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# The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE  
Retail Trade of the Wolverine State.

E. A. STOWE & BRO., Proprietors.

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E. A. STOWE, Editor.

WEDNESDAY, OCTOBER 17, 1888.

## OUR PUBLIC DOMAIN.

The General Land Office once played a very important part in the revenue system of the country. In Jackson's time it was the disposal of the revenue from this source which Mr. Clay took up as a solution of the surplus question. Both then and afterward the Southern States kept the price of public lands as high as possible, and tried to prevent the extension of surveys until all the land already surveyed, whatever its quality, should be sold. Under the homestead policy the office has sunk in fiscal and has risen in social importance, as it has been the means of locating millions of Americans and immigrants on the public domain. The Commissioner reports that in the year ending with June there were 8,605,194 acres of land conveyed by the government to private or corporate ownership, of which \$29,162 went to railroad companies. On the other hand, \$3,158,990 acres have been restored to the public domain within three years as being parts of lapsed grants. In most cases this was merely a formal proceeding, as the companies to which the grants had been made never existed except upon paper, and only served to withhold lands from actual settlers by their paper claims. Besides this, the office has recommended other restorations which would bring the aggregate up to 148,179,528 acres. On the other hand, there are claims to 25,429,866 acres pending on behalf of railroads and a large amount on behalf of states, schools and individuals. These figures not only give some notion of the scale of our national operations in real estate, but they seem to show that the Land Office is hopelessly behind in its business. And yet the Commissioner opposes the erection of a court of land claims to relieve him of the duty of passing upon contested cases.

## OUTCAST LONDON.

The horrible murders in London, by which eight poor women have been slaughtered under circumstances of especial atrocity, have attracted attention not only to the inefficiency of the English police system, but to the condition of the wretched class to which all or most of the victims belonged. Such tragedies awaken the sense of kinship to their victims throughout society, and in this case it has had the good effect to cause inquiry as to the way in which such women sink to their sad level. In the cases whose history was traced it appeared that the pressure of grinding poverty was the cause of their fall, neither seduction nor passion having anything to do with it. "The destruction of the poor is their poverty," and the safeguard of natural modesty is refused to children who have grown up in such surroundings as make up the East End of London. Even the aristocratic *Morning Post* has spoken out as to the responsibility of society for the lives these poor women lived, and declared that not half enough is done for the poor of London. In truth, their lives were more horrible than their deaths, and these murders have done so much good as to have lighted up as by a flash of lightning the desperate condition of outcast London, and revived some of the impressions produced by that remarkable pamphlet two years ago.

## THE RIGHT RING.

At a recent meeting of the New York Retail Grocers' Union, the following resolution was unanimously adopted: *Resolved*, That it is the sense of this meeting of the New York Retail Grocers' Union that the habit of settling the debts of merchants falling in business at 50 cent on the dollar, and permitting them to continue in business, is a direct blow against honest merchants, and is a premium on fraud.

This resolution has the right ring. If merchants generally took a decided stand on this abuse, it would result to the lasting benefit of all concerned.

THE TRADESMAN is very much in favor of the policy of depositing government money in the national banks, when it cannot be at once disposed of in the payment of obligations or the purchase of bonds. That is one of the few approximations to civilized finance which the United States Treasury has made within the last forty years. It is just the step which has made the collection of revenue less burdensome to the business community in our Northern States and cities, as it avoids abstracting money from the channels of business, while it puts it where it can be had as fast as wanted. But in order that the matter may be managed rightly, there should be some system of equal distribution among all the banks, or among some of them on some ground of principle, and without favoritism of any sort.

## AMONG THE TRADE.

### GRAND RAPIDS GOSSIP.

J. M. Lane has assigned his lumber interests at Washburn, Wis., to M. J. Clark.

Amos S. Musselman & Co. furnished the grocery stock to W. D. Hopkinson, Agt., at Paris.

Amos S. Musselman & Co. foreclosed their mortgage on the grocery stock of T. Crane & Son on Monday.

G. A. Doremus has engaged in the grocery business at Elkhart, Ind. Hawkins & Perry furnished the stock.

P. J. Sheedy has engaged in the grocery business at Sault Ste. Marie. Lemon, Hoops & Peters furnished the stock.

Wm. R. Keeler has removed his wholesale confectionery, fruit and nut business from 5 Third street to 416 South Division street.

Joshua W. Sherwood has purchased the grocery stock of H. A. Hydrum at the corner of West Bridge and Scribner streets.

Andrews & Andrews have sold their grocery stock at 119 Plainfield avenue to Misner & Misner, who will continue the business.

S. K. Snodgrass has retired from the drug firm of Peck Bros. The business will be continued by Thos. Peck and John Peck under the same style as before.

Lemon, Hoops & Peters have made a number of betterments in their business office, such as paint, varnish and linoleum will afford, making the room one of the finest of the kind in the city.

### AROUND THE STATE.

Marshall—Milton Powell succeeds F. R. Amler in the drug business.

Kendall—L. M. Lee succeeds Allen O'Dill in the meat business.

Soule—B. W. Boyd is closing out his stock of general merchandise.

Detroit—Chas. E. Caryl succeeds H. L. Vanderbilt in the meat business.

Muskegon—J. G. Anderson has retired from the firm of Johnson & Anderson.

Niles—E. Allen & Co. have assigned their dry goods stock to Henry Settler.

Oscoda—John W. Denel succeeds Denel & Denel in the tea and coffee business.

Big Rapids—D. F. Emerson has purchased the bakery business of E. Kuysers.

Orangeville Mills—Henry Arbour has sold his drug stock to Merrill T. Arbour.

Harrison—J. C. Lee & Bro. succeed R. B. Stephens in the hardware business.

Hanover—Wm. Stevens succeeds Hughes & Stevens in the meat business.

Petoskey—G. Manning succeeds Lampson & Manning in the grocery business.

Newaygo—Lou. I. Thompson has opened an exclusive crockery and glassware store.

Ludington—William Stitt succeeds J. S. Brown in the confectionery business.

Rochester—Arthur F. Newberry succeeds W. F. Switzer in the grocery business.

Bay City—H. G. Staggall succeeds Staggall & Allen in the blacksmith business.

Riverdale—W. H. Taft's stock of general merchandise has been taken on bill of sale.

Menominee—Larson Bros. & Co. succeed L. Nelson in the grocery and bakery business.

Blissfield—F. D. Lamb & Co. have sold their grocery stock and meat market to Bliven & Warren.

Lansing—Haugawout & Co. have sold their grocery stock to Geo. A. Cockborn, late of Big Rapids.

Bay City—Valerie Bergevin succeeds Ephraim Bergevin in the grocery, liquor and meat business.

Bloomington—J. C. Spirecher has purchased a half interest in Frank Merfield's grocery store.

Whitehall—W. H. Baker has sold his drug stock to Wm. B. Conley and will remove to Kansas City.

Shelby—L. A. Shirts has started a branch jewelry store at Ferry, placing T. P. Landon in charge.

Plainwell—J. Parks has bought a meat market at Kendallville, Ind., and will remove to that place as soon as he can close his business relations here.

Newaygo—Chas. C. Kritzer and Leslie Bennett have formed a copartnership and engaged in the grocery business. The stock was furnished by J. H. Thompson & Co.

### STRAY FACTS.

Manistee—M. R. Denning is arranging to erect a building suitable for a savings bank.

Ame—C. E. Silver's safe was blown open by burglars about ten days ago and some \$70 stolen. The front of the building was badly wrecked, and the loss in this way is quite heavy. Mr. Silver is postmaster and the safe was in his store.

Detroit—A graphite mine recently found in Baraga county, near L'Anse, will be developed by a corporation composed of Detroit gentlemen and named The Baraga Graphite Mining Co. The stockholders embrace C. F. Conrad, Dwight McIntyre, M. P. Thatcher, Robert McKinstry, M. F. Parrish, M. W. Parrish, S. J. Tomlinson, S. E. Engle, G. J.

Hiller, R. A. Parker, C. C. Chadwick, R. A. McCarty, Homer Warren, E. O. Duffee, F. C. Trowbridge, A. A. Boutelle, and C. W. Bristol. M. P. Thatcher, the Secretary and organizer, bought the 880 acres on which the mine is situated, and is understood to hold a controlling interest.

### MANUFACTURING MATTERS.

Ludington—E. Seaton succeeds Seaton & Butters in the manufacture of loops. Manistee—Carl E. Joys, who assigned about three months ago, is offering to compromise at 25 per cent.

Eastlake—The R. G. Peters Salt and Lumber Co. is erecting a warehouse, 40x130 feet in dimensions, on the site of the one burned.

Whitehall—John Miller has retired from the shingle manufacturing firm of Johnson & Miller. The business will be continued by the remaining partner, Charles Johnson.

Detroit—The Grant Car Pusher Co. has been organized, with \$6,000 capital, for the purpose of manufacturing car pushers or movers. The incorporators are B. Franklin Nelson, Sigmund Simon, Wm. F. Heames, P. H. Dwyer, Edward Brennan and Murtagh P. Brennan.

### Purely Personal.

F. A. Earl, the Rodney jeweler, is in town for a couple of days.

Frank E. Pickett, the Hilliards cheese manufacturer, was in town Monday.

W. H. Chilson, senior member of the firm of W. H. Chilson & Son, general dealers at West Sebawa, was in town a couple of days last week.

Samuel M. Lemon, L. E. Hawkins, Wm. Judson and Heman G. Barlow were in Lansing Monday to attend the meeting of Michigan wholesale grocers.

F. D. Yale, of the firm of Cummings & Yale, is doing Southern Michigan this week and will Sunday with Mrs. Yale, who is visiting her mother at Lansing.

S. K. Snodgrass, late of the firm of Peck Bros., has gone to Delaware, Ohio, where he will inspect his business interests, going thence to California, where he will spend the winter.

Geo. Vernier, the Crystal hardware dealer, was in town a couple of days last week in attendance on the Odd Fellows' encampment. It was the first time he had been in Grand Rapids for about four years.

Niel B. Campbell, the La Grange, Ind., grocer, was in town a couple of days last week, accompanied by his wife. Although he has been buying goods in this market for several years, he had never visited the city before and was agreeably surprised with its size and importance.

### Gripsack Engage.

G. H. McWilliams has taken the position of city salesman for Ball, Barnhart & Putnam.

"Hub" Baker says that W. J. Lewis' new hotel at Boyne City is a dandy—and "Hub" ought to know.

J. W. Weinburg has closed out his stock at Battle Creek and gone on the road for D. S. Newburg, of New York.

J. L. Anthony, Secretary of the Sandusky Steamboat and Fishing Co., has engaged to travel for F. J. Dettenhaler.

Frederick C. Waters, now on the road for a Toledo boot and shoe house, will remove here about the first of the year and open a retail shoe store. Mr. Waters married a daughter of the late Wm. B. Solomon.

It is understood that Will Campbell is something of an adept in hunting mud hens, having recently shot twelve out of a possible ten. He is sure he killed them, because they dove in the water and were never seen "any more any more."

John Garvey, traveling representative for the Grand Rapids Packing & Provision Co., received a telegram one day last week bearing the tidings, "He's all right." The "he" referred to is a brand new boy who will henceforth make things lively at the Garvey mansion.

### Large Business in Safes and Vault Work.

Ed. A. Lee, Manager of the Western salesmen of the Detroit Safe Co., is meeting with exceptional success, having eight men under his direct personal supervision, as follows: O. A. Perry, who covers Southern Dakota; A. O. Freeman, who travels in Wisconsin; Murray Hosom, who covers Montana; A. F. Mertz, who covers Northern Dakota; R. P. Hosmer, who looks after Southern Michigan; Chas. D. Crandall, who has Northern Michigan as his territory, and H. W. Cole, who attends to the office and the wants of the Grand Rapids trade. Mr. Lee may properly be termed "traveler at large," although he is just now paying particular attention to Kansas and Nebraska. Among the large contracts which he and his men have taken of late are the following: Vault and door for the Merchants' Bank of Helena, Montana, \$4,000; vault and door for Deadwood National Bank, \$2,000; vault lining and door for Houghton National Bank, \$1,600; vault, vault door and burglar proof safe for Northern Kent Bank, of Cedar Springs, over \$1,000; jail at Bessemer, \$3,000. Mr. Lee is having a large trade in the West on bank and county work, besides selling many safes here in the State from the Grand Rapids agency. He is a man of long and varied experience in the safe business and orders entrusted to him are sure to prove satisfactory.

## RAILROAD RUMORS.

### New Roads in Prospect—Changes in Management.

The coming season promises to witness more railroad building in this State than has been the case for several years past. Several lines enjoying an established business are to be paralleled and a number of unoccupied fields are to be invaded. THE TRADESMAN has made a careful study of the situation and takes pleasure in presenting a number of new undertakings which are reasonably sure of being consummated.

The objective point of at least three different railroad systems is Manistee. It is very generally conceded that Manistee is tributary to more pine than any other town in the Lower Peninsula and there is likely to be very lively bidding for the lumber traffic of the place. But for the apathy of the lumber manufacturers of Manistee, the city would have had a number of outlets years ago. The mill men have failed to appreciate the advantages of a rail trade over cargo shipments—and the same is true to a considerable extent to-day. The experience of Muskegon, however, coupled with a realization of the fact that the years of the pine supply of the Manistee valley are numbered, have set the lumbermen to figuring and they are beginning to reach the conclusion that they can just as well put their product into the retail yards of the country as to submit to the exactions of the wholesale middlemen at Chicago and other markets.

Such a determination having been reached, the railroads will not be slow in taking advantage of the situation. Already the G. R. & I. is arranging to push to completion its Manistee branch, which will require the closing of but a short gap. The C. & W. M., too, will undoubtedly extend its line from Baldwin to the lake port with as much expedition as possible—probably to the abandonment of the proposed extension to Traverse City. The strangest undertaking of the three, however, is the extension of the line now being surveyed from Mt. Pleasant to Big Rapids on to Manistee. This project is backed by the same men who own the Cincinnati, Wabash & Michigan Railway, but will probably eventually pass into the hands of the T. A. A. & N. M. Railway.

One of the largest undertakings of the season will be the beginning of the extension of the D. L. & N. to Kalkaska, to connect with the line now being constructed between Charlevoix and Kalkaska. The recent purchase of extensive dockage properties at St. Ignace by the Mulliken management plainly foreshadows the establishment of a line of boats between Charlevoix and St. Ignace, enabling the D. L. & N. to compete for the traffic of the Upper Peninsula, which is destined to become very extensive.

One of the most important changes which has ever occurred in Michigan railway circles will unquestionably be brought about by the action of A. W. Wright in identifying himself with the T. A. A. & N. M. Railway, as the backing afforded by his immense wealth will give the road a standing it has never had before. Under his direction the Cadillac branch will be extended to Frankfort, a branch will be constructed from Ann Arbor to Detroit, and the recently-acquired line running from Durand to East Saginaw will eventually be extended to the Straits.

THE TRADESMAN does not wish to be understood as stating that the above are all the new railroads which will be constructed in Michigan during 1889, but the recital is sufficient to satisfy even the most skeptical that the activity in this direction will be little less than phenomenal.

### No Meat Sold to Consumers.

When Swift and Company announced their intention of starting a fresh meat station here, the string butchers attempted to create antagonism against them by reporting that they would sell fresh meat direct to hotels, restaurants and other consumers. The report proved to be wholly groundless, but that does not prevent the string butchers of Muskegon from employing the same tactics, now that Swift and Company are about starting a fresh meat station there. A few weeks' experience, however, will set at rest the fears of the trade and plainly demonstrate that the maligners, in making such baseless claims, are actuated by malice and venom.

## What Kind of a Boy Does a Business Man Want?

"What kind of a boy does a business man want?" repeated a shrewd, practical man of many concerns, the other day. "Well, I will tell you. In the first place he wants a boy who doesn't know too much; business men generally like to run their own business, and prefer some one who will listen to their way, rather than try to teach them new kinds; secondly, they want a prompt boy—one who understands 7 o'clock as exactly 7, not 30 minutes past; third, an industrious boy, who is not afraid to put in a little extra work in case of need; fourth, an honest boy—honest in his service, as well as in the matter of dollars and cents; and, fifth, a good-natured boy who will keep his temper even if his employer loses his own, now and then?"

"But you haven't said a word about his being smart?" was suggested.

"Well, to tell the truth," was the rather hesitating answer, "that's about the last thing we worry over. The fact is, if a boy is modest, prompt, pleasant, industrious and honest, he's about as smart as we care about generally—and that's a fact."

### The "Anchor" Brand.

The "Anchor" brand of oysters has now been before the public about two years and is now more popular than ever.

The paper sack advertising fraud is around again. Merchants who do not care to be victimized should give the swindler a wide berth.

### FOR SALE, WANTED, ETC.

FOR SALE—TWO GOOD, SECOND-HAND RE-SAWS, 36-inch wheel hand saw, knife grinder, mortiser, rip saw table, etc.; also full line of new machinery. F. B. Wiggins & Co., Machinery Depot, East Saginaw, Mich. 201

FOR SALE—A DESIRABLE LOCATION for a drugstore or a physician, or both. See article in connection. Will inventory about \$6,000. Located centrally and one of the best points for retail business in the city. Good reasons for selling. Address Hardware, care Michigan Tradesman. 200

FOR SALE—A CLEAN, WELL-ASSORTED STOCK of general hardware, stoves and tinware. Tin shop in connection. Will inventory about \$6,000. Located centrally and one of the best points for retail business in the city. Good reasons for selling. Address Hardware, care Michigan Tradesman. 200

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## BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

**MARRIED WOMAN—BUSINESS—LIABILITY.**  
 In Louisiana in order to bind a married woman as a public merchant the business must be conducted in her name and must be separate from that of her husband, according to a recent decision of the Supreme Court.

## PROMISSORY NOTE—SIGNATURE—LIABILITY.

A promissory note reading "We promise to pay," etc., without further naming the maker, and signed by a person with the addition of the word "president," is the personal note of the signer, and the word added is a mere descriptive personar, according to the decision of the Supreme Court of California.

## EMPLOYER'S LIABILITY—"MACHINERY."

A section of the Alabama Code makes the employer liable for injuries to an employee as if he were a stranger, when the injury is caused by any defect in the machinery used in the business of the employer. The Supreme Court of Alabama lately decided, in the case of the Georgia Pacific Railway vs. Brooks, that a hammer used for driving spikes into cross-ties on a railroad was not "machinery," within the meaning of this section.

## PARTNERSHIP—CORPORATION—CREDITORS.

The members of a partnership entered into an agreement with a corporation composed of themselves and others to transfer the firm property to the corporation, for which shares of stock should be issued to the several partners in certain proportions. The contract was not fully consummated until after one of the partners had died and a debt of the firm had been proved against his estate. The Supreme Court of Illinois held, in the case of Singer et al. vs. Carpenter et al., that under the circumstances stock issued to the deceased partner was not partnership property, and that creditors of the firm were not entitled to have the proceeds of such stock applied in payment of their claims to the exclusion of individual creditors of the deceased partner.

## MARRIED WOMAN—BUSINESS—CREDITORS.

In New Jersey, where a married woman having purchased a business refuses to have it conducted in her name, but permits her husband to carry it on in his name in a building owned by her but without her having anything to do with the management or conduct thereof, the business will be considered the husband's and not the wife's, and the profits can be followed and the fixtures and the property of the business procured therewith and real estate of the wife purchased or benefited thereby can be subjected in supplementary proceedings to the payment of a judgment against the husband to the extent of such profits received by the wife over and above family living expenses. So held by the New Jersey Court of Chancery.

## Books for a Country Store.

For purchases, paste the invoice in an invoice book, extend the amount out into the column and post to the credit of the person's account in the ledger. Keep the book footed, and post footing at the end of each month to the debit of mds. account. Mds. will answer the purpose of all regular purchases from wholesale houses. For produce, freight and other cash payments for the account of mds. entries are made in the cash book and the amount placed in the mds. column, the footing of which is posted at the end of each month. The freight bills or receipts should be placed in a file or pasted in a receipt book.

For cash, I would recommend a three-column cash book. On the Dr. side, head the columns, Sundries, Mds., Amount. On the Cr. side, Sundries, Mds. and Expense. For the sales, I have used two methods. For a moderate-sized business, I would recommend a two-column sales book, in which the salesman will make the entry of each sale on account, or if goods were delivered by store's wagons, all entries, keeping accounts in the first column. The book-keeper will extend all amounts sold on account into the second column, and post these amounts to the debit of the parties' accounts in the ledger. The footing of each book should be posted to the credit of mds. at the end of each month.

Two or more sales books would be required, owing to the size of the business. The second method, and the one which I prefer, is to have an index file, by which invoices can be placed and conveniently referred to. Place an invoice on the file for each customer, as fast as they start an account during the current month, and post from the blotter to these invoices each day, in good copying ink, the items bought by each customer. At the end of the month, take these invoices from the file, foot them, extend the amount into second column and take an impression in an impression sales book. Post the footing of each of the bills to the debit of the customer's account, and deliver the bill to the customer for an itemized statement of his purchases for the month. Foot this book, and post footing to the credit of mds. For irregular entries, settling accounts by notes, etc., a small two or four column journal would be needed in connection with above books.

The ledger I prefer to have divided into three parts: First, for investment, real and speculative accounts; second, for personal accounts of the parties to whom we sell goods; third, for personal accounts from whom we buy goods. Each part should be separated by a leaf of tag board. By this division we can tell at the end of each month the amount of personal accounts due us and the amount owed.

**Mary and Cully.**  
 Commercial Traveler (in a fascinating tone of voice, to pretty waitress)—Steak and baked potatoes, Mary.  
 Pretty Waitress (haughtily)—My name ain't Mary, Cully.  
 Commercial Traveler—Well, don't get mad about it, dear. My name ain't Cully.

**E. P. CLARK & SON,**  
 WHOLESALE  
**Commission Merchants,**  
 AND DEALERS IN  
 Seeds, Produce, Vegetables, Fruit, Butter, Eggs, Cheese, Etc., Etc.,  
 CONSIGNMENTS SOLICITED.

**Big Rapids, - - Michigan.**

**THEO. B. GOOSSEN,**  
 WHOLESALE  
 Produce Commission Merchant,  
 BROKER IN LUMBER.  
 Orders for Potatoes, Cabbage and Apples, in Car Lots, solicited.  
 Butter and Eggs, Oranges Lemons and Bananas a specialty.  
 33 OTTAWA STREET, GRAND RAPIDS, MICH.  
 Telephone 269.

**GEO. E. HOWES. S. A. HOWES. C. N. RAPP.**

**Geo. E. Howes & Co.,**  
 JOBBERS IN  
**Apples, Potatoes & Onions,**  
 SPECIALTIES:  
 Oranges, Lemons, Bananas.

**3 Ionia Street, Grand Rapids, Mich.**

**MOSELEY BROS.,**  
 Wholesale  
**Fruits, Seeds, Oysters & Produce,**  
 ALL KINDS OF FIELD SEEDS A SPECIALTY.

If you are in Market to Buy or Sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.

**26 28, 30 & 32 Ottawa Street, GRAND RAPIDS.**

**BARNETT BROS.,**  
 ESTABLISHED 1866.  
 159 So. Water Street, Chicago.  
 FOREIGN, TROPICAL AND CALIFORNIA



We do a General Commission Business and offer as inducements twenty years' experience and clear record. The best equipped and largest salesroom in the business in this city. Ample storage facilities—full 20,000 feet of floor space in the center of the best market in the West. Ample capital and first-class references on file with THE TRADESMAN. Write us if you wish information, whether to buy or sell. It will cost you nothing.

**BARNETT BROS.**

**EDWIN FALLAS,**  
 Proprietor of  
**Valley City Cold Storage.**  
 Packer and Jobber of  
 THE POPULAR SOLID

**Daisy Brand**  
 OF OYSTERS.

My facilities for handling Oysters are unsurpassed. Oysters guaranteed fresh every time. Send in your orders, which will be filled at lowest market price.

Oranges, Lemons, Bananas, Butter, Eggs and Egg Crates.

No. 1 egg crates, 37c. No. 2 egg crates, 30c. No. 1 fillers, 13c. No. 2 fillers, 10c.

I have facilities for handling each line above named that are unsurpassed.

I aim to handle the best that can be obtained. Mail orders filled promptly at lowest market price. A liberal discount on Egg Crates and fillers in large lots.

Salesroom, No. 9 N. Ionia Street, GRAND RAPIDS.

**POTATOES.**  
 We give prompt personal attention to the sale of POTATOES, APPLES, BEANS and ONIONS in car lots. We offer best facilities and watchful attention. Consignments respectfully solicited. Liberal cash advances on Car Lots when desired.

**Wm. H. Thompson & Co.,**  
 COMMISSION MERCHANTS,  
 166 South Water St., CHICAGO.  
 Reference  
 FELSETHAL, GROSS & MILLER, Bankers, Chicago.

**Alfred J. Brown**  
 FOREIGN, TROPICAL AND CALIFORNIA



**FRUITS**  
 Bananas, Our Specialty.

16 and 18 No. Division St.  
**GRAND RAPIDS, - MICH.**

**B E A N S**  
 If you have any to offer send samples

**W. T. LAMOREAUX,**  
 71 Canal Street.

**WANTED.**  
 POTATOES, APPLES, DRIED FRUIT, BEANS and all kinds of Produce.

If you have any of the above goods to ship, or anything in the Produce line, let us hear from you. Liberal cash advances made when desired.

**EARL BROS.,**  
 COMMISSION MERCHANTS  
 157 South Water St., CHICAGO.

Reference: FIRST NATIONAL BANK, Chicago. MICHIGAN TRADESMAN, Grand Rapids.

Merchants should remember that the celebrated "Crescent," "White Rose" and "Royal Patent" brands of flour are manufactured and sold only by the Voigt Milling Co.

**LION**  
 MOCHA, JAVA AND RIO  
**COFFEE**  
 WOOLSON SPICE CO.  
 CINCINNATI, OHIO. TOLEDO, OHIO.

**MERCHANTS!**  
 IT GIVES ABSOLUTE SATISFACTION

To Consumers, and is, Consequently, a Quick and Easy Seller.

Lion Coffee has more actual Merit than any Roasted Coffee sold at the price either in Packages or in Bulk and storekeepers all over the State of Michigan and elsewhere who are not already handling Lion are urged to give it a trial. We cheerfully answer all communications regarding prices, etc. Convenient shipping depots established at all prominent cities, securing quick delivery. For sale by all the wholesale trade everywhere. Manufactured by the Woolson Spice Co., Toledo, Ohio.

**L. WINTERNITZ, Resident Agent.**

**GRAND RAPIDS**

**Paper Box Factory,**  
 W. W. HUELSTER, Prop.  
 Paper Boxes of Every Description Made to Order on Short Notice.

We make a specialty of  
 Confectionery, Millinery and Shelf Boxes.

All work guaranteed first class and at low prices. Write or call for estimates on anything you may want in my line. Telephone 550.

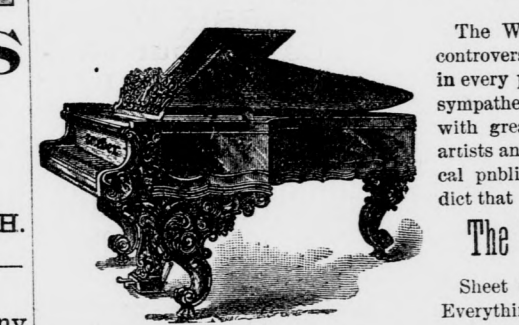
OFFICE AND FACTORY.

11 Pearl St., Grand Rapids, Mich.

**RUNKEL BROS.**  
 VIENNA SWEET CHOCOLATE  
**RUNKEL BROS.**  
 PREMIUM CHOCOLATE

**W E B E R**

Grand, Square and Upright Pianos.



The Weber Piano is recognized beyond controversy as the Standard for excellence in every particular. It is renowned for its sympathetic, pure and rich tone combined with greatest power. The most eminent artists and musicians, as well as the musical public and the press, unite in the verdict that

**The Weber Stands Unrivaled.**

Sheet music and musical merchandise. Everything in the musical line.

Weber Pianos, Fischer Pianos, Smith Pianos, A. B. Chase Organs, Estey Organs, Hillstrom Organs,

**JULIUS A. J. FRIEDRICH,**  
 (Successor to Friedrich Bros.)

30 and 32 Canal St., Grand Rapids, Mich.

**ESTABLISHED 1864.**

**King's Quick-Rising BUCKWHEAT**

IS THE BEST!

QUOTATIONS.

100 lb. Cases, containing either 20-5 lb. pkgs or 40-2 1/2 lb. pkgs \$5 50

80 lb. Cases, containing either 16-5 lb. pkgs or 32-2 1/2 lb. pkgs \$4 65

For Sale by all Wholesale Grocers.

**FOR COMMERCIAL PRINTING**

—GO TO THE—

**Fuller-Stowe Company**

**LION**  
 MOCHA, JAVA AND RIO  
**COFFEE**  
 WOOLSON SPICE CO.  
 CINCINNATI, OHIO. TOLEDO, OHIO.

**MERCHANTS!**  
 IT GIVES ABSOLUTE SATISFACTION

To Consumers, and is, Consequently, a Quick and Easy Seller.

Lion Coffee has more actual Merit than any Roasted Coffee sold at the price either in Packages or in Bulk and storekeepers all over the State of Michigan and elsewhere who are not already handling Lion are urged to give it a trial. We cheerfully answer all communications regarding prices, etc. Convenient shipping depots established at all prominent cities, securing quick delivery. For sale by all the wholesale trade everywhere. Manufactured by the Woolson Spice Co., Toledo, Ohio.

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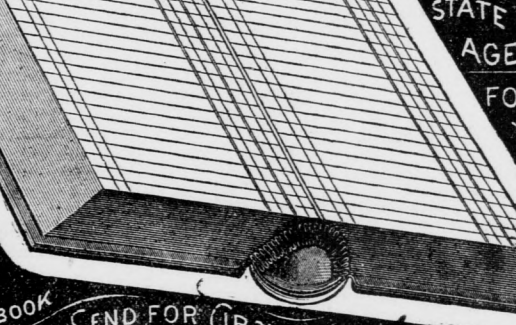
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For Sale by all Wholesale Grocers.

**FOR COMMERCIAL PRINTING**

—GO TO THE—

**Fuller-Stowe Company**

**WOONSOCKET and RHODE ISLAND RUBBERS**



Write for Fall Prices and Discounts

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

Boston and Lawrence

Felt and Knit Boots.

**NEAL'S CARRIAGE PAINTS**

Re-paint your old buggy and make it look like new for LESS THAN ONE DOLLAR. Eight beautiful shades. Prepared ready for use. They dry hard in a few hours, and have a beautiful and durable gloss. They are the ORIGINAL, all others are IMITATIONS. More of our brand sold than all the other brands on the market.

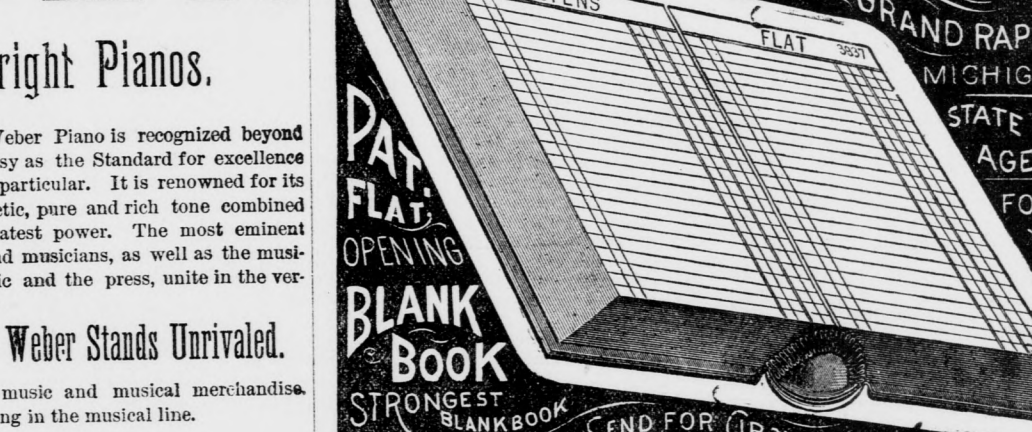
**CRANITE FLOOR PAINTS**

The Great Invention. Six Handsome Shades. Ready for use. DRY HARD OVER NIGHT, and are very durable. Give them a trial, and you will be convinced that it does not pay to mix the paint yourself.

**ACME WHITE LEAD & COLOR WORKS**  
 DETROIT.

Dry Color Makers, Paint and Varnish Manufacturers.

CUT THIS ADVERTISEMENT OUT AND TAKE IT TO YOUR DEALER, IT WILL SECURE YOU A PRIZE.



**BARLOW BROS.**  
 GRAND RAPIDS, MICHIGAN.  
 STATE AGENTS FOR THE

**PAY FLAT OPENING BLANK BOOK**  
 STRONGEST BLANKBOOK EVER MADE

SEND FOR CIRCULAR

**RETAIL GROCERS**

Who wish to serve their Customers with GOOD COFFEE would do well to avoid Brands that require the support of Gift Schemes, Prize Promises or Lottery Inducements.

—SELL—

**DILWORTH'S COFFEE,**

Which Holds Trade on Account of Superior Merit Alone.

Unequaled Quality. Improved Roasting Process. Patent Preservative Packages.

**AMOS S. MUSSELMAN & CO.,**  
 Sole Agents for Grand Rapids.

**DILWORTH BROTHERS, Proprietors,** PITTSBURGH, Penn.

**REEDER, PALMER & CO.,**

Wholesale Boots and Shoes.

STATE AGENTS FOR LYCOMING RUBBER CO.,

24 Pearl St., Grand Rapids, Mich., TELEPHONE NO. 998.

**PERKINS & HESS**  
 DEALERS IN

**Hides, Furs, Wool & Tallow,**

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.

WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.







# GROCERIES.

SEEN ON A TRAIN.

Various Phases of Life Noted by an Old Conductor.

"Yes," said an old conductor to a reporter recently, "we see all manifestations of human happiness and sorrow here in the course of a few months. Sometimes we carry a funeral party in one part of the train and a lot of roistering pleasure seekers on another. We become accustomed to such scenes, and the hurry and worry of our work prevents our sympathizing or rejoicing with them no matter how much we might feel so disposed. And did you ever observe how few people there are who manifest any breeding when traveling? People who would be called cultured at home will sometimes act in the most shocking manner aboard a train. How frequently we see men, and even women, with their feet upon the velvet cushions in front of them. Men who would be ashamed to have it known that they use the weed will spit tobacco juice over the place they occupy unless for decent people. These coaches are scrubbed, dusted and polished every trip, but people don't seem to appreciate it.

"It's a fine place to study human nature. For instance, look at that man curled up in the space usually occupied by four passengers. He thinks that because he takes his boots off he has the right to project his big dirty feet into the aisle as far as he pleases. But no matter. I can squeeze by them when necessary, and perhaps give him a whack now and then that will make him think we have been telegraphed.

"But all people are not bores. You can distinguish the true lady and gentleman here as elsewhere. They are never impertinent, drunk, nor sprawling dead asleep over the seats. They seem to take it for granted that all is being done for their speed and comfort that is possible, and are satisfied. Coarse men, women, and old people make us the most trouble. They seldom know exactly what they want and so are never at ease. The latter class we can tolerate for humanity's sake—but the men! Why, I feel like pitching them from the train sometimes. They imagine their little slip of pasteboard entitles them to all the room they can occupy and a voice in the train management besides.

"We see all sorts of partings, of course, but there is one kind I shall never get used to, and that is a square manly young fellow leaving his old father and mother or sweetheart. I tell you the 'God bless you' and 'Be a good boy' and the tears mean something then, and don't you forget it. When he takes his seat he has plenty to think about, and you can tell by a glance at his face that life for him has begun in dead earnest. May be you have been there yourself? I have," and seizing his lantern he left me to my meditations.

## What Sustains Trusts.

From the Detroit News.

An attempt is being made in the New York courts to annul the charter of the Havemeyer & Elder Sugar Refining Co., on the ground that it is a member of the Sugar Trust, organized against public interests, contrary to the laws of the State of New York. Proceedings have been begun before the Supreme Court by the Attorney General.

It is very improbable that such proceedings will succeed in anything except in demonstrating the impotence of the law. Even should the court annul the company's charter, it does not affect the trust. The Havemeyer company can continue its business without a charter as an ordinary partnership. The trust cannot be destroyed by the courts, for it has no charter nor any organization cognizable by the law. It is simply an agreement between a certain number of refineries that they shall pay no more than a certain price for raw sugar, and sell refined sugar for no less than a certain price. That is all. Certainly any two or more workingmen, any two or more farmers, any two or more manufacturers, are privileged to make such an agreement as that. In fact, it is precisely what the workmen of the country try to do in forming trades unions. That they do not succeed as well as the sugar refiners is due simply to the fact that labor is an article not so easily cornered as sugar, and because the United States government does not use all its naval and military power to assist the labor trusts as it does to back up the sugar trust and other trusts. A man may bring in all the labor he pleases, and no one interferes; but if he is caught bringing in a ton of refined sugar to the country to compete with the sugar trust, he is fined half its value. So with copper, iron, steel and everything else which is "trusted."

## The Grocery Market.

Sugar is without especial change and there is no probability of any marked change for a month to come. Through some combination of circumstances, THE TRADESMAN quoted granulated at 7½¢ last week, whereas the price should have been 7½¢. "Mistakes are liable to happen in the best regulated families," and as THE TRADESMAN does not set itself up as a model of perfection, it is liable to make a false step once in a while. It is a source of congratulation, however, that such lapses as that of last week are not of frequent occurrence. Green Rios are higher, which gives ground for expecting an advance in the package brands before the week is out. Crackers and sweet goods have been advanced ½¢, by the combination. Cheese has taken a strong upward turn, being actually worth 1½¢ more than a week ago, owing to the discovery that the brisk export demand has kept stocks down, while the dry weather and cold fall has curtailed production very considerably. Pickles are lower. Rice is higher. Wheat is lower, but flour is held at the old quotations.

Buy flour manufactured by the Crescent Roller Mills. Every sack warranted. Voigt Milling Co.

# PRODUCE MARKET.

Apples—Fall fruit commands \$1.50/\$1.75 per bbl. Winter fruit is in fair demand at \$1.50/\$2.00 per bbl.

Beans—The new crop is coming in freely, commanding \$1.00/\$1.25 per bu. for unpecked and \$1.50 for hand-picked.

Butter—Good quality is scarce and high. Dealers pay 16¢/20¢ and hold at 18¢/22¢.

Cabbages—Home grown command \$3 per 100. Celery—\$2.00/\$2.25 per doz.

Cider—\$2.00 per gal.

Copperage—Pork barrels, \$1.25; produce barrels 25¢.

Cranberries—\$7 for Bell and Cherry and \$8 for Bell and Bugle.

Dried Apples—Commission men hold sun-dried at 5½¢ and evaporated at 7¢.

Eggs—Strictly fresh are scarce, jobbers willing to pay 10¢ and selling at 18¢.

Grains—Concord, 2¢ per lb. Wordens, 3¢.

Niagaras, 5¢.

Honey—Scarce and hard to get, readily commanding 18¢ per lb.

Onions—Home grown dry stock command 35¢/40¢ per bu.

Pop Corn—2½¢ per lb.

Potatoes—In small demand, both at home and abroad, local dealers being unable to find any outlet for the crop. Those thrown on the market are dull and slow sale at 25¢/35¢.

Quinces—\$2 per bu.

Squash—Hubbard, 1¢ per lb.

Straw Potatoes—Baltimore, \$2.50 per bbl. Jerseys, \$3.25 per bbl.

Tomatoes—About out of market.

Turnips—25¢ per bu.

# PROVISIONS.

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

**PORK IN BARRELS.** \$16.00

Mess, short cut, 19.00

Short cut, 19.00

Extra clear pig, short cut, 19.00

Extra clear, heavy, 19.00

Extra clear, short cut, 19.00

Clear back, short cut, 19.00

Standard clear, short cut, best, 19.00

**SMOKED MEATS—Canned or Plain.**

Hams, average 20 lbs., 12.00

" 16 lbs., 12.00

" 12 to 14 lb., 12.00

" best boned, 12.00

Shoulders, 11.00

Breakfast Bacon, boned, 11.00

Dried Beef, extra, 9.00

" ham prices, 9.00

**DRY SALT MEATS.**

Long Cleats, heavy, 10.00

" medium, 10.00

" light, 10.00

**LARD—Kettle Rendered.**

Tierces, 10.00

10 lb. Tins, 10.00

**LARD—Compound.**

Tierces, 9.00

30 and 50 lb. Tins, 9.00

3 lb. Pails, 20 in a case, 10.00

5 lb. Pails, 12 in a case, 10.00

10 lb. Pails, 6 in a case, 10.00

5 lb. Pails, 4 in a case, 10.00

**BEEF IN BARRELS.**

Extra Mess, warranted 20 lbs., 7.00

Extra Mess, Chicago packing, 7.00

Plate, 7.00

Extra Plate, 7.00

Boneless, rump butts, 5.00

" ½ bbl., 5.00

**SAUSAGE—Fresh and Smoked.**

Pork Sausage, 12.00

Ham Sausage, 12.00

Tomato Sausage, 12.00

Frankfort Sausage, 12.00

Bologna, straight, 12.00

Bologna, thick, 12.00

Head Cheese, 12.00

**PIGS' FEET.**

In half barrels, 3.50

In quarter barrels, 3.50

**TRIPE.**

In half barrels, 3.00

In quarter barrels, 3.00

In Kits, 3.00

# OYSTERS and FISH.

F. J. Detenthaler quotes as follows:

**OYSTERS IN CANS.** @18

Standards, @20

Anchor, @20

Selects, @20

Fairhaven Counts, @28

**OYSTERS IN BULK.**

Standards, 1.10

Selects, 1.10

Clams, 1.25

**FRESH FISH.**

Black Bass, @12½

Trout, @12

Whitefish, @12

Smoked, @12

Perch, 2½¢/4

**FRESH MEATS.**

Beef, carcasses, 4 @ 5

" hind quarters, 3 @ 4

" fore, 3 @ 4

Hogs, @7½

Pork loins, @7½

Bologna, @7½

Frankfort sausage, @7½

Blood, liver and kidney sausage, @7½

Mutton, 6 @ 7

# CANDIES, FRUITS and NUTS.

Putnam & Brooks quote as follows:

**STICK.**

Standard, 25 lb. boxes, 9.00

Twist, 25, 10.00

Cut Leaf, 25, 11.00

**MIXED.**

Royal, 25 lb. pails, 9.00

20 lb. bbls., 9.00

Extra, 25 lb. pails, 11.00

20 lb. bbls., 11.00

French Cream, 25 lb. pails, 12.00

Cut Leaf, 25 lb. cases, 12.00

Broken, 25 lb. pails, 11.00

20 lb. bbls., 11.00

**FANCY—In 5 lb. boxes.**

Lemon Drops, 13.00

Sour Drops, 14.00

Peppermint Drops, 14.00

Chocolate Drops, 14.00

H. M. Chocolate Drops, 14.00

Gum Drops, 14.00

Licorice Drops, 14.00

Soda, 14.00

Lozenges, plain, 14.00

Imperial, 14.00

Mottos, 14.00

Cream Bar, 14.00

Molasses Bar, 14.00

Hand Made Creams, 14.00

Plain Creams, 14.00

Decorated Creams, 14.00

String Rock, 14.00

Burnt Almonds, 14.00

Wintergreen Berries, 14.00

**FANCY—In bulk.**

Lozenges, plain, in pails, 13.00

" in bbls., 13.00

" printed, in pails, 13.00

" in bbls., 13.00

Chocolate Drops, in pails, 12.00

Gum Drops, in pails, 12.00

" in bbls., 12.00

Moss Drops, in pails, 9.00

" in bbls., 9.00

Sour Drops, in pails, 12.00

Imperial, in pails, 11.00

" in bbls., 11.00

**FRUITS.**

Bananas, 1.25 @ 2.50

Oranges, Jamaica, bbls., 2.00

Lemons, choice, 4.50

" fancy, 6.50

Flgs. layers, 16.00

" Bage, 20 lb., 4.00

Dates, 50 lb., 4.00

" 1/2 Frails, 50 lb., 4.00

" Fard, 10 lb. box, 4.00

" 25 lb., 4.00

" Persian, 50 lb. box, 4.00

**NUTS.**

Almonds, Tarragona, @17½

" Bitter, @16

" family, @14

" Brazil, @8½

" Filberts, Sicily, @11

" Walnuts, Grenoble, @12½

" French, @12½

" Pecans, Texas, H. P., @12

" Cocoanuts, per 100, @4.50

**PEANUTS.**

Stork, @5½

Fancy H. P., @5½

Choice White, @5½

Extra H. P., @5½

# Wholesale Price Current.

The quotations given below are such as are ordinarily offered cash buyers who pay promptly and buy in full packages.

BAKING POWDER.		DRIED FRUITS—Domestic.		SUGARS.	
Royal, 10c cans, 45	10c cans, 45	Apples, sun-dried, 5½¢/6	Apples, evaporated, 7 @ 7½	Cut Leaf, 6 84	6 84
10c cans, 45	10c cans, 45	Apricots, 7	Blackberries, 7	Cubes, 6 84	6 84
10c cans, 45	10c cans, 45	Blackberries, 7	Neatarnes, 7	Powdered, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	Granulated, Stand, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	Confectionery A, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	Standard A, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 1, White Extra C, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 2, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 3, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 4, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 5, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 6, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 7, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 8, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 9, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 10, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 11, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 12, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 13, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 14, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 15, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 16, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 17, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 18, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 19, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 20, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 21, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 22, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 23, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 24, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 25, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 26, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 27, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 28, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 29, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 30, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 31, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 32, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 33, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 34, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 35, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 36, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 37, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 38, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 39, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 40, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 41, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 42, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 43, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 44, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 45, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 46, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 47, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 48, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 49, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 50, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 51, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 52, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 53, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 54, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 55, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 56, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 57, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 58, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 59, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 60, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 61, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 62, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 63, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 64, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 65, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 66, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 67, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 68, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 69, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 70, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 71, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 72, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 73, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 74, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 75, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 76, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 77, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 78, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 79, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 80, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 81, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 82, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 83, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 84, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 85, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 86, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 87, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 88, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 89, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 90, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 91, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 92, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 93, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 94, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 95, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 96, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 97, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 98, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 99, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 100, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 101, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 102, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 103, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 104, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 105, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 106, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 107, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 108, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 109, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 110, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 111, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 112, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 113, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 114, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 115, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 116, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 117, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 118, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 119, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 120, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 121, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 122, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 123, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 124, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 125, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 126, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 127, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 128, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 129, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 130, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 131, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 132, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 133, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 134, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 135, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 136, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 137, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 138, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 139, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 140, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 141, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 142, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 143, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 144, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 145, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 146, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 147, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 148, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 149, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 150, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 151, C, golden, 6 84	6 84
10c cans, 45	10c cans, 45	Plums, 7	Raspberries, 7	No. 152, C, golden	



Drugs & Medicines.

State Board of Pharmacy.  
Six Years—Jacob Jenson, Muskegon.  
Two Years—James Vernon, Detroit.  
Four Years—Otto Eberbach, Ann Arbor.  
Four Years—Geo. McDonald, Kalamazoo.  
Five Years—Stanley E. Parkhill, Owasco.  
President—Geo. McDonald.  
Secretary—Jacob Jenson.  
Treasurer—James Vernon.  
Next Meeting—At Lansing, on November 6, 7 and 8.  
Candidates will please report at 9 a. m. the second day of meeting.

Michigan State Pharmaceutical Ass'n.  
President—Geo. McDonald.  
First Vice-President—F. N. Alder, Lansing.  
Second Vice-President—H. M. Dean, Niles.  
Third Vice-President—A. E. Ketchum, Ann Arbor.  
Secretary—H. J. Brown, Ann Arbor.  
Treasurer—Win. Dupont, Detroit.  
Executive Committee—A. H. Lyman, Manistee; A. B. Setz, Detroit; F. J. Werburg, Grand Rapids; W. A. Hall, Greenville; E. T. Webb, Jackson.  
Local Secretary—A. Bassett, Detroit.

Grand Rapids Pharmaceutical Society.  
ORGANIZED OCTOBER 9, 1884.  
President—E. Leitch.  
Vice-President—J. W. Hayward.  
Secretary—Frank H. Scott.  
Treasurer—Henry E. Patchell.  
Board of Censors—President, Vice-President and Secretary.  
Board of Trustees—The President, John E. Peck, Geo. St. Ketter, A. F. Hazeltine and F. J. Werburg.  
Wm. Leach, Walter Wm. E. White and Wm. L. White.  
Committee on Trade Matters—John Peck, F. J. Werburg, W. R. Tibbitts.  
Committee on Legislation—J. W. Hayward, F. J. Werburg, W. R. Tibbitts.  
Committee on Education—W. L. White, John Murr, M. B. Kimm.  
Regular Meetings—First Thursday evening in each month.  
Annual Meeting—First Thursday evening in November.

Detroit Pharmaceutical Society.  
ORGANIZED OCTOBER, 1883.  
President—J. W. Caldwell.  
First Vice-President—F. W. R. Perry.  
Second Vice-President—F. D. Stevens.  
Secretary and Treasurer—G. S. Purvis.  
Annual Meeting—First Wednesday in June.  
Regular Meetings—First Wednesday in each month.

Central Michigan Druggists' Association.  
President—W. H. Danley, Secretary, R. M. Russell.  
Berrien County Pharmaceutical Society.  
President, H. M. Dean; Secretary, Henry Kephart.

Clio County Druggists' Association.  
President, A. O. Hays; Secretary, A. S. Wallace.

Charlevoix County Pharmaceutical Society.  
President, H. W. Willard; Secretary, Geo. W. Crouther.

Ionia County Pharmaceutical Society.  
President, W. R. Culler; Secretary, Geo. Gunderson.

Jackson County Pharmaceutical Ass'n.  
President, C. B. Colwell; Secretary, C. E. Foote.

Kalamazoo Pharmaceutical Association.  
President, D. O. Roberts; Secretary, D. McDonald.

Mason County Pharmaceutical Society.  
President, E. S. Lattimer; Secretary, Wm. Heyratt.

Monroe County Pharmaceutical Society.  
President, C. H. Wagener; Secretary, A. H. Webber.

Muskegon County Pharmaceutical Association.  
President, S. M. Sackett; Secretary, Julius Weiss.

Muskegon County Pharm. Association.  
President, Wm. B. Wilcox; Secretary, Geo. Wheeler.

Muskegon Drug Clerks' Association.  
President, C. S. Koon; Secretary, Geo. A. G. Clark.

Newaygo County Pharmaceutical Society.  
President, J. F. A. Ralder; Secretary, A. G. Clark.

Ocean County Pharmaceutical Society.  
President, F. W. Flacker; Secretary, Frank Cady.

Saginaw County Pharmaceutical Society.  
President, Jay Smith; Secretary, D. E. Prall.

How to Achieve Success in Pharmacy.  
Under the title of "The Pharmacist's Duty to Himself," the *Pharmaceutical Journal* points out the qualities which pharmacists should cultivate who aspire to success:

Success in commerce depends mainly on two factors—getting good value for money paid, and giving good value for money received. It is only by due observance of the latter factor that custom can be commanded, and the seller who can give the best value is the one who will be the most successful. In the practice of pharmacy the latter ought naturally to be the most highly developed; but this, he it is noticed, does not necessarily imply a lack of the former.

The second factor necessary to commercial success is giving good value for money received. If a draper sells bad material at a price for which good ought to be bought, the majority of buyers will detect the fraud and transfer their custom. The pharmacist who sells at a penny an ounce Epsom Salts which can be bought at the grocers for fourpence a pound cannot reasonably hope for better treatment than his trading neighbors; unless, indeed, he can prove to the satisfaction of his customers that his Epsom salts are worth the extra price an ounce from the fact that they are better. Here, we contend, lies the whole strength of the pharmacist's position, even if viewed with the eyes of commerce only. But do chemists and druggists—the commercial representatives of the pharmacist—always supply the most nearly perfect article? For the credit of our profession we would fain hope so, but our faith is sometimes sadly shaken by reports of law court transactions and evidence given therein. We hold that pharmacists owe it as a duty to themselves and to their profession to supply the best nearly perfect article, be it as supplied for as sal volatile, laudanum, sweet spirits of nitre, milk of sulphur, or Friar's balsam.

We are not of those who maintain the infallibility of all official processes and tests. Pharmacopoeias are only official fingerprints along a track, much of which has been, but much more of which yet remains to be explored. The official process book should be to pharmacists not a hangman's whip, but rather a guide to what can be attained. The interaction of the egotistic and altruistic principles which underlie all conduct may be nowhere better seen than in the conscientious pharmacist, who for his own credit and that of his profession supplies preparations most calculated to benefit their consumers, and who in turn receives increased patronage and ever deepening respect.

Pharmaceutical Education.  
Dr. R. G. Eedes in *Druggists' Bulletin*.

A most important question is the undue prominence given in colleges and boards of pharmacy to topics and facts which the examined persons will never be called upon to use in practical life. The evil permeates every department of study, from chemistry to toxicology. Would it not be much better for them to know actual shop doses about iodide of potassium, quinine, morphine and Rochelle salts in a thorough manner, rather than a smattering of everything from these, paraldehyde, resorcin and xylol. The test of true education is not a crammed memory, containing a mass of

useless lumber that can never be brought into requisition. It is, instead, the intelligent appreciation of principles and laws with a knowledge of the kind of data on which these principles and laws are founded. Young men should be taught to depend on books more and memory less for the doses and particulars of rarely used drugs and medicines. They should learn the way to discover where and how knowledge can be found, rather than make them imagine their heads contain it all.

Our graduates are too self-confident where they should act with fear and trembling. Professors should enforce facts about common things by repeated iteration, and principles by successive illustration. Students should be required to know the things in the former and the principles only in the latter. Should rare drugs be mentioned in making clear a principle, the student should only be expected to remember enough to show that he knows what was talked about, and the selection should be optional as to the facts. Lectures should be more discursive than they are, so as to arouse and uphold interest in the listeners. To accomplish this, however, the discursiveness must be methodical and aim at enforcing important principles. Many lectures now given are soulless and wearying, because the material presented is indigestible and disjointed.

It may be that my ideas are not sufficiently lucid. Summed up they call for practical, everyday, store-useful facts, drilled into and demanded of all who would wield the pestle, and the confining of the ornamental and progressive part of their education to a clear appreciation of leading laws, embracing principles and fairly established theories. The first part fits them for real work. The second is as a well of water, springing up in the values of life. It creates dissatisfaction with present human attainments and spurs them on to original thoughts and work.

The majority of the very best pharmacists in America would be unable to pass many of the present pharmacy and college examinations. The propounders of their questions could not themselves run the query gauntlet of their colleagues, nine times out of ten. Something should be done to stop this; it is an outrage on common sense. They are making mental dyspepsies instead of educated men and women. They are robbing them of the fitness nature has endowed them with. They are teaching them to loathe study, and by making them imagine they know the doses of all dangerous remedies without asking that the contents of their memory should be confirmed constantly, they tend to produce a lot of unconscious poisoners. I speak from experience. It would be easy to extend these suggestions into other directions, but your patience would be over-taxed.

How the New Type is Viewed by the Profession.

Shelby Weekly Herald: THE MICHIGAN TRADESMAN is out this week with a new dress of type. THE TRADESMAN is the leading trade journal of the West, and the success with which it has met is unparalleled in the history of Michigan journalism.

Mancelona Herald: THE MICHIGAN TRADESMAN—the ablest trade journal in Michigan—came out this week in an entire new dress of type. The success which this paper has attained is almost unprecedented and is due wholly to the untiring efforts of the publishers. THE TRADESMAN has an enormous patronage, and as every dollar of it is merited, nothing pleases us better than to note the continued success of this journal.

Grand Rapids Eagle: THE MICHIGAN TRADESMAN appears this week in a brand new dress of type, and presents a handsome appearance. THE TRADESMAN is one of the nearest, best trade papers in the country, a recognized authority in its department, and a power among Michigan business men.

Grand Rapids Democrat: THE MICHIGAN TRADESMAN looks brighter than ever this week in a new dress throughout. The paper has always been one of the nearest looking sheets in the State and its friends will be glad to notice this new evidence of prosperity.

Fremont Indicator: That popular paper, THE MICHIGAN TRADESMAN, is out in a new dress of type, very much improving its heretofore good looks. THE TRADESMAN is one of the best newspaper plants in the State, and a most ably conducted journal.

St. Louis Shoe and Leather Gazette: THE MICHIGAN TRADESMAN comes to us this week in a brand new dress, which has done in honor of its sixth anniversary. It is a pretty costume and fits well. We predict a great future for our Michigan contemporary.

A New Invention—The Automatic Doctor.  
Under this title, *London Punch*, inspired by the undignified advertising dodge of an American pill manufacturer, gives birth to the following doggerel, which might better have been called the Automatic Pharmacist, since the machine dispenses rather than prescribes:

Note the ailment that you've got,  
Cardiac or else hepatic.  
Put a penny in the slot,  
Lo! the action's automatic.  
Out there comes for every ill,  
Physic, fustiest of notions,  
Here a powder, there a pill,  
But it draws the line at lozions.  
Should a maiden chance to feel  
That her frame needs restoration,  
There's a section labeled "Steel,"  
Which requires no explanation.  
Here the Iron Doctor stands:  
For the few for the many;  
Curing with his liberal hands,  
All diseases—for a penny.  
Yonder gentleman a drug  
Seeks, we'll say, for torpid liver;  
There the pills are lying snug,  
This machine's a liberal giver.  
There's no need for guinea fees,  
Or for any drug connoctor:  
Just a penny gives you ease,  
From the Automatic Doctor!

Why He Hadn't Paid.  
Grocer—See here, you haven't settled your bill yet. Last month you paid promptly on the last day of the month.  
Customer—Yes, and you gave me a cigar!  
Grocer—Well?  
Customer—Why, I've been sick ever since and unable to work.

Wholesale Price Current.

Advanced—Gum camphor, arnica flowers, turpentine, linseed oil, flax seed, flax seed ground.

ACIDUM.																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
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## The Michigan Tradesman

### The Desirability of a Clean Record.

Written for THE TRADESMAN.

"Young man, keep your record clean!" were the last words of that famous temperance worker, John B. Gough.

"I earn that I may eat; I get that I may wear; I owe no man hate; I envy no man his happiness," says Shakespeare.

Yet the average young man of to-day starts out in life with the (perhaps unexpressed) wish to "get" without earning and thereby blackens his record, only too often, hopelessly.

The most complicated of all our commercial systems is our credit system. It is the *alpha* and the *omega* of the commercial world. The young man starting out in life, whether in business for himself or as one of the factors of labor, scarcely realizes the importance of keeping his credit above reproach. All that binds our immense commercial fabric together to-day is simply the confidence that exists between buyer and seller. Let that slender thread be shaken ever so little, and it strains and breaks. The merchant in wholesale trade watches just as closely the private life of his customer as does the little dealer yonder, who refuses John Jones credit because he spends two-thirds of his wages in drink and riotous living. The merchant who trusts to the tender mercy of his clerks and spends his time in trips to the city, or other mild or wild dissipation, is no safe man to give a line of credit to. The dealer who, out of tender-heartedness, takes the word of every one who has a soft story to tell soon discovers by woeful experience that he is a loser, not only of his goods and chattels, but of his credit, because "he that handles pitch will be defiled." The man who fails in trade through the misfortunes which surround us all — illness, accident and death — has the sympathy of the commercial world, and can start again, but woe to the man who makes a practice, or who follows the example of others and fails either by reason of folly or for the sake of settling for so many cents on the dollar. Every such failure shakes the thread that binds the confidence of the buyer and seller, and it must be said that such failures are not as frequent as they were twenty years ago, from the fact that the credit clerks of our large wholesale houses are watching more carefully every day the record of the business men with whom they deal, and our commercial agencies report in detail the previous career of men who are starting in trade. Many an order is "turned down" in the house because the report says "drinks" or "gambles," or "fast." As a matter of fact, our country is in a prosperous condition. There are various avenues open to young men to make a start in life, but it must be with a clean record, or with no record, and with a firm resolve to "keep the record clean," if they would succeed. To make a pretense of doing a large trade, and thereby trust out a half or two-thirds of your stock, means failure. To buy in large quantities and lose one-half your purchase by reason of decay or age, just for the sake of buying cheaper than your neighbor and so undersell him, means failure. To buy on credit, just because you can get the goods and fill your store with surplus stock, means failure — the bills come due and must be paid some time. To buy a piano for your little girl whom you dearly love may be very paternal, but it don't pay the note that is due next week. To contribute largely to public enterprise may be good citizenship and a poor way of advertising, but if you are using money that should pay honest debts, it is poor merchantcraft, and, combined or singly, these things can only add a stain to your "record." JESSE LANGE.

after I had run a mile or to I got careless and looked back." "This story reminds me of how one of Ellsworth's fire zouaves killed his first confederate. He said that he marched out to the battle of Bull Run and when about half way there he met a Johnny Reb in ambush. "What did you do then?" I asked. "Well, sir," he answered, "I drew out my revolver and he drew out his bowie-knife, and then I took the lead from the start and kept it clear into Washington City, and—" "But how did you kill the man?" "Run him to death, sir," was the reply."

Grocers wanting good cheese should order from I. B. Smith & Son, proprietors of the Wayland Cheese Factory, Wayland. Satisfaction guaranteed. 267

## MILL SUPPLIES

Guaranteed the Best!

Leather Belting  
Rubber Belting  
Mill Hose  
Raw Hide Lace  
Packings of all kinds  
Circular & Band Saws

Saw Setts and Files  
Emery Wheels  
Emery Wheel Dressers  
Babbitt Metals  
Shingle Bands  
Lath Yarn  
Hide Rope  
Hay Rope  
Tube Cord  
Fodder Twine

Asbestos Goods, Pipe Covering  
Grease and Oil Cups, Greases  
of all kinds, Lard, Machinery,  
Cylinder and Rub-  
bing Oils, Oil Tanks.

Belts made Endless and Repair-  
ing done in the best manner.

## SAMUEL LYON

Cor. Waterloo and Louis Sts.,  
GRAND RAPIDS, - MICH.

## REMOVED.

I have removed my stock from  
40 and 42 South Division Street to

19 S. Ionia St.

NEW BLODGETT BLOCK.

where five floors and a basement af-  
ford me better facilities than ever  
before for the proper prosecution  
of my business.

Daniel Lynch,

—SUCCESSOR TO—

FRED D. YALE & CO.

## CUMMINGS & YALE,

—AGENTS FOR—

Importers and Manufacturers of

Crockery  
Glassware  
Fancy Goods  
Bottles  
Corks, Etc.

Visiting merchants are requested to call and  
look over our samples.  
You can save money by calling or writing  
for prices before purchasing elsewhere.

19 SO. IONIA STREET,  
GRAND RAPIDS, - MICH.

ASK FOR

ARDENTER

MUSTARD

BEST IN THE WORLD.

## HEADQUARTERS

Western Michigan

## Lumbermen's Goods

Mackinaw Shirts

ALL SHADES AND QUALITIES.

Heavy Underwear,

Fulled Boots and Mittens

AGENT FOR

IRA PARKER'S **GLOVES** SARANAC  
TANNED.

EVERY PAIR WARRANTED.

SCOTCH CAPS.

FUR Special Bargains in CAPS

I. C. LEVI,

34, 36, 38, 40 and 42 Canal Street, GRAND RAPIDS.

I. M. CLARK & SON,

—THE—

LEADING TEA HOUSE

—IN—

MICHIGAN

LEMON, HOOPS & PETERS,

Wholesale

Grocers

AND

- TEA -

IMPORTERS.

GRAND RAPIDS, - MICH.

## H. LEONARD & SONS

134 to 140 Fulton Street,

Grand Rapids, Mich.

WHOLESALE DEALERS IN

Sleighs and Coasters,

Express Wagons and Carts,

Rocking Horses, Shoe Flys, &c.

Holiday Goods and Toys,

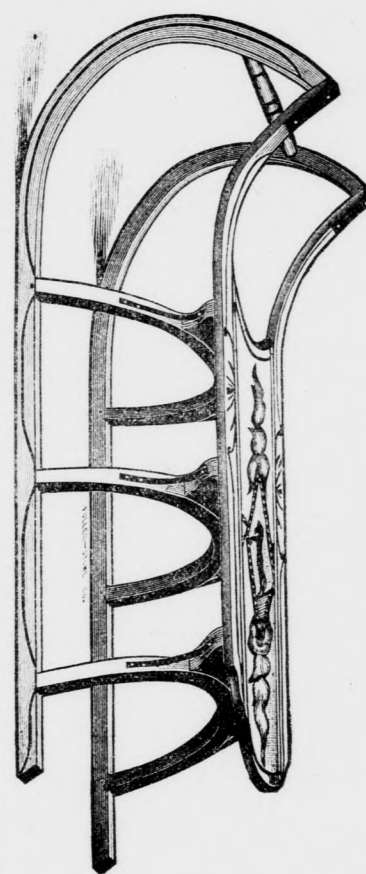
Books and Games,

Novelties, &c.

Crockery and Glassware,

Silver Plated Ware,

Bazaar Goods.



No. 1, 2 Bent Knee Sleigh, list, per doz.	\$ 6 00
No. 2, 2 " " " " " "	6 75
No. 3, 2 " " " " " "	9 00
No. 4, 3 " " " " " "	11 00
No. 5, 2 " " " " " "	11 00
No. 6, 3 " " " " " "	13 00
No. 7, 3 " " " " " "	16 00
No. 8, 3 " " " " " "	22 00
No. 9, 3 " " " " " "	30 00
No. 10, 3 " " " " " "	40 00
No. 11, Pat. Bow Runner " " "	14 00
No. 12, " " " " " "	18 00
No. 1, Coaster, Flat Shoes " " "	6 75
No. 2, " " " " " "	8 00
No. 3, " " " " " "	11 00
No. 4, " " " " " "	14 00
No. 5, " " " " " "	14 00
No. 6, " " " " " "	18 00
No. 1, Adjustable Baby Carriage Runners.	12 00
No. 2, " " " " " "	24 00
No. 1, Sleigh Body, size 11 x 21 in.	13 50
No. 2, " " " " " " 11 x 21 " up'l'st'd	30 00
No. 3, " " " " " " 16 x 30 " " "	25 00
No. 1, Pusher Handles to fit No. 1 & 2 bodies	4 00
No. 2, " " " " " " State body wanted to	fit.
ft.	6 00

Ask for illustrated catalogue of Sleighs giving  
full description, and we will quote our BEST  
DISCOUNT.

To Dealers who have never  
kept our lines of

Holiday  
Goods

we would say that they are the  
most profitable goods possible  
to handle, and our stock this  
season is not equalled in assort-  
ment by any other house in the  
entire West.

Our lines are now ready for  
inspection, and orders can be  
shipped at once. Come early  
while our mammoth assort-  
ment is unbroken.

## SWIFT'S

Choice Chicago Dressed Beef

—AND—

MUTTON

Can be found at all times in full supply and at  
popular prices at the branch houses in all the larger  
cities and is Retailled by all First-Class Butchers.

The trade of all marketmen and meat dealers is  
solicited. Our Wholesale Branch House, L. F. Swift  
& Co., located at Grand Rapids, always has on hand  
a full supply of our Beef, Mutton and Provisions, and  
the public may rest assured that in purchasing our  
meats from dealers they will always receive the best.

Swift and Company,

Union Stock Yards, - CHICAGO, ILL.

J. S. FARREN & CO.,

Celebrated Baltimore

OYSTERS

We are Agents for the above well-known goods and claim

THE BEST STOCK

BEST FILLED CANS

PROMPT ATTENTION

AND AMPLE SUPPLY.

ASK FOR PRICES AT ANY TIME.

Putnam & Brooks,

13, 15, 17 So. Ionia Street,  
13, 15, 17 Railroad Place,

GRAND RAPIDS.

W. STEELE PACKING & PROVISION CO.

WHOLESALE DEALERS IN

Fresh and Salt Beef,  
Fresh and Salt Pork,  
Pork Loins, Dry Salt Pork,  
Hams, Shoulders,  
Bacon, Boneless Ham,  
Sausage of all Kinds,  
Dried Beef for Slicing.

LARD, Strictly Pure and Warranted, in tierces, barrels, one-half  
barrels, 50 pound cans, 20 pound cans, 3, 5 and 10 pound  
pails.

Pickled Pigs' Feet, Tripe, Etc.

Our prices for first-class goods are very low and all goods are warranted first-class  
in every instance.

When in Grand Rapids give us a call and look over our establishment.

Write us for prices

GRAND RAPIDS, MICH.

P. STEKETEE & SONS,

JOBBERS IN

Dry Goods and Notions,

88 Monroe St. & 10, 12, 14, 16 & 18 Fountain St.,

Grand Rapids, Mich.

Peerless Carpet Warps and Geese Feathers  
American and Stark A Bags

A Specialty.