Aix.....	25¢ 30	Similax officinalis H	50¢ 60	Calcium Chlor., 1/2s.....	10
Salvia officinalis, 1/2s and 1/4s.....	42¢ 20	Smilax, M.....	40	Calcium Chlor., 1/4s.....	12
Ura Ursi.....	80¢ 10	Scilla..... po. 35	10¢ 12	Cantharides, Rus, po	1 00
Gummi		Symplocarpus, Fœtidus, po.....	35	Capsici Fructus, af.....	15
Acacia, 1st picked.....	40	Valeriana, Eng. po. 30	25	Capsici Fructus, B, po	15
Acacia, 2d picked.....	40	Valeriana, German.....	15¢ 20	Caryophyllus..... po. 15	10¢ 12
Acacia, 3d picked.....	40	Zingiber a.....	18¢ 20	Carmin, No. 40.....	3 75
Acacia, sifted sorts.....	40	Zingiber j.....	23¢ 25	Cera Alba, S. & F.....	50¢ 55
Acacia, po.....	60¢ 80	Semen		Cera Flava.....	40¢ 42
Aloe, Barb. po. 20¢ 28	14¢ 18	Anisum..... po. 20	15	Cocceus.....	40
Aloe, Cape..... po. 15	12	Apium (graveleons).....	14¢ 16	Cassia Fructus.....	25
Aloe, Socotri..... po. 40	30	Bird, 1s.....	4¢ 6	Centaria.....	10
Ammoniac..... po. 35	55¢ 60	Carui..... po. 18	10¢ 12	Cetaceum.....	45
Assafetida..... po. 35	50¢ 55	Cardamon.....	1 00¢ 1 25	Chloroform.....	60¢ 63
Benzoinum.....	50¢ 55	Coriandrum.....	8¢ 10	Chloroform, squibbs	1 25
Catechu, 1s.....	14	Cannabis Sativa.....	5¢ 5	Chloral Hyd Crst.....	1 15¢ 1 30
Catechu, 1/2s.....	16	Cydonium.....	75¢ 1 00	Chondrus.....	20¢ 25
Catechu, 1/4s.....	63¢ 68	Chenopodium.....	10¢ 12	Cinechondine, P. & W.....	15¢ 20
Camphore.....	65¢ 70	Dipterix Odorata.....	2 90¢ 3 00	Cinechondine, Germ.....	31¢ 12
Euphorbium..... po. 35	1 00	Feniculum.....	15	Cocaine.....	5 05¢ 5 25
Galbanum.....	65¢ 70	Fenugreek, po.....	6¢ 8	Corks, list, dis. pr. et.	65
Gamboge po.....	65¢ 70	Lini.....	3 1/2¢ 4	Croosotum.....	35
Guaiacum..... po. 35	2 50	Lini, gr'd..... bbl. 3 1/2	4	Creta..... bbl. 75	2
Kino..... po. 2.50	2 50	Lobelia.....	35¢ 40	Creta, prep.....	9¢ 11
Mastic.....	40	Pharlaris Canarian.....	4¢ 5	Creta, Rubra.....	8
Myrrh..... po. 45	2 15¢ 2 20	Rapa.....	4 2¢ 5	Crocus.....	50¢ 55
Opil..... po. 3.00¢ 3.20	47¢ 50	Sinapis Albu.....	7¢ 8	Cudbear.....	24
Shellac.....	40¢ 45	Sinapis Nigra.....	11¢ 12	Cupri Sulph.....	5¢ 6
Shellac, bleached.....	40¢ 45	Spiritus		Dextrine.....	10¢ 12
Tragacanth.....	50¢ 50	Frument, W. D. Co.....	2 00¢ 2 50	Ether Sulph.....	75¢ 90
Herba		Frument, D. F. R.....	2 00¢ 2 25	Emery, all numbers.....	8
Absinthium..... oz. pkg	25	Frument.....	1 25¢ 1 50	Emery, po.....	6
Eupatorium..... oz. pkg	25	Juniperis Co. O. T.....	1 65¢ 2 00	Ergota..... po. 40	30¢ 35
Lobelia..... oz. pkg	25	Juniperis Co.....	1 75¢ 3 50	Flake White.....	12¢ 15
Majorum..... oz. pkg	25	Saacharum N. E.....	1 90¢ 2 10	Galla.....	23
Mentha Pip. oz. pkg	25	Spt. Vini Galli.....	1 75¢ 6 50	Gambier.....	8¢ 9
Mentha Vir. oz. pkg	25	Vini Oporto.....	1 25¢ 2 00	Gelatin, Cooper.....	60
Rue..... oz. pkg	25	Vini Alba.....	1 25¢ 2 00	Gelatin, French.....	30¢ 50
Tanacetum V. oz. pkg	25	Sponges		Glassware, flint, box	60, 10¢ 10
Thymus, V. oz. pkg	25	Florida sheeps' wool	2 50¢ 2 75	Less than box.....	60
Magnesia		Nassau sheeps' wool	2 50¢ 2 75	Glue, brown.....	9¢ 12
Calcined, Pat.....	55¢ 60	Velvet extra sheeps' wool, carriage.....	1 10	Glue, white.....	13¢ 25
Carbonate, Pat.....	30¢ 32	Extra yellow sheeps' wool, carriage.....	85	Glycerina.....	19¢ 25
Carbonate, K. & M.....	20¢ 25	Grass sheeps' wool, carriage.....	65	Grana Paradisi.....	22
Carbonate, Jennings	35¢ 36	Hard, for slate use.....	75	Humulus.....	25¢ 55
Oleum		Yellow Reef, for slate use.....	1 40	Hydraag Chlor Mite	79
Absinthium..... 3 25¢ 3 50	30¢ 50	Syrups		Hydraag Chlor Cor.....	49
Amygdale, Dule.....	30¢ 50	Acacia.....	50	Hydraag Ox Rub m.....	89
Amygdale, Amare.....	8 00¢ 8 25	Aurant Cortes.....	50	Hydraag Ammoniat.....	99
Anisi.....	3 00¢ 3 10	Zingiber.....	50	Hydraag Unguentum.....	45¢ 55
Aurant Cortes.....	2 30¢ 2 40	Opil.....	50	Hydrargyrum.....	65
Bergamili.....	3 00¢ 3 20	Opil.....	50	Ichthyobolla, Am.....	1 25¢ 1 50
Cajuputi.....	70¢ 75	Ferri Iod.....	50	Indigo.....	75¢ 1 00
Caryophylli.....	35¢ 65	Rhei Arom.....	50	Iodine, Resubi.....	3 80¢ 3 90
Cedar.....	35¢ 65	Smilax Officinalis.....	50	Iodoform.....	4 70
Chenopadii.....	1 60	Senega.....	50	Lupulin.....	2 25
Cinnamoni.....	3 10¢ 3 20	Scilla.....	50	Lycopodium.....	60¢ 65
Citronella.....	75¢ 80	Syrups		Maels.....	65¢ 75

Morphia, S. P. & W.....	1 75¢ 2 00	Sinapis.....	18	Lard, No. 1.....	40	43
Morphia, S. N. Y. Q. & C. Co.....	1 65¢ 1 90	Sinapis, opt.....	30	Linseed, pure raw.....	40	43
Moschus Canton.....	40	Snuff, Maccaboy, De Voes.....	34	Linseed, boiled.....	42	45
Myristica, No. 1.....	65¢ 80	Snuff, Scotch, DeVo's	34	Neatsfoot, winter	65	70
Nux Vomica..... po. 20	10	Soda Boras.....	7	strained.....	38	42
Os Sepia.....	15¢ 18	Soda Boras, po.....	10	Spirits Turpentine.....	38	42
Pepsin Saac, H. & P. D. Co.....	1 00	Soda et Potass Tart.....	25¢ 27	Paints		BBL. LB.
Pieis Liq. N. N. 1/2 gal.	2 00	Soda, Carb.....	1 1/2¢ 2	Red Venetian.....	13¢ 2	68
Pieis Liq., quarts.....	2 00	Soda, Bi-Carb.....	3¢ 5	Ochre, yellow Mars.....	13¢ 2	64
Pieis Liq., pints.....	1 00	Soda, Ash.....	3 1/2¢ 4	Ochre, yellow Ber.....	13¢ 2	63
Pil Hydrarg..... po. 80	50	Spts. Cologne.....	2 60	Putty, strictly pure	2 1/2	5 1/2
Piper Nigra..... po. 22	18	Spts. Ether Co.....	50¢ 55	Vermilion, Prime	13¢	15
Pilx Burgun..... po. 35	30	Spts. Myrcia Drm.....	2 00	Vermilion, English.....	14	20 1/2
Plumbi Acet.....	10¢ 12	Spts. Vini Rect. bbl.....	2 49	Green, Paris.....	13¢	16
Pulvis Ipeacac et Opil	1 10¢ 1 20	Spts. Vini Rect. 1/2 bbl.....	2 54	Green, Peninsular.....	13¢	16
Pyrethrum, boxes H. & P. D. Co, doz.....	1 25	Spts. Vini Rect. 10 gal.....	2 57	Lead, Red.....	5 1/4	5 1/4
Pyrethrum, pv.....	20¢ 30	Spts. Vini Rect. 5 gal.....	2 59	Lead, white.....	5 1/4	5 1/4
Quassia.....	8¢ 10	Less 5c gal. cash	10 days.	Whiting, white Span.....	70	90
Quinia, S. P. & W.....	37¢ 42	Strychnia, Crystal.....	1 40¢ 1 45	Whiting, gliders.....	70	90
Quinia, S. German.....	30¢ 40	Sulphur, Subl.....	2 1/2¢ 3	White, Paris Amer.....	70	90
Quinia, N. Y.....	32 1/2¢ 37 1/2	Sulphur, Roll.....	2 1/2	Whiting, Paris Eng.....	70	90
Rubia Tinctorum.....	12¢ 14	Tamarinds.....	8¢ 10	Universal Prepared.....	1 00¢	1 15
Saccharum Lactis pv	24¢ 26	Terebenth Venice.....	28¢ 30	Varnishes		BBL. GAL.
Salacin.....	2 50¢ 2 60	Theobroma.....	42¢ 45	No. 1 Turp Coach.....	1 10¢	1 20
Sanguis Draconis.....	40¢ 50	Vanilla.....	9 00¢ 16 00	Extra Turp.....	1 60¢	1 70
Sapo, W.....	12¢ 14	Zinci Sulph.....	70¢ 8	Coach Body.....	2 75¢	3 00
Sapo, M.....	10¢ 12	Oils		No. 1 Turp Furn.....	1 00¢	1 10
Sapo, G.....	15	Whale, winter.....	70	Extra Turk Damar.....	1 55¢	1 60
Siedlitz Mixture.....	20	Lard, extra.....	53	Jap. Dryer, No. 1 Turp	70¢	75

# HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

## = DRUGS =

CHEMICALS AND PATENT MEDICINES.

Dealers in

## PAINTS, OILS AND VARNISHES

Full line of staple druggists' sundries.

We are sole proprietors of Weatherly's Michigan Catarrh Remedy.

We have in stock and offer a full line of Whiskies, Brandies, Gins, Wines and Rums.

We sell Liquors for medicinal purposes only.

We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day we receive them.

Send a trial order.

# HAZELTINE & PERKINS DRUG CO.

GRAND RAPIDS, MICH.



# GROCERY PRICE CURRENT.

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

<div>AXLE GREASE.</div> <table><tr><td>doz.</td><td>gross</td></tr><tr><td>Aurora.....</td><td>55 6 00</td></tr><tr><td>Castor Oil.....</td><td>60 7 00</td></tr><tr><td>Diamond.....</td><td>50 5 50</td></tr><tr><td>Frazer's.....</td><td>75 9 00</td></tr><tr><td>IXL Golden, tin boxes</td><td>75 9 00</td></tr><tr><td>Mica.....</td><td>70 8 00</td></tr><tr><td>Paragon.....</td><td>55 6 00</td></tr></table> <div>BAKING POWDER.</div> <div>Absolute.</div> <table><tr><td>1/4 lb cans doz.....</td><td>45</td></tr><tr><td>1/2 lb cans doz.....</td><td>85</td></tr><tr><td>1 lb cans doz.....</td><td>1 50</td></tr></table> <div>Acme.</div> <table><tr><td>1/4 lb cans 3 doz.....</td><td>45</td></tr><tr><td>1/2 lb cans 3 doz.....</td><td>75</td></tr><tr><td>1 lb cans 1 doz.....</td><td>1 00</td></tr><tr><td>Bulk.....</td><td>10</td></tr></table> <div>Arctic.</div> <table><tr><td>1/4 lb cans 6 doz case.....</td><td>55</td></tr><tr><td>1/2 lb cans 4 doz case.....</td><td>1 10</td></tr><tr><td>1 lb cans 2 doz case.....</td><td>2 00</td></tr><tr><td>5 lb case 1 doz.....</td><td>9 00</td></tr></table> <div>JaXon</div> <table><tr><td>1/4 lb cans 4 doz case.....</td><td>45</td></tr><tr><td>1/2 lb cans 4 doz case.....</td><td>85</td></tr><tr><td>1 lb cans 2 doz case.....</td><td>1 60</td></tr></table> <div>Our Leader.</div> <table><tr><td>1/4 lb cans.....</td><td>45</td></tr><tr><td>1/2 lb cans.....</td><td>75</td></tr><tr><td>1 lb cans.....</td><td>1 50</td></tr></table> <div>Red Star.</div> <table><tr><td>1/4 lb cans.....</td><td>40</td></tr><tr><td>1/2 lb cans.....</td><td>75</td></tr><tr><td>1 lb cans.....</td><td>1 40</td></tr></table> <div>BATH BRICK.</div> <div>2 dozen in case.</div> <table><tr><td>American.....</td><td>70</td></tr><tr><td>English.....</td><td>80</td></tr></table> <div>BLUING.</div> <div>Gross</div> <table><tr><td>Aretic 4 oz ovals.....</td><td>3 60</td></tr><tr><td>Aretic 8 oz ovals.....</td><td>6 75</td></tr><tr><td>Aretic pints round.....</td><td>9 00</td></tr><tr><td>Aretic No. 2 sifting box.....</td><td>2 75</td></tr><tr><td>Aretic No. 3 sifting box.....</td><td>4 00</td></tr><tr><td>Aretic No. 5 sifting box.....</td><td>8 00</td></tr><tr><td>Aretic 1 oz ball.....</td><td>4 50</td></tr><tr><td>Mexican liquid 4 oz.....</td><td>3 60</td></tr><tr><td>Mexican liquid 8 oz.....</td><td>6 20</td></tr></table> <div>BROOMS.</div> <table><tr><td>No. 1 Carpet.....</td><td>2 20</td></tr><tr><td>No. 2 Carpet.....</td><td>2 00</td></tr><tr><td>No. 3 Carpet.....</td><td>1 75</td></tr><tr><td>No. 4 Carpet.....</td><td>1 60</td></tr><tr><td>Parlor Broom.....</td><td>2 50</td></tr><tr><td>Common Whisk.....</td><td>85</td></tr><tr><td>Fancy Whisk.....</td><td>1 00</td></tr><tr><td>Warehouse.....</td><td>2 59</td></tr></table> <div>CANDLES.</div> <table><tr><td>Hotel 40 lb boxes.....</td><td>10</td></tr><tr><td>Star 40 lb boxes.....</td><td>9</td></tr><tr><td>Paraffine.....</td><td>10</td></tr></table> <div>CANNED GOODS.</div> <div>Manitowoc Brands.</div> <table><tr><td>Lakeside Marrowfat.....</td><td>1 00</td></tr><tr><td>Lakeside E. J.....</td><td>1 30</td></tr><tr><td>Lakeside, Champ. of Eng.....</td><td>1 40</td></tr><tr><td>Lakeside, Gem, Ex. Sifted.....</td><td>1 65</td></tr></table> <div>CATSUP</div> <div>Blue Label Brand.</div> <table><tr><td>Half pint 25 bottles.....</td><td>2 60</td></tr><tr><td>Pint 25 bottles.....</td><td>4 25</td></tr><tr><td>Quart 12 doz. bottles.....</td><td>3 00</td></tr></table> <div>Triumph Brand.</div> <table><tr><td>Half pint per doz.....</td><td>1 35</td></tr><tr><td>Pint 25 bottles.....</td><td>4 50</td></tr><tr><td>Quart per doz.....</td><td>3 75</td></tr></table> <div>CEMENT.</div> <div>Major's, per gross.</div> <table><tr><td>1/2 oz size.....</td><td>12 00</td></tr><tr><td>1 oz size.....</td><td>18 00</td></tr><tr><td>Liq. Glue, 10z 9 60</td><td></td></tr></table> <div>Leather Cement.</div> <table><tr><td>1 oz size.....</td><td>12 00</td></tr><tr><td>2 oz size.....</td><td>18 00</td></tr></table> <div>Rubber Cement.</div> <table><tr><td>2 oz size.....</td><td>12 00</td></tr></table> <div>CHEESE.</div> <table><tr><td>Amboy.....</td><td>@ 12 1/2</td></tr><tr><td>Acme.....</td><td>@ 12</td></tr><tr><td>Jersey.....</td><td>@ 12</td></tr><tr><td>Lenawee.....</td><td>@ 12</td></tr><tr><td>Riverside.....</td><td>@ 12 1/2</td></tr><tr><td>Gold Medal.....</td><td>@ 12</td></tr><tr><td>Skin.....</td><td>@ 10</td></tr><tr><td>Brick.....</td><td>@ 11</td></tr><tr><td>Edam.....</td><td>@ 10</td></tr><tr><td>Leiden.....</td><td>@ 20</td></tr><tr><td>Limburger.....</td><td>@ 15</td></tr><tr><td>Pineapple.....</td><td>@ 24</td></tr><tr><td>Roquefort.....</td><td>@ 35</td></tr><tr><td>Sap Sago.....</td><td>@ 18</td></tr><tr><td>Schweitzer, imported.....</td><td>@ 24</td></tr><tr><td>Schweitzer, domestic.....</td><td>@ 14</td></tr></table> <div>Chicory.</div> <table><tr><td>Bulk.....</td><td>5</td></tr><tr><td>Red.....</td><td>7</td></tr></table>	doz.	gross	Aurora.....	55 6 00	Castor Oil.....	60 7 00	Diamond.....	50 5 50	Frazer's.....	75 9 00	IXL Golden, tin boxes	75 9 00	Mica.....	70 8 00	Paragon.....	55 6 00	1/4 lb cans doz.....	45	1/2 lb cans doz.....	85	1 lb cans doz.....	1 50	1/4 lb cans 3 doz.....	45	1/2 lb cans 3 doz.....	75	1 lb cans 1 doz.....	1 00	Bulk.....	10	1/4 lb cans 6 doz case.....	55	1/2 lb cans 4 doz case.....	1 10	1 lb cans 2 doz case.....	2 00	5 lb case 1 doz.....	9 00	1/4 lb cans 4 doz case.....	45	1/2 lb cans 4 doz case.....	85	1 lb cans 2 doz case.....	1 60	1/4 lb cans.....	45	1/2 lb cans.....	75	1 lb cans.....	1 50	1/4 lb cans.....	40	1/2 lb cans.....	75	1 lb cans.....	1 40	American.....	70	English.....	80	Aretic 4 oz ovals.....	3 60	Aretic 8 oz ovals.....	6 75	Aretic pints round.....	9 00	Aretic No. 2 sifting box.....	2 75	Aretic No. 3 sifting box.....	4 00	Aretic No. 5 sifting box.....	8 00	Aretic 1 oz ball.....	4 50	Mexican liquid 4 oz.....	3 60	Mexican liquid 8 oz.....	6 20	No. 1 Carpet.....	2 20	No. 2 Carpet.....	2 00	No. 3 Carpet.....	1 75	No. 4 Carpet.....	1 60	Parlor Broom.....	2 50	Common Whisk.....	85	Fancy Whisk.....	1 00	Warehouse.....	2 59	Hotel 40 lb boxes.....	10	Star 40 lb boxes.....	9	Paraffine.....	10	Lakeside Marrowfat.....	1 00	Lakeside E. 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Glue, 10z 9 60		1 oz size.....	12 00	2 oz size.....	18 00	2 oz size.....	12 00	Amboy.....	@ 12 1/2	Acme.....	@ 12	Jersey.....	@ 12	Lenawee.....	@ 12	Riverside.....	@ 12 1/2	Gold Medal.....	@ 12	Skin.....	@ 10	Brick.....	@ 11	Edam.....	@ 10	Leiden.....	@ 20	Limburger.....	@ 15	Pineapple.....	@ 24	Roquefort.....	@ 35	Sap Sago.....	@ 18	Schweitzer, imported.....	@ 24	Schweitzer, domestic.....	@ 14	Bulk.....	5	Red.....	7	<div>CHOCOLATE.</div> <div>Walter Baker &amp; Co.'s.</div> <table><tr><td>German Sweet.....</td><td>23</td></tr><tr><td>Premium.....</td><td>37</td></tr><tr><td>Breakfast Cocoa.....</td><td>45</td></tr></table> <div>CLOTHES LINES.</div> <table><tr><td>Cotton, 40 ft. per doz.....</td><td>95</td></tr><tr><td>Cotton, 50 ft. per doz.....</td><td>1 15</td></tr><tr><td>Cotton, 60 ft. per doz.....</td><td>1 35</td></tr><tr><td>Cotton, 70 ft. per doz.....</td><td>1 55</td></tr><tr><td>Cotton, 80 ft. per doz.....</td><td>1 95</td></tr><tr><td>Jute, 60 ft. per doz.....</td><td>80</td></tr><tr><td>Jute, 72 ft. per doz.....</td><td>95</td></tr></table> <div>CLOTHES PINS.</div> <div>5 gross boxes.....</div> <table><tr><td></td><td>50</td></tr></table> <div>COFFEE.</div> <div>Green.</div> <div>Rio.</div> <table><tr><td>Fair.....</td><td>18</td></tr><tr><td>Good.....</td><td>19</td></tr><tr><td>Prime.....</td><td>21</td></tr><tr><td>Golden.....</td><td>21</td></tr><tr><td>Peaberry.....</td><td>23</td></tr></table> <div>Santos.</div> <table><tr><td>Fair.....</td><td>19</td></tr><tr><td>Good.....</td><td>20</td></tr><tr><td>Prime.....</td><td>22</td></tr><tr><td>Peaberry.....</td><td>23</td></tr></table> <div>Mexican and Guatamala.</div> <table><tr><td>Fair.....</td><td>21</td></tr><tr><td>Good.....</td><td>22</td></tr><tr><td>Prime.....</td><td>23</td></tr><tr><td>Fancy.....</td><td>24</td></tr></table> <div>Maracaibo.</div> <table><tr><td>Prime.....</td><td>23</td></tr><tr><td>Milled.....</td><td>24</td></tr></table> <div>Java.</div> <table><tr><td>Interior.....</td><td>25</td></tr><tr><td>Private Growth.....</td><td>27</td></tr><tr><td>Mandehling.....</td><td>28</td></tr></table> <div>Mocha.</div> <table><tr><td>Imitation.....</td><td>25</td></tr><tr><td>Arabian.....</td><td>28</td></tr></table> <div>Roasted.</div> <div>To ascertain cost of roasted coffee, add 1/2c per lb. for roasting and 15 per cent. for shrinkage.</div> <div>Package.</div> <table><tr><td>Arbuckle.....</td><td>18 95</td></tr><tr><td>Jersey.....</td><td>18 95</td></tr></table> <div>LION COFFEE</div> <div>In 1lb. PACKAGES, WITHOUT GLAZING.</div> <div>16 Full Ounces Net.</div> <div>CASES 100 lbs. } Equality Price</div> <div>60 " } less 2c per lb.</div> <div>CABINETS 120 lbs. SAME PRICE.</div> <div>90¢ EXTRA FOR CABINETS.</div> <div>McLaughlin's XXXX.....</div> <table><tr><td></td><td>21 3</td></tr></table> <div>Extract.</div> <table><tr><td>Valley City 1/2 gross.....</td><td>75</td></tr><tr><td>Felix 1/2 gross.....</td><td>1 15</td></tr><tr><td>Hummel's foil 1/2 gross.....</td><td>85</td></tr><tr><td>Hummel's tin 1/2 gross.....</td><td>1 43</td></tr></table> <div>COCOA SHELLS.</div> <table><tr><td>20 lb bags.....</td><td>2 1/2</td></tr><tr><td>Less quantity.....</td><td>3</td></tr><tr><td>Pound packages.....</td><td>4</td></tr></table> <div>CREAM TARTAR.</div> <table><tr><td>Strictly pure.....</td><td>30</td></tr><tr><td>Telfer's Absolute.....</td><td>30</td></tr><tr><td>Grocers'.....</td><td>15@25</td></tr></table> <div>CONDENSED MILK.</div> <div>4 doz. in case.</div> <div></div> <div>N. Y. Condensed Milk Co.'s brands.</div> <table><tr><td>Gail Borden Eagle.....</td><td>7 40</td></tr><tr><td>Crown.....</td><td>6 25</td></tr><tr><td>Daisy.....</td><td>5 75</td></tr><tr><td>Champion.....</td><td>4 50</td></tr><tr><td>Magnolia.....</td><td>4 25</td></tr><tr><td>Dime.....</td><td>3 35</td></tr></table>	German Sweet.....	23	Premium.....	37	Breakfast Cocoa.....	45	Cotton, 40 ft. per doz.....	95	Cotton, 50 ft. per doz.....	1 15	Cotton, 60 ft. per doz.....	1 35	Cotton, 70 ft. per doz.....	1 55	Cotton, 80 ft. per doz.....	1 95	Jute, 60 ft. per doz.....	80	Jute, 72 ft. per doz.....	95		50	Fair.....	18	Good.....	19	Prime.....	21	Golden.....	21	Peaberry.....	23	Fair.....	19	Good.....	20	Prime.....	22	Peaberry.....	23	Fair.....	21	Good.....	22	Prime.....	23	Fancy.....	24	Prime.....	23	Milled.....	24	Interior.....	25	Private Growth.....	27	Mandehling.....	28	Imitation.....	25	Arabian.....	28	Arbuckle.....	18 95	Jersey.....	18 95		21 3	Valley City 1/2 gross.....	75	Felix 1/2 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per 100.....</td><td>3 00</td></tr><tr><td>\$ 3 books, per 100.....</td><td>3 50</td></tr><tr><td>\$ 5 books, per 100.....</td><td>4 00</td></tr><tr><td>\$ 10 books, per 100.....</td><td>5 00</td></tr><tr><td>\$ 20 books, per 100.....</td><td>6 00</td></tr></table> <div>ONE CENT COUPON</div> <div>"Universal."</div> <table><tr><td>\$ 1 books, per 100.....</td><td>3 00</td></tr><tr><td>\$ 2 books, per 100.....</td><td>3 50</td></tr><tr><td>\$ 3 books, per 100.....</td><td>4 00</td></tr><tr><td>\$ 5 books, per 100.....</td><td>5 00</td></tr><tr><td>\$ 10 books, per 100.....</td><td>6 00</td></tr><tr><td>\$ 20 books, per 100.....</td><td>7 00</td></tr></table> <div>Above prices on coupon books are subject to the following quantity discounts:</div> <table><tr><td>200 books or over.....</td><td>5 per cent</td></tr><tr><td>500 books or over.....</td><td>10 per cent</td></tr><tr><td>1000 books or over.....</td><td>20 per cent</td></tr></table> <div>Coupon Pass Books.</div> <div>Can be made to represent any denomination from \$10 down.</div> <table><tr><td>20 books.....</td><td>1 00</td></tr><tr><td>50 books.....</td><td>2 00</td></tr><tr><td>100 books.....</td><td>3 00</td></tr><tr><td>250 books.....</td><td>6 25</td></tr><tr><td>500 books.....</td><td>10 00</td></tr><tr><td>1000 books.....</td><td>17 50</td></tr></table> <div>Credit Checks.</div> <table><tr><td>500, any one denom'n.....</td><td>3 00</td></tr><tr><td>1000, any one denom'n.....</td><td>5 00</td></tr><tr><td>2000, any one denom'n.....</td><td>8 00</td></tr><tr><td>Steel punch.....</td><td>75</td></tr></table>	\$ 1 books, per 100.....	2 00	\$ 2 books, per 100.....	2 50	\$ 3 books, per 100.....	3 00	\$ 5 books, per 100.....	3 00	\$ 10 books, per 100.....	4 00	\$ 20 books, per 100.....	5 00	\$ 1 books, per 100.....	2 50	\$ 2 books, per 100.....	3 00	\$ 3 books, per 100.....	3 50	\$ 5 books, per 100.....	4 00	\$ 10 books, per 100.....	5 00	\$ 20 books, per 100.....	6 00	\$ 1 books, per 100.....	3 00	\$ 2 books, 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drums.....</td><td>1 50</td></tr></table> <div>Lima Beans.</div> <div>Dried.....</div> <table><tr><td></td><td>4</td></tr></table> <div>Maccaroni and Vermicelli.</div> <table><tr><td>Domestic, 10 lb. box.....</td><td>60</td></tr><tr><td>Imported, 25 lb. box.....</td><td>2 50</td></tr></table> <div>Pearl Barley.</div> <table><tr><td>Empire.....</td><td>3</td></tr><tr><td>Chester.....</td><td>2</td></tr></table> <div>Peas.</div> <table><tr><td>Green, bu.....</td><td>90</td></tr><tr><td>Split, per lb.....</td><td>2 1/2</td></tr></table> <div>Rolls Oats.</div> <table><tr><td>Schumacher, bbl.....</td><td>3 25</td></tr><tr><td>Schumacher, 1/2 bbl.....</td><td>1 75</td></tr><tr><td>Monarch, bbl.....</td><td>2 75</td></tr><tr><td>Monarch, 1/2 bbl.....</td><td>1 50</td></tr><tr><td>Quaker, cases.....</td><td>3 20</td></tr><tr><td>Oven Baked.....</td><td>3 25</td></tr><tr><td>Lakeside.....</td><td>2 25</td></tr></table> <div>Sago.</div> <table><tr><td>German.....</td><td>4</td></tr><tr><td>East India.....</td><td>3 1/2</td></tr></table> <div>Wheat.</div> <table><tr><td>Cracked, bulk.....</td><td>3</td></tr><tr><td>24 1/2 lb packages.....</td><td>2 40</td></tr></table> <div>Breakfast Food.</div> <table><tr><td>Pettijohn's Best.....</td><td>3 10</td></tr></table> <div>Buckwheat Flour.</div> <table><tr><td>Excelsior Self Rising.....</td><td>1 90</td></tr><tr><td>Case of 2 doz.....</td><td>1 75</td></tr><tr><td>Five case lots.....</td><td>1 75</td></tr></table>	Ondura 20 lb boxes.....	7@8	Sultana 20 lb boxes.....	@6 1/2	Valencia 30 lb boxes.....	@7 1/2		3		2 00	Barrels.....	3 25	Flake, 50 lb. drums.....	1 50		4	Domestic, 10 lb. box.....	60	Imported, 25 lb. box.....	2 50	Empire.....	3	Chester.....	2	Green, bu.....	90	Split, per lb.....	2 1/2	Schumacher, bbl.....	3 25	Schumacher, 1/2 bbl.....	1 75	Monarch, bbl.....	2 75	Monarch, 1/2 bbl.....	1 50	Quaker, cases.....	3 20	Oven Baked.....	3 25	Lakeside.....	2 25	German.....	4	East India.....	3 1/2	Cracked, bulk.....	3	24 1/2 lb 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<div>FURNITURE</div> <div>Cleaner and Polish.</div> <div>Henderson's "Diamond."</div> <table><tr><td>Half Pint.....</td><td>1 75</td></tr><tr><td>Pint.....</td><td>3 50</td></tr><tr><td>Quart.....</td><td>5 40</td></tr><tr><td>Half Gallon.....</td><td>7 75</td></tr><tr><td>Gallon.....</td><td>14 40</td></tr></table> <div>HERBS.</div> <table><tr><td>Sage.....</td><td>15</td></tr><tr><td>Hops.....</td><td>15</td></tr></table> <div>GUNPOWDER.</div> <div>Rifle-Dupont's.</div> <table><tr><td>Kegs.....</td><td>3 00</td></tr><tr><td>Half Kegs.....</td><td>1 75</td></tr><tr><td>Quarter Kegs.....</td><td>1 00</td></tr><tr><td>1 lb cans.....</td><td>30</td></tr><tr><td>1/2 lb cans.....</td><td>18</td></tr></table> <div>Choke Bore-Dupont's.</div> <table><tr><td>Kegs.....</td><td>4 00</td></tr><tr><td>Half Kegs.....</td><td>2 25</td></tr><tr><td>Quarter Kegs.....</td><td>1 25</td></tr><tr><td>1 lb cans.....</td><td>34</td></tr></table> <div>Eagle Duck-Dupont's.</div> <table><tr><td>Kegs.....</td><td>8 00</td></tr><tr><td>Half Kegs.....</td><td>4 25</td></tr><tr><td>Quarter Kegs.....</td><td>2 25</td></tr><tr><td>1 lb cans.....</td><td>45</td></tr></table> <div>INDIGO.</div> <table><tr><td>Madras, 5 lb boxes.....</td><td>55</td></tr><tr><td>S. F., 2, 3 and 5 lb boxes.....</td><td>50</td></tr></table> <div>JELLY.</div> <table><tr><td>15 lb pails.....</td><td>36</td></tr><tr><td>17 lb pails.....</td><td>30</td></tr><tr><td>30 lb pails.....</td><td>55</td></tr></table> <div>LYE.</div> <table><tr><td>Condensed, 2 doz.....</td><td>1 20</td></tr><tr><td>Condensed, 4 doz.....</td><td>2 25</td></tr></table> <div>LICORICE.</div> <table><tr><td>Pure.....</td><td>30</td></tr><tr><td>Calabria.....</td><td>25</td></tr><tr><td>Sicily.....</td><td>14</td></tr><tr><td>Root.....</td><td>10</td></tr></table> <div>MINCE MEAT.</div> <div></div> <div>Mince meat, 3 doz in case.....</div> <table><tr><td></td><td>2 75</td></tr></table> <div>Pie Prep. 3 doz in case.....</div> <table><tr><td></td><td>2 75</td></tr></table> <div>MATCHES.</div> <div>Diamond Match Co.'s brands.</div> <table><tr><td>No. 9 sulphur.....</td><td>1 65</td></tr><tr><td>Anchor Parlor.....</td><td>1 70</td></tr><tr><td>No. 2 Home.....</td><td>1 10</td></tr><tr><td>Export Parlor.....</td><td>4 00</td></tr></table> <div>MOLASSES.</div> <div>Blackstrap.</div> <table><tr><td>Sugar house.....</td><td>10@12</td></tr></table> <div>Cuba Baking.</div> <table><tr><td>Ordinary.....</td><td>12@14</td></tr></table> <div>Porto Rico.</div> <table><tr><td>Prime.....</td><td>20</td></tr><tr><td>Fancy.....</td><td>30</td></tr></table> <div>New Orleans.</div> <table><tr><td>Fair.....</td><td>18</td></tr><tr><td>Good.....</td><td>22</td></tr><tr><td>Extra good.....</td><td>24</td></tr><tr><td>Choice.....</td><td>27</td></tr><tr><td>Fancy.....</td><td>30</td></tr><tr><td>Half-barrels 3c extra.</td><td></td></tr></table> <div>OIL CANS.</div> <table><tr><td>Crystal valve, per doz.....</td><td>4 00</td></tr><tr><td>Crystal valve, per gross.....</td><td>36 00</td></tr></table> <div>PICKLES.</div> <div>Medium.</div> <table><tr><td>Barrels, 1,200 count.....</td><td>3 75</td></tr><tr><td>Half bbls, 600 count.....</td><td>2 00</td></tr></table> <div>Small.</div> <table><tr><td>Barrels, 2,400 count.....</td><td>4 75</td></tr><tr><td>Half bbls, 1,200 count.....</td><td>2 50</td></tr></table> <div>PIPES.</div> <table><tr><td>Clay, No. 216.....</td><td>1 70</td></tr><tr><td>Clay, T. D. full count.....</td><td>65</td></tr><tr><td>Cob, No. 3.....</td><td>1 20</td></tr></table> <div>POTASH.</div> <div>48 cans in case.</div> <table><tr><td>Babbitt's.....</td><td>4 00</td></tr><tr><td>Penna Salt Co.'s.....</td><td>3 00</td></tr></table>	2 oz regular panel.....	75	4 oz regular panel.....	1 50	6 oz regular panel.....	2 00	No. 3 taper.....	1 35	No. 4 taper.....	1 50	Less than one case, per box.....	52	One to five cases, per case.....	2 75	Five to ten cases, per case.....	2 65	Ten cases, per case.....	2 55	Less than one case, per box.....	13	One to ten cases, per case.....	1 45	Ten cases, per case.....	1 40	Half Pint.....	1 75	Pint.....	3 50	Quart.....	5 40	Half Gallon.....	7 75	Gallon.....	14 40	Sage.....	15	Hops.....	15	Kegs.....	3 00	Half Kegs.....	1 75	Quarter Kegs.....	1 00	1 lb cans.....	30	1/2 lb cans.....	18	Kegs.....	4 00	Half Kegs.....	2 25	Quarter Kegs.....	1 25	1 lb cans.....	34	Kegs.....	8 00	Half Kegs.....	4 25	Quarter Kegs.....	2 25	1 lb cans.....	45	Madras, 5 lb boxes.....	55	S. F., 2, 3 and 5 lb boxes.....	50	15 lb pails.....	36	17 lb pails.....	30	30 lb pails.....	55	Condensed, 2 doz.....	1 20	Condensed, 4 doz.....	2 25	Pure.....	30	Calabria.....	25	Sicily.....	14	Root.....	10		2 75		2 75	No. 9 sulphur.....	1 65	Anchor Parlor.....	1 70	No. 2 Home.....	1 10	Export Parlor.....	4 00	Sugar house.....	10@12	Ordinary.....	12@14	Prime.....	20	Fancy.....	30	Fair.....	18	Good.....	22	Extra good.....	24	Choice.....	27	Fancy.....	30	Half-barrels 3c extra.		Crystal valve, per doz.....	4 00	Crystal valve, per gross.....	36 00	Barrels, 1,200 count.....	3 75	Half bbls, 600 count.....	2 00	Barrels, 2,400 count.....	4 75	Half bbls, 1,200 count.....	2 50	Clay, No. 216.....	1 70	Clay, T. D. full count.....	65	Cob, No. 3.....	1 20	Babbitt's.....	4 00	Penna Salt Co.'s.....	3 00	<div>Domestic.</div> <table><tr><td>Carolina head.....</td><td>5 1/2</td></tr><tr><td>Carolina No. 1.....</td><td>5</td></tr><tr><td>Carolina No. 2.....</td><td>4 1/2</td></tr><tr><td>Broken.....</td><td>3 1/2</td></tr></table> <div>Imported.</div> <table><tr><td>Japan, No. 1.....</td><td>4 1/2</td></tr><tr><td>Japan, No. 2.....</td><td>4 1/2</td></tr><tr><td>Java, No. 1.....</td><td>5 1/2</td></tr><tr><td>Java, No. 2.....</td><td>4 1/2</td></tr><tr><td>Patna.....</td><td>4</td></tr></table> <div>SAL SODA</div> <table><tr><td>Granulated, bbls.....</td><td>1 10</td></tr><tr><td>Granulated, 100 lb cases.....</td><td>1 50</td></tr><tr><td>Lump, bbls.....</td><td>1</td></tr><tr><td>Lump, 145 lb kegs.....</td><td>1 10</td></tr></table> <div>SEEDS.</div> <table><tr><td>Anise.....</td><td>13</td></tr><tr><td>Canary, Smyrna.....</td><td>6</td></tr><tr><td>Caraway.....</td><td>10</td></tr><tr><td>Cardamom, Malabar.....</td><td>80</td></tr><tr><td>Hemp, Russian.....</td><td>4</td></tr><tr><td>Mixed Bird.....</td><td>4 1/2</td></tr><tr><td>Mustard, white.....</td><td>6 1/2</td></tr><tr><td>Poppy.....</td><td>8</td></tr><tr><td>Rape.....</td><td>4</td></tr><tr><td>Cattle Bone.....</td><td>20</td></tr></table> <div>SYRUPS.</div> <div>Corn.</div> <table><tr><td>Barrels.....</td><td>15</td></tr><tr><td>Half bbls.....</td><td>17</td></tr></table> <div>Pure Cane.</div> <table><tr><td>Fair.....</td><td>16</td></tr><tr><td>Good.....</td><td>20</td></tr><tr><td>Choice.....</td><td>25</td></tr></table> <div>SPICES.</div> <div>Whole Sifted.</div> <table><tr><td>Allspice.....</td><td>9 1/2</td></tr><tr><td>Cassia, China in mats.....</td><td>10</td></tr><tr><td>Cassia, Batavia in bund.....</td><td>15</td></tr><tr><td>Cassia, Saigon in rolls.....</td><td>35</td></tr><tr><td>Cloves, Amboyna.....</td><td>15</td></tr><tr><td>Cloves, Zanzibar.....</td><td>10</td></tr><tr><td>Mace, Batavia.....</td><td>70</td></tr><tr><td>Nutmegs, fancy.....</td><td>65</td></tr><tr><td>Nutmegs, No. 1.....</td><td>60</td></tr><tr><td>Nutmegs, No. 2.....</td><td>55</td></tr><tr><td>Pepper, Singapore, black.....</td><td>10</td></tr><tr><td>Pepper, Singapore, white.....</td><td>20</td></tr><tr><td>Pepper, shot.....</td><td>16</td></tr></table> <div>Pure Ground in Bulk.</div> <table><tr><td>Allspice.....</td><td>10@12</td></tr><tr><td>Cassia, Batavia.....</td><td>17</td></tr><tr><td>Cassia, Saigon.....</td><td>35</td></tr><tr><td>Cloves, Amboyna.....</td><td>15</td></tr><tr><td>Cloves, Zanzibar.....</td><td>10</td></tr><tr><td>Ginger, African.....</td><td>15</td></tr><tr><td>Ginger, Cochinchina.....</td><td>20</td></tr><tr><td>Ginger, Jamaica.....</td><td>22</td></tr><tr><td>Mace, Batavia.....</td><td>60@65</td></tr><tr><td>Mustard, Eng. and Trieste.....</td><td>20</td></tr><tr><td>Mustard, Trieste.....</td><td>25</td></tr><tr><td>Nutmegs, No. 2.....</td><td>50@60</td></tr><tr><td>Pepper, Singapore, black.....</td><td>12</td></tr><tr><td>Pepper, Singapore, white.....</td><td>17@20</td></tr><tr><td>Pepper, Cayenne.....</td><td>18</td></tr><tr><td>Sage.....</td><td>18</td></tr></table> <div>"Absolute" in 1/2 lb. Packages</div> <table><tr><td>Allspice.....</td><td>65</td></tr><tr><td>Cinnamon.....</td><td>75</td></tr><tr><td>Cloves.....</td><td>70</td></tr><tr><td>Ginger, Cochinchina.....</td><td>75</td></tr><tr><td>Mace.....</td><td>2 10</td></tr><tr><td>Mustard.....</td><td>75</td></tr><tr><td>Nutmegs.....</td><td>2 10</td></tr><tr><td>Pepper, cayenne.....</td><td>75</td></tr><tr><td>Pepper, white.....</td><td>75</td></tr><tr><td>Pepper, black shot.....</td><td>60</td></tr><tr><td>Saigon.....</td><td>1 50</td></tr></table> <div>STARCH.</div> <div>Kingsford's Corn.</div> <table><tr><td>20 1-lb packages.....</td><td>6 1/2</td></tr><tr><td>40 1-lb packages.....</td><td>6 1/2</td></tr></table> <div>Kingsford's Silver Gloss.</div> <table><tr><td>40 1-lb packages.....</td><td>6 1/2</td></tr><tr><td>6-lb boxes.....</td><td>7 1/2</td></tr></table> <div>Common Corn.</div> <table><tr><td>20-lb boxes.....</td><td>5 1/2</td></tr><tr><td>40-lb boxes.....</td><td>5 1/2</td></tr></table> <div>Common Gloss.</div> <table><tr><td>1-lb packages.....</td><td>4 1/2</td></tr><tr><td>3-lb packages.....</td><td>4 1/2</td></tr><tr><td>6-lb packages.....</td><td>5 1/2</td></tr><tr><td>40 and 50 lb boxes.....</td><td>3 1/2</td></tr><tr><td>Barrels.....</td><td>3 1/2</td></tr></table> <div>SODA.</div> <table><tr><td>Boxes.....</td><td>5 1/2</td></tr><tr><td>Kegs, English.....</td><td>4 1/2</td></tr></table> <div>SALT.</div> <div>Diamond Crystal.</div> <table><tr><td>Cases, 24 1/2 lb boxes.....</td><td>1 60</td></tr><tr><td>Barrels, 120 2 1/2 lb bags.....</td><td>3 00</td></tr><tr><td>Barrels, 75 4 lb bags.....</td><td>2 75</td></tr><tr><td>Barrels, 60 5 lb bags.....</td><td>2 75</td></tr><tr><td>Barrels, 40 7 lb bags.....</td><td>2 50</td></tr><tr><td>Barrels, 30 10 lb bags.....</td><td>2 50</td></tr><tr><td>Butter, 56 lb bags.....</td><td>65</td></tr><tr><td>Butter, 20 14 lb bags.....</td><td>3 50</td></tr><tr><td>Butter, 280 lb bbls.....</td><td>2 50</td></tr></table> <div>Common Grades.</div> <table><tr><td>100 3 lb sacks.....</td><td>2 60</td></tr><tr><td>60 5-lb sacks.....</td><td>1 85</td></tr><tr><td>28 11-lb sacks.....</td><td>1 70</td></tr></table>	Carolina head.....	5 1/2	Carolina No. 1.....	5	Carolina No. 2.....	4 1/2	Broken.....	3 1/2	Japan, No. 1.....	4 1/2	Japan, No. 2.....	4 1/2	Java, No. 1.....	5 1/2	Java, No. 2.....	4 1/2	Patna.....	4	Granulated, bbls.....	1 10	Granulated, 100 lb cases.....	1 50	Lump, bbls.....	1	Lump, 145 lb kegs.....	1 10	Anise.....	13	Canary, Smyrna.....	6	Caraway.....	10	Cardamom, Malabar.....	80	Hemp, Russian.....	4	Mixed Bird.....	4 1/2	Mustard, white.....	6 1/2	Poppy.....	8	Rape.....	4	Cattle Bone.....	20	Barrels.....	15	Half bbls.....	17	Fair.....	16	Good.....	20	Choice.....	25	Allspice.....	9 1/2	Cassia, China in mats.....	10	Cassia, Batavia in bund.....	15	Cassia, Saigon in rolls.....	35	Cloves, Amboyna.....	15	Cloves, Zanzibar.....	10	Mace, Batavia.....	70	Nutmegs, fancy.....	65	Nutmegs, No. 1.....	60	Nutmegs, No. 2.....	55	Pepper, Singapore, black.....	10	Pepper, Singapore, white.....	20	Pepper, shot.....	16	Allspice.....	10@12	Cassia, Batavia.....	17	Cassia, Saigon.....	35	Cloves, Amboyna.....	15	Cloves, Zanzibar.....	10	Ginger, African.....	15	Ginger, Cochinchina.....	20	Ginger, Jamaica.....	22	Mace, Batavia.....	60@65	Mustard, Eng. and Trieste.....	20	Mustard, Trieste.....	25	Nutmegs, No. 2.....	50@60	Pepper, Singapore, black.....	12	Pepper, Singapore, white.....	17@20	Pepper, Cayenne.....	18	Sage.....	18	Allspice.....	65	Cinnamon.....	75	Cloves.....	70	Ginger, Cochinchina.....	75	Mace.....	2 10	Mustard.....	75	Nutmegs.....	2 10	Pepper, cayenne.....	75	Pepper, white.....	75	Pepper, black shot.....	60	Saigon.....	1 50	20 1-lb packages.....	6 1/2	40 1-lb packages.....	6 1/2	40 1-lb packages.....	6 1/2	6-lb boxes.....	7 1/2	20-lb boxes.....	5 1/2	40-lb boxes.....	5 1/2	1-lb packages.....	4 1/2	3-lb packages.....	4 1/2	6-lb packages.....	5 1/2	40 and 50 lb boxes.....	3 1/2	Barrels.....	3 1/2	Boxes.....	5 1/2	Kegs, English.....	4 1/2	Cases, 24 1/2 lb boxes.....	1 60	Barrels, 120 2 1/2 lb bags.....	3 00	Barrels, 75 4 lb bags.....	2 75	Barrels, 60 5 lb bags.....	2 75	Barrels, 40 7 lb bags.....	2 50	Barrels, 30 10 lb bags.....	2 50	Butter, 56 lb bags.....	65	Butter, 20 14 lb bags.....	3 50	Butter, 280 lb bbls.....	2 50	100 3 lb sacks.....	2 60	60 5-lb sacks.....	1 85	28 11-lb sacks.....	1 70
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Barrels, 120 2 1/2 lb bags.....	3 00																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														
Barrels, 75 4 lb bags.....	2 75																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														
Barrels, 60 5 lb bags.....	2 75																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														
Barrels, 40 7 lb bags.....	2 50																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														
Barrels, 30 10 lb bags.....	2 50																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														
Butter, 56 lb bags.....	65																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														
Butter, 20 14 lb bags.....	3 50																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														
Butter, 280 lb bbls.....	2 50																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														
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Warsaw.	
56-lb dairy in drill bags.....	30
28-lb dairy in drill bags.....	15
Ashton.	
56-lb dairy in linen sacks.....	60
Higgins.	
56-lb dairy in linen sacks.....	60
Solar Rock.	
56-lb sacks.....	22
Common Fine.	
Saginaw.....	85
Manistee.....	85
SNUFF.	
Scotch, in bladders.....	37
Maccaboy, in jars.....	35
French Rappee, in jars.....	43
SALERATUS.	
Packed 60 lbs. in box.....	
Church's.....	3 30
Deland's.....	3 15
Dwight's.....	3 30
Taylor's.....	3 00

TOBACCOS.	
Cigars.	
G. J. Johnson's brand	
<b>S.C.W.</b>	
S. C. W.....	
B. J. Reynolds' brand.....	
Hornet's Nest.....	
H. & P. Drug Co.'s brand.....	
Quintette.....	
Clark Grocery Co.'s brand.....	
New Brick.....	

SOAP.	
Laundry.	
Dingman Soap Co.'s brand.....	
Single box.....	3 95
5 box lots, delivered.....	3 85
10 box lots, delivered.....	3 75
N. K. Fairbank & Co.'s brands	
Santa Claus.....	3 50
Brown, 60 bars.....	2 60
Brown, 80 bars.....	2 90
Gowans & Sons' Brands.	
Crow.....	3 10
German Family.....	2 15
American Grocer 100s.....	3 25
American Grocer 60s.....	2 55
N. G.....	3 30
Mystic White.....	3 80
Lotus.....	3 90
Oak Leaf.....	3 30
Old Style.....	2 55
Happy Day.....	3 10

JAXON	
Single box.....	3 25
5 box lots, delivered.....	3 20
10 box lots, delivered.....	3 10
Jas. S. Kirk & Co.'s brands.	
American Family, wrp'd.....	3 33
American Family, plain.....	3 27
Lautz Bros. & Co.'s brands.	
Acme.....	3 35
Cotton Oil.....	5 75
Marshall's.....	4 00
Master.....	3 70
Henry Passolt's brand.	

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

Domino.....	5 56
Cut Leaf.....	5 56
Cubes.....	5 18
Powdered.....	5 18
XXXX Powdered.....	5 31
Mould A.....	5 18
Granulated in bbls.....	4 94
Fine Granulated.....	4 94
Extra Fine Granulated.....	5 06
Extra Course Granulated.....	4 94
Diamond Confec. A.....	4 81
Confec. Standard A.....	4 62
No. 1.....	4 62
No. 2.....	4 46
No. 3.....	4 56
No. 4.....	4 50
No. 5.....	4 38
No. 6.....	4 31
No. 7.....	4 25
No. 8.....	4 12
No. 9.....	4 12
No. 10.....	4 00
No. 11.....	3 91
No. 12.....	3 87
No. 13.....	3 81
No. 14.....	3 81
No. 15.....	3 56

**WASHING POWDER.**  
**La Besta**  
100 packages in case..... 3 35

WICKING.	
No. 0, per gross.....	25
No. 1, per gross.....	30
No. 2, per gross.....	40
No. 3, per gross.....	75

## CRACKERS.

The N. Y. Biscuit Co. quotes as follows:	
Butter.	
Seymour XXX.....	5
Seymour XXX, 3 lb. carton.....	5 1/2
Family XXX.....	5
Family XXX, 3 lb. carton.....	5 1/2
Salted XXX.....	5
Salted XXX, 3 lb. carton.....	5 1/2
Soda.	
Soda XXX.....	5 1/2
Soda XXX, 3 lb. carton.....	6
Soda, City.....	10 1/2
Crystal Wafer.....	11
Long Island Wafers.....	11
L. I. Wafers, 1 lb. carton.....	12
Oyster.	
Square Oyster, XXX.....	5
Sq. Oys. XXX, 1 lb. carton.....	6
Farina Oyster, XXX.....	5

SWEET GOODS—Boxes.	
Animals.....	10 1/2
Bent's Cold Water.....	12
Belle Rose.....	8
Cocoanut Taffy.....	8
Coffee Cakes.....	8
Frosted Honey.....	11
Graham Crackers.....	8
Ginger Snaps, XXX round.....	6 1/2
Ginger Snaps, XXX city.....	6 1/2
Gin. Snps. XXX home made.....	6 1/2
Gin. Snps. XXX scalloped.....	6 1/2
Ginger Vanilla.....	8
Imperial.....	8
Jumbles, Honey.....	11
Molasses Cakes.....	8
Marshmallow.....	15
Marshmallow Creams.....	16
Pretzels, hand made.....	8 1/2
Pretzels, Little German.....	6 1/2
Sugar Cake.....	8
Sultanas.....	12
Sears' Lunch.....	7 1/2
Vanilla Square.....	8
Vanilla Wafers.....	14

CANDIES.	
The Putnam Candy Co. quotes as follows:	
Stick Candy.	
Standard.....	6 1/2 @ 7 1/2
Standard H. H.....	6 1/2 @ 7 1/2
Standard Twist.....	6 1/2 @ 7 1/2
Cut Leaf.....	7 1/2 @ 8 1/2
cases	
Extra H. H.....	@ 8 1/2
Boston Cream.....	@ 8 1/2
Mixed Candy.	
Standard.....	5 1/2 @ 6 1/2
Leader.....	6 1/4 @ 7 1/4
Royal.....	6 1/2 @ 7 1/2
Conserves.....	6 1/2 @ 7 1/2
Broken.....	7 @ 8
Kindergarten.....	7 1/2 @ 8 1/2
French Cream.....	@ 9
Valley Cream.....	@ 12
Fancy In Bulk.	
Pails	
Lozenges plain.....	@ 8 1/2
Lozenges, printed.....	@ 9
Choc. Drops.....	11 1/2 @ 13
Choc. Monumentals.....	@ 12 1/2
Gum Drops.....	@ 5
Moss Drops.....	@ 8
Sour Drops.....	@ 8
Imperial.....	@ 9
Fancy In 5 lb. Boxes.	
Per Box	
Lemon Drops.....	@ 50

Single box.....	3 25
5 box lots, delivered.....	3 20
10 box lots, delivered.....	3 10
Jas. S. Kirk & Co.'s brands.	
American Family, wrp'd.....	3 33
American Family, plain.....	3 27
Lautz Bros. & Co.'s brands.	
Acme.....	3 35
Cotton Oil.....	5 75
Marshall's.....	4 00
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**A SAD INSTANCE—WHAT IT TEACHES.**

Written for the TRADESMAN.

About thirty-five years ago a child was born into the world in the city of Toronto that, in due time, was christened Joseph Aultman. The event was quite within the ordinary, not being of sufficient importance to find its way into the free notice column of any of the city dailies, the father being a mere house decorator by trade, and of quite limited, but easy, means of livelihood.

At a tender age Joseph was placed in a prominent city dry goods house, under a seven-year article indenture, which provided for his installment in the family of the senior partner as a member thereof, for clothing, for three months' schooling during each year of the seven and for paltry sums of spending money, from a mere pittance at first, up to the munificent sum of fifteen dollars for the last year! If Young America reads this story, he will wonder at this point how long this young lad wore the galling yoke of servitude; and, when I tell him that Joseph served his masters faithfully to the very last day of his apprenticeship, he will wonder further, how it is possible for a young fellow with any snap about him to tamely submit to such a humiliating bondage. Young America, from his first generation to the present, has had no use for such a course of discipline to qualify him for getting on in the world, and he has always looked upon long-term, old-country apprenticeships as a species of slavery, little dreaming that the time would come when such a thorough training would be required in "the land of the free."

But I am moralizing. Although the subject of my sketch received the rudimentary training without which, to-day, success in life, even in America, is hardly possible, he has been driven out of his course by the buffetings of commercial depression and, with thousands of others, is to-day floundering in the slough of adversity. After he had served two years of his time it became clear to the senior partner that Joseph would never make an expert salesman. He spent too much time in arranging stock and studying effect. He would spend hours in the windows, dusting, grouping, comparing and harmonizing, and during the time thus occupied, he would be mentally absorbed and unconscious of the fact that customers were oftentimes waiting to be served. The reprimands of his employers and the flings of his fellow clerks failed to keep him in the groove designed for him and so, after attaining his sixteenth year and the beginning of his fifth year of servitude, he was promoted to the position of window dresser. The firm had never employed a professional window dresser and stock arranger and the apprentice had, therefore, enjoyed ample opportunity for developing his talent.

The senior partner, who was the real head of the firm, was a shrewd business man. The firm's patronage came largely from the refined and cultured classes and he had carefully noted the effects of the young artist's experiments and measured their value in cold dollars and cents. The lad who as a failure as a salesman proved a marked success when placed in another channel of usefulness, although in this case a higher one. The "greatest utility" test should be in assigning to every individual the part for which he is best fitted. Place an individual where he will be of the greatest possible use to society and he will be prosperous and

happy—prosperous by reason of adaptability and happy because the natural inclination harmonizes with the work in hand.

When Joseph entered his new field of usefulness there was not a discordant element in his nature. It was the natural outlet for his innate powers—a condition of natural fitness, where all the energies of mind and body quickened spontaneously and acted harmoniously. His models and designs were dear to him. They were his creations and in their development he found his pleasantest recreation and, at the same time, the means of gaining a livelihood.

Before Joseph's term of apprenticeship expired, he had gained a reputation for himself. A rival firm had noticed his artistic and catchy window designs and resolved to secure his services. They offered him \$12 per week and Joseph, never dreaming that his old employers might wish to retain his services at such a princely salary, accepted the offer. One year was the stipulated time, at the end of which he turned to the old house at \$15 per week. For the next five years he had charge of his old windows but, longing for a change, resigned his position, then worth \$20 per week, and accepted a similar one in Montreal. One year elapsed, when he returned to Toronto, where he secured a position. Shortly after he married. At the end of four years, he accepted an offer from a well-known jobbing and retail house at a slight advance in salary. This was an unfortunate move, as proved by subsequent events. Two years then pass away and New Year's Day, 1894, finds his employers bankrupt and himself "out of a job."

How many thousands of worthy fellows found themselves in a like predicament on that New Year's Day! How and where have they gained a livelihood, since that time, for themselves and the helpless ones depending upon them; and where are they now, and what are they doing at the beginning of this New Year?

I can answer these queries as to one of them. Joseph was unable to find a new place in the city. A general depression had prostrated business, and employers were driven within their fortifications, where they were put to their wits' end in devising ways and means to "hold the fort." They were "lying low;" and they are yet lying low, waiting for the gloomy clouds to lift. Expenses were reduced to the minimum and everything in the nature of the superfluous was cut off entirely. Joseph had a wife—she was economical—and three hearty children to provide for. He had \$300 in the bank when he found himself enrolled among the great army of the unemployed. The first three months were spent in going from city to town and from town to city in search of an opportunity to earn his bread by doing that for which Nature and thorough training had qualified him. Then a feeling of despondency began to take possession of him. If he could not find work that he could do, he must find work that he could not do, or at least that he was not used to, not qualified for, and to which he never could become reconciled. Add to this the prospect of being unable to support his family in a "catch-as-catch-can" contest of this kind, and the effect produced on his sensitive organization may be imagined. A few small jobs given him by his old employers in "setting things in order," some collection jobs and an attempt to solicit orders for a tea house were all that the first year brought him.

**SPECIAL OFFER!**

We have one hundred barrels of nice sweet

**EXTRA MESS BEEF**

OUR OWN PACKING

Which we offer subject to being unsold at

**\$6.00**

Per Barrel. Terms, spot cash. If you are likely to need any Beef within a short time you will consult your own interests by buying NOW. This offer will not be open after this week.

**HAMMOND, STANDISH & CO.,**  
DETROIT, MICH.

Established 1876.

**SEEDS**We have choice line **Field Seeds**. Prices low. Can fill orders promptly for **Medium, Mammoth, Alsike, Alfalfa, Crimson Clover, Timothy, Redtop, Orchard Grass, Kentucky Blue Grass SEEDS**.

Large quantities Seeds should be sown this season if the farmer expects to prosper.

We buy Beans in carlots or less. If beans to offer write us. Send sample.

**MOSELEY BROS.,****26-28-30-32 OTTAWA STREET**  
Grand Rapids, Mich.

Jobbers BEANS, SEEDS, POTATOES, FRUITS.

**Seasonable Goods**Sweet Potatoes,  
Apples,Cranberries,  
Celery,Malaga Grapes,  
Bananas,Figs, Pop Corn,  
Chestnuts.

—Send in your orders to ensure choice selections.—

**BUNTING & CO.....** 20 and 22 OTTAWA STREET,  
Grand Rapids, Mich.**MAYNARD, COON & BLIVEN**

—Wholesale the "F" brand—

**= Oysters =**

54 S. IONIA ST., GRAND RAPIDS.

Tel. 1348.

Growers and Shippers of Fruits, Trees and Seeds.

**OYSTERS**

Old Reliable

**ANCHOR BRAND**

All orders receive prompt attention at lowest market price. See quotations in price Current.

**F. J. DETTENTHALER,** 117-119 Monroe St., GRAND RAPIDS.**Oysters****FAMOUS**  
**WOLVERINE**  
**BRAND**Given best of satisfaction  
for eight years.  
In can or bulk—all grades.**OSCAR ALLYN,**  
106 Canal St. Phone 1001.

Our Spring line of Ready-made

**Clothing**

Includes all the latest Novelties in addition to our complete line of Staples. Write our Michigan Representative, William Connor, Box 346, Marshall, Mich., who will call upon you with samples. We guarantee fit and excellently made garments and prices guaranteed as low as can be made. Mail orders promptly attended to by

**MICHAEL KOLB & SON,**  
Wholesale Clothing Manufacturers,  
ROCHESTER, N. Y.

William Connor will be at Sweet's Hotel, Grand Rapids, Thursday and Friday, January 30th and 31st. Customers' expenses allowed.

**Cow Butter and  
Hen's Eggs**

I can supply a limited number of customers with choice butter and fresh eggs, and solicit correspondence with merchants who prefer to deal direct with the buyer, thus saving the profits of the middleman. Allegan, Barry, Kalamazoo and Van Buren counties are noted for the superiority of the dairy products—I draw supplies from all four counties. In writing for quotations, please mention name of grocery jobbing house with whom you are dealing.

**A. B. CLARK,**  
Plainwell, Mich.



New Year's Day, 1895, found him in destitute circumstances. He was proud spirited and closemouthed, but kind friends had divined the true condition of things and offered him all the aid in their power; but these offers, although prompted by the kindest feelings and best intentions, were promptly, but respectfully, rejected. He could suffer the pangs of poverty but could not sacrifice his manhood. During the winter, the little home nest was broken up, the wife taking the babies and going to her father's home in the country, and Joseph accepting the offer of an uncle in another section of the country to do chores for his board during the balance of the winter. In the early spring he borrowed some money of his uncle and, with a pocketful of good recommendations, visited Chicago, Detroit, Toledo, Cleveland and Buffalo, in search of the work nearest his heart. He came back without finding it, but he did find that he was not the only ambitious, worthy fellow who was vainly searching for work.

What should he do now? There was an old dilapidated picayune farm in the neighborhood that was to let on the share system, the owner furnishing everything and the "taker" performing all the labor and receiving one-third the proceeds. The uncle advised him to take this farm. The very suggestion disheartened and disgusted him; but he must do something, and as here was a chance to get his little family together again, he reluctantly accepted the proposition.

On this last New Year's Day, the writer took dinner with Joseph Aultman and his little family. His wife, who spent her girlhood days wholly on a farm, appeared in good spirits, but her husband was morose and despondent. His farm experience has been one continuous nightmare. Unused to heavy manual labor, and unskilled in the way of performing the laborious and never-ending tasks in the shortest possible time consistent with physical endurance, he has worked harder and accomplished less than any ignorant, senseless lout of a boy in the adjoining fields. His wife says that in one short summer he has aged ten years; that he has lost his elasticity of step and buoyancy of spirit. "I do not care for myself," he said bitterly, "but for those dependent on me. After working like a galley slave all summer, here I am without a dollar to show for my drudgery. Worse than that, I have been drifting away from my proper plane of usefulness; and each succeeding day but adds its corroding influences and makes me less hopeful for the future. To reduce my family to the low, groveling, vulgar level of a farm tenant's life would kill me, and I cannot support them on a farm without accepting such a condition. What the future has in store for us God only knows!"

Thus we leave Joseph Aultman to grapple with his own destiny. But what are the thoughts left on the mind? These: Every young man possessing a special talent for usefulness in any of the higher walks of life should cultivate it and fit himself for such usefulness. There will always be more than enough left to fill the lower places. Skilled labor and common labor can never successfully compete with each other, for the simple reason that neither can satisfactorily fill the place of the other. All labor is subject to the law of supply and demand; but, when the supply exceeds the demand, intelligent labor suffers the more, because it is

trained to special lines of work and cannot adjust itself to other means of gaining a livelihood when thrown out of its proper sphere. Being intelligent, it is more sensitive, and will suffer and die before it will relinquish its manhood and accept alms on a pauper level. When the supply exceeds the demand, a portion must lapse into idleness. Yet that portion must continue to eat bread, and little children must wear shoes and stockings in the winter time. The causes that bring about a condition of this kind are wholly beyond the control of labor. Labor, therefore, is not at fault. Society claims the fullest use of the highest capabilities of every individual, not spasmodically, but continuously; and every individual who responds to this claim has a counterclaim on society—not for a living, but for the justly earned means of providing for his own living. This implied contract is binding upon both parties. The individual who fails to perform his part loses his claim upon society and, when commercial depression smothers labor demand with an overabundant supply, must be content (and such are content) to eat out of the soup-trough of organized charity. On the other hand, those who have faithfully performed their obligations to society are no objects of charity. They have been wronged by society; and it is the solemn obligated duty of society to mitigate the cruel effects of this wrong as much as is possible. How can this be done? By organizing a national philanthropic bureau of labor intelligence, with branch bureaus in every city and large town in the union, with the sole object of registering the names of all worthy applicants for employment in intelligent, skilled or professional fields of labor, together with their references, and of finding work suitable for each. The commonwealth cannot afford an increase of pauperism at the expense of citizenship.

E. A. OWEN.

#### Government Management Not Satisfactory.

The government control of railways does not seem to be entirely satisfactory in Australia. The recent report of a commission which has been investigating the matter indicates gross inefficiency and mismanagement. Wages paid were not at all in accordance with those paid in other industries, political favoritism having advanced the wage scale unreasonably, and staff discipline was greatly relaxed from the same cause. The commission would have reported in favor of leasing the lines had it not been unpracticable on account of the temper of the people. It states that the government management is "weak, inert and vacillating when compared with private management." The commission has reported as the next best to private enterprise the vesting of the management in a small board of trustees, and a bill is pending in the colonial Parliament to secure that end, though without much prospect of success, on account of political obstacles.

#### Appropriate Displays.

In one of the Western cities a large old-fashioned clock is displayed in a store window well filled with shoes, and a card underneath reads: "Now is the time to buy shoes."

A Pittsburg merchant recently announced that on a certain day he would give every visitor to his store enough valuable pointers to last more than a year. The pointers consisted of a large case of needles.

HAS NO EQUAL  
FOR CARRIAGES AND HEAVY WAGONS



Keeps axles bright and cool. Never Gums.

1 lb. 4 doz. in case.  
3 lb. 2 doz. in case.  
5 lb. 2 doz. in case.

25 lb. Wooden Pails.  
Half Bbls. and Bbls.

Scofield, Shurmer & Teagle,  
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



## GOTHAM GOSSIP.

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

Special Correspondence.

New York, Jan. 25—Good trade still lingers in the lap of bad trade and, although matters have been a good deal worse, there is yet room for improvement in the grocery jobbing circles of New York. Undoubtedly some houses have about all the business they can take care of, and this seems to be the case with four or five of the biggest concerns in town, if one may judge from appearances. The crowded condition of the floors of such concerns as the American Grocery Company, Austin, Nichols & Co. and F. H. Leggett & Co. is certainly evidence of good trade. Prices on the great staples show some variation, granulated sugar now being quotable at 5c. Sugar is certainly in a firm position. News from Europe and Cuba all tends to show that prices during the next twelve months will almost inevitably be firmly maintained and, with or without the Trust, it is very likely that we shall not frequently see granulated sugar much below 5c this year.

Coffee shows a fractional advance and Rio No. 7 is held at 14c. The amount afloat is 530,499 bags. Last year at the same time, the amount was 428,422 bags. There are not many buyers in town and trade is of the usual character. It seems hard to convince buyers that there is any need of purchasing ahead of wants and they are indifferent as to whether the market is up or down.

The friends and foes of the proposed duty on tea are having a hot and heavy war of words. It has now settled into a discussion of the respective merits or demerits of India and Ceylon teas. The enemies thereof are making a bitter attack and the defenders are coming to the front with arguments which are impregnable. They make it clear that the teas are by far the better flavor, the cleaner, and the better to keep for any length of time. Trade is dull, meantime, and the market shows very little encouragement for sellers.

The rice market is steady. Business is of fair volume and prices remain well held. Southern markets show firmness and the outlook is favorable for good prices right along. Foreign is in fair request and stocks are sufficient to meet requirements.

Spices are quiet and very few transactions have taken place. Prices remain without change.

Best grades of molasses are firmly held. Outside rates must be paid to secure really fine stock, the supplies of which are not at all excessive.

Syrups are, also, well under control and sellers have their own way. While there seem to be few buyers, they do not haggle over prices, but walk right up to the captain's office and pay promptly.

Dried fruits seem to be dull beyond expression. Considerable talk is heard in trade circles regarding the manner in which growers of California consign their fruit. It is claimed that the State is losing over a million dollars a year by the loose methods prevailing. What business is being done is nearly all of a jobbing nature, and, as rates show no signs of hardening, but on the contrary tend still further downward, buyers are not at all anxious to fill up.

Lemons and oranges are selling in an everyday manner. The latter are in ample supply and prices are very low. Bananas are dull. Pineapples are moving slowly. News comes this morning of the death of J. S. Johnson, one of the best known packers of pineapples at Nassau, in the Bahama Islands.

The market for canned goods is smashed. Think of excellent New York corn being jobbed at 60¢/65¢ a dozen and tell where the profit comes in. Good tomatoes are selling at 67½¢ which actually cost 65¢, to say nothing of all the incidental expenses of storage, etc. It is hoped that we shall see a better condition of things before another season, but the number of factories being planned in all parts of the country forebode no good to the regular trade.

Butter is lower and supplies are larger. Demand is moderate and trading of only of average character.

Eggs—Are arriving in large quantities and the warm weather has a tendency to send prices down.

Cheese is in an unchanged condition. Export trade is light and the inquiries for home use are of an average character.

Though women are numerous in the down town offices and behind the counters and cash desks in the shops and restaurants, there are still some great businesses which have not been opened to them. Strangely enough, the largest wholesale firms which trade in woman's most familiar wares—dry goods—are still sticking stubbornly to masculine salesmen exclusively. In several of the very large dry goods jobbing houses there is but one woman employee, and there is nothing new or progressive about her presence in these establishments, for her place is one of the tryers-on of sacks and wraps, usually in the fur department.

## Manufacturing Matters.

Athens—Fred T. Bisbee & Co. succeed Sayers & Son in the manufacture of headings.

St. Louis—M. J. Claggett & Co. succeed Smith, Claggett & Co. in the manufacture of staves.

Bay City—The Hitchcock Lumber Co. succeeds Hitchcock & Bialy in the sawmill and lumber business.

Ypsilanti—The flouring mill at Scio belonging to Dubel Bros., also millers at this place, was recently burned.

Detroit—W. J. Burton & Co., manufacturers of metallic shingles, have dissolved. W. J. Burton will continue the business alone.

South Haven—The Pierce-Williams Co. succeeds R. T. Pierce & Co. in the planing mill business and in the manufacture of fruit packages.

Bay City—The Lewis Manufacturing Co., which operates a planing mill at this place, has merged its business into a corporation under the same style.

Bellaire—Ernest G. Downer and Orlin C. Snyder, under the style of Downer & Snyder, have embarked in the sawmill business on the Jordan River, near this place.

Marshall—Harry Chapman, manager, and Alfred Hill, superintendent, of the Royal Cycle Works at this place, have retired from the business and removed to New York.

Hudson—At the annual meeting of the stockholders of the Bean-Chamberlin Co., the annual report showed net profits of 15 per cent. and a cash dividend of 7 per cent. was declared.

Saranac—After looking over the matter carefully, the stockholders of the canning factory project have abandoned the idea, as the outcome is not sufficiently promising to warrant them in engaging in so precarious a business at the present time.

Detroit—The Monroe Rosenfield Co. is the name of the new stock company organized by Mr. Rosenfield, formerly of Rosenfield, Kuttner & Co., for the purpose of carrying on a wholesale notions and fancy goods business. The capital stock is \$10,000, fully paid in, and the shares are held as follows: Weingarten Bros., New York, 200; Eichhold & Miller, New York, 200; Carl Rosenberger, New York, 200; Straus Brothers & Co., New York, 200; Benjamin Rosenfield, Detroit, 20; same, as trustee, 25; Monroe Rosenfield, Detroit, 5.

Rufus St. Onge (H. A. St. Onge & Co.), of Cheboygan, has gone to Texas for a six weeks' respite from business cares.

## 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.

TO EXCHANGE—THE BOOTS, SHOES, RUBBERS, hats and caps of a general stock, amounting to about \$2,500, for pine lumber, lath and shingles. For particulars, address No. 945, care Michigan Tradesman. 945

FOR SALE—HORSES, WAGON AND SLEIGH, adapted to sale of cigars and tobaccos to Grand Rapids city trade. Position as salesman with good salary goes with outfit. Address No. 943, care Michigan Tradesman. 943

FOR RENT—STORE, FINE LOCATION FOR dry goods or general merchandise; or will sell cheap. Geo. Kirtland, 1151 So. Division street, Grand Rapids, Mich. 942

FOR SALE CHEAP—125 ACRE FARM, 100 acres improved; or will exchange for good city property. G. H. Kirtland, 1151 So. Division street, Grand Rapids, Mich. 941

FOR SALE FOR CASH—ALL THE FURNITURE and four-years' lease of best paying hotel in city of Jackson. Address L. C. Townsend, Jackson, Mich. 946

FOR SALE—STOCK OF HARDWARE, ABOUT \$5,000, in Jackson, Mich. Address L. C. Townsend, Jackson, Mich. 947

FOR EXCHANGE—4 ACRES LOCATED IN A busy town in Northern Michigan, five minutes' walk from depot and boat landing; in good shape for plating. Want stock goods, value, \$1,500; everything confidential. Box 76, Mantion, Mich. 937

WANTED—TO EXCHANGE GOOD HOUSE and lot, with seven rooms and fine plastered cellar, in Grand Rapids, for stock boots and shoes. Will pay a cash difference. Address Box 87, Bowling Green, Ohio. 936

FOR SALE—NICE STOCK OF DRUGS IN Northern Indiana; town of 600 in splendid farming country; no pharmacy law; price, \$1,500. T. P. Stiles, Millersburg, Ind. 934

WANTED—TO BUILD A FINE BLOCK 50x100 feet, five stories and basement, on lot 34, South Ionia street, for responsible tenant wishing to rent for term of years. Rent very reasonable; location, one of the finest in the city for wholesale or manufacturing business, being within 10 rods of Union D. pot. Edwin Fallas, 219 Livingston street, Grand Rapids. 939

IF YOU HAVE A GROCERY STOCK AND fixtures which you wish to sell, I will buy the same for cash. All business strictly confidential. Address: Box 533, Grand Rapids, Mich. 932

FOR SALE—CLEAN GROCERY STOCK IN city of 3,000 inhabitants. Stock and fixtures will inventory about \$1,500. Best location. Address No. 933, care Michigan Tradesman. 933

FOR SALE—A SMALL STOCK OF GENERAL merchandise in best farming country in Michigan. Best reasons for selling. Address Lock Box 9, Woodland, Mich. 931

LET US SEND YOU A DOLLAR typewriter ribbon for 75 cents, postpaid—Remington, Caligraph or Smith Premier. School & Office Supply Co., Grand Rapids, Mich. 930

TO EXCHANGE—FIRST-CLASS REAL ESTATE for stock of groceries or general merchandise. Address Box 1296, Benton Harbor, Mich. 908

FOR SALE—STAPLE AND FANCY GROCERY stock, invoicing about \$1,400, located in live Southern Michigan town of 1,200 inhabitants; good trade, nearly all cash. Reasons for selling, other business. Address No. 907, care Michigan Tradesman. 907

FOR SALE—DRUG STOCK ON GOOD BUSINESS street in Grand Rapids. Reason for selling, owner not a pharmacist. Address No. 890, care Michigan Tradesman. 890

GOOD LOCATION FOR DRUGGIST. APPLY to No. 884, care Michigan Tradesman. 884

\$1,200 WILL BUY WELL-SELECTED stock of bazaar and holiday goods in a town of 1,800 population. Good farming trade; location on the main corner of town; all goods new, just opened Nov. 9, 1895. Rent, \$8 per month; size of store, 24x55. Poor health reason for selling. Address, J. Clark, care Michigan Tradesman. 888

FOR SALE—A FIRST-CLASS HARDWARE and implement business in thriving village in good farming community. Address Brown & Sehler, Grand Rapids, Mich. 881

## MISCELLANEOUS.

YOUNG MARRIED MAN WISHES CLERKSHIP in grocery or general store; five years' experience. Address Box 265, Harbor Springs, Mich. 944

WANTED—SITUATION AS REGISTERED assistant pharmacist, first class references. Address No. 940, care Michigan Tradesman. 940

WANTED—412 MERCHANTS AND OTHERS to send me an order for Rubber Stamps. Will J. Weller, Muskegon, Mich. 938

WANTED—POSITION BY AN EXPERIENCED registered pharmacist familiar with all details of retail drug business. Will accept any kind of position. Address No. 913, care Michigan Tradesman. 913

WANTED—SEVERAL MICHIGAN CENTRAL mileage books Address, stating price, Vindex, care Michigan Tradesman. 869

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

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.

## Our Flying Squadron

Visits many ports every year, not on a warlike mission, but spreading peace and contentment everywhere it goes.

The bombshells we explode are filled with low prices, and our friends enjoy being hit by them; sometimes we hit one of our competitors in the neck, and he doesn't enjoy it half so much as we do.

We claim to be the best house in Michigan, in Teas, Coffees and Spices; if you are doubtful of our ability to uphold this statement, just tackle us and see.

We offer this week,

Best Michigan Full Cream Cheese at 10 1-2c.  
Finest Brick Cheese at 9c.

We have an elegant line of Dried Peaches in boxes and sacks from 4 1-2c up to 8c for strictly fancy.

A nice drive in Apricots in sacks at 8c.

The best Standard Flour in the market at \$3.10 per bbl.

Our terms: Cash with order.

THE JAMES STEWART CO.,

(LIMITED.)

SAGINAW, MICH.