

Michigan Tradesman.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, OCTOBER 1, 1890.

NO. 367.

AVOID THE Curse of Credit

BY USING

"TRADESMAN"
OR
"SUPERIOR" Coupon Books

Manufactured by

TRADESMAN COMPANY,

Grand Rapids.

See quotations in Grocery Price Current.

SEEDS!

Write for jobbing prices on
Mammoth, Medium, Alsike and
Alfalfa Clover, Timothy, Orchard
Grass, Red Top, Blue Grass,
Field Peas, Beans,

APPLES AND POTATOES.

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76 So. Division St., Grand Rapids.

ALLEN DUFEE. A. D. LEAVENWORTH.

Allen Durfee & Co.,

FUNERAL DIRECTORS,

103 Ottawa St., Grand Rapids.

Eaton, Lyon & Co.,

School Supplies,
Miscellaneous Books
School Books,
Stationery.

Our Fall Line Now Ready
EATON, LYON & CO.,

20 and 22 Monroe St., Grand Rapids.

REMPIS & GALLMEYER,
FOUNDERS

General Jobbers and Manufacturers of
Settees, Lawn Vases, Roof Crestings, Carriage
Steps, etc. Posts and Stair Steps.

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W. C. WILLIAMS.

A. S. BROOKS.

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**WILLIAMS,
SHELEY
& BROOKS**

Successors to

FARRAND, WILLIAMS & CO.,

Wholesale Druggists,

AT THE OLD STAND.

Corner Bates and Larned Streets, Detroit.

ENGRAVING

It pays to illustrate your business. Portraits,
Cuts of Business Blocks, Hotels, Factories,
Machinery, etc., made to order from photo-
graphs.

THE TRADESMAN COMPANY,
Grand Rapids, Mich.

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MAKING!**

Models, Mechanical and Patent Office

Drawing Made to Order.

WM. HETTERSCHIED,

131 S. Front St., West End Pearl St. Bridge.

OYSTERS

Season is now under way. Let your
orders come. We quote:

SOLID BRAND —Selects.....	25
“ “ “ E. F. “.....	22
“ “ “ Standards.....	20
DAISY BRAND —Selects.....	23
“ “ “ Standards.....	18
“ “ “ Favorites.....	16

Choice Full Cream Cheese, 9½c.
“ Dairy Butter, 16c.

Fresh Eggs, 18c.

Choice 300 or 360 Lemons, \$7.00.

Pure Cider Vinegar, Full Strength, 10c.

Pure Sweet Cider, right from press, 15c.

Fancy Yellow Sweet Potatoes, \$3.25.

Our Mince Meat, Best in Use, 7c lb.

2-lb. Cans (usual weight), \$1.50 per doz.

1-lb. “ “ “ “ “ \$3.50

Fancy Cape Cod Cranberries, per bbl. \$9.00

per crate..... 3 00

E. FALLAS & SON

Prop's Valley City Cold Storage,

GRAND RAPIDS, MICH

SEEDS!

If in want of Clover or Timothy,
Orchard, Blue Grass, or Red Top,
or, in fact, Any Kind of Seed,
send or write to the

Grand Rapids Seed Store,

71 Canal St., GRAND RAPIDS.

W. T. LAMOREAUX.

How to Keep a Store.

By Samuel H. Terry. A book of 400 pages
written from the experience and observation of
an old merchant. It treats of Selection of Busi-
ness, Location, Buying, Selling, Credit, Adver-
tising, Account Keeping, Partnerships, etc. Of
great interest to every one in trade. \$1.50.

THE TRADESMAN COMPANY,

Grand Rapids.

WOOD CORKS.

Experience of the Inventor of Wooden
Bottle Stoppers.

Written for THE TRADESMAN.

Among the many inventions, or at-
tempts at invention, of the age, few, per-
haps, have a more curious history than
the one at the head of this article. Some
time back in the sixties, a man whom we
will call Wilson—because that is not his
name—whose vocation was that of a
druggist, and who, by the way, was
always prying into practical chemistry,
sat listening to a conversation be-
tween his employer and the agent of a
large cork company. They were discuss-
ing the magnitude of the business and the
inability of manufacturers to supply a
sufficient quantity of the XX grade, which
was then the best quality of corks sold to
the trade.

Wilson listened with intense interest
to this conversation and noted the state-
ment that this immense business ran up
into millions a year in the United States
alone; also that the demand apparently
exceeded the production of the bark, or
raw material, and, as was natural, prices
of all grades of the product were con-
stantly advancing. The fact that the
cork tree was one of slow growth and
that years must elapse before the bark
became of sufficient thickness for stop-
pers; that this tree, like many others,
had its insect enemies and that thousands
of trees were destroyed in various ways,
gave birth at once in Wilson's mind to
the question, "Cannot some other ma-
terial be made a substitute for this bark?"
To be a success, he reasoned, this substi-
tute must possess various properties. It
must also be impervious to all liquids; of
great strength and not soluble, unless in
a slight degree. His first ideas were that
this material must be a new chemical
composition, rolled to the requisite thick-
ness for the length of his corks, and then
cut or stamped out rapidly with dies for
the purpose; or, if it were more feasible,
they might be cast rapidly in moulds.

No experiments were made until sev-
eral years had elapsed, and were then
suggested to him by watching the process
of casting the rollers used in printing.
He then made a tough, elastic compound
substance, one of the ingredients of
which was finely ground leather, and
after several weeks labor produced an
apparently fair article of bottle stoppers,
which now, however, required the test of
time to withstand disintegration from
different liquids. These stoppers were rap-
idly cast in moulds and were sufficiently
soft, elastic and perfect in external ap-
pearance. They were made and tested
in various ways during the hot summer
months and several dozen of them were
placed in a drawer of the store for future
examination. In time, it was observable
that they imparted the flavor of some of
their ingredients to the contents of the
bottle, but a friend of his, who had been
taken into confidence, suggested a remedy.

A press of other business caused the
corks in the drawer to be lost sight of,
until sometime the following winter.
His friend happening in one cold day,

and the subject of corks being discussed,
he suddenly exclaimed, "Let me show
you how nicely my new corks withstand
the test of time!" and, going to the
drawer, judge of his confusion and
astonishment to find them nearly as hard
as if cast from metal, and rattling like a
lot of filberts! The low temperature of the
atmosphere had ruined them for the pur-
pose intended and demonstrated their
worthlessness. Nothing daunted, how-
ever, by this, he would remedy this one
defect in changing the proportions of the
same ingredients.

The next compound produced corks
far smoother and of better appearance
than the others in every respect, which
would not harden in the coldest weather.
A sample lot of these was then laid aside
to test them by the effects of time and
changes; but, again, alas for human ex-
pectations! the heat of summer came,
and one hot day, on going to bring a few
corks to exhibit to congratulating friends,
they were found clinging to each other in
one grand perspiring embrace. Now
thoroughly disgusted, he threw them all
away and for a time dismissed the sub-
ject.

Nil desperandum rang through Wil-
son's brain, and a few months later found
him experimenting again with many
kinds of fibrous material and at one time
he almost reached success with paper
pulp. Then another year had passed
without further work and, in the mean-
time, he had removed to California. One
day, while strolling along the wharf in
San Francisco, he noticed floating in the
bay large pieces of very white wood, de-
nuded of its bark, of exceeding lightness
in weight, slightly porous, but close
grained and firm, which at once arrested
his attention as the long-sought material
for his cork. Searching farther and con-
versing with masters of ships in the har-
bor, he found that these apparently
round limbs of a tree were really pieces
of the young tree itself—a species of
tropical willow growing in great quanti-
ties and of various sizes on several of the
Sandwich and other Islands, from 1,000 to
1,500 miles away, which were rudely tied
into crates in which to transport tropical
fruit and other merchandise from that
distant region, and, being considered
useless, were thrown overboard as soon
as empty.

It was not very encouraging to find
that this willow was of comparatively
small growth, and rather knotty and
crooked, thereby causing much waste for
the purpose required. Some of it was,
however, carried home and, being a
Yankee, his pocketknife was at once
brought into requisition, a quantity of
corks was soon whittled out and sand-
papered for another experiment. We
need not stop to give in detail his treat-
ment of this wood, as a copy of that may
be had by any person for the sum of 25
cents by addressing the Patent Office in
Washington. Suffice it to say, he im-
mersed them in an alkaline solution
until they were exceedingly soft and
pliable, after which they were thoroughly
washed in cold water to free them from

that solution, and again immersed in a second bath of another substance, in order to forever prevent their becoming hard again, then dried slowly upon selves by natural or artificial warmth. These were beautiful corks in every respect but one: in softening them, a small portion of the wood had dissolved and been washed away, thus causing an almost imperceptible leakage through them.

Two gentlemen—both personal friends of Wilson and who were really furnishing the funds to keep him at work in his experiments—were so confident of ultimate success that they at once proposed to apply for a patent on the invention and form a company to manufacture it. To this Wilson at first objected, foreseeing the many obstacles yet lying in the path to success, and, above all, desiring to save his friends from probable loss. But they were both so sanguine that his fears were laughed away as groundless. In the meantime, a plan was devised on a small scale to fill the pores of the wood with beeswax, which, without injuring their elasticity, served to remedy the defect.

It was found that the corks must be cut in some manner from the dry wood and put through the various processes afterward, and that the ordinary bark cork machines were useless, except for tapering them, as they would splinter and tear the wood in pieces. Thus, the next step was to invent and manufacture machinery for the special purpose of making the corks. Here was a severe obstacle for poor men to encounter. While Wilson had nothing but his brains (and was really in danger of losing them, from anxiety and want of rest), his two more than brotherly companions were fast sinking every dollar they possessed. At this stage of the work, a consultation was held by them to determine what should be done. Wilson, almost in tears, begged them to abandon the project which, in their united poverty, seemed no longer feasible. This consultation ended in a verbal agreement, which was afterward carried out to the letter, to obtain a U. S. patent for the invention at once and to include in the application the use of this prepared wood for elastic springs of every kind, for floats upon fish seines and for various other purposes; also that, after the patent should be granted, a joint stock company of the required number of persons should be organized and incorporated under the laws of California, with an issue of 100,000 shares of unassessable stock, having a par value of \$5 a share. In consideration of Wilson's two friends paying for this patent and for all their previous outlay, he agreed to assign equal shares to them. Few can ever know the vexatious delays of obtaining a patent, but almost insurmountable obstacles arose in their way, as it appeared other patents for the treatment and preservation of wood covered almost everything they asked for. One of Wilson's friends, a Mr. R., was a man of undaunted nerve and persistency, and his iron will and determination conquered at last. Having competent and influential friends residing at Washington, they were called to his aid and told to secure an audience with certain officials and ask for a rehearing in the case and this time to cover with the specifications bottle stoppers and bungs only.

At this point, all work, except still further experiments with the singular

and refractory wood they were using, ceased for want of funds. It seemed impossible, while using the same chemicals and, to all appearance, the same wood, to obtain the same results. A certain number of the corks would be fine and very elastic, while others were so hard as to be worthless, and the only method of assorting them was to handle each one separately, as the eye could not distinguish the difference. Time after time, Wilson and his friend, Mr. R., might have been found locked in their room long after the hour of midnight, prosecuting their experiments in various directions to unlock the secret of this most obstinate timber. Then they would wend their way through the silent streets of the city toward their lodgings, one of them, at least, quite discouraged, and again they would appear as elated with success as if a gold mine had opened at their feet. These two persons were almost inseparable companions, the one doubting, thoughtful, silent and disheartened; the other, cheerful, sanguine, confident and positive—a truly ministering spirit to his friend. Not yet even sure of obtaining a patent after so many perplexities and trials, this was now the darkest hour in the history of their work.

According to his own story, Wilson was at this time upon the verge of losing his reason. There were instances when he certainly had forgotten the object he had in view, as he would find himself late at night wandering alone about the streets in the rain and weeping over some fancied grievance. Home and family were thousands of miles away; he had met with financial losses and reverses of fortune had attended all his steps since entering the State. His only son realized the situation and begged him to abandon everything and return home or the result would be, a cell for him in a lunatic asylum.

We will pass over the events of a few succeeding months until about one year had elapsed since the patent was first applied for. Wilson and his companions were engaged in other business; their purses were more plenteous, and all were happier. The two friends were quietly managing the Washington correspondence, but gave Wilson no grounds for encouragement. Late in the autumn, the trio were one day quietly enjoying an after dinner cigar and a glass of California muscatel, when Mr. R. remarked that there was to be a select, convivial party of gentlemen that evening in the city, to which they were all invited and must not fail to be present. He named a few of those who would honor the occasion and said there would be toasts and speechmaking and a jolly good time generally. At the appointed hour, Wilson entered the rooms with a friend, where he found Mr. R. surrounded with a company of distinguished citizens, to whom he was at once introduced and led to a prominent seat at the table. The repast being over, Mr. R., as the master of ceremonies, arose from his seat and, drawing from his pocket a rather formidable document, remarked that he held in his hand letters patent which would soon bestow honors, fame and wealth to one of their number and class him among the most distinguished inventors and chemists of the century. Thereupon, he proceeded to read the paper aloud, while all eyes were turned upon the now pale and trembling Wilson, whose surprise and astonishment at the denouement can bet-

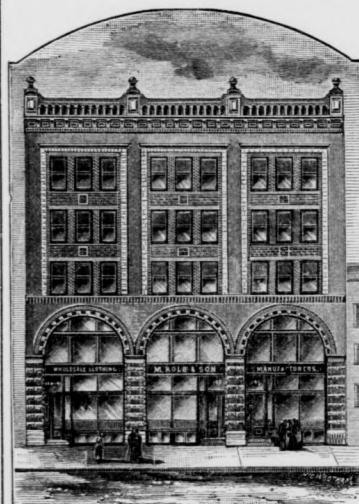
ESTABLISHED NEARLY 30 YEARS.

Michael Kolb & Son.,

ONE OF THE OLDEST AND MOST RELIABLE

Wholesale Clothing Manufacturers,

ROCHESTER, N. Y.



The name of Michael Kolb is so familiar in the clothing manufacturing business, he being a practical mechanic from his boyhood, and so great in his judgment of the stability of goods that other manufacturers ask at the mills or their representatives for what Mr. Kolb has bought, and his styles and make up are being constantly imitated. Their goods are always reliable and sold to retailers at one and the most equitable prices and terms. It will pay merchants who have not seen their line to write their representative, WILLIAM CONNOR, Marshall, Mich., to call upon them, and if they decide to buy, they will soon find that they will save money and business increase. All garments guaranteed as represented.

WILLIAM CONNOR,

For eight years our Michigan representative, attends periodically at Sweet's Hotel, in Grand Rapids, where many merchants meet him, and whose expenses are paid. Mr. Connor will be at Sweet's Hotel on Thursday and Friday, Oct. 16 and 17. Room 82.

Holiday Goods

H. LEONARD & SONS, Grand Rapids.



Mr. S. Tyroler, who has handled this class of goods for so many years, has taken the position of "House Salesman" with us for this department, and will be especially pleased to have his old friends in the trade call upon him, when in the city.

To all our friends we would say, come and see our lines. We are showing a larger assortment than ever before, and know that we can make the right prices to you. Our foreign toys and fancy goods are purchased by our own buyer abroad, and pay no middle profits. We can save you money and give you a full assortment. If you cannot call upon us, wait for our agents before placing your orders.

ter be imagined than described. Wilson's reply, with the letters patent lying before him, was brief and gave the largest share of the honors to his two faithful companions, after which a toast was offered to the hero of the hour.

[CONTINUED NEXT WEEK]

Repentance Column.

The following are some of the merchants who have been under contract with the P. of I., but have found the level profit plan a delusion and a snare:

Altona—Eli Lyons.
Aurelius—John D. Swart.
Belding—L. S. Roell.
Bellair—Schoolcraft & Nash.
Big Rapids—Verity & Co.
Blanchard—L. D. Wait.
Bridgeton—Geo. H. Rainouard.
Carlton Center—J. N. Covert.
Carson City—A. B. Loomis, A. Y. Sessions.
Casnovia—John E. Parcell.
Cedar Springs—L. A. Gardiner, B. Tripp.
Chapin—J. I. Vanderhoof.
Charlotte—C. P. Lock.
Chester—B. C. Smith.
Clio—Nixon & Hubbell.
Cloverdale—Geo. Mosher.
Conklin—Wilson McWilliams.
Coopersville—W. D. Reynolds & Co.
Dimondale—Elias Underhill.
Dorr—Frank Sommer.
Dushville—G. O. Adams.
Eaton Rapids—E. F. Knapp, G. W. Webster, H. Kostichek & Bro.
Fork Center—D. Palmer & Co.
Fremont—J. B. Ketchum, W. Harmon, Boone & Pearson.
Gladwin—J. D. Sanford.
Grand Ledge—A. J. Halsted & Son, F. O. Lord, Geo. Coryell.
Grand Rapids—F. W. Wurzburg, Van Driele & Kotvis, John Cordes, Huntley Russell.
Harvard—Ward Bros.
Hastings—J. G. Runyan.
Hersey—John Finkbeiner.
Hesperia—B. Cohen.
Howard City—Henry Henkel.
Inlay City—C. J. Buck.
Ionia—E. S. Welch, Wm. Wing.
Irving—J. T. Pierson.
Kent City—R. McKinnon.
Kewadin—A. Anderson & Son.
Lake Odessa—Christian Haller & Co., E. F. Colwell & Son, Fred Miller, McCartney Bros., Fred Miller.
Lansing—Etta (Mrs. Israel) Glicman.
Lowell—Charles McCarty, Patrick Kelly.
McBride's—J. McCrae.
Manton—A. Curtis.
Maple Rapids—L. S. Aldrich.
Marshall—John Fletcher, John Butler, Charles Fletcher.
Millbrook—T. O. (or J. W.) Pattison.
Millington—Forester & Clough.
Minden City—W. A. Soules, F. O. Hetfield & Son.
Mt. Morris—H. E. Lamb, J. Vermett & Son.
Nashville—Powers & Stringham.
Newaygo—W. Harmon.
North Dorr—John Homrich.
O'Donnell—J. E. Edwards.
Olivet—F. H. Gage.
Ousco—G. V. Snyder & Co., W. H. Hanks.
Oviatt—H. C. Pettigill.
Pottsville—F. D. Lamb & Co.
Ravenna—R. D. Wheeler.
Reed City—J. M. Cadzow.
Richmond—Knight & Cudworth.
Rockford—H. Colby & Co.
St. Louis—Mary A. Brice.
Sand Lake—C. O. Cain.
Sebewa—P. F. Knapp.
Shepherd—H. O. Bigelow.
Sheridan—M. Gray.
Sparta—Woodin & Van Winkle, Dole & Haynes.
Spencer Creek—M. M. Elder.
Springport—Cortright & Griffin, Powers & Johnson.
Stanton—Fairbanks & Co., Sterling & Co.
Stanwood—F. M. Carpenter & Co.
Sumner—J. B. Tucker.
Wayland—Pickett Bros.
Williamston—Michael Bowerman.
Woodbury—Henry Van Houten.

Bill Nye's Experience with Bran.

Many theories have been advanced by editorial farmers for the hard times among agriculturists, but I incline to believe it is a falling off in the use of bran. I have a piquant little taffy-colored Jersey cow on my country seat who was, a year ago, a mental and physical wreck. She suffered from insomnia, and life seemed to her altogether unlovely. Her only remaining offspring had been kidnapped, and was said to have been in the soup—the mock-turtle soup. She pined and fretted a good deal, and this preyed upon her vitality, impairing digestion and threatening her with hollow-horn and early death. I got her a large quantity of bran and made a pleasant and soothing mash upon her by means of it. At first she would insert her nose in it up to the top of the lower eyelid, and then looking far away over the purple hills, she would blow this bran mash across the State, and what did not go up the sleeves of my overcoat would chink up the barn and freckle our family carriage. But after awhile she ate it almost greedily and soon the birds sang again in her sorrowing heart. She forgot her grief, had no more acidity of stomach,

flashes of heat or sinking, ringing in the ears, dizziness or tired feeling, and now she is perfectly well. Last fall she ate not only her three meals a day, but also a scarlet geranium belonging to my wife—a Mackinac straw hat of mine, two yards of brocade ribbon from the costume of a young lady from Chicago who was patting her on the head, \$4 worth of gladiolus bulbs, a child's shirt and a dish of blanc mange, which was cooling on the rain-water barrel for the pastor.

Things Which Attract Men.

A woman's smile, for example, attracts a man; but an even temper retains him.

A pretty gown attracts a man; the knowledge that it was inexpensive delights him.

A pleasant manner attracts a man; brightness of brain holds him.

A knowledge of how, when and where to be a little stately, attracts a man; an appreciation of the folly of frivolity wins his respect.

A respect for the religious belief of every human being attracts a man; a continuation of this makes him your most humble slave.

A chat in which there is no malice attracts a man; neither scandal nor evil speaking make a woman seem sweet and lovely to him.

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 So. Ionia St., Grand Rapids.

MAKE MONEY

BY SAVING IT.

I am in New York to purchase goods of all kinds for responsible people in any section of the country. My connections are with the best houses, and my references shall be satisfactory to you.

I can save you money.

I want your account.

Write.

S. L. McGONIGAL,

37 College Place, N. Y. City.

FIT FOR A Gentleman's Table:

All goods bearing the
name of

THURBER, WHYLAND & CO.,
OR
ALEXIS GODILLOT, JR.

Grocers visiting New York are cordially invited to call and see us, and if they wish, have their correspondence addressed in our care. We shall be glad to be of use to them in any way. Write us about anything you wish to know.

THURBER, WHYLAND & CO.,
West Broadway, Reade & Hudson Streets,
New York City.



We Manufacture
Everything in the line of

Candy

Correspondence solicited and prices quoted with pleasure.
Write us.

We Are Headquarters, as Usual, for
Oranges, Lemons, Bananas, Fruits
and Produce Generally.

GRAND RAPIDS FRUIT AND PRODUCE CO.,

C. B. METZGER, Proprietor.

3 NO. IONIA ST., GRAND RAPIDS.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.
WE CARRY A STOCK OF CAMEL TALLOW FOR MILL USE

WM. H. THOMPSON & CO.,

WHOLESALE

COMMISSION MERCHANTS.

SPECIALTY

POTATOES!

No. 166 South Water St., Chicago. Fair cash advances made on consignments.

Offers of stock for direct purchase, in car lots, will not be entertained unless quality, size, variety and condition of stock is stated, condition guaranteed, and price named per bushel delivered track Chicago, with weights guaranteed not to fall short over two per cent. from invoice billing.

WM. R. KEELER,

JOBBER OF

Confectionery and Fruits, Nuts and Cigars,

412 SOUTH DIVISION ST.

TELEPHONE 92-3R.

My stock includes everything generally kept in my line, which I sell at rock bottom prices. Send me your mail orders. I will guarantee satisfaction.

MOSELEY BROS.,

—WHOLESALE—

Fruits, Seeds, Oysters and 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 and 32 Ottawa St., - - GRAND RAPIDS

C. N. RAPP & CO.,

WHOLESALE DEALERS IN

Foreign and Domestic Fruits.

9 No. IONIA ST., GRAND RAPIDS, MICH.

Headquarters for Jersey Sweet Potatoes

WE HANDLE MICHIGAN POTATOES IN CAR LOTS.

ALFRED J. BROWN,

Wholesale Fruit Commission Merchant and Dealer in All Kinds

Farm and Garden Seeds.

We are direct receivers of California and Florida Oranges and make a specialty of BANANAS. Headquarters for all kinds GRAPES. Regular price list sent weekly, and special prices quoted with pleasure.

THE ALFRED BROWN SEED AND FRUIT STORE.

AMONG THE TRADE.

AROUND THE STATE.

Ludington—R. Shaw, confectioner, has removed to Reed City.

Yale—C. A. Wells has sold his drug stock to Grant Holden & Co.

Fowlerville—Chris Bessert succeeds Chas. Vores, dealer in harness.

Thompsonville—C. W. Gardner, late of Fremont, has opened a feed store.

Delton—Henry Arbor is succeeded by J. A. Hynes in the drug business.

Detroit—August Magdalena has sold his stock of drugs to Max Magdalena.

Canada Corners—H. Thompson has sold his general stock to G. E. Burley.

Camden—Bushong & Bugbee have purchased the meat market of Curtis & Black.

Glenn—G. T. Clapp has traded his general stock for real estate in Grand Rapids.

Stetson—H. H. Webb & Co. succeed H. E. Hungerford in the drug business.

Coleman—J. D. Carpenter has purchased the general store of Mrs. A. Richards.

Jackson—Grant Wilson has purchased the stock of drugs of Geo. W. Longwell & Son.

Lowell—O. G. Hale has bought out Mrs. S. A. Bush, dealer in stationery and news.

Nashville—The blacksmith shop of Frank Reynolds has been sold to Stephen Hicks.

Union City—Woodruff & Caswell are succeeded by Calkins Bros. in the meat business.

White Cloud—Wm. Hutley will shortly engage in the drug and grocery trade at Beecher.

Thompsonville—A hardware store will be erected by Richardson & Foster, of Sherman.

Otsego—George Mangold, of Grand Rapids, has purchased N. W. Mills' stock of dry goods.

Copemish—A stock of boots and shoes will soon be opened in a new store, built by Huff Bros.

White Pigeon—Krawitz & Rosen have removed their general stock to Mishawaka, Indiana.

Reed City—Merner & Peppler, meat market, have dissolved. A. R. Merner is the successor.

St. Charles—A. D. Jones is the successor to J. M. Freman, having purchased his general stock.

Lakeview—G. E. McLaughlin has removed his dry goods and boots and shoe stock to Petoskey.

Bay City—Adolph Semplines succeeds Adolph Semplines & Co. in the merchant tailoring business.

Stevensville—The death of Patrick Stapleton, of the firm of C. E. Jillson & Co., is announced.

Menominee—P. Lavelle is closing out his general stock, and will remove to near Peshtigo, Wis.

Goodrich—S. A. Salisbury has purchased the hardware from the general stock of Hill Milton.

Traverse City—Q. A. Boughey succeeds Douglas & Boughey in the agricultural implement business.

Gallen—The death of G. A. Blakeslee, of the firm of Geo. A. Blakeslee & Co., general dealers, is announced.

Flat Rock—C. A. Chamberlain, dealer in hardware and agricultural implements, has sold to Louis T. Longprey.

Benton Harbor—S. B. Van Horn succeeds M. A. Bronson in the clothing, furnishing and dry goods business.

Battle Creek—Pittman & Flower, dealers in hardware, have dissolved. Frank P. Pittman continues the business.

Cedar Springs—W. H. McConnell has sold his meat market to C. H. Gross—not his grocery stock, as stated last week.

Detroit—Joseph W. Crothers has given a bill of sale of his dry goods and millinery stock to Charles E. Bresler for \$7,000.

Carson City—J. W. Hallett has purchased the hardware stock of Dunn & Co. and will continue the business at the old stand.

Eaton Rapids—Louis C. Van Gorden has purchased an interest in the drug and grocery business of the firm of W. D. Brainerd & Co.

Stanwood—Carpenter & Ward will begin handling grain and produce as soon as a warehouse, now in process of construction, is completed.

Mancelona—H. L. Welling, dealer in clothing and dry goods, has purchased the boot and shoe stock of Bailey & Beach, and will continue the business at the same location.

Carson City—The Carson City Savings Bank has sold the elevator property formerly owned and conducted by the Carson City Elevator Co. to the F. A. Rockafellow Mercantile Co.

Levering—E. E. Cross has retired from the firm of F. L. Burger & Co., dealers in groceries and provisions. The business will be continued by the remaining partner under his own name.

Cadillac—Mr. Sampson has sold his interest in the hardware business of Sampson & Drury to A. W. Newark, and the firm will hereafter be known as Newark & Drury. Mr. Sampson will remain in Cadillac and engage in other business.

Saginaw—Arthur Hill recently sold a large block of stump lands in Midland county to the Estey Manufacturing Co., of Owosso. These lands contain a large quantity of good hardwood timber, which will be lumbered and shipped to Owosso.

Moline—E. N. Bates has arranged to purchase the interest of B. Gilbert in the firm of B. Gilbert & Co., general dealers, and will continue the business in conjunction with the present partner, Wm. V. Trautman. The change will not occur until Jan. 1, when Mr. Trautman will probably purchase an interest in Mr. Bates' cheese factory.

Bay City—The Continental Insurance Co. had to pay a loss of \$1,000 on some property owned by Rix Bros. It made the company mad and they sued the Loud Lumber Co., claiming that the fire was caused by a spark from the latter's engine. They proved it, too, and a Bay City jury recently returned a verdict of \$356.20 against the defendants.

MANUFACTURING MATTERS.

Ionia—Operations were commenced at the Ionia furniture factory on Monday last with twenty men.

South Boardman—R. N. Thompson is putting in machinery for the manufacture of wooden bowls.

Big Rapids—The Geo. F. Stearns Land and Lumber Co. has received an offer for a portion of its lands in Tennessee, but the deal is not yet consummated.

Detroit—The Singer Fire Alarm Co. has been incorporated, with a capital stock of \$200,000 and \$20,000 has been paid in. The stockholders are John B. Wood, Albert Maxwell and John B. Price, of Detroit; J. J. Baldwin, of Buffalo, and J. W. Hoyt, of New York.

Fenton—Judson B. Phillips has been admitted to the firm of A. J. Phillips' Sons, manufacturers of woodenware. The new firm will be known as A. J. Phillips & Co.

Lapeer—Kudner & Mc Carty have manufactured this season, near Flint, 3,000,000 feet of hardwood lumber, and are now cutting on an extensive tract near Hadley.

Saginaw—A. P. Brewer & Sons have purchased a tract of 40,000,000 feet of timber on the north shore of Lake Superior, tributary to Duluth, from Fowler & Chapman.

Saginaw—E. A. Gyde, extensively engaged in the manufacture of hoops here, has contracted for a large amount of elm logs to be cut thirteen feet long, to be manufactured at his factory.

Harrison—Wilson Bros. recently purchased a large quantity of stump lands in Clare county of E. H. Pearson, of Saginaw, and will erect a portable mill to cut shingles and hardwood.

Coleman—T. B. Simons, who has operated a shingle mill on the Coleman branch the past five years, has cut up his timber and shut down the mill. He is interested in timber on the Pacific coast.

Bay City—The Michigan Pipe Co. has sold to Woods, Jenks & Co., of Cleveland, 5,000,000 feet of lumber. A portion of the stock has been cut and will be shipped this season. The price is not quoted.

Saginaw—E. P. Stone, who has been operating a logging railroad in Roscommon county the past five years, putting in 200,000,000 feet for various parties, has completed operations and is taking up the rail.

Stanwood—Geo. W. Reed has purchased the interest of O. M. Bieler in the firm of Reed & Bieler, manufacturers of shingles. A new mill, to replace the one recently destroyed by fire, will be built as soon as a suitable site can be secured.

Saginaw—E. R. Phinney has leased the Hugh planing mill, for five years from October 1. The plant is being put in first-class condition, and will begin operations after an idleness of two years, on October 10. It is one of the best equipped planing mills in the west, having cost \$64,000.

Saginaw—T. E. Dorr & Co. have built a logging railroad in from Coleman to Bluff creek, where they will put in several million feet. They have lumbered on this stream several years and experienced much trouble in getting out the logs. Whitney & Stinchfield have several million feet, which will be cut and come out over the same road.

Gripsack Brigade.

M. M. Mallory has engaged to travel in this State for the P. J. Sorg Co., the engagement to date from Oct. 1.

Jas. J. Wright, formerly with J. S. Walker, has engaged to represent E. E. Walker, working both city and outside trade.

F. D. Millington, formerly engaged in the drug business at Paw Paw, is now on the road for Dreiss, Thompson & Co., wholesale druggists at San Antonio, Texas.

Eben N. Thorn, who covers the trade of this section for Marshall Field & Co., went fishing at St. Joseph last Wednesday. The boys on the road aver that the fish liar has been running at random ever since—in close proximity, at all times, to Mr. Thorn.

Cal. L. Martin, the Elk Rapids, druggist, has engaged to travel for a wholesale drug house at Chicago, taking the trade of Wisconsin and Minnesota as his territory. The business at Elk Rapids will be managed by the junior partner, C. E. Mahan.

John Fell, who was unable to be present on the occasion of the last ball play, is anxious to repeat the game of two Saturdays ago. Those who took part in that game and dallied with the sand burs in their hands and clothes are not at all anxious to duplicate the previous experience.

One Secret Safe.

Dr. Handsome—Oh, you know, mother, women can't keep a secret.

His Mother—Yes they can, my son. You have been industriously courting that Miss Highfly for a year and you don't know her real age yet.

FOR SALE, WANTED, ETC.

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 advertisement taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE—A NICE CLEAN STOCK OF DRUGS, located on corner in a good town of 6,000 inhabitants; good point for a physician; nice paying trade; owner has other business to look after. N. H. Winans, 3 and 4 Tower Block, Grand Rapids. 111

FOR SALE—A TRACT OF TIMBER, CONTAINING about 100,000 feet oak, 30,000 pine, 50,000 ash, cherry, maple and basswood, 1,000,000 hemlock, one mile from White River; price, \$2,000. Address Lock box 896, Big Rapids, Mich. 109

FOR SALE—ONLY MILLINERY STORE IN TOWN OF 2,300 population; also light stock of fancy dry goods; good chance for making money. For particulars address No. 110, care Michigan Tradesman. 110

FOR SALE—IN ONE OF THE BEST LOCATIONS IN the city, \$900 worth of dry goods and boots and shoes, all new, clean stock; store can be rented for \$10 per month; purchaser will get a bargain, as the owners have other business which requires their attention. John Degan & Co., 800 and 802 South Division street, Grand Rapids. 112

FOR SALE—STOCK OF GENERAL MERCHANDISE, in good farming community; good prospects; cold storage in connection with store. Address F. E. S., Sand Lake, Mich. 108

FOR SALE—FORTY ACRES OF TIMBER IN WEX-ford county, elm, beech and maple. W. R. Mandigo, Sherwood, Mich. 104

FOR SALE OR EXCHANGE—UNBOUND SCRIBNER'S, Petersen's and Harper's Magazines; make me an offer. W. R. Mandigo, Sherwood, Mich. 105

SEALED TENDERS WILL BE RECEIVED BY THE undersigned for three weeks for the stock of goods of Dodge, Metcalf & Co., at Stanwood; the right is reserved to decline any offer; dated Sept. 13, 1890. Address Talmon Dodge, Stanwood, Mich. 107

FOR SALE—BRADY'S BAZAAR AND MILLINERY store at Flint, Mich. 103

FOR SALE—DESIRABLE DRUG STOCK; CITY 1,500; best location and trade; reasons for sale. Lock box 13, Clayton, Mich. 100

FOR SALE—STOCK OF HARDWARE AND BUILD-ing in the best town of Northern Michigan. Address No. 96, care Michigan Tradesman. 96

FOR SALE—A FIRST-CLASS DRY STOCK AND business in Grand Rapids worth \$2,300 must be sold owing to the absence of proprietor on account of sickness; correspondence solicited. Address L. J. Shafer, 77 Madison Ave., Grand Rapids. Mention this paper. 91

FOR SALE—THE BEST DRUG AND GROCERY BUS-iness in live railroad and manufacturing town in Michigan of 1,200 inhabitants, with splendid farming country to back it up, with no large town within 20 miles; the business comprises drugs and medicines, groceries, school books, crockery, wall paper, notions, etc.; also express office and mail to carry to depot in connection; mail and express pay clerk hire; stock complete; business pays \$1,000 per year net; stock will bring \$2,000; business mostly cash; in brick block; rental low; best location in town; also own one-third interest in the block, which rents for \$1,500 per year; will sell one or both; reasons for selling, sickness and death, with other business to attend to. Address No. 91, care Michigan Tradesman. 91

FOR SALE OR RENT—A GOOD TWO-STORY BUILD-ing, 24x30 feet, with basement 24x30 feet; the second story is rented for lodge hall. For particulars write to J. R. Harrison, Sparta, Mich. 88

FOR SALE—25 PER CENT. BELOW COST, ONLY hardware stock in Baldwin, lively town on line of two railways; ill health compels sale; store building cheap. Joseph H. Cobb, Baldwin, Mich. 84

WANTED—I HAVE SPOT CASH TO PAY FOR A general or grocery stock; must be cheap. Address No. 26, care Michigan Tradesman. 26

MISCELLANEOUS.

ABOLISH THE PASS BOOK AND SUBSTITUTE THE Tradesman Coupon, which is now in use by over 5,000 Michigan merchants—all of whom are warm in praise of its effectiveness. Send for sample order, which will be sent prepaid on receipt of \$1. The Tradesman Company, Grand Rapids.

SAMPLES OF TWO KINDS OF COUPONS FOR RE- tailers will be sent free to any dealer who will send for them to the Suttiff Coupon Pass Book Co., Albany, N. Y. 564

NOTICE OF DISSOLUTION.

Notice is hereby given that the partnership heretofore existing under the firm name of F. L. Burger & Co. was dissolved Sept. 12 by mutual consent. The business will be continued by F. L. Burger, who assumes all indebtedness and will collect all money due the said firm.

F. L. BURGER.
E. E. CROSS.

Levering, Sept. 12, 1890.

GRAND RAPIDS GOSSIP.

White & Reed, dealers in lumber, have sold out the business to R. G. Forbes & Co.

Hollister & Chormann succeeded Shulte & Chormann in the grocery business at 21 North Front street.

H. Knapp & Son, general dealers at Sunfield, have added a line of dry goods. Spring & Company furnished the stock.

THE TRADESMAN is authoritatively informed that a change in the management of a retail grocery store on Canal street is imminent.

R. Van Bochove, druggist on West Fulton street, has arranged to open a branch store near the corner of Lyon and North Union streets.

H. A. Durkee has sold his drug stock at 198 West Bridge street to W. A. Swarts & Son, who were formerly engaged in the drug business at Fennville.

Bauer & Curtiss have removed their drug stock from the corner of East Bridge and Barclay streets to the corner of East Bridge and North Union streets.

R. A. Steketee has purchased the grocery stock formerly owned by Burt Ema, at 416 and 418 South Division street, and will add a line of dry goods. P. Steketee & Sons furnished the latter.

L. J. Buchsieb has effected a settlement with the creditors of the former firm of Joslin & Buchsieb, on the basis of 50 per cent., and has resumed the jewelry business at the location of the former firm, 159 Monroe street.

The change in the firm of Spring & Company, predicted by THE TRADESMAN two weeks ago, was consummated last week. R. D. Swartout's interest in the business having been purchased by the senior partner, Henry Spring.

C. G. Pitkin has purchased that portion of the drug stock of L. T. Covell saved from the recent fire at Whitehall and, adding thereto from the repository of the Hazeltine & Perkins Drug Co., has engaged in business on his own account.

O. H. Richmond has retired from the firm of O. H. Richmond & Co., druggists at 141 South Division street, on account of ill health, and will take up his residence in Chicago. The business will be continued by the remaining partner, L. J. Shafer.

W. T. Lamoreaux has removed from 71 Canal street to his new warehouse at 128, 130 and 132 West Bridge street, just east of the C. & W. M. Railway track. With side tracks on both sides of the building and enlarged elevator and storage facilities, he is in better shape than before to handle the staples in his line.

Just before J. F. Homan retired from the jewelry business, several months ago, his stock was attached by Eppenstein & Co., of Chicago. The claim of the attaching creditor was satisfied, when Homan secured his wife for an alleged indebtedness by transferring to her the jewelry stock, some real estate and \$4,000 stock in the Grand Rapids Folding Table and Chair Co. Other creditors thereupon attempted to have the transfers set aside, on the ground that the consideration was inadequate, but Judge Grove held that the claim of Mrs. Homan was valid and that Homan had as much right to secure his wife as any other creditor.

QUEER PLACE FOR SHOES.

Ingenious Contrivance Attached to the Skirts of a Shoplifter.

From the Philadelphia Item.

"I would like to see a pair of shoes with French heel, patent leather vamps, and ooze-calf uppers."

The speaker was a blonde, a fair young woman of about 19 years. Dressed in the latest fashion was she, in a lovely princess gown of mignonette green nun's veiling, with epaulettes and braces in pleated Pongee silk, outlined with a gold ribbon, which finished off each shoulder in a butterfly bow; long sleeves; front and back plastrons in cream-colored Bengaline silk, glittering with gold and silver embroidery. On her head was a lovely hat of fancy white straw, trimmed with satin-striped gauze ribbon ornamented with a tuft of pink convolvulus, standing up at the back of the narrow brim.

She had walked into Harrison's shoe store at Ridge and Girard avenues and asked the question.

A clerk was told to show the goods to the lovely customer, and, while he was carrying out his instructions, the proprietor's daughter, a dashing young lady of seventeen summers, stood watching the young woman out of mere curiosity. After perhaps fifteen minutes, she decided that she would not take the shoes shown, telling the clerk that she would call again. She had hardly passed out of the store before a pair of shoes was missed, and Miss Harrison, with lightning-like perception, realized that the stranger had something to do with it. Stepping rapidly to the door, she called to the retreating woman, who, in answer, turned and walked back to the store. Miss Harrison shrewdly told the young woman to come back, as she thought they had found something that would suit her.

The bait was taken, and when she walked into the place again Miss Harrison told her that her skirt was disarranged and invited her to walk back into the house, which adjoins the store, to fix it. The chambermaid was called, and when the trio reached Miss Harrison's bed-room the visitor was accused of the theft. She stoutly denied all knowledge of the affair, but her accuser persisted in demanding a search, so that she at last consented.

The woman's overskirt was removed and the garment thoroughly examined, but no trace of the shoes could be seen. The amateur detective would not give up, and after examining several other garments she found the missing articles. The manner in which they had been secreted proclaimed the professional shoplifter, and had it not been for the rigorous search instituted by the proprietor's daughter they would never have been found.

But how had she managed to put a pair of shoes under her skirts and then to fasten them around her waist, without even raising her skirts high enough to expose her ankles?

It was simple enough. Around her waist was a strap and attached to the strap were elastics with clamps fastened to the end of them. The clamps were fastened to her shoe-tops, the elastics being stretched to their full length.

When she wished to hide an article, she reached down and detached one of the clamps from her own shoes and fastened it to the stolen goods, then "Presto!" change, and the thing was consummated. The elastics, released from the strain, jerked their burden up under the skirts. No man could have penetrated the puzzle, as it remained for a woman to solve the mystery.

Magistrate Romig was in his office across the street, so an officer was called and the woman taken over for a hearing.

Can Be Depended Upon Hereafter.

Through an unfortunate oversight, the advertisement of Michael Kolb & Son was not changed last week, as was the intention of the firm's representative, the indefatigable Wm. Connor. It appears in revised form this week, and may be depended upon hereafter to furnish a correct calendar of the genial Englishman's visits to this market.

Grand Rapids Fire Insurance Co.

CASH CAPITAL - \$200,000.00

Fair Rates.

Prompt Settlements.

Call on our agent in your town.

JULIUS HOUSEMAN, President.

S. F. ASPINWALL, Secretary.

S. A. MORMAN

WHOLESALE

Petoskey, Marblehead and Ohio

LIME,

Akron, Buffalo and Louisville

CEMENTS,

Stucco and Hair, Sewer Pipe, Fire Brick and Clay.

Write for Prices.

69 CANAL ST., GRAND RAPIDS.

The Only Importers

The records of the Grand Rapids Custom House disclose the fact that we are the only jobbing house in this city which imports its teas direct from Japan and clears them at the Port of Entry here.

This is a broad statement, but its truth can be established by enquiry of the Collector of Customs in the Government Building.

Telfer Spice Company

Rindge, Bertsch & Co.

12, 14 AND 16 PEARL ST., GRAND RAPIDS, MICH.



Send us your rubber order before the rush. We are prepared to fill your order in Boston and Bay State goods at lowest market price.

Dry Goods.

DRY GOODS SALARIES.

Very Low and Very High Wages are Paid in This Business.

"It is not generally known," said C. B. Worth, of H. B. Clafin & Co., a few days ago to a New York *Star* reporter, "that some of the highest salaries are paid in our business. We are often accused of paying starvation wages to our clerks by people who never look at the expense entailed in running an establishment. Take the buyers, for instance. There are firms in this city who pay men from \$10,000 to \$30,000 a year for simply being able to tell three-quarters of a year in advance what the fashion is going to be. One gentleman who buys for a wholesale house on Broadway is said to earn \$50,000 a year.

"Dry goods houses are noted for paying low wages to their clerks because the supply of clerks is so abundant. In some of the smaller stores the pay runs as low as \$3 a week. But the buyer on whose judgment the sale of next year's fabrics depends gets half as much as the president of the United States. The smallest, and some of the largest, salaries are paid in the dry goods business."

"How does the buyer for the house distinguish in advance what the fashion for next year is to be?"

"Ah, that is where it requires a wide-awake man. He must watch the growing tendencies among the firm's, richest and most fashionable customers at home and abroad. Whatever has become popular among them will make its way among the masses, and this tide the house must catch and swim along with it.

"In Europe, textile manufacturers make few goods except on orders. The buyer for a firm must decide what his house can sell next season and order his supplies of cloth made in advance. A serious mistake might be sufficient to bankrupt the firm by leaving them with a stock on hand of unsalable goods, the patterns not being to the liking of the firm's customers. So you can easily see why a skillful buyer can command his own price."

"How do you select a man for such a position?"

"Nothing less than a kind of intuition is demanded for such a place. In addition, the buyer must estimate what amount his employer can sell of a given style of goods. If he overstocks the firm, then they are left with old-fashioned articles on hand which they must resort to the 'bargain counter' devices to get rid of at a severe loss."

Printing of Carpets.

From the Textile Mercury.

The carpet trade of late years seems to have displayed more activity, as far as the invention of new appliances is concerned, than at any former period in its history. The most recent novelty in the trade is a machine for printing carpets already woven. We are unable to give details this week, but may briefly state in this preliminary announcement that if the machinery comes up to the expectations one is led to form from what has been said as to the work it has already done, an important addition will have been made to the mechanical appliances necessary for the rapid and economical production of carpets. The advance from printing on the warp, as is now done in tapestries, to printing the whole fabric after being woven is manifestly great. Like most other inventions in connection with carpets, the one under notice is American.

Why He Disturbed the Drummer.

From the Pittsburgh Dispatch.

Drummer—What do you mean by pounding on the door at this hour in the morning? I gave no order to be waked up.

Colored Porter—I know dat, Boss, but I spees yer to gib me half a dollar when you leabs de house, and I wanted to do sufin to earn the money, so I jes pounded yn yo' do' to make yer feel you wasn't bein' robbed.

Prices Current.

UNBLEACHED COTTONS.

Atlantic A.....	7	Clifton C.C.C.....	6 1/2
" H.....	6 1/2	" Arrow Brand.....	5 1/2
" P.....	6	" World Wide.....	7
" D.....	6 1/2	" LL.....	5
" LL.....	5 1/2	Full Yard Wide.....	6 1/2
Amory.....	7 1/2	Honest Width.....	6 1/2
Archery Bunting.....	4	Hartford A.....	5 1/2
Beaver Dam A A.....	5 1/2	Madras cheese cloth.....	6 1/2
Blackstone O, 32.....	5	Noble R.....	5 1/2
Black Rock.....	7	Our Level Best.....	6 1/2
Boot, A.L.....	7 1/2	Oxford R.....	6 1/2
Chapman cheese cl.....	3 1/2	Pequot.....	7 1/2
Comet.....	7	Solar.....	6 1/2
Dwight Star.....	7 1/2	Top of the Heap.....	7 1/2

BLEACHED COTTONS.

Amsburg.....	7	Glen Mills.....	7
Blackstone A A.....	8	Gold Medal.....	7 1/2
Beats All.....	4 1/2	Green Ticket.....	8 1/2
Cleveland.....	7	Great Falls.....	6 1/2
Cabot.....	7 1/2	Hope.....	7 1/2
Cabot, 1/2.....	6 1/2	Just Out.....	4 1/2 @ 5
Dwight Anchor.....	9	King Phillip.....	7 1/2
" shorts.....	8 1/2	" OP.....	7 1/2
Edwards.....	6	Lonsdale Cambric.....	10 1/2
Empire.....	7 1/2	Lonsdale.....	@ 8 1/2
Farwell.....	7 1/2	Middlesex.....	@ 5
Fruit of the Loom.....	8 1/2	No Name.....	7 1/2
Fitchville.....	7 1/2	Oak View.....	6
First Prize.....	6 1/2	Our Own.....	5 1/2
Fruit of the Loom 1/2.....	8	Pride of the West.....	12
Fairmount.....	4 1/2	Rosalind.....	7 1/2
Full Value.....	6 1/2	Sunlight.....	4 1/2
Geo. Washington.....	8 1/2	Vinyard.....	6 1/2

HALF BLEACHED COTTONS.

Cabot.....	7 1/2	Dwight Anchor.....	8 1/2
Farwell.....	7 1/2		

UNBLEACHED CANTON FLANNEL.

Tremont N.....	5 1/2	Middlesex No. 1.....	10
Hamilton N.....	6 1/2	" " " ".....	2-11
" L.....	7	" " " ".....	3-12
Middlesex A T.....	8	" " " ".....	7-18
" X.....	9	" " " ".....	8-19
" No. 25.....	9		

BLEACHED CANTON FLANNEL.

Hamilton N.....	7 1/2	Middlesex A A.....	11
Middlesex P T.....	8	" " " ".....	2-12
" A T.....	9	" A O.....	13-14
" X A.....	9	" " " ".....	4-17 1/2
" X F.....	10 1/2	" " " ".....	5-16

DRESS GOODS.

Hamilton.....	8	Nameless.....	20
" " " ".....	9	" " " ".....	25
" " " ".....	10 1/2	" " " ".....	27 1/2
G G Cashmere.....	21	" " " ".....	30
" " " ".....	16	" " " ".....	32 1/2
" " " ".....	18	" " " ".....	35

CORSET JEANS.

Biddeford.....	6	Naumkeag satteen.....	7 1/2
Brunswick.....	6 1/2	Rockport.....	6 1/2

PRINTS.

Allen, staple.....	5 1/2	Merrim'ck shirtings.....	4 1/2
" fancy.....	5 1/2	" Repp furn.....	8 1/2
" robes.....	6	Pacific fancy.....	6 1/2
American fancy.....	6	" robes.....	6 1/2
American indigo.....	6 1/2	Portsmouth robes.....	6 1/2
American shirtings.....	6 1/2	Simpson mourning.....	6 1/2
Arnold.....	6 1/2	" greys.....	6 1/2
" long cloth B.....	10 1/2	" solid black.....	6 1/2
" " C.....	8 1/2	Washington indigo.....	6
" century cloth.....	7	" Turkey robes.....	7 1/2
" gold seal.....	10 1/2	" India robes.....	7 1/2
" Turkey red.....	10 1/2	" plain T'ky X.....	8 1/2
Berlin solids.....	5 1/2	" " X.....	10
" oil blue.....	6 1/2	" Ottoman Tur.....	6
" green.....	6 1/2	key red.....	6
Cochecho fancy.....	6	Martha Washington.....	7 1/2
" madders.....	6	Turkey red.....	9 1/2
Eddystone fancy.....	6	Martha Washington.....	9 1/2
Hamilton fancy.....	6 1/2	Turkey red.....	9 1/2
" staple.....	5 1/2	Riverpoint robes.....	5
Manchester fancy.....	6	Windsor fancy.....	6 1/2
" new era.....	6 1/2	" gold ticket.....	6 1/2
Merrimack D fancy.....	6 1/2	indigo blue.....	10 1/2

TICKINGS.

Amoskeag A C A.....	12 1/2	A C A.....	12 1/2
Hamilton N.....	12 1/2	Pemberton AAA.....	16
" D.....	7 1/2	York.....	10 1/2
" Awning.....	11	Swift River.....	7 1/2
Farmer.....	8	Pearl River.....	12 1/2
First Prize.....	11 1/2	Warren.....	14

COTTON DRILL.

Atlanta, D.....	6 1/2	Stark.....	8
Boot.....	6 1/2	" " " ".....	7
Clifton, K.....	7	" " " ".....	10

SATINES.

Simpson.....	20	Imperial.....	10 1/2
" " " ".....	18	Black.....	@ 9 1/2
" " " ".....	16	" " " ".....	10 1/2
Cochecho.....	10 1/2		

Amoskeag.....	12 1/2	Jaffrey.....	11 1/2
" 9 oz.....	14 1/2	Lancaster.....	12 1/2
" brown.....	13	Lawrence, 9 oz.....	13 1/2
Andover.....	11 1/2	" No. 230.....	13
Everett, blue.....	12	" No. 250.....	11 1/2
" brown.....	12	" No. 280.....	10 1/2

GINGHAMS.

Glenarven.....	6 1/2	Lancaster, staple.....	6 1/2
Lancashire.....	6 1/2	" fancies.....	7
Normandie.....	7 1/2	" Normandie.....	8
Renfrew Dress.....	7 1/2	Westbrook.....	8
Toil du Nord.....	10 @ 10 1/2	" " " ".....	10
Amoskeag.....	6 1/2	York.....	6 1/2
" AFC.....	10 1/2	Hampton.....	6 1/2
Persian.....	8 1/2	Windermeer.....	5
Bates.....	6 1/2	Cumberland.....	5
Warwick.....	8 1/2	Essex.....	4 1/2

CARPET WARP.

Pearless, white.....	18 1/2	Pearless colored.....	21
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GRAIN BAGS.

Amoskeag.....	17	Valley City.....	16
Harmony.....	17	Georgia.....	16
Stark.....	20 1/2	Pacific.....	14 1/2
American.....	17		

THREADS.

Clark's Mile End.....	45	Barbour's.....	88
Coats, J. & P.....	45	Marshall's.....	88
Holyoke.....	22 1/2		

KNITTING COTTON.

No.	White.	Colored.	No.	White.	Colored.
6.....	33	38	14.....	37	42
8.....	34	39	16.....	38	43
10.....	35	40	18.....	39	44
12.....	36	41	20.....	40	45

CAMBRICS.

Slater.....	4 1/2	Washington.....	4 1/2
White Star.....	4 1/2	Red Cross.....	4 1/2
Kid Glove.....	4 1/2	Lockwood.....	4 1/2
Newmarket.....	4 1/2	Wood's.....	4 1/2
Edwards.....	4 1/2	Brunswick.....	4 1/2

RED FLANNEL.

Fireman.....	22 1/2	T W.....	22 1/2
Credmore.....	27 1/2	FT.....	32 1/2
Talbot XXX.....	30	J R F, XXX.....	35
Nameless.....	27 1/2	Buckeye.....	32 1/2

MIXED FLANNEL.

Red & Blue, plaid.....	40	Grey S R W.....	17 1/2
Union R.....	22 1/2	Western W.....	18 1/2
Windsor.....	18 1/2	D R P.....	18 1/2
6 oz Western.....	21	Flushing XXX.....	23 1/2
Union B.....	22 1/2	Manitoba.....	23 1/2

DOMEST FLANNEL.

Nameless.....	8 @ 9 1/2	" " " ".....	9 @ 10 1/2
" " " ".....	8 1/2 @ 10	" " " ".....	12 1/2

CANVASS AND PADDING.

Slate.	Brown.	Black.	Slate.	Brown.	Black.
9 1/2	9 1/2	9 1/2	13	13	13
10 1/2	10 1/2	10 1/2	15	15	15
11 1/2	11 1/2	11 1/2	17	17	17
12 1/2	12 1/2	12 1/2	20	20	20

DUCKS.

Mayland, 8 oz.....	10½	"	10 oz.....	12½
Greenwood, 7½ oz..	9½	Raven, 10oz.....		13½
Greenwood, 8 oz....	11½	Stark ".....		15

WADDINGS.

White, doz.....	25	Per bale, 40 doz.....	\$7 00
Colored, doz.....	20		

SILKES.

Slater, Iron Cross.....	8	Pawtucket.....	10 1/2
" Red Cross.....	9	Dundie.....	9
" Best.....	10 1/2	Bedford.....	10 1/2
" Best AA.....	12 1/2	Valley City.....	10 1/2

CORSETS.

Coraline.....	\$9 50	Wonderful.....	\$4 75
Schilling's.....	9 00	Brighton.....	4 75

SEWING SILK.

Corticelli, doz.....	75	Corticelli knitting,	
twist, doz.....	37 1/2	per 1/2 oz ball.....	30
50 yd, doz.....	37 1/2		

HOOKS AND EYES—PER GROSS.

No 1 Bl'k & White.....	10	No 4 Bl'k & White.....	15
" 2 " " ".....	12	" 8 " " ".....	20
" 3 " " ".....	12	" 10 " " ".....	25

PINS.

No 2-20, M C.....	50	No 4-15, F 3 1/2.....	40
" 3-18, S C.....	45		

COTTON TAPE.

No 2 White & Bl'k.....	12	No 8 White & Bl'k.....	20
" 4 " " ".....	15	" 10 " " ".....	23
" 6 " " ".....	18	" 12 " " ".....	26

SAFETY PINS.

No 2.....	25	No 3.....	35
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NEEDLES—PER M.

A. James.....	1 50	Steamboat.....	40
Crowley's.....	1 35	Gold Eyed.....	1 50
Marshall's.....	1 00		

TABLE OIL CLOTH.

5-4.....	2 25	6-4.....	3 25
" " " ".....	2 10	" " " ".....	3 10

P. STEKETEE & SONS,

WHOLESALE

Dry Goods and Notions.

Fall Line of Dress Goods, Flannels, Blankets, Yarn, Underwear, Hosiery and Gloves.

GRAIN BAGS—Stark, American, Amoskeag, Harmony, Park, Georgia and Valley City.

WADDINGS, BURLAP, TWINE, BATTS and COMFORTS.

83 Monroe and 10, 12, 14, 16 & 18 Fountain Sts., GRAND RAPIDS.

BEACH'S

New York Coffee Rooms.

61 Pearl Street.

Five Cents Each for all dishes served from bill of fare.

Steaks, Chops and All Kinds of Order Cooking a Specialty.

FRANK M. BEACH, Prop.

J. & P. COATS'



BEST SIX-CORD

Spool Cotton

IN

WHITE, BLACK AND COLORS,

FOR

Hand and Machine Use.

FOR SALE BY

P. STEKETEE & SONS

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of Staple and Fancy

Dry Goods

NOTIONS AND HOLIDAY GOODS.

Manufacturers of

Shirts, Pants, Overalls, Etc.

Complete Fall Stock now ready for inspection, including a fine line of Prints, Underwear, Pants, Gloves, Mittens and Lumbermen's Goods. Chicago and Detroit prices guaranteed.

48, 50 and 52 Ottawa St.,

HARDWARE.

Selling Glass with Hardware.
From Hardware.

There is no reason why the sale of glass and glassware should not form an important feature in the retail hardware trade. Window glass has a natural connection with builders' hardware, while lamps, fruit jars and many other articles into which glass enters might be handled conveniently by the hardware retailer who sells already many articles for household furnishing. If one may sell picture nails and picture cord, why not picture glass as well?

In many towns glass is already a part of the stock of the hardware retailer, but in a greater number this trade is left to the druggist or dealers in builders' supplies.

In the East, however, such matters are more generally controlled by custom than in the far West, where the chief development of the hardware trade is now taking place. The hardware store which pushed its way to the frontier along with the first settlers has expanded as the pioneers have prospered and built up great states, and it has got into the habit of supplying the people with what they want without asking how the trade "used to be" carried on. But we do not believe that even in the West, glass is as generally sold by the hardware man as it might be.

A handsome display of lamps and other glass goods of general utility would add to the limited variety of goods which can be used to ornament a hardware store, and by adding to the attractiveness of the place might prove of advantage to a greater extent than the mere profit on the glassware sold. Of late, manufacturers of such goods have made it a point to supply glass goods specially suited to the hardware trade, and it is worth while for the latter to look into the matter while considering the fall and winter orders.

They Crowded Again.

Next to a dog that amuses himself by barking all night, a rooster that persists in exercising his voice is nature's own nuisance, especially when the rooster lives in town. A banker who used to live next door to a Dr. White, just beyond the city line, owned two little bantam roosters, that he had taught to crow for a grain of corn. He would take a double handful of corn out in his back porch, lift his hand and the chickens would crow. Then he gave a grain to each of them. This was continued until all the corn was exhausted and the roosters were hoarse. This sort of thing annoyed Dr. White. One day a medical student dropped in his office about the time the serenade began.

"I'd give \$5 to shut off that noise," said the doctor.

"You can do it for less than that," said the student. "Why don't you entice them into your back yard some time when old Rufe is down town, catch them and cut their vocal chords?"

"By Jove! That's the thing. Come around tomorrow at 11 o'clock, and assist me in the operation."

The next day, at the appointed hour, the student was at the office on time; so were the roosters.

Within two minutes one vocal chord of each chicken was cut, and then the birds were tossed over the fence to their home. At noon the owner came out on his porch for his daily amusement. White and the student watched him through a crack in the fence. He lifted his hand and the little squallers reared back and went through the motions, but did not utter sound.

The banker lifted his hand again, with the same result. He went into the yard and walked around his pets, but couldn't see anything wrong.

Then he called his wife, and the two made a critical examination. He made them go through their pantomime for an hour and got disgusted. He tried it every day for a week and then killed the roosters and ate them. When he found out six months afterward what White had done, he bought two large donkey-voiced parrots, trained them to say, "— Dr. White," and "White is an ass," and hung their cages in his back porch.

Then Dr. White moved.

Prices Current.

These prices are for cash buyers, who pay promptly and buy in full packages.

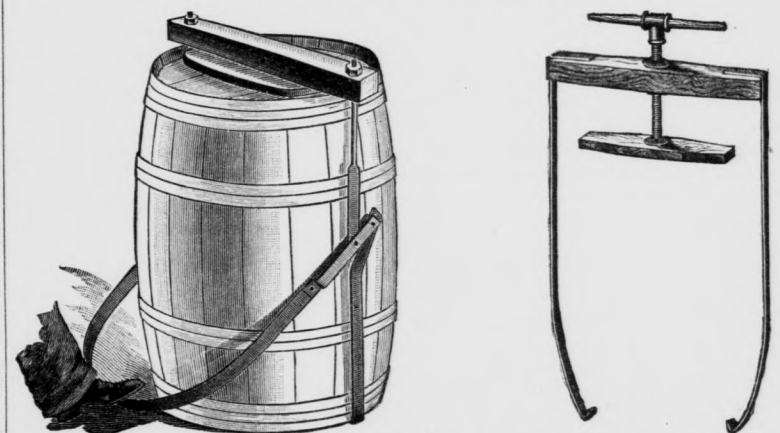
AUGURS AND BITS.		dis.
Snell's	60	
Cook's	40	
Jennings', genuine	25	
Jennings', imitation	50&10	
AXES.		dis.
First Quality, S. B. Bronze	\$ 8 50	
" D. B. Bronze	12 50	
" S. B. S. Steel	9 50	
" D. B. Steel	14 00	
BARROWS.		dis.
Railroad	\$ 14 00	
Garden	net 30 00	
BOLTS.		dis.
Stove	50&10	
Carriage new list	70	
Plow	40&10	
Sleigh shoe	70	
BUCKETS.		dis.
Well, plain	\$ 3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70&	
Wrought Narrow, bright fast joint	60&10	
Wrought Loose Pin	60&10	
Wrought Table	60&10	
Wrought Inside Blind	60&10	
Wrought Brass	75	
Blind, Clark's	70&10	
Blind, Parker's	70&10	
Blind, Shepard's	70	
BLOCKS.		dis.
Ordinary Tackle, list April 17, '85	40	
CRADLES.		dis.
Grain	dis. 50&62	
CROW BARS.		per lb
Cast Steel	5	
CAPS.		per m
Ely's 1-10	65	
Hick's C. F.	60	
G. D.	35	
Musket	60	
CARTRIDGES.		dis.
Rim Fire	50	
Central Fire	25	
CHISELS.		dis.
Socket Firmer	70&10	
Socket Framing	70&10	
Socket Corner	70&10	
Socket Slicks	70&10	
Butchers' Tanged Firmer	40	
COMES.		dis.
Curry, Lawrence's	40	
Hotchkiss	25	
CHALK.		dis.
White Crayons, per gross	120&124	
COPPER.		per pound
Planished, 14 oz cut to size	31	
" 14x52, 14x56, 14x60	29	
Cold Rolled, 14x56 and 14x60	28	
Cold Rolled, 14x48	28	
Bottoms	30	
DRILLS.		dis.
Morse's Bit Stocks	50	
Taper and straight Shank	50	
Morse's Taper Shank	50	
DIPPING PANS.		dis.
Small sizes, ser pound	07	
Large sizes, per pound	6 1/4	
ELBOWS.		dis.
Com. 4 piece, 6 in.	doz. net 75	
Corrugated	dis. 20&10&10	
Adjustable	dis. 40&10	
EXPANSIVE BITS.		dis.
Clark's, small, \$18; large, \$26	30	
Ives', 1, \$18; 2, \$24; 3, \$30	25	
FILES—New List.		dis.
Disston's	60&10	
New American	60&10	
Nicholson's	60&10	
Heller's	50	
Heller's Horse Rasps	50	
GALVANIZED IRON.		dis.
Nos. 16 to 20; 22 and 24; 25 and 26; 27	18	
List 12 13 14 15 18		
Discount, 60		
GAUGES.		dis.
Stanley Rule and Level Co.'s	50	
HAMMERS.		dis.
Maydole & Co.'s	25	
Kip's	25	
Verkes & Plumb's	dis. 40&10	
Mason's Solid Cast Steel	30c list 60	
Blacksmith's Solid Cast Steel, Hand	30c 40&10	
RINGS.		dis.
Gate, Clark's, 1, 2, 3	dis. 60&10	
State	per doz. net, 2 50	
Screw Hook and Strap, to 12 in. 4 1/4 and	3 1/4	
longer	net 10	
Screw Hook and Eye, 1/2	net 8 1/4	
" " " "	net 7 1/4	
" " " "	net 7 1/4	
Strap and T	dis. 70	
HANGERS.		dis.
Barn Door Kidder Mfg. Co., Wood track	50&10	
Champion, anti-friction	60&10	
Kidder, wood track	40	
HOLLOW WARE.		dis.
Pots	60	
Kettles	60	
Spiders	60	
Gray enameled	40&10	
HOUSE FURNISHING GOODS.		dis.
Stamped Tin Ware	new list 70&10	
Japanned Tin Ware	25	
Granite Iron Ware	new list 33 1/4&10	
WIRE GOODS.		dis.
Bright	70&10&10	
Screw Eyes	70&10&10	
Hook's	70&10&10	
Gate Hooks and Eyes	70&10&10	

LEVELS.		dis.
Stanley Rule and Level Co.'s	70	
LOCKS—New List.		dis.
Door, mineral, jap. trimmings	55	
Door, porcelain, jap. trimmings	55	
Door, porcelain, plated trimmings	55	
Door, porcelain, trimmings	55	
Drawer and Shutter, porcelain	70	
MATTOKES.		dis.
Russell & Irwin Mfg. Co.'s new list	55	
Mallory, Wheeler & Co.'s	55	
Brantford's	55	
Norwalk's	55	
MAULS.		dis.
Adze Eye	\$16.00, dis. 60	
Hunt Eye	\$15.00, dis. 60	
Hunt's	\$18.50, dis. 30&10	
MILLS.		dis.
Sperry & Co.'s, Post, handled	50	
MOLASSES GATES.		dis.
Coffee, Parkers Co.'s	40	
" P. S. & W. Mfg. Co.'s Malleables	40	
" Landers, Ferry & Co.'s	40	
Enterprise	25	
NAILS.		dis.
Stebbin's Pattern	60&10	
Stebbin's Genuine	60&10	
Enterprise, self-measuring	25	
NAILS.		dis.
Steel nails, base	2 10	
Wire nails, base	2 65	
Advance over base:		
Base	Base	
60	Base	
40	Base	
30	Base	
20	Base	
10	Base	
8	Base	
7 & 6	Base	
4	Base	
3	Base	
2	Base	
1	Base	
Finch 3	Base	
Case 10	Base	
" 8	Base	
" 6	Base	
Finish 10	Base	
" 8	Base	
" 6	Base	
Clinch 10	Base	
" 8	Base	
" 6	Base	
Barrell 7 1/2	Base	
PLANES.		dis.
Ohio Tool Co.'s, fancy	2 40	
Sciota Bench	2 40	
Sandusky Tool Co.'s, fancy	2 40	
Bench, first quality	2 40	
Stanley Rule and Level Co.'s, wood	&10	
PANS.		dis.
Fry, Acme	dis. 60—10	
Common, polished	dis. 70	
RIVETS.		dis.
Iron and Tinned	40	
Copper Rivets and Burs	50	
PATENT PLANISHED IRON.		dis.
"A" Wood's patent planished, Nos. 24 to 27	10 20	
"B" Wood's pat. planished, Nos. 25 to 27	9 20	
Broken packs 1/4c per pound extra.		
ROPES.		dis.
Sisal, 1/2 inch and larger	11 1/2	
Manilla	16	
SQUARES.		dis.
Steel and Iron	75	
Try and Bevels	60	
Mitre	30	
SHEET IRON.		dis.
Com. Smooth	Com.	
Nos. 10 to 14	\$4 30	
Nos. 15 to 17	\$3 10	
Nos. 18 to 21	4 30	
Nos. 22 to 24	4 30	
Nos. 25 to 26	4 40	
No. 27	4 60	
All sheets No. 18 and lighter, over 30 inches		
wide not less than 2-10 extra		
SAND PAPER.		dis.
List acct. 19, '86	dis. 40&10	

SASH CORD.		dis.
Silver Lake, White A	list 50	
" Drab A	" 55	
" White B	" 50	
" Drab B	" 55	
" White C	" 35	
Discount, 10		
SASH WEIGHTS.		per ton
Solid Eyes	\$25	
SAWS.		dis.
" Hand	20	
" Silver Steel Dia. X Cuts, per foot	70	
" Special Steel Dia. X Cuts, per foot	50	
" Special Steel Dia. X Cuts, per foot	30	
" Champion and Electric Tooth X		
Cuts, per foot	30	
TRAPS.		dis.
Steel, Game	60&10	
Oneida Community, Newhouse's	35	
Oneida Community, Hawley & Norton's	70	
Mouse, choker	18c per doz.	
Mouse, delusion	\$1.50 per doz.	
WIRE.		dis.
Bright Market	65	
Annealed Market	70—10	
Coppered Market	60	
Tinned Market	62 1/2	
Coppered Spring Steel	50	
Barbed Fence, galvanized	3 60	
" painted	3 60	
HORSE NAILS.		dis.
Au Sable	dis. 25&10 25&10&05	
Putnam	dis. 05	
Northwestern	dis. 10&10	
WRENCHES.		dis.
Baxter's Adjustable, nickeled	30	
Coe's Genuine	75	
Coe's Patent Agricultural, wrought	15	
Coe's Patent, malleable	75&10	
MISCELLANEOUS.		dis.
Bird Cages	50	
Pumps, Clister	75	
Screws, New List	50	
Casters, Bed and Plate	50&10&10	
Dampers, American	40	
Forks, hoes, rakes and all steel goods	65	
METALS.		dis.
PIG TIN.		dis.
Pig Large	26c	
Pig Bars	28c	
ZINC.		dis.
Duty: Sheet, 2 1/4c per pound	7 1/4	
600 pound casks	7 1/4	
Per pound	7 1/4	
SOLDER.		dis.
1/20 3/4	16	
Extra Wiping	13 1/2	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		
ANTIMONY.		per pound
Cookson	16	
Hallett's	13	
TIN—MELYN GRADE.		dis.
10x14 IC, Charcoal	\$ 7 00	
14x20 IC, "	7 00	
10x14 IX, "	8 75	
14x20 IX, "	8 75	
Each additional X on this grade, \$1.75.		
TIN—ALLAWAY GRADE.		dis.
10x14 IC, Charcoal	\$ 6 25	
14x20 IC, "	6 25	
10x14 IX, "	7 75	
14x20 IX, "	7 75	
Each additional X on this grade \$1.50.		
ROOFING PLATES.		dis.
14x20 IC, "	6 25	
14x20 IX, "	7 75	
20x28 IC, "	13 00	
14x20 IC, "	5 50	
14x20 IX, "	7 00	
20x28 IC, "	11 50	
20x28 IX, "	14 50	
BOILER SIZE TIN PLATE.		dis.
14x28 IX	\$14 00	
14x31 IX	15 50	
14x56 IX, for No. 8 Boilers	per pound 10	
14x60 IX, "	" "	

APPLE PRESSES,

Screw and Lever.



SPECIAL LOW PRICES.
Foster, Stevens & Co.,
WHOLESALE HARDWARE.
10 and 12 Monroe St., 33, 35, 37, 39 and 41 Louis St.,
GRAND RAPIDS, MICH.

The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

Tradesman Company, Proprietor.

Subscription Price, One Dollar per year, payable strictly in advance.
Advertising Rates made known on application.
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Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, OCTOBER 1, 1890.

Much interesting information, never before made public, will be disclosed in the narrative, begun this week, detailing the attempt to make a success of the manufacture of wooden corks. It affords THE TRADESMAN no small pleasure to be able to be the first journal in the country to present this unique and interesting history.

A fireman's electric hand lamp is being introduced in England. Now let us have the Prince of all Lanterns, from this initial introduction of the subtle fluid and also with an entire new departure, place the light where it ought to be. Give us a hat containing the tiny battery which shall be donned at night only, and bring the light directly to the front just over the forehead, leaving both hands free to use in any emergency. The age and the times demand it, and a fortune awaits the inventor.

Some good ideas are set forth on another page this week under the head of "The Ideal Merchant." To all of the statements made THE TRADESMAN gives hearty assent, except that a merchant should carry more than one line of goods, in order to accomplish the best results. While some localities and conditions of trade demand general stores, others favor the division of business into legitimate channels, so that any sweeping assertion to the effect that one method of merchandising is right and the other wrong serves only to display lack of breadth on the part of the writer.

Price of Dry Goods Will Go Up.

All lines of dry goods affected by the McKinley bill will soon advance in price from 10 to 20 per cent. All the leading wholesale dry goods dealers interviewed on this subject agree that such will be the case. Just when the advance will take place they are not so certain, but it will probably be soon after Oct. 1. Competition, the stocks on hand and various other circumstances may postpone the rise in price, but they will not prevent it. The dealers are as unanimous in attributing the coming advance solely to the effect of the McKinley bill as they are that there will be an advance. The idea that it is due to a combination among dealers is denied all around. The advance, too, will be in the cheaper grades of goods in a ratio out of all proportion to the advance in higher priced goods.

Good Words Unsolicited.

Milo J. Thomas, hardware and agricultural implements, Corunna, Ind.: "THE TRADESMAN is a good paper and well worth the money."

The Philadelphia patent flat-opening back is controlled in Michigan by Barlow Bros., of Grand Rapids. Don't fail to have your next ledger or journal bound with it. It adds very little to the cost and makes the strongest blank book ever known. Send for prices.

THE CORNER STORE.

"So the corner store is let!" said Mrs. Deane.

"And high time," chimed in Miss Melinda Murgatroyd, "since it has stood empty ten months, come Christmas!"

"Ah, no wonder!" said old Mrs. Hunter. "There's been a many to look at it, but not one has come the second time, after they heard of how old Trestles hung himself in the middle of the front room, at midnight."

"You don't suppose it's—haunted?" said Mrs. Deane.

"I don't say 'Yes,' said she, "and I don't say 'No.' But there's the facts. You can judge for yourselves."

"Well, anyhow," said Miss Murgatroyd, "It's a comfort to see the place awake and alive again, after the wooden shutters and the 'To Let' staring you in the face for well-nigh a year! And it's to be a doctor, too!"

"That makes four in the village already," said Mrs. Deane, sourly, "I wonder if they expect to make their living off us poor sufferers!"

"I wonder if he's a married man," said Miss Melinda, adjusting the blue ribbon bow which she wore at her withered throat, a sort of fluttering signal that her maiden affections were still disengaged.

"Humph!" said old Mrs. Hunter, who had three single daughters. "We shall all find out in time, if we wait long enough."

"If he's young and agreeable," said the Widow Percival, who had not hitherto mingled in the conversation, "he will be a decided acquisition to our society."

"Did I understand that his name is Doctor Wigg?" simpered Mrs. Walker, who was rather deaf.

"—Ins!" sharply corrected Mrs. Hunter.

"—I—n—s!" giggled Miss Murgatroyd. "What a very peculiar name! He must be of German parentage, or—"

"Who said anything about 'Dr. Ins'?" shrieked old Mrs. Hunter, fairly losing her patience. "I think you're all gone crazy together! 'Wiggins!' That's the name! Neither 'Wigg' or 'Ins,' but both together!"

"A partnership?" enquired Mrs. Walker, with her head on one side like a sickly linnet. And just then the tea and hot biscuit came in, and the Dykeville Sewing Society broke up its working session, and became transformed into a banqueting assembly.

But that the corner store was let, there was no kind of doubt. There was a buzz of expectation on the subject, a thrill of agreeable anticipation. Mr. Jones had heard that Dr. Wiggins was a married man, with a large family of grown sons and daughters. Squire Goshawk had it, on no less incontrovertible foundations, that he was a young student, just graduated, on the lookout for a wife. It was supposed that he would occupy, as an office, the lower room, in which the lamented Trestles had hanged himself, and furnish the upper apartments either as a bachelor sanctum, or as family rooms, according to his needs. This seemed rather a peculiar location in which to select a home, but then, as Miss Melinda Murgatroyd observed, people's tastes differed. And because old Trestles didn't choose to live there, it was no reason that any one else should share his prejudices. And as days crept on, and the house was neatly painted outside and in, the missing panes of glass replaced and a new furnace put into the basement, the tide of popular curiosity rose higher and higher.

And at last the little tin sign,

DR. WIGGINS.

was nailed with four brass-headed nails on the side of the private entrance.

"Very strange," said the eldest Miss Hunter. "Why didn't he have it gilded in the middle of the bow-window?"

"And put out his surgical instruments and quinine bottles, and all the big double teeth he has drawn, as if he meant to keep a store?" sneered her brother. "That's your idea of a doctor's office, is it. But I guess Wiggins knows better than that."

"He is no doubt a very modest man," said Mrs. Percival, sighing behind her

crape streamers, "and does not wish to obtrude his sign."

"He's a jolly old cove," said Mr. Jones, who had met him at dinner. "And when I told him how mad the other three doctors were at the news of his coming into the place, I thought he'd have split his sides laughing."

"Old!" cried Miss Murgatroyd. "I heard he was just in the prime of life."

"Well, he's forty odd, if that's what you call the prime of life," said Jones.

"And you'll all have a chance to judge for yourselves before long, for they tell me he's going to move in this week."

Mrs. Deane was darning her husband's stockings by the light of a shaded lamp, the next evening but one, when Miss Melinda Murgatroyd rushed in, pale, breathless and excited.

"Oh, my dear! my dear! such a thing has happened!" she cried.

"Eh?" said Mrs. Deane.

"He's a villain!" said Miss Murgatroyd.

"Who is?" asked Mrs. Deane.

"Doctor Wiggins, at the corner store," solemnly enunciated Miss Murgatroyd.

"Bless me!" said Mrs. Deane.

"A medical demonstrator," said Miss Murgatroyd. "An anatomist. A man that deals in—dead bodies!"

"Impossible!" cried Mrs. Deane, with the needle sticking straight into the toes of the lawyer's best blue, yarn stockings.

"Ah," sighed Miss Murgatroyd, with a little hysterical catching for breath, "it's all very well to say 'impossible,' but I saw 'em myself. I was just on my way to the Dorcas meeting, when I saw the wagon drive up. All full of things. Every possible piece of furniture you could dream of. Reclining-chairs, tables, glass-cases, velvet-topped stools—"

"He's going to open an apothecary's shop in connection with his business," exclaimed Mrs. Deane.

"And at the very bottom, my dear, just wrapped in sheets, were two poor corpses!" melodramatically exclaimed Miss Murgatroyd.

Mrs. Deane's jaw dropped. "Are you quite sure?" she asked.

"I saw their poor, pale faces myself," replied Miss Melinda. "The wretch hadn't even the decency to cover them."

"Well, I never!" said Mrs. Deane.

"This ought to be seen to. Dykeville isn't a place to countenance such iniquities. I'll let Deane know right off. He's smoking his pipe in his office, snug and handy!"

"And I'll step over to Hunter's, and mention the thing to Squire Goshawk, on the way," excitedly cried Miss Melinda, with the sensation of a modern Joan of Arc.

Dr. Wiggins had had a hard time moving his worldly goods from the freight depot of the Boxtown & Dykeville Railway. His skeleton had become disarticulated, and the manikin had been doubled up under a forty-pound demi-john of carbolic acid, and hopelessly ruined. The bottles were broken in his case of best Otard brandy; he couldn't find his amputating instruments; and his favorite meerschaum had cracked in two pieces.

"I'll be hanged if ever you catch me moving again!" he fervently ejaculated, as he sat down to eat some bread and meat out of a paper, in front of a smoky fire, and drink cold coffee from a tin can which leaked. And just then there came a solemn tap-tap-tap at his door.

"My first patient," thought Dr. Wiggins, hiding the bread and meat behind a medical encyclopedia, and hurrying to open the door.

There stood three tall men: Leonidas Hunter, Squire William Goshawk and Mr. Deane.

"Walk in, gentlemen; walk in," said the doctor; and he rubbed his hands, and looked at them with an air of smiling expectancy. "In what way can I serve you this evening?"

"Sir," said Squire Goshawk, "we're a peaceable and law-abiding populace here, but there are some things which human flesh and blood can't stand."

"And this is one of 'em," sputtered Mr. Deane.

"We can't allow it," said Leonidas Hunter.

"You must either leave Dykeville or abandon that branch of your profession," said Mr. Deane.

"And the sooner you understand this fact, the better," added Squire Goshawk, with dignity.

All the while they spoke the eyes of the three inquisitors were wandering around the room in a restless, erratic sort of way, which struck the doctor with amazement.

"Gentlemen," said he, "what on earth do you mean?"

"Where are they?" said Squire Goshawk.

"I don't know what you're talking about," said Doctor Wiggins.

"No equivokes, sir," sternly uttered Mr. Deane. "You are greatly mistaken if you think that the criminal law will not reach you."

"We allude, sir," said Leonidas Hunter "to the bodies."

"What bodies?" said Doctor Wiggins.

"Come," said the lawyer, "this won't go down! They were seen to be carried into this house, wrapped in white sheets, in the broad light of—of—" he was going to say "day," but corrected himself by adding: "the street-lamps!"

"Oh!" said Doctor Wiggins, a light breaking in upon the troubled darkness of his brain. "O-o-h! Yes! Exactly! I understand!"

And then Doctor Wiggins fell back into the dislocated chair, and laughed until he was purple in the face.

"Ha! ha! ha!" he chuckled. "They're down-stairs! Ha! ha! ha! Come and look at them!"

"The man is devoid of natural feeling," thought the three gentlemen. But they accompanied him down-stairs to the big store, where heaps of boxes, bales and draperies lay about, and, standing up against the counter, the senseless faces of two life-sized wooden figures simpered at them.

"They belong to Miss Mix, the milliner who has rented the store of me," said Dr. Wiggins. "To put in the window, you know, with fashionable gowns and spring bonnets on 'em! And you really believed they were dead bodies? Ha, ha, ha! Ha, ha, ha!"

And off went Dr. Wiggins into a fresh paroxysm of laughter, in which the three gentlemen joined but feebly. There was a joke in the matter, undoubtedly, but they didn't see it.

Miss Mix "opened" the next day, with a fine assortment of seasonable goods; and by the noon train Mrs. Wiggins and the six little Wigginses arrived. And the feminine neighborhood has ceased to take any interest in the affairs of the new-comers; and Squire Goshawk, Mr. Deane and Leonidas Hunter unanimously say:

"We guess the ladies will know it, the next time we are induced to meddle in other people's business!"

AMY RANDOLPH.

Jacob J. Baker, the Grand Haven grocer, was in town last Thursday, for the first time in three years.

VISITING BUYERS.

C S Comstock, Pierson	Warne & Calkins, E Jordan
C E Coburn, Pierson	A C Cutter, Traverse City
G W Knox, Clarksville	E E Hewitt, Rockford
G M Hartwell, Cannonsburg	Geo A Sage, Rockford
H Van Noord, Jamestown	St M McLeelan, Denison
J Riddinger, Drenthe	J Kinney, Kinney
G H Walbrink, Allendale	O'Connor & Thompson,
Geo Schiechelt, No Dorr	Kent City
W Minderhout, Hanley	St Colson, Alaska
D C Blood, Whitneyville	Gas Gleason, Volney
Dean Bros, Free Soil	Den Herder & Tanis,
Smallegan & Pickard,	Vriesland
Forest Grove	Watrouse & Bassford, WTroy
J H Hoogstraet, Conklin	Alex Denton, Howard City
L C Granger, Charlotte	J Rodgers, Hastings
E S Paise, Cedar Springs	G S Putnam, Fruitport
A Norris & Son, Oshtemo	J Dursema, Fremont
J W Colburn & Bro,	Casper Schutt, Lakeview
Caledonia	Nelson Higbee, Morley
C F Sears, Rockford	F A Jensen, Mantion
Hessler Bros, Rockford	Hansen Bros, Morley
Barry & Co., Rodney	Robt Johnson, Cadillac
L N Fisher, Dorr	John Baker, Chaucey
W Watson, Parmalee	J J Baker, Grand Haven
J W Rutherford, Hungerford	A L Crawford, Ionia
O W Knox, Hart	D N White, Potosky
J N Wait, Hudsonville	A J White, Bass River
Walling Bros, Lamont	J L Purchase, Bauer
John Gunstra, Lamont	W R Lawton, Berlin
J H Manning, Lake P O	W D Struck, Byron Center
L & L Jensen, Jenisonville	Brookings Lumber Co,
J Ritzema, Gd Haven	Brookings
H T Hamilton, Sand Lake	T Van Eenennaam, Zeeland
E L Paige, Sparta	John Demstra, Gitchell
C A Brott, Moorland	D D Plumb, Mill Creek
E W & N L Noble, Muskegon	B Gilbert & Co., Moline
A Steketee, Holland	J D Noah, Moline
A W Fenton, Bailey	E A Hoyt, E Jordan
S McNett, Byron Center	M Church, Englishville
L L Holmes & Connell,	H Morley, Cedar Springs
Belding	A C Barkley, Crosby
	M E Snell, Wayland
	Isaac Quick, Allendale
	Smith & Bristol, Ada
	G Ten Hoer, Forest Grove
	M Heyboer & Bro, Oakland
	Mrs A H Barber, Saranac
	N O Ward, Stanwood

FINANCIAL.

Local Stock Quotations.

Reported by the Michigan Trust Company.

Anti-Kalsomine Co.	150
Alpine Gravel Road Co.	77
Aldine Manufacturing Co.	60
Belknap Wagon & Sleigh Co.	100
Canal Street Gravel Road Co.	80
Fifth National Bank	100
Fourth National Bank	100
Grand Rapids Brush Co.	85
Grand Rapids Packing and Provision Co.	102
Grand Rapids Fire Insurance Co.	105
Grand Rapids Electric Light and Power Co.	75
Grand Rapids Savings Bank	120
Grand Rapids Chair Co.	110
Grand Rapids National Bank	135
Grand Rapids Felt Boot Co.	107
Grandville Avenue Plank Road Co.	150
Kent County Savings Bank	125
Michigan Barrel Co.	100
New England Furniture Co.	95
National City Bank	132
Old National Bank	132
Plainfield Avenue Gravel Road Co.	25
Phoenix Furniture Co.	60
Sligh Furniture Co.	85
Street Railway Co. of Grand Rapids	40
Walker Gravel Road Co.	80
Peninsular Club 4 per cent. Bonds	75

The Ideal Merchant.

H. P. Knapp in the Drummer.

Doubtless, every man engaged in trade, wholesale or retail, pictures for himself an ideal business man. This ideal may or may not be traced out in its author's mind, but all of us have some kind of an idea of what a business man should be. Perhaps nobody realizes his ideal, and very few even approach theirs, but it is at least well to have them placed high. An arrow shot toward the stars goes higher than one shot at the ground. Our own ideal will perhaps not accord exactly with that of any one of our readers, but we are safe in guaranteeing that whoever will adopt it for his own, and endeavor to live up to it, will make a marked success of any business he may enter.

In the first place, our ideal merchant is thoroughly self-reliant. He has learned to lean on himself and ask help from no one. He does not care the snap of his finger what other business men have done in the past or are doing to-day. He is not bound to any particular policy merely because it is in general use. If a new thing is good and an old one bad, he accepts the former and rejects the latter, or vice versa. He always prefers an original idea to a borrowed one.

He is wide-awake, energetic and aggressive, always up with the times, and sometimes in advance of them. He keeps both eyes open to see that all goes on in his own business and outside it as well. He is a thorough-going "pusher," driving business hard in busy seasons and working like a beaver to make it at dull periods.

His trained judgment enables him to preserve a happy balance between caution and "nerve." When an opportunity presents itself to make an increased profit by some unusual outlay, he weighs the matter carefully, and if his judgment pronounces it a wise venture he is not held back by the timidity which handicaps most men. He is willing to "take chances," if the probable returns are in proper proportion, and when the outcome is adverse, as it must be sometimes, he saves the hurt with the reflection that the experience gained is worth more to him than the money lost.

Our ideal merchant fixes no limit to his ambition. He is never satisfied with what has been gained, but pushes on tirelessly for higher ground. He may prosper more than he dared hope at the beginning, but his ambition is of the sort which grows on success.

His ideas are too broad and his ambition too high to be confined within the cramped limits of any one set line of business. He must have room to grow. If he sees that he can add another line of goods profitably, he does so, regardless of the shock to the supersensitive nerves of poky, long-settled competitors. He makes business a business and is eager to claim every opportunity he honorably may. It is plain to him that the men who make a success nowadays are those who handle several lines of goods with but a single rent and one set of clerks. Therefore, as he is in business to make money, he follows their example. Seeing clearly that when a business is restricted to one line of goods its growth is neces-

sarily stunted, he is constantly on the lookout for new lines to add.

That he insists on strict economy in all branches of his business goes without saying, but his economy stops a long way short of parsimony. The expense account is watched sharply, and its debit side kept down to the last penny, but our ideal merchant is not the one to "save at the spigot and lose at the bung." He does not, for instance, groan in spirit every time an advertising bill is presented for payment, nor begrudge clerk hire for enough people to wait on his trade comfortably.

He is strictly honorable in all his dealings, because he is an honest man, but he would be anyway because he knows "honesty is the best policy." He is shrewd enough to see that a reputation for integrity and honorable dealing is the only safe basis on which to build a business.

Our ideal merchant is thorough in all he does, fearless of adverse criticism, and a law unto himself in matters pertaining to his business. He pays his bills promptly and is firm in insisting that his customers shall settle their accounts on time. He believes in large sales at a small per cent. of profit rather than the converse, because he knows the latter plan fixes a narrow limit to one's ambition. He pays his employees well enough, so that they willingly give him their best abilities. He is courteous and affable to everyone and requires that all under him shall be the same.

Purely Personal.

Thos. Van Eenenaam, general dealer at Zeeland, was in town one day last week.

J. Frank Clark, the elongated Big Rapids grocer, was in town one day last week.

Gideon Kellogg, the large-sized belt manufacturer, of Chicago, was in town several days last week.

John Pain, formerly with Delano & Co., at Allegan, has taken a position in the office of the Ball-Barnhart-Putman Co.

F. A. Earl, of the firm of Earl Bros., saw and shingle mill operators and general dealers at Glen Arbor, was in town three days last week.

Michael Ducey is no longer a member of the firm of Kellogg, Ducey & McCauley, belt manufacturers at Chicago, having recently retired from the firm.

Henry F. Webb, the Cassopolis druggist, was in town last Friday on his way to Traverse Point, where he will spend a month. He was accompanied by his wife.

A. B. Dean, of the firm of Dean Bros., druggists at Freesoil, was in town over Sunday. He was accompanied by his bride, and they were on their way home from their wedding trip.

Wool Higher---Hides and Tallow Firm.

Wools have sold freely the past week; in fact, the largest sales for a long time. Prices have been better and dealers feel more hopeful. Prices are back to where they were in July, and conservative buyers can see a margin on their purchases. The market is firm and at good prices and ready sales.

Hides are firm at the last decline, with good demand, but tanners will not pay any advance.

Tallow is firm and in good demand. The supply is limited.

Bank Notes.

Smith Cole & Co. will engage in the banking business at Battle Creek about Oct. 1.

The Ionia County Savings Bank has declared a stock dividend of 50 per cent. and placed \$5,000 more stock on the market, making the present capital of the institution \$5,000.

F. J. DETTENTHALER,

JOBBER OF



Oysters

—AND—

Salt Fish

Mail Orders Receive Prompt Attention.

See Quotations in Another Column.

CONSIGNMENTS OF ALL KINDS OF WILD GAME SOLICITED.

Muskegon Cracker Co

CRACKERS, BISCUITS AND SWEET-GOODS.

LARGEST VARIETY IN THE STATE

SPECIAL ATTENTION PAID TO MAIL ORDERS.

457, 459, 461, 463 W. WESTERN AVENUE,

MUSKEGON, MICH.

No Connection with Any Cracker Trust.

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

FLOUR SACKS, GROCERY BAGS, TWINE AND WOODEN WARE.

Houseman Block,

Grand Rapids, Mich.

HOGLE OIL CO.,

Wholesale and Retail Dealers in Oils and Makers of Fine Lubricants.

OFFICE—19 and 21 Waterloo St.

Telephone No. 319.

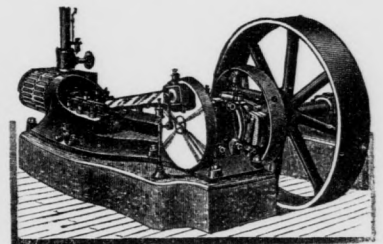
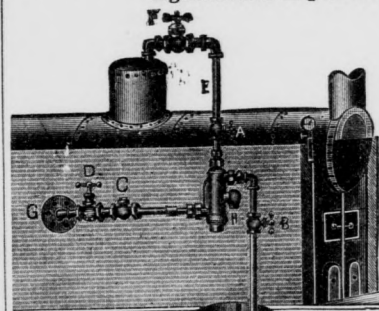
WORKS—On C. & W. M. and G. R. & I. R. R., one

mile north of Junction. Telephone No. 611-31R

The largest and most complete oil line in Michigan. Jobbers of all kinds of Cylinder Oils, Engine Oils, W. Va. Oils, Lard Oils, Neatsfoot Oils, Harness Oil, Signal Oil, Axle Grease, Boiler Purger, Kerosene Oils, Naptha, Turpentine, Linseed Oils, Castor Oil, Cooking Oils, Axle Oils, Machinery Grease, Cotton Waste, Etc. See Quotations.

BROWN & SEHLER,

Dealers in ENGINES, BOILERS and MILL MACHINERY, Farm Machinery, Agricultural Implements, Wagons and Carriages.



Corner West Bridge and North Front Sts.,

GRAND RAPIDS, MICH

HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY,

Send for Catalogue and Prices.



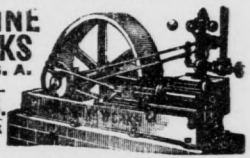
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MANUFACTURERS OF

STEAM ENGINES & BOILERS.

Carry Engines and Boilers in Stock for immediate delivery.



Planers, Matchers, Moulders and all kinds of Wood-Working Machinery, Saws, Belting and Oils.

And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for Sample Pulley and become convinced of their superiority.

Write for Prices.

44, 46 and 48 So. Division St., GRAND RAPIDS, MICH.

Drugs & Medicines.

State Board of Pharmacy.

One Year—Geo. McDonald, Kalamazoo.
Two Years—Stanley E. Parkill, Owosso.
Three Years—Jacob Jenson, Muskegon.
Four Years—James Vernor, Detroit.
Five Years—Ottmar Eberbach, Ann Arbor.
President—Jacob Jenson, Muskegon.
Secretary—C. A. Bugbee, Cheboygan.
Treasurer—Geo. McDonald, Kalamazoo.
Next meeting at Lansing, Nov. 5 and 6.

Michigan State Pharmaceutical Ass'n.

President—D. E. Prall, Saginaw.
First Vice-President—H. G. Coleman, Kalamazoo.
Second Vice-President—Prof. A. B. Prescott, Ann Arbor.
Third Vice-President—Jas. Vernor, Detroit.
Secretary—C. A. Bugbee, Cheboygan.
Treasurer—Wm Dupont, Detroit.
Next Meeting—At Ann Arbor, in October, 1891.

Grand Rapids Pharmaceutical Society.

President, J. W. Hayward, Secretary, Frank H. Escott.

Grand Rapids Drug Clerks' Association.

President, F. D. Kipp; Secretary, W. C. Smith.

Detroit Pharmaceutical Society.

President, J. W. Allen; Secretary, W. F. Jackson.

Muskegon Drug Clerks' Association.

President, P. Van Deine; Secretary, John A. Tinholt.

Elements of Success in the Drug Business.

The successful druggist requires the personal supervision of a person who is a business man as well as a pharmacist. It takes even more than this, for the manager must be personally identified with the business in order to succeed to the best advantage. The trade of a drug store is entirely different from that of a shoe store or any other of the lines that combine and are owned by some capitalist. By judicious advertising, these concerns draw trade from remote sections of the city or even from neighboring towns. The drug store cannot do this. Customers look for some store near their residence or place of business. They go there because definite business in the way of a prescription or order for drugs demands it. Clearing sales and price-slaughtering days cannot draw trade in a drug store.

The inability of capital successfully to conduct a store under the management of some one else is shown in all of the large cities where wholesale firms attempt it. No matter how competent a clerk is secured to manage a store, it does not pay as it would in the hands of the proprietor. When a wholesale firm comes in possession of a store, they are ever ready to dispose of it, for experience has taught them the fallacy of attempting to keep a store with the idea of making a double profit by pocketing both the wholesale and retail margin. It is even questionable whether it pays a druggist to own more than one retail store. Sometimes under peculiarly favorable circumstances a druggist can look after more than one store and make money out of all of them. The rule is otherwise and we find that the majority of those who open a second or third store are ready to sell it after a few months or years.

When a general view is taken of the retail drug business of this country, and the pharmacists are picked out who are making a success of their occupation, it will be found that the men selected are such as would succeed in any line of business undertaken. On the other hand, the unfortunate ones would have been just as unlucky in any other line as that of pharmacy. This is encouraging to the young man who has determined to make a success of life even if it does require hard work. It is equally discouraging to those who have conceived the idea that many druggists are lucky in business and that a lucky star shines over their heads.

Incompetent Pharmacists.

From the Western Druggist.

At the present day we have so many good colleges of pharmacy located in this country and such a flood of pharmaceutical works and current literature that a knowledge of the drug business can be gained at a small cost in money and energy by those who earnestly seek it. This lessens the excuse for some who hold responsible positions as pharmacists without the proper knowledge of the goods which are handled. We refer to some of those who were registered on account of being in business when the pharmacy law passed, or who are violating the legal regulation of their state by not registering. Yes, and in some states we find the self-styled druggist who does not know enough about the business to

recognize a dozen common drugs but has a certificate from the board of pharmacy entitling him to dispense prescriptions. This has been issued on the result of an examination. Fortunately for the fair name of the profession which druggists follow the number of such incompetent druggists is growing beautifully less, but still there are many of them scattered all over the country. They must be eliminated by the process of evolution, and it is the duty of every pharmacist in the land to see that the clerks hired are suited to the work and get a start on the right road to a pharmaceutical education. It is difficult to reach or reform those now in business, for they find no time nor use for journals or new books. To them a Dispensary is a library in itself and the date of the work makes but little difference unless they are buying one, when the older it is the less the cost. The National Formulary and revised Pharmacopoeia are out of the question. Their almanacs are revised every year, and the manufacturers of pharmaceuticals furnish free of charge formularies which tell how to manufacture everything from fluid extracts. They never attend the meetings of state or local associations and do not recognize any obligations to other pharmacists, the physician or the public. May their shadows ever grow less.

Favors the Adoption of the Metric System.

The American Pharmaceutical Association, in convention assembled at Old Point Comfort last month, adopted the following resolutions:

WHEREAS, The Constitution of the United States imposes upon Congress the duty of establishing fixed standards of weights and measures for the use of the people; and

WHEREAS, The customary weights and measures in use in the United States are arbitrary, unsystematic, inconvenient and indefinite, governed partly by English law, partly by tradition and partly by chance; and

WHEREAS, No laws of the United States exist establishing a national system of weights and measures or fixing the values of the customary units; therefore, be it

Resolved, By the American Pharmaceutical Association, that Congress be and is hereby respectfully requested to consider without unnecessary delay the importance of legislation upon this subject; and further

Resolved, That it is the sense of this Association that it would be worthy of the dignity of the American nation to celebrate the 400th anniversary of the discovery of America by the adoption of the decimal system of weights and measures in all Governmental transactions and for purposes of foreign and interstate commerce, to take effect on the date of the landing of Christopher Columbus on this continent.

Buying Her First Shirts.

From the New York Furnisher.

"Good morning, madam?"
"I wish to see some men's shirts."
"For yourself?"
"Men's shirts."
"For your brother?"
"The size is thirteen and a half."
"Young man?"
"About my age."
"Of course I would not dare—"
"Nineteen."
"What kind of a shirt does your brother want?"

"Oh, something that sets up well around the neck—something jaunty."

"Jaunty? For your brother?"
"I know what I want—I mean what he wants."

"I think this cheviot will about fit him."
"You guarantee this fit?"

"Well if you would like to—that is, if your brother would like to try it on—why—"

"Wrap it up!"
"Anything else?"

"Yes, a four-in-hand—blue."
"How does this strike you?"

"Do you think it would go well with this dress?"

"Ah!"
"Pshaw!" [Exit.]

The Puzzled Drug Clerk.

The drug clerk was sitting in slumber and clothes,
When a stranger came in to be waited on;
A prescription he handed to him of the doze;
With result that he ne'er calculated on.

The squill brewer stared at the paper he read,
As a child at a novel invention;
The first item called, and he scratched at his head,
For a half ounce of "tincture of gentian."

But the next was a something he'd ne'er seen before,
So he went to his boss and he buzzed 'im,
"Pray tell me, oh master, have we now in the store
Such a thing as 'infusion ejusdem'?"

"Tincture of gentian, infusion ejusdem—
Half ounce of the former to six of the next,"
The "boss" was cauzzled, the doctors, he
Cussed 'em,
And he and his clerk were both sadly perplexed.

Then the "boss" told the purchaser, "sorry indeed,
But we're out of 'infusion ejusdem,'
If you'll call in the morning, we'll look to your need
And we thank you, kind sir, for your custom."

Then the clerk sailed away with intelligent luff,
On a tack for "infusion ejusdem;"
Not a druggist he found that had heard of the stuff,
With confusion, th' infusion befuzzed 'em.

Then he wended his way to his boss and the store,
And the pharmacopoeia was studied;
Not a bit of "ejusdem" was hid in its lore,
And the minds of the twain became muddled.

While in fearful dilemma the customer came
And demanded his hard-to-fix mixture;
"Good morning," said he, who was "out" of the same,
"I am sorry to say we can't fix yer."

"We've asked every druggist and clerk in the town
For this wondrous 'infusion ejusdem,'
But nary a 'pill' for paper or siller,
Can produce it, tho' shelves they have mused 'em."

"Well, this is amusing," quoth he of the buy,
And he laughed his suspenders to bust 'em;
"You're a beautiful lot, thus the public to guy,
With your blasted 'infusion ejusdem.'"

"Infusion ejusdem's a tea of the same.
Of that 'same' you have plenty, 'tis gentian.
The law would do well if for you she'd prescribe
An infusion of Latin declension."

WILLIAM S. BROOKE.

Formula for "Love Powders."

A correspondent of the *Medical Brief* asked for a formula for "love powders" and was informed that the following had never been known to fail, when prepared and used as directed:

Take the blood of a wooden mallet, brains of an iron wedge, stir them up in a hog's left ear with a blue cat's feather, percolate through the skin of a 3,000-year old Egyptian mummy of female persuasion, evaporate for ninety-nine years, then pulverize in the left hind hoof of a common house fly. Dose, sixteen ounces three times a day, always before breakfast.

The Drug Market.

Opium and morphia are unchanged. Quinine is easier. Prussiate potash has advanced. Alcohol is lower, on account of the trust cutting the price, to compel wholesale druggists to buy from them, instead of "outside houses." Castor oil has declined. Imported bay rum has advanced, on account of the increased duty of the McKinley tariff bill. Oil cubebs has declined. Oil pennyroyal is lower. Oil wintergreen is lower. Sal soda has advanced.

A Disobedient Patient.

Irate Patron—You advertise to cure consumption, don't you?

Doctor Quack—Yes, sir. I never fail when my instructions are followed.

Irate Patron—My son took your medicine for a year and died an hour after the last dose.

Doctor Quack—My instructions were not followed. I told him to take it two years.

It is asserted by many physicians that as a stimulant nothing equals a cup of freshly-made, hot coffee. As a substitute for spirits of any kind there is nothing better. Coffee is also a universal disinfectant and a small quantity of the raw berry burned on some live coals or a hot metal surface in the sick room is in some contagious diseases almost a specific.

Large Checks.

Probably the largest individual check ever issued was recently given by Vanderbilt for \$8,000,000. When the Pennsylvania Company acquired a controlling interest in the Philadelphia, Wilmington & Baltimore Railway, a few years ago, it gave a check on the National Bank of Commerce for \$14,000,000. It is no uncommon thing for the Treasurer of the United States to make "reimbursement drafts on the Assistant Treasurer at New York for \$20,000,000 and upward.

CINSENG ROOT.

We pay the highest price for it. Address
PECK BROS., Wholesale Druggists.
GRAND RAPIDS.

THE MOST RELIABLE FOOD
For Infants and Invalids.
Used everywhere, with unqualified success. Not a medicine, but a steam-cooked food, suited to the weakest stomach. Take no other. Sold by druggists. In cans, 3c. and upward. **WOOLRICH & Co. on every label.**

ACME WHITE LEAD & COLOR WORKS
DETROIT,
MANUFACTURERS OF
LATEST ARTISTIC SHADES OF
Point
FOR Interior AND EXTERIOR DECORATION
F. J. WURZBURG, Wholesale Agent
GRAND RAPIDS.

Do You Observe the Law?

If not, send \$1 to

THE TRADESMAN COMPANY,
For their combined

LIQUOR & POISON RECORD.

"THE WEAR IS THE TRUE TEST OF VALUE."

We still have in stock the well-known brand

Pioneer Prepared Paint.

MIXED READY FOR USE.

Having sold same to our trade for over ten years, we can say it has fulfilled the manufacturer's guarantee. Write for sample card and prices before making your spring purchases.

Hazeltine & Perkins Drug Co.,
GRAND RAPIDS, MICH.

SOLE AGENTS

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FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

GEO. C. PIERCE, Vice President.

H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

Make a Specialty of Collections. Accounts of Country Merchants Solicited.

Wholesale Price Current.

Advanced—Prussiate Potash.
Declined—Oil Cubebs, Oil Wintergreen, Oil Pennyroyal, Castor Oil, Alcohol.

ACIDUM.		TINCTURES.	
Aceticum.....	80 10	Aconitum Napellis R.....	60
Benzoleum Germani.....	80 10	Aloes.....	60
Boric.....	30 30	" and myrrh.....	60
Carbolicum.....	33 40	Arnica.....	50
Citricum.....	50 55	Asafetida.....	50
Hydrochlor.....	30 5	Atrop. Belladonna.....	60
Nitrosum.....	10 12	Benzoin.....	60
Oxalicum.....	11 13	" Co.....	50
Phosphoricum dil.....	30 30	Sanguinaria.....	50
Salicylicum.....	1 40 10	Barosma.....	50
Sulphuricum.....	1 40 10	Cantharides.....	75
Tannicum.....	1 40 10	Capsicum.....	75
Tartaricum.....	40 42	Cardamom.....	75
AMMONIA.		" Co.....	1 00
Aqua, 16 deg.....	50 7	Castor.....	50
20 deg.....	70 8	Catechu.....	50
Carbonas.....	11 13	Cinchona.....	50
Chloridum.....	12 14	" Co.....	60
ANILINE.		Columba.....	50
Black.....	2 00 2 25	Conium.....	50
Brown.....	80 21 00	Cubebs.....	50
Red.....	45 50	Digitalis.....	50
Yellow.....	2 50 3 00	Ergot.....	50
BACCAR.		Gentiana.....	50
Cubebs (po. 1 50).....	1 60 1 75	" Co.....	60
Juniperus.....	80 10	Guaiac.....	50
Xanthoxylum.....	25 30	" ammon.....	60
BALSAMUM.		Zingiber.....	50
Copaiba.....	60 65	Hyoscyamus.....	50
Peru.....	21 3	Iodine.....	75
Terabin, Canada.....	35 40	" Colorless.....	75
Tolutan.....	45 50	Ferri Chloridum.....	35
CORTEX.		Kino.....	50
Abies, Canadian.....	18	Lobelia.....	50
Cassia.....	11	Myrrh.....	50
Cinchona Flava.....	18	Nux Vomica.....	50
Eunymus atropurp.....	30	Opil.....	50
Myrica Cerifera, po.....	20	" Camphorated.....	85
Prunus Virgin.....	12	" Deodor.....	2 00
Quillaja, grd.....	12	Aurant Cortex.....	50
Sassafras.....	12	Quassia.....	50
Ulmus Po (Ground 12).....	10	Rhatany.....	50
EXTRACTUM.		Cassia Acutifol.....	50
Glycyrrhiza Glabra.....	24 25	" Co.....	50
" po.....	33 35	Serpentaria.....	50
Haematox, 15 lb. box.....	11 12	Stromonium.....	60
" 18.....	13 14	Tolutan.....	60
" 14.....	14 15	Valerian.....	50
" 14.....	16 17	Veratrum Veride.....	50
FERRUM.		MISCELLANEOUS.	
Carbonate Precip.....	15	Æther, Spts Nit, 3 F.....	26 28
Citrate and Quinia.....	2 3 50	" 4 F.....	30 32
Citrate Soluble.....	80	Alumen.....	2 4 3 4
Ferrocyanidum Sol.....	50	" ground, (po.....	3 4
Solut Chloride.....	15	Annatto.....	55 60
Sulphate, com'l.....	1 4 2	Antimony, po.....	4 5
" pure.....	7	" et Potass T.....	55 60
FLORA.		Antipyrin.....	1 35 1 40
Arnica.....	18 20	Antifebrin.....	25
Anthemis.....	20 25	Argent Nitras, ounce.....	83
Matricaria.....	25 30	Argentum.....	5 7
FOLIA.		Balm Gilead Bud.....	38 40
Barosma.....	15 20	Bismuth S. N.....	10 12 30
Cassia Acutifol, Tin.....	25 28	Calcium Chlor, is, (1/2.....	9
" Alx.....	35 50	" 11; 1/2, 12.....	9
Salvia officinalis, 1/2.....	10 12	Cantharides Russian.....	1 75
Ura Ursi.....	8 10	" po.....	22
GUMMI.		" B po.....	14
Acacia, 1st picked.....	21 00	Caryophyllus, (po. 20).....	15 18
" 2d.....	20 90	Carmin, No. 40.....	23 75
" 3d.....	20 80	Cera Alba, S. & F.....	50 55
" sifted sorts.....	65	Cera Flava.....	38 40
" po.....	75 100	Cocculus.....	40
Aloe, Barb, (po. 60).....	50 60	Cassia Fructus.....	20
" Cape, (po. 20).....	12	Centaria.....	10
" Socotri, (po. 60).....	50	Cetaceum.....	45
Catechu, 1s, (1/2, 14 1/2.....	1	Chloroform.....	50 55
" 16.....	25 30	" squibbs.....	21 00
Ammoniac.....	25 30	Chloral Hyd Crst.....	1 50 1 75
Assafetida, (po. 30).....	15	Chondrus.....	20 25
Benzoinum.....	50 55	Cinchonidine, P. & W.....	15 20
Camphora.....	50 52	" German.....	4 10
Euphorbium po.....	35 10	Corks, list, dis. per.....	60
Galbanum.....	25 00	Creasotum.....	20
Gamboge, po.....	80 95	Creta, (bbl. 75).....	2
Guaiacum, (po. 50).....	20	" prep.....	5 5
Kino, (po. 25).....	80	" precip.....	8 10
Mastic.....	40	" Rubra.....	8
Myrrh, (po. 45).....	40	Crocus.....	35 38
Opil, (po. 5 40).....	4 00 10	Cudbear.....	24
Shellac.....	28 40	Cupri Sulph.....	8 9
" bleached.....	30 35	Dextrine.....	10 12
Tragacanth.....	30 35	Ether Sulph.....	68 70
" Vinl Albu.....	11 12	Emery, all numbers.....	5
HERBA—In ounce packages.		" po.....	3
Absinthium.....	25	Ergota, (po.) 60.....	50 55
Eupatorium.....	25	Flake White.....	12 15
Lobelia.....	25	Galla.....	23
Majorum.....	25	Gambier.....	9 9
Mentha Piperita.....	25	Gelatn, Cooper.....	40 60
" Vir.....	25	Glassware flint, 70 per cent.....	15
Rue.....	30	" by box 60 less.....	15
Tanacetum V.....	22	Glue, Brown.....	13 25
Thymus, V.....	25	" White.....	13 25
MAGNESIA.		Glycerina.....	18 25
Calcined, Pat.....	55 60	Grana Paradisi.....	22
Carbonate, Pat.....	20 22	Humulus.....	25 40
Carbonate, K. & M.....	20 25	Hydraag Chlor Mite.....	21 05
Carbonate, Jennings.....	35 38	" Cor.....	25
OLEUM.		" Ox Rubrum.....	21 15
Absinthium.....	5 00 2 50	" Ammoniat.....	21 25
Amygdalae, Dulc.....	45 75	" Unguentum.....	10 60
Amygdalae, Amarae.....	8 00 2 25	Hydrargyrum.....	90
Anis.....	2 00 2 10	Ichthyobolla, Am.....	1 25 1 50
Aurant Cortex.....	2 50	Indigo.....	75 85
Bergamit.....	3 25 4 00	Iodine, Resubl.....	3 75 3 85
Cajuputi.....	90 100	Iodoform.....	24 70
Caryophyll.....	1 25 1 30	Liquin.....	85 100
Cedar.....	35 65	Lycopodium.....	55 60
Chenopodii.....	61 75	Macleis.....	80 85
Cinnamoni.....	1 40 1 50	Liquor Arsen et Hy.....	27
Citronella.....	45	" drag lod.....	27
Conium Mac.....	35 65	Liquor Potass Arsenitis.....	10 12
Copaiba.....	1 20 1 30	Magnesia, Sulph (bbl.....	3
		" 1/4.....	3
		Mannia, S. F.....	45 50

Morphia, S. P. & W.....	2 85 2 10	Seidlitz Mixture.....	25	Lindseed, boiled.....	65	68
" S. N. Y. Q. &.....	2 85 2 10	Sinapis.....	18	Neat's Foot, winter.....	50	69
C. Co.....	2 85 2 10	" opt.....	30	Strained.....	44 1/2	50
Moschus Canton.....	70 75	Snuff, Maccaboy, De.....	35	Spirits Turpentine.....	bbl. lb.	
Myristica, No. 1.....	70 75	" Voes.....	35	PAINTS.		
Nux Vomica, (po. 20).....	33 38	Snuff, Scotch, De. Voes.....	12 13	Red Venetian.....	1 1/4	2 1/2
Os. Sepia.....	33 38	Soda Boras, (po. 13).....	30 33	Ochre, yellow Mars.....	1 1/4	2 1/2
Pepsin Saac, H. & P. D.....	2 00	Soda et Potass Tart.....	1 1/2 2	Putty, commercial.....	3 1/4	2 1/2
" Co.....	2 00	Soda Carb.....	1 1/2 2	" strictly pure.....	2 1/4	2 1/2
Picis Liq. N. C., 1/2 gal.....	2 00	Soda, Bi-Carb.....	5	Vermilion Prime Amer.....	13 1/2	16
" doz.....	2 00	Soda, Ash.....	3 1/2 4	Vermilion, English.....	80 82	
Picis Liq., quarts.....	2 00	Soda, Sulphas.....	2	Green, Peninsular.....	70 75	
" pints.....	2 00	Spts. Ether Co.....	50 55	Lead, red.....	67 1/2	
Pil Hydrag, (po. 80).....	50	" Myrcia Dom.....	2 00	" white.....	67 1/2	
Piper Nigra, (po. 22).....	18	" Myrcia Imp.....	2 50	Whiting, white Span.....	67 1/2	
Piper Alba, (po. 35).....	35	" Vini Rect. bbl.....	2 10	Whiting, Gliders.....	65	
Pix Burgun.....	14 15	Less 5c gal., cash ten days.....	2 10	Whiting, Paris American.....	1 00	1 20
Pulvis Ipecac et opil.....	1 10 2 10	Strychnia Crystal.....	2 10	Whiting, Paris Eng.....	1 40	
Pyrethrum, boxes H.....	21 25	Sulphur, Subl.....	2 1/2 3 1/4	Pioneer Prepared Paints.....	20 1 4	
" P. D. Co., doz.....	30 35	" Roll.....	2 1/2 3	Swiss Villa Prepared.....	1 00 1 20	
Pyrethrum, pv.....	30 35	Tamarinds.....	80 10	PAINTS.		
Quassia.....	80 10	Terebenth Venice.....	28 30	No. 1 Turp Coach.....	1 00 1 20	
Quinia, S. P. & W.....	33 44	Theobromae.....	9 00 16 00	Extra Turp.....	1 60 2 10	
" S. German.....	30 40	Vanilla.....	50 55	Coach Body.....	2 75 3 00	
Rubia Tincturum.....	13 14	Zinci Sulph.....	70 8	No. 1 Turp Furn.....	1 00 1 10	
Saccharum Lactis pv.....	35			Eutra Turk Damar.....	1 55 1 60	
Salacin.....	1 80 2 00			Japan Dryer, No. 1.....	70 75	
Sanguis Draconis.....	40 50					
Santonine.....	40 50					
Sapo, W.....	12 14					
" M.....	80 10					
" G.....	15					

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

--- DRUGS ---

Chemicals and Druggists' Sundries.

Dealers in

Patent Medicines, Paints, Oils, Varnishes.

Sole Agents for the Celebrated Pioneer Prepared Paints.

We are Sole Proprietors of

WEATHERLY'S MICHIGAN CATARRH REMEDY

We have in stock and offer a full line of

Whiskies, Brandies,
Gins, Wines, Rums.

We are Sole Agents in Michigan for W. D. & Co.

Henderson County, Hand Made Sour Mash

Whisky and Druggists' Favorite
Rye Whisky.

We sell Liquors for Medicinal Purposes only.
We give our Personal Attention to Mail Orders and Guarantee Satisfaction.
All orders are Shipped and Invoiced the same day we receive them. Send in a trial order.

Hazeltine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

GROCERIES.

Making a Little Money.

From Art in Advertising.

Several things have occurred lately which should direct the attention of thinking business men toward the success of firms who have been known as bold advertisers.

A short time ago the manufacturers of "Ivory Soap," Messrs. Proctor & Gamble, sold out to a stock company, and their proved statement showed that the net profits on the business for the past three years had averaged more than \$500,000 per year. No wonder "Ivory Soap" floats.

A still more recent case is that of Coates, Son & Co., the great thread manufacturers, whose lithograph and circular advertising has covered the face of the globe. In selling out the private concern to a stock company, the profits sworn to have averaged \$2,130,240 a year for the past seven years; for 1889 they were \$2,373,875.

When the Royal Baking Powder Co. was called upon to make a statement in court of their profits, they proved up a net profit of \$720,000 for the year, and this has no doubt increased during the past two years.

Take the firm who make Alcock's Porous Plasters; it is said that this one item nets a profit of \$200,000 a year. Suppose you are a jobbing drug firm and you want to buy Alcock's Porous Plaster—you have got to have them or your trade will leave you; no drummer ever calls upon you to sell these plasters, so you have to go and buy them yourself from the manufacturers. When you get to their office and apply at a small window, like a telegraph boy at a broker's office, a conversation something like the following occurs:

Customer—I would like to buy a large quantity of your plasters, and want the best prices.

P. P. Man—All right; five per cent. off on a car load, cash in advance.

Customer—But a car load is too many.

P. P. Man—Then you don't get the five per cent.

Customer—Well, send me a car load with a bill.

P. P. Man—We don't deliver goods; send your check and we will dump a car load on the sidewalk; you can cart them away yourself. Good-day.

You go away with a sublime respect for the power of advertising. Suppose you are a grocer and want (or rather are forced) to buy Pearlina, out of which old Mr. James Pyle and his sons draw some \$400,000 profit a year. You will find that Messrs. Pyle don't care a rap whether you sell Pearlina or not, and don't give you enough profit to keep your best girl in soda water. They have advertised Pearlina until it is independent of the grocery trade; they have made people want it, and you must supply Pearlina or go out of the business.

The Potter Drug and Chemical Co., of Boston (of whom, by the way, Mr. White is now the head, though he entered the company's service as an errand boy), spend \$200,000 a year in advertising, and make an annual profit of something like \$400,000.

The Eastman Dry Plate Co., of Rochester, started their "Kodak" by spending about \$25,000 for the first year, and drawing out something like \$85,000 in profits during the next twelve months.

Ivers & Pond, the piano men, of Boston, took up magazine advertising a little over two years ago, and spent money liberally but carefully, and followed up the correspondence secured through their announcements promptly. The business has increased exactly threefold.

The Grocery Market.

Sugar is without change. The imported fruit market is unsettled, owing to uncertainty as to when the new tariff will go into effect. The bill lowers the duty on currants ½¢ per lb. and increases the tax on raisins and prunes 1¢ per lb. The manufacturers of "Spear Head" plug tobacco announce an advance in price from 39 to 40¢ on Oct. 10.

What is "White Cinnamon?"

The so-called white cinnamon, says the London Grocer, is an article now rarely met with in commerce. It is the dried bark of the *Canilla alba*, a tree which is indigenous to the West Indian Islands, the Bahamas, and the southern parts of Florida. The spice comes into the market in the form of "quills," which, however, are not so regularly shaped as those of cinnamon. The outer skin of the bark is of a silvery white appearance; and as, through careless preparation, this is not always entirely removed, the name "white cinnamon" has been given to it. When this outer cortex is removed the bark has a bright buff color, whilst the innermost surface greatly resembles the coloration of true cinnamon. White cinnamon is prepared by very crude methods for the market. The bark is usually stripped off the tree without regard to the shape of the pieces, and then gently beaten with a stick in order to loosen the suberous layer; it is then peeled and dried in the sun. The exportation of white cinnamon from the various islands in the West Indies is very limited; probably less than 150 cwt. per annum finds its way into Europe. This is rather remarkable, for the spice possesses certain aromatic and pungent principles which might well be taken advantage of in the preparation of condiments. The odor of a good sample of the bark closely resembles that of cinnamon, and its taste is pungent and slightly bitter; the general flavor is distinctly aromatic. Meyer and Von Reiche have isolated from white cinnamon a peculiar volatile oil which possesses a complex character; one constituent is identical with eugenol or oil of cloves, and another is related to Cajuput oil. The nature of the bitter principle is at present unknown.

Taking Grocery Orders.

From the Denver Grocer.

In this city the majority of the retail grocer's best trade is the order patronage. Nearly every merchant depends altogether on this kind of custom for his support, and will naturally put his best salesman on the wagon. First-class grocery clerks are scarce in Denver and command good wages, for a good man can earn good wages if he will take the trouble to enumerate the different articles he has for sale when he calls at the house of his customers.

The average housekeeper is generally busy when the salesman calls, and is apt to forget a great many things she is absolutely in need of if she does not receive a reminder. If he simply calls and asks her what she wants and takes her order, as if he was in a hurry to get back, he will find that she will be forced to go to the nearest store and purchase a number of things she had forgotten when he was there.

A good clerk will always take care that this does not happen on his route. He will make a specialty of some new goods, and will recommend them at every house, and in the majority of places he will succeed in making a sale. A first-class man will endeavor to sell perishable goods, while a careless clerk can soon ruin a good business.

A good customer will always look out for good weights, but does not expect nineteen ounces to the pound. There is every opportunity for waste in a grocery, and a clerk should always be on the watch to prevent it. Such a man is appreciated by his employer, who is willing to pay a good salary for such services.

Look Out for Counterfeit Certificates.

The Secret Service Bureau of the United States Treasury warns the public against a dangerous counterfeit of the \$2 silver certificate. It is said that no closer imitation of a genuine note has appeared for many years. While no attempt has been made to imitate the threads or fibres running lengthwise through the genuine note, the color is good and the mechanical work excellent. The portrait of General Hancock is well engraved and the whole appearance of the note is such as easily to deceive even expert handlers of money. The note has the round carmine seal, but bears the wrong check letter, which is "C" when it ought to be "A." Minor

differences are the absence of a dot over the "i" in "register" and of a period after the word "Treasury." The counterfeit is so dangerous, however, that the Secret Service officers recommend the utmost caution in accepting \$2 silver certificates with the check letter "C."

For the finest coffees in the world, high grade teas, spices, etc., see J. P. Visner, 17 Hermitage block, Grand Rapids, Mich. Agent for E. J. Gillies & Co., New York City. 352tf

PRODUCE MARKET.

Apples—Sundried are held at 8½¢@9¢, while the manufacturers of new evaporated are talking 14¢@16¢. The market will probably settle down at 12¢@13¢.

Apples—Fall fruit commands \$2.75@3 for eating and \$2.50 for cooking stock.

Beans—Firm and a little higher. Local dealers pay \$1.50@1.75 and hold at \$2.

Beets—New, 50¢ per bu.

Butter—Dairy is in good demand at 14¢@16¢ per lb. Creamery finds moderate sale at 23¢.

Cabbages—50¢ per doz. or \$4 per 100.

Carrots—30¢ per bu.

Celery—20¢ 5¢ per doz.

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

Crabapples—90¢@\$1 per bu.

Cranberries—Michigan berries are in fair demand at \$2.50 per bu. Cape Cod commands \$10 per bbl. and Bell and Cherry are held at \$8.

Eggs—Scarce and higher. Dealers pay 15¢ for fresh stock, holding at 1¢@17¢.

Field Seeds—Clover, mammoth, \$4.65 per bu. medium, \$4.40. Timothy, \$1.60 per bu.

Grapes—Concord and Wordens are still in ample supply, dealers holding at 2½¢@3¢, while Niagaras and Delawares find moderate demand at 4¢@5¢.

Maple Sugar—8¢@10¢ per lb., according to quality.

Maple Syrup—75¢@85¢ per gal.

Musk Melons—Home grown, \$1 per crate.

Onions—80¢@90¢ per bu.

Pop Corn—4¢ per lb.

Potatoes—Local handlers are paying 60¢ here and at the principal buying points in the State. Reports of favorable yields continue to come in from nearly all quarters, giving grounds for the belief that the crop will be a great deal larger than was anticipated.

Pears—California, \$3.75 per box.

Peaches—White stock finds ready sale at \$2.50, while yellow stock is picked up quickly at \$3.50 @ \$4.50 per bu.

Quinces—\$2@2.25 per bu.

Sweet Potatoes—Baltimore, \$3 per bbl; Jersey, \$3.25 per bbl.

Tomatoes—Home stock commands 75¢ per bu.

Turnips—30¢@35¢ per bu.

PROVISIONS.

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

PORK IN BARRELS.

Mess, new. 12 25

Short cut. 12 00

Extra clear pig, short cut. 12 00

Extra clear, heavy. 13 00

Clear, fat back. 13 00

Boston clear, short cut. 13 50

Clear back, short cut. 13 50

Standard clear, short cut, best. 13 50

SAUSAGE—Fresh and Smoked.

Pork Sausage. 7

Ham Sausage. 9

Tongue Sausage. 9

Frankfort Sausage. 8

Blood Sausage. 5

Bologna, straight. 5

Bologna, thick. 5

Head Cheese. 5

LARD—Kettle Rendered.

Tierces. 7

Tubs. 7½

50 lb. Tins. 7½

LARD—Family.

Tierces. 6

30 and 50 lb. Tubs. 6½

3 lb. Pails, 20 in a case. 7

5 lb. Pails, 12 in a case. 6½

10 lb. Pails, 6 in a case. 6½

30 lb. Pails, 4 in a case. 6½

50 lb. Cans. 6½

BEEF IN BARRELS.

Extra Mess, warranted 200 lbs. 7 00

Extra Mess, Chicago packing. 7 00

Boneless, rump butts. 9 00

SMOKED MEATS—Canned or Plain.

Hams, average 20 lbs. 10

" " 16 lbs. 10½

" " 12 to 14 lbs. 10½

" picnic. 8

" best boneless. 9½

Shoulders. 7

Breakfast Bacon, boneless. 8

Dried beef, ham prices. 3½

Long Cuts, heavy. 6½

Briskets, medium. 6½

" light. 6½

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.

Whitefish. 7½

" smoked. 7½

Trout. 15

Halibut. 15

Ciscoes. 4

Flounders. 9

Bluefish. 10

Mackerel. 25

Cod. 10

California salmon. 22

OYSTERS—Cans.

F. J. D. Selects. 35

Selects. 25

F. J. D. 25

Anchors. 20

OYSTERS—Bulk.

Standards, per gal. 30

Selects, 17 5

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass. 4 6

" hind quarters. 5½ 6½

" fore. 3

" loins, No. 3. 7½ 8½

" ribs. 5

" rounds. 5

" tongues. 9

Hogs. 2

Bologna. 5

Pork loins. 8

" shoulders. 6

Sausage, blood or head. 5

" liver. 5

" Frankfort. 7½

Mutton. 6 6½

Veal. 6

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.

Standard, per lb. 8½ 9

" H. H. 8½ 9

" Twist. 8½ 9

Cut Loaf. 10

Assorted Cream. 12

Extra H. H. 11

MIXED CANDY.

Standard, per lb. 8½

Leader. 8½

Royal. 9

Extra. 10

English Rock. 10

Conserves. 10

Broken. 9

Cut Loaf. 10

French Creams. 12

Valley Creams. 13

FANCY—In 5 lb. boxes.

Lemon Drops. 12

Sour Drops. 13

Peppermint Drops. 14

Chocolate Drops. 14

H. M. Chocolate Drops. 18

Caramels. 10

English Rock. 10

Conserves. 10

Broken. 9

Cut Loaf. 10

French Creams. 12

Valley Creams. 13

FANCY—In bulk.

Lozenges, plain, in pails. 12

" printed, in pails. 13

Chocolate Drops, in pails. 12

Gum Drops, in pails. 6

Moss Drops, in pails. 10

Sour Drops, in pails. 12

Imperial, in pails. 12

ORANGES.

Rodi, choice, 300. 6

" " 300. 6

LEMONS.

Messina, choice, 360. 6 50

" " 300. 6

" fancy, 300. 7 50

" " 300. 6

OTHER FOREIGN FRUITS.

Figs, Smyrna, new, fancy layers. 16

" Fard, 10-lb. box. 10

" " 50-lb. 8

" Persian, 50-lb. box. 7

NUTS.

Almonds, Tarragona. 17½

" Ivaca. 17

" California. 2

Brazils. 16

Walnuts, Grenoble. 17½

Pecans, Texas, H. P. 14

Cocoanuts, full sacks. 16

PEANUTS.

Fancy, H. P., Bell. 10½ 11

" Roasted. 12½

Fancy, H. P., Stars. 9½

" Roasted. 11½

Choice, H. P., Ex Prince. 9½

" Roasted. 11½

Fancy, H. P., Steamboats. 9½

" Roasted. 11

You can make more money
by using *Perfection Scales*—
Why don't you?

For Sale by Leading Wholesale Grocers.

Wholesale Price Current.

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

APPLE BUTTER.	CHOCOLATE—BAKER'S.	Trout, 1/4 bbls.	55 25
Chicago goods	German Sweet	10 lb. kits	75
AXLE GREASE.	Premium	Mack, sh's, No. 2, 1/2 bbl	12 00
Frazer's	Pure	" " " 12 lb kit	1 30
Aurora	Breakfast Cocoa	" " " 10 " 1 30	
Diamond	Broma	White, No. 1, 1/2 bbls.	25 50
BAKING POWDER.	COCOA SHELLS.	" " " 12 lb. kits	1 00
Thepure, 100 packages	Bulk, fair	" " " 10 lb. kits	80
" 1/2 lb.	Pound packages	" Family, 1/2 bbls.	3 00
" 6 oz.	" COFFEE EXTRACT.	" " kits	65
" 1/2 lb.	Valley City	HERBS.	
" 12 oz.	Felix	Sage	9
" 1 lb.	Hummel's	Hops	14
" 5 lb.	" COFFEE—Green.	JELLIES.	
Less 20 per cent. to retailers.	Rio, fair	Chicago goods	5 1/2
Absolute, 1/2 lb. cans, doz.	" good	No. 1	30
" 1 lb. " " 3 50	" prime	No. 2	40
Acme, 1/2 lb. cans, 3 doz.	" fancy, washed	LICORICE.	
" 1 lb. " " 1 50	" golden	Pure	30
" bulk	Santos	Calabria	25
Our Leader, 1/2 lb. cans	Mexican & Guatemala	Sicily	18
" 1 lb. " " 3 00	Jaya, Interior	LYE.	
" bulk	Peaberry	Condensed, 2 doz.	1 25
Telfer's, 1/2 lb. cans, doz.	Mocha, genuine	MATCHES.	
" 1 lb. " " 85	To ascertain cost of roasted	No. 9 sulphur	2 00
" 5 lb. " " 1 50	coffee, add 1/2 c. per lb. for roast-	Anchor parlor	1 70
BATH BRICK.	ing and 15 per cent. for shrink-	No. 2 home	1 10
English, 2 doz. in case	age.	Export parlor	4 00
Bristol, 2 " " 75	COFFEES—Package.	MOTASSES.	
American, 2 doz. in case	Bunola	Black Strap	17
BLUING.	" in cabinets	Cuba Baking	22
Mexican, 4 oz.	McLaughlin's XXXX	Porto Rico	20 33
" 8 oz.	" in cabinets	New Orleans, good	35
" 16 " 90	Durham	" choice	40
BROOMS.	CLOTHES LINES.	" fancy	50
No. 2 Hurl	Cotton, 40 ft. per doz.	One-half barrels, 3c extra	
No. 1 " "	" 50 ft. " 1 35	OATMEAL.	
No. 2 Carpet	" 60 ft. " 1 75	Barrels	6 00
No. 1 " "	" 70 ft. " 2 00	Half barrels	3 25
Parlor Gem	" 80 ft. " 2 25	ROLLED OATS.	
Common Whisk	Jute	Barrels	26 00
Fancy " "	" 60 ft. " 1 00	Half bbls.	23 25
Mill " "	" 72 ft. " 1 15	OIL.	
Warehouse	CONDENSED MILK.	Michigan Test	9 1/2
CANDLES.	Eagle	Water White	10
Hotel, 40 lb. boxes	Anglo-Swiss	PICKLES.	
Star, 40 " "	" 6 00 @ 7 60	Medium	88 00
Paraffine	COUPONS.	" 1/2 bbl	4 25
Wicking	" "Superior."	Small, bbl	9 00
CANNED GOODS—Fish.	\$ 1. per hundred	" 1/2 bbl	4 75
Clams, 1 lb. Little Neck	\$ 2. " "	PIPES.	
Clam Chowder, 3 lb.	\$ 3. " "	Clay, No. 216	1 75
Cove Oysters, 1 lb. stand.	\$ 4. " "	" T. D. full count	75
" 2 lb.	\$ 5. " "	Cob, No. 3	1 25
Lobsters, 1 lb. picnic	\$ 6. " "	PRESERVES.	
" 2 lb.	\$ 7. " "	Chicago goods	
" 1 lb. star	\$ 8. " "	Carolina head	7
" 2 lb. star	\$ 9. " "	" No. 1	6 1/2
Mackerel, in Tomato Sauce	\$ 10. " "	" No. 2	6
" 1 lb. stand	\$ 11. " "	" No. 3	7
" 2 lb.	\$ 12. " "	" No. 4	6
" 2 lb. in Mustard	\$ 13. " "	Scotch, in bladders	37
" 3 lb. soured	\$ 14. " "	Maccaboy, in jars	35
Salmon, 1 lb. Columbia	\$ 15. " "	French Happee, in jars	43
" 1 lb. Alaska	\$ 16. " "	SNUFF.	
Sardines, domestic	\$ 17. " "	Detroit Soap Co.'s Brands.	
" Mustard 1/2 c.	\$ 18. " "	Superior	3 30
" imported 1/2 c.	\$ 19. " "	Queen Anne	3 85
" spiced, 1/2 c.	\$ 20. " "	German Family	3
Trout, 3 lb. brook	\$ 21. " "	Mottled German	3 00
CANNED GOODS—Fruits.	Subject to the following dis-	Old German	2 70
Apples, gallons	counts:	U. S. Big Bargain	2 00
Apricots	200 or over	Frost, Floater	3 75
Blackberries	500 " "	Cocoa Castle	3 00
Green Gages	1000 " "	Cocoa Castle, Fancy	3 36
Peaches, pie	200 or over	Allen B. Wisley's Brands.	
" seconds	500 or over	Happy Family, 75	2 95
" stand	1000 or over	Old Country, 80	3 30
" California	2000 or over	Una, 100	3 65
Pears	500 or over	Bouncer, 100	3 15
Pineapples, common	1000 or over	SAL SODA.	
" sliced	500 or over	Kegs, 3 doz. in box	2 50
" grated	1000 or over	Hand 3 " "	2 50
Quinces	500 or over	SOUPS.	
Raspberries, black	1000 or over	Snider's Tomato	2 40
" red	1000 or over	SPICES—Whole.	
Strawberries	1000 or over	Allspice	10
Whortleberries	1000 or over	Cassia, China in mats	8
CANNED GOODS—Vegetables.		" Batavia in bund	15
Asparagus		" Saigon in rolls	35
Beans, soaked Lima		" Zanzibar	16
" Green Lima		Mace Batavia	80
" String		Nutmegs, fancy	80
" Stringless		" No. 1	75
Corn, stand. brands		" No. 2	65
Pears, soaked		Pepper, Singapore, black	16
" marofat		" white	25
" stand June		" shot	20
" sifted		SPICES—Ground—In Bulk.	
" fine French		Allspice	15
Mushrooms		Cassia, Batavia	20
Pumpkin		" and Saigon	25
Squash		" Saigon	42
Succotash, standard		Cloves, Amboyana	26
Tomatoes, stand brds		" Zanzibar	30
CATSUP.		Ginger, African	12 1/2
Snider's, 1/2 pint		Cochin	15
" pint		" Jamaica	18
" quart		Mace Batavia	90
CHEESE.		Mustard, English	22
Fancy Full Cream		" and Trile	25
Good		Trieste	27
Part Skimmed		Nutmegs, No. 2	80
Sag Sago		Pepper, Singapore, black	18
Edam		" white	30
Swiss, imported		" Cayenne	25
domestic		SUGARS.	
CHEWING GUM.		Cut Leaf	7 1/2
Rubber, 100 lumps		Cubes	7 1/2
" 200 " "		Powdered	7 1/2
Spruce, 200 pieces		Standard Granulated	7 1/2
CHICORY.		" Fine	6 1/2
Bulk		Confectioners' A	6 1/2
Red		White Extra C	6 1/2
		Extra C	6 1/2
		C	5 1/2
		Yellow	5 1/2

SEEDS.	SODA.	MEAL.
Mixed bird	Boxes	Bolted
Caraway	Kegs, English	Granulated
Canary		
Hemp	TOBACCOS—Fine Cut.	MILLSTUFFS.
Anise	D. Scotten & Co.'s Brands.	Bran
Rape	Hiawatha	Ships
Mustard	Sweet Cuba	Screenings
	Our Leader	Middlings
		Mixed Feed
	TOBACCOS—Plug.	Coarse meal
	Jas. G. Butler & Co.'s Brands.	
	Something Good	
	Double Pedro	
	Peach Pie	
	Wedding Cake, blk.	
	" Tobacco	
	TOBACCO—Shorts.	
	Our Leader	
	TOBACCOS—Smoking.	
	Hector	
	Plow Boy, 2 oz.	
	" 4 oz.	
	" 15 oz.	
	VINEGAR.	
	40 gr.	
	50 gr.	
	PAPER & WOODENWARE.	
	PAPER.	
	Curtiss & Co. quote as fol-	
	lows:	
	Straw	
	" Light Weight	
	Sugar	
	Hardware	
	Bakers	
	Dry Goods	
	Java Manila	
	Red Express	
	TWINES.	
	48 Cotton	
	Cotton, No. 1	
	" 2	
	Sea Island, assorted	
	No. 5 Hemp	
	No. 6 " "	
	Wool	
	WOODENWARE.	
	Tubs, No. 1	
	" No. 2	
	" No. 3	
	Pails, No. 1, two-hoop	
	" No. 1, three-hoop	
	Clothespins, 5 gr. boxes	
	Bowls, 11 inch	
	" 13 " "	
	" 15 " "	
	" 17 " "	
	" assorted, 17s and 19s	
	" 15s, 17s and 19s	
	Baskets, market	
	" bushel	
	" willow cl'ths, No. 1	
	" " " No. 2	
	" " " No. 3	
	" splint	
	" " " No. 1	
	" " " No. 2	
	" " " No. 3	
	GRAINS and FEEDSTUFFS.	
	WHEAT.	
	White	
	Red	
	All wheat bought on 60 lb. test.	
	FLOUR.	
	Straight, in sacks	
	" " " " " "	
	Patent	
	Graham	
	Rye	
	BURNING OILS.	
	Water white	
	Michigan test	
	Gasoline	
	PAINT OILS.	
	Linseed Oil, boiled	
	" " raw	
	Naptha	
	Turpentine	

REMEMBER

THAT

BUNOLA

COFFEE.

Is better and costs less than most package coffees.

100-POUND CASES, 24 3-4; 100-CABINETS, 25 1-4.

FOR SALE BY ALL GRAND RAPIDS JOBBERS

P. B. OYSTERS. P. B.

The packing and distributing of FRESH OYSTERS among the trade in Michigan is one of the features of our business, and from September first to the May following, we are headquarters for these goods, and shall appreciate and promptly attend to all orders sent us, as heretofore, guaranteeing quality, measure and satisfaction.

THE PUTNAM CANDY CO.

HE WAS LIBERAL.

Wanted a Present for the Girl, and
Wanted a Nice One.

J. W. Hyder in the Epoch.

"Say, young feller, hev yer got sumpin' 'at 'uld make a feller's gal er nice present?" asked Jason Gaul of a clerk in a general store on Main street, one day last week.

"Certainly, certainly," replied the young salesman, in his politest way.

"Hev, eh?"

"Yes, sir."

"Wat be it?"

"We have a large assortment of goods here and can easily please you."

"Can, eh?"

"Yes."

"Whar be ther 'sortment? I never seed one on 'em."

"You misunderstand me, perhaps. We have a great variety of goods from which you can select a suitable present."

"Wal, er variety'll do, I reckon. How much do ther nicest 'uns come at?"

"It depends."

"Does, eh?"

"Want something nice, real nice, or very nice?"

"Ther veryest purtyest wat yer got. It's fer ther goldarnedest beautifulest gal in ther kentry, an' I want to s'prise 'er 'ith er mouty fine present. I'm none o' yer measley, close-fisted fellers, I'll hev yer ter un'erstan'.

I want sumpin' nice, an' I'm goin' ter hev it, ef it takes er mint o' money ter git it. Wat'd ye say ye hed?"

"Is it for a birthday present?"

"Na-aw."

"What then?"

"Don't know 'at it's enny o' your bizness."

"I merely wanted to know that I might aid you in the selection."

"That erway?"

"Yes."

"Wal, it's fer er monstrous fine gal, I tell ye."

"I know that; but why do you wish to make her the present?"

"Bekase I like her, an' she's sich er fine gal an' likes me, an' I 'anted ter guv 'er sumpin' wat is sumpin', an' wat she'd 'preshiate."

"How will a fine dress pattern do?"

"She don't need enny dress patterns. She's got 'er hull passel o' dress patterns wat Ole Dan Skinner's 'oman cut fer 'er afore she dide. She mount like ter hev er fine dress, though, but not enny patterns."

"Well, here is the finest piece of dress goods ever made. Perhaps—"

"Thar's nuthin' too fine fer that air gal I tell ye, an' I'm just bound ter get sumpin' fine, ef it costs—"

"This is beautiful for a pretty girl, and I'm sure—"

"Say, 'uld that make er gal er nice weddin' present?"

"To be sure it would, and it is cheap."

"How much?"

"A dress of that goods usually sells for \$75, but we will make it \$50 for you."

"Guess that won't do. She needs sumpin' wat she kin war wen she's cuttin' sprouts, hoein' ther corn, er totin' in wood."

"Well, here is one at \$25."

"Won't do."

"How is this one for \$10?"

"Nope."

"Well, here is one for—"

"Say, wat does that air hoe kum at?"

"Twenty-five cents."

"Couldn't take fifteen an' throw in er handle?"

"No, sir."

"Wal, I'll take it."

"All right. But what about the present?"

"Fer ther gal?"

"Yes."

"Ther hoe'll do, I reckon, fer she'll need it next week ter cut ther weeds outen ther corn, an' er noo hoe'll kum mouty handy, ennyhow. Say, young feller, that air gal's ter jine me ter-morry nite, an' I 'uz ded bent on s'prisin' her 'ith er fine present, ef it'd tuck ten bushels o' corn ter do it."

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"No, sir."

"Wal, I'll take it."

"All right. But what about the present?"

"Fer ther gal?"

"Yes."

The Modern Banking Method.

A.—My dear friend, I am obliged to have \$1,000 immediately. Can't you accommodate me with that amount?

B.—I expect I can do so. For how long do you require the money?

A.—For twelve months.

B.—It's all right, but you know I am a man who never does something for nothing. If you use my money I'll expect you to pay for the use of it.

A.—I understand that, perfectly.

B.—I am no banker, nor am I a usurer. I shall expect you to pay a very moderate rate of interest. Ten per cent. is all I shall expect. You give me your note for \$1,000, and I'll deduct the amount of the interest and pay you \$900 cash.

A.—That's what I expected to pay, but now that I've come to think of it I will probably not be able to pay the money back at the end of the year, so I had better make the note run for two years.

B.—Very well. Then I will just give you \$800 for your \$1,000-note.

A.—Suppose you make the note out for four years.

B.—Then you would get \$600.

A.—Yes, that would be all right, but as I may not be able to pay at the end of four years, I think it would be best to make the note payable in ten years. By that arrangement you would keep your \$1,000 and I would keep the note.

Grand Haven—The Challenge Corn Planter Co. has arranged to put on the market a line of cigar boxes for the use of dealers handling Key West goods.



Bicycles,
Tricycles,
Velocipedes
AND

General Sporting Goods

Agents for A. G. Spalding & Bro.'s
Sporting and Athletic Goods and
American Powder Co.'s Powder.

We have on hand a complete line of Columbia, Victor and other cheaper bicycles, also a splendid assortment of Misses' Tricycles, Children's Velocipedes and small Safety Bicycles.

E. G. Studley,

Call and see them
or send for large,
illustrated catalogue.

4 Monroe St.,

GRAND RAPIDS

Furniture

—AT—

Nelson,
Matter
& Co.'s

Styles New, Cheap,
Medium and Expensive.

Large Variety.
Prices Low.

REMOVAL.

Having leased my block at 71 Canal street for a term of years, I have constructed a warehouse and elevator at 128, 130 and 132 West Bridge street, where I am better prepared than ever to serve the wants of my patrons. With ample room, enlarged elevator capacity and side tracks on both sides of my building, I can handle twice the grain, beans, etc., which I did at my old store at one-half the expense.

I shall resume the handling of corn, oats, hay, feed and grain in car lots, and to this end solicit correspondence with those who are in the market, either to buy or sell.

W. T. LAMOREAUX.

P. & B. Brand Oysters.

The trade throughout Western and Northern Michigan are requested to order the reliable P. and B. BRAND OF OYSTERS. Your order may be sent to any of the Grand Rapids wholesale houses or given to their agents, and same will be promptly filled. They are fine goods—packed daily—and guaranteed to be the equal of any brand ever placed upon the market. We shall appreciate your favors, either to us direct or to your jobber.

The Putnam Candy Co.

LEMON & PETERS,

IMPORTING AND

Wholesale Grocers.

SOLE AGENTS FOR

McGinty's Fine Cut Tobacco,
Lautz Bros. & Co.'s Soaps,
Niagara Starch,
Acme Cheese--Herkimer Co., N. Y.
Castor Oil Axle Grease.

GRAND RAPIDS.

RED The most effective Cough Drop in the market Sells the
STAR quickest and pays the
MANUFACTURED BY best. Try
A. E. BROOKS & CO. COUGH them.
Grand Rapids, Mich.
The Finest Line of Candy in the State. DROPS

Newberry—Charles A. Dean, undertaker and dealer in furniture, has made an assignment.

The P. of I. Dealers.

The following are the P. of I. dealers who had not cancelled their contracts at last accounts:

Ada—L. Burns
Adrian—Powers & Burnham, Anton Wehle
L. T. Lochner, Burleigh Bros.
Allegan—Chas. Spear
Allendale—Henry Dolman.
Almira—J. J. Gray.
Almont—Colerick & Martin.
Armada—C. J. Cudworth.
Assyria—J. W. Abbey.
Bainfield—Andrew Brezee.
Bay City—Frank Rosman & Co.
Belding—Lightstone Bros., Weter & Wise.
Bellevue—John Evans.
Big Rapids—A. V. Young, E. P. Shankweiler & Co., Mrs. Turk, J. K. Sharp, A. Markson.
Blissfield—Jas. Gauntlett, Jr.
Bowen's Mills—Chas. W. Armstrong.
Brice—J. B. Gardner.
Burnside—John G. Bruce & Son.
Caldwell—C. L. Moses.
Capac—H. C. Sigel.
Cedar Springs—John Beucus, B. A. Fish.
Charlotte—John J. Richardson, Daron & Smith, F. H. Goodby.
Chippewa Lake—G. A. Goodsell & Co.
Clam River—Andrew Anderson.
Coldwater—J. D. Benjamin.
Dansville—Levi Geer.
Deerfield—Henry W. Burghardt.
Dowling—Rice & Webster.
Ewart—Mark Ardis, E. F. Shaw, John C. Devitt.
Fenwick—Thompson Bros., S. H. Rinker.
Flint—John B. Wilson, Geo. Stuart & Son, Barney Granite and Marble Works.
Forester—E. Smith.
Freeport—C. V. Riegler.
Gladwin—John Graham, Jas. Crokery.
Gowan—Rasmus Nelson.
Grand Haven—Brandy & Co.
Grand Junction—Adam Crouse.
Grand Rapids—Joseph Berles, A. Wilzinski, Brown & Sehler, Houseman, Donnally & Jones, Ed Struensee, Wasson & Lamb, Chas. Pettersch, Morse & Co., Famous Shoe Store, Harvey & Heystek, Mrs. E. J. Reynolds, E. Burkhardt.
Greenville—Jacobson & Netzorg.
Hart—Rhodes & Leonard, W. Weidman, Mrs. E. Covel.
Hopkins—R. McKinnon.
Hopkins Station—Peter Dendel.
Howard City—O. J. Knapp, Herold Bros., C. E. Pelton.
Hubbardston—M. H. Cahalan.
Hudson—Henry C. Hall.
Hulmeville—Cohn Bros., H. A. R. Wyckoff, E. E. Palmer.
Ionia—H. Silver.
Jackson—Hall & Rowan.
Jenisonville—L. & L. Jenison (mill only).
Jennings—Kennedy Bros.
Jones—R. C. Sloan.
Kalamo—L. R. Cessna.
Kent City—M. L. Whitney.
Kingsley—Stinson & Linton.
Lacey—Wm. Thompson.
Lalingsburg—D. Lebar.
Lake City—Sam. B. Ardis.
Lakeview—H. C. Thompson, Andrew All & Bro.
Langston—F. D. Briggs.
Lansing—R. A. Bailey.
Lapeer—C. Tuttle & Son, W. H. Jennings.
Ludington—Wm. Huysett.
McBain—Sam. B. Ardis.
Mancelona—J. L. Farnham.
Manton—Mrs. E. Liddle.
Maple City—A. & O. Brow.
Marshall—W. E. Bosley, S. V. R. Lepper & Son.
Mason—Marcus Gregory.
Mecosta—J. Netzorg.
Mecosta—Robert D. Parks.
Milan—C. C. (Mrs. H. S.) Knight, Chas. Gauntlett, James Gauntlett, Jr.
Millbrook—Bendelson.
Millington—Chas. H. Valentine.
Minden City—L. Springer & Co.
Monroe Center—Geo. H. Wightman.
Morley—Henry Strobe.
Mt. Morris—F. H. Cowles.
Mt. Pleasant—Thos. McNamara.
Nashville—H. M. Lee.
Nottawa—Dudley Cutler.
Ogden—A. J. Pence.
Olivet—F. H. Gage.
Onondaga—John Sillik.
Orange—Tew & Son.
Orono—C. A. Warren.
Pearle—Geo. H. Smith.
Portland—L. S. Roell.
Remus—C. V. Hane.
Richmond—A. W. Reed.
Riverdale—J. B. Adams.
Rockford—B. A. Fish.
Sand Lake—Frank E. Shattuck, T. J. Blanchard.
Sebawa—John Bradley.
Shelbyville—Samuel Wolcott.
Shultz—Fred Otis.
Spring Lake—Geo. Schwab, A. Bilz.
Springport—Wellington & Hammond, Elmer Peters.
Traverse City—John Wilhelm, S. C. Darrow, D. D. Paine.
Vassar—McHose & Gage.
Wheeler—Louise (Mrs. A.) Johnson, H. C. Breckenridge.
White Cloud—J. C. Townsend, N. W. Wiley.
Whitehall—Geo. Nelson, John Haverkate.
Williamsburg—Mrs. Dr. White.
Woodbury—Chas. Lapo.
Williamston—Thos. Horton.
Woodland—Carpenter & Son.
Yankee Springs—T. Thurston.

A Happy Expedient.

Beggar—Help me, good sir! I have a large family, and can scarcely keep the wolf from the door. We are in need of food.

Crusty—H'm; have you got a gun?

"Yes, sir!"

"Well, here's 5 cents. Go and buy some ammunition and the next time a wolf comes around, kill him and eat him."

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun	40
No. 1 "	45
No. 2 "	60
Tubular	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.	
No. 0 Sun	1 75
No. 1 "	1 88
No. 2 "	2 70
First quality.	
No. 0 Sun, crimp top	2 25
No. 1 "	2 40
No. 2 "	3 40
XXX Flint.	
No. 0 Sun, crimp top	2 60
No. 1 "	2 89
No. 2 "	3 86
Pearl top.	
No. 1 Sun, wrapped and labeled	3 70
No. 2 "	4 70
No. 2 Hinge, " "	4 70
La Bastie.	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 "	1 50
No. 1 crimp, per doz.	1 35
No. 2 "	1 60
STONEWARE—AKRON.	
Butter Crocks, per gal.	06 1/4
Jugs, 1/2 gal., per doz.	75
" 1 "	90
" 2 "	1 80
Milk Pans, 1/2 gal., per doz. (glazed 66c)	65
" 1 "	75
FRUIT JARS.	
Mason's, Boyd's or Rowley's caps.	
Pints	\$ 7 50
Quarts	8 00
Half-gallons	11 00
Above quotations are f. o. b.	

HIRTH & KRAUSE

HEADQUARTERS FOR

Russell Shoe

Polish, Buttons, Laces,

Porpoise Shoe Laces in light, medium and heavy. Parisian Leather Reviver, Glycerine Leather Reviver, "Rubberine" a waterproof dressing. We carry 13 distinct shoe dressings and a complete line of Shoe Store Supplies. Send us your orders.

[Established 1780.]



"LA BELLE CHOCOLATIERE."

W. BAKER & CO.'S REGISTERED TRADE-MARK.

No Chemicals are used in any of Walter Baker & Co.'s Chocolate and Cocoa Preparations.

These preparations have stood the test of public approval for more than one hundred years, and are the acknowledged standard of purity and excellence.

TIME TABLES.

Grand Rapids & Indiana.

In effect June 22, 1890.

TRAINS GOING NORTH.

Train	Leave	Arrive
Big Rapids & Saginaw	6:55 a.m.	7:25 a.m.
Traverse City & Mackinaw	6:50 a.m.	7:25 a.m.
Traverse City & Mackinaw	9:15 a.m.	11:30 a.m.
Traverse City & Saginaw	3:15 p.m.	4:10 p.m.
Mackinaw City	3:50 p.m.	10:30 p.m.
Train leaving at 10:30 p.m., runs daily, Sunday included. Other trains daily except Sunday.		
GOING SOUTH.		
Cincinnati Express	6:00 a.m.	6:30 a.m.
Port Wayne & Chicago	10:15 a.m.	10:25 a.m.
Cincinnati Express	5:40 p.m.	6:00 p.m.
Sturgis & Chicago	10:50 p.m.	11:30 p.m.
Train leaving for Cincinnati at 6 p.m. runs daily, Sundays included. Other trains daily except Sunday.		
Sleeping and Parlor Car Service: North—7:25 a.m. and 10:30 p.m. trains have Wagner sleeping and parlor cars to Petoskey and Mackinaw City. 11:30 a.m. train has parlor chair car and 6 p.m. train sleeping car for Chicago via Kalamazoo.		

Muskegon, Grand Rapids & Indiana.

Train	Leave	Arrive
7:00 a.m.	10:10 a.m.	10:20 a.m.
11:30 a.m.	12:30 p.m.	12:40 p.m.
6:40 p.m.	7:40 p.m.	7:50 p.m.
Leaving time at Bridge street depot 7 minutes later.		
Through tickets and full information can be had by calling upon A. Almquist, ticket agent at depot, or Geo. W. Munson, Union Ticket Office, 67 Monroe St., Grand Rapids, Mich.		
C. L. LOCKWOOD, Gen'l Pass. Agent.		

Detroit, Grand Haven & Milwaukee.

Train	Leave	Arrive
Morning Express	12:50 p.m.	1:00 p.m.
Through Mail	4:10 p.m.	6:15 p.m.
Grand Rapids Express	10:25 p.m.	10:30 p.m.
Night Express	6:40 a.m.	8:45 a.m.
Mixed		7:30 a.m.
GOING EAST.		
Detroit Express	6:45 a.m.	6:50 a.m.
Through Mail	10:10 a.m.	10:20 a.m.
Evening Express	3:45 p.m.	3:45 p.m.
Night Express	9:50 p.m.	10:55 p.m.
*Daily, Sundays excepted. *Daily.		
Detroit Express leaving 6:50 a.m. has Wagner parlor and buffet car attached, and Evening Express leaving 3:45 p.m. has parlor car attached. These trains make direct connection in Detroit for all points East.		
Express leaving at 10:55 p.m. has Wagner sleeping car to Detroit, arriving in Detroit at 7:30 a.m.		
Steamboat Express makes direct connection a Grand Haven with steamboat for Milwaukee.		
tickets and sleeping car berths secured at D. G. H. & M. R'y offices, 23 Monroe St., and at the depot.		
Jas. Campbell, City Passenger Agent.		
Jno. W. Loud, Traffic Manager, Detroit.		

Toledo, Ann Arbor & Northern.

For Toledo and all points South and East, take the Toledo, Ann Arbor & North Michigan Railway from Owosso Junction. Sure connections at above point with trains of D., G. H. & M., and connections at Toledo with evening trains for Cleveland, Buffalo, Columbus, Dayton, Cincinnati, Pittsburg, Creston, Orville and all prominent points on connecting lines.

A. J. PAISLEY, Gen'l Pass. Agent

CHICAGO & WEST MICHIGAN.

Train	Leave	Arrive
Mail and Express for Big Rapids, Ludington, Manistee & Traverse City	7:30 a.m.	7:30 a.m.
Express for Chicago and Muskegon	9:00 a.m.	9:00 a.m.
Fast Mail for Chicago	11:00 p.m.	11:00 p.m.
Express for Muskegon and Hart	5:54 p.m.	5:54 p.m.
Night Express for Chicago	11:35 p.m.	11:35 p.m.
Night Express for Indianapolis	11:35 p.m.	11:35 p.m.
Mail for Big Rapids, Manistee and Traverse City	5:05 p.m.	5:05 p.m.
Ex. for Grand Haven & Muskegon	8:40 p.m.	8:40 p.m.
ARRIVE.		
Night Express from Chicago	6:30 a.m.	6:30 a.m.
Night Express from Indianapolis	6:30 a.m.	6:30 a.m.
Ex. from Muskegon, Hart & Pentwater	10:45 a.m.	10:45 a.m.
Express from Big Rapids, Baldwin and Traverse City	12:35 p.m.	12:35 p.m.
Mail from Chicago and Muskegon	3:55 p.m.	3:55 p.m.
Express from Grand Haven	5:50 p.m.	5:50 p.m.
Fast Express from Chicago	10:15 p.m.	10:15 p.m.
Ex. from Muskegon and Pentwater	5:50 p.m.	5:50 p.m.
Ex. from Baldwin and Traverse City	11:50 p.m.	11:50 p.m.
Express from Traverse City	11:30 p.m.	11:30 p.m.
*Daily. *Daily except Sunday. *Daily except Saturday. *Daily except Monday.		
Through chair car for Chicago on 9:00 a.m. train; no extra charge for seats. Trains leaving Grand Rapids at 1:00 p.m. and 11:45 p.m. run through to Chicago solid. Through sleeping cars between Grand Rapids and Chicago on night express trains. Through combination sleeping and chair car between Grand Rapids and Indianapolis on night express trains.		
Through sleeper between Chicago and Traverse City; leaves Chicago 4:40 p.m., except Sunday; Grand Rapids, 11:30 p.m.; arrives in Traverse City at 6 a.m. Leaves Traverse City at 6:15 p.m., except Saturday; arrives in Grand Rapids at 11:30 p.m.; Chicago 7:05 a.m.		
Rail and water route between Grand Rapids and Chicago via St. Joseph and Graham & Morton's new palace steamers, City of Chicago and Puritan.		
Leave Grand Rapids 1:00 p.m. arrive in Chicago 8:30 p.m. Leave Chicago 9:00 p.m. arrive Grand Rapids 6:30 a.m. The 5:05 p.m. train has through parlor car from Detroit to Manistee.		

DETROIT, LANSING & NORTHERN.
Express for Saginaw and Bay City... 7:55 a.m.
Mail for Lansing, Detroit and East... 7:25 a.m.
Express for Lansing, Detroit and East... 11:00 p.m.
Mail for Alma, St. Louis and Saginaw... 11:10 p.m.
Fast Ex. for Detroit, New York, Boston... 6:25 p.m.
ARRIVE.
Mail from Saginaw and Bay City... 11:50 a.m.
Mail from Lansing, Detroit and East... 12:15 a.m.
Fast Express from Lansing and East... 5:55 p.m.
Express from Lansing and Detroit... 7:50 p.m.
Ex. from Saginaw, St. Louis and Alma... 10:50 p.m.
*Daily. *Daily except Sunday.
The shortest line to Detroit and the East. Elegant parlor cars between Detroit and Grand Rapids.
GRAND RAPIDS AND REEDS LAKE TIME TABLE.
Daily trains leave Union depot at 7:10, 11 a.m., 1:25, 4, 5, 6, 7, 8, 9, 10 p.m. Sundays only—1:30, 2:30, 3:30, 4:30, 5, 5:30 p.m. Daily trains leave Reed's Lake (Alger Park) at 9:30, 10:30, 11:30 a.m., 1:30, 2:30, 3:30, 4:30, 5:30, 7:30, 8:30, 9:30, 10:30 p.m. Sunday trains—2, 3, 4, 5, 5:30, 6 p.m. For tickets and information.
WM. A. GAVETT, Acting Gen. Pass. Agt.

MICHIGAN CENTRAL

"The Niagara Falls Route."

Train	DEPART.	ARRIVE
Detroit Express	7:30 a.m.	10:00 p.m.
Mixed	6:30 a.m.	5:00 p.m.
Day Express	11:55 a.m.	10:00 a.m.
*Atlantic & Pacific Express	11:15 p.m.	6:00 a.m.
New York Express	5:40 p.m.	1:25 p.m.
*Daily.		
All other daily except Sunday.		
Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.		
Parlor cars run on Day Express and Grand Rapid Express to and from Detroit.		
Fred M. Briggs, Gen'l Agent, 55 Monroe St.		
G. S. HAWKINS, Ticket Agent, Union Depot.		
Geo. W. Munson, Union Ticket Office, 67 Monroe St.		
O. W. RUGGLES, G. F. & T. Agent, Chicago.		

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EDMUND B. DIKEMAN

THE GREAT

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BEFORE BUYING GRATES
Get Circular and Testimonials. Sent Free.
Economical, Sanitary, Cleanly and Artistic.
ALDINE FIRE PLACE, GRAND RAPIDS, MICH.

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.

DRINK
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A True Combination of MOCHA, JAVA and RIO.

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With every pound package.
For Sale everywhere. Woolson Spice Co., Toledo, O.

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ELECTROTYPERS
Stereotypers
Photo & Zinc Engraving
ALSO LEADS SUCCS. BRASS RULE
WOOD & METAL FURNITURE
BOX WOOD
MAPLE. ERNEST GRAND RAPIDS MICH.

RANDOM REFLECTIONS.

"Why don't you buy your bread at the other bakery, then?" I enquired of a friend who was finding fault with the kind he was eating. "Well, to be plain with you," was the answer, "we do prefer that bakery, but as I passed it to-day I saw the baker's disagreeable, crusty boy alone at the counter; and I will not purchase anything of him." All my friend said of the lad was true. Everyone in town avoids him, if possible, but all have a good word for the proprietor, who is a true gentleman. How careful every merchant ought to be in selecting the help in his business! Even his own children should be watched and reprimanded, if not strictly courteous to customers. The above is only one incident which came under my personal notice and with the withdrawal of my friend's patronage went ninety cents a week in cash from his receipts. I know that other customers are leaving him for precisely the same reason, and for a time the proprietor will wonder why they are doing so. Merchants cannot be too careful in selecting good-natured, courteous and long-suffering assistants.

It is rather late in the season for spontaneous combustion and rather early for over-heated pipes and flues, and yet too many mysterious fires are recorded in our exchanges from all portions of the State. Many of them are probably incendiary, and all stores and places of business should have a watchful eye over them from this time forward, and no insurance policy be allowed to lapse.

The Bloomington Pantagraph says "the coffee plant is dying and the time is not far distant when it will cease to be a beverage." Don't you believe it! Some one is trying to make a corner and a few millions on tea. The world's yearly production of coffee is not short, notwithstanding the planters of Ceylon "saw the berries drop off and the plants die." If we could have both our coffee and tea unadulterated, it would be best; but, as we cannot, let us choose the least of two evils and trust the fragrant berry. The consumption of coffee was never increasing more rapidly, and new fields for its successful cultivation are fast opening up on this continent. Away with all fictitious preparations, but give the people an infusion of the real article and no beverage equals it in health, except it be water alone. Every merchant will bear me out in the statement that it is always possible to purchase pure coffee, and plenty of it, and there is no necessity for losing any sleep over the little island of Ceylon and the loss of its coffee crop.

It is said that a vegetable substitute for butter has been discovered in West Africa. Its seed yields a yellowish butter, like fat of a nutty flavor. Some of our State papers are dragging this greasy product into politics and making it a scapegoat for their sins, instead of giving us information about it as an article of diet, or of its probable commercial value. A live Yankee would at once enquire how much it was worth a pound, if only to use as wool grease, and, if the price would warrant, bring over a ship load at once. For the credit of our economic forefathers, gentlemen, attend to business. No levity. Don't any of you expect to slide into office on this new and unctious article. Don't fritter away

several fortunes while they may be so easily within your grasp.

It would seem that a "famine" of raw materials will never be possible, as other and often far better articles are found to take their place. We refer to the comparatively new mineral, aluminum. Those who are familiar with the best quality of what is known as "blue," or modeling clay, will recall its smooth and metallic appearance on the surface. Aluminum is the cause. The clay contains it in large quantities. Every brick is its receptacle. It is a beautifully brilliant white metal, and has heretofore been too expensive for any except chemical or scientific use, owing to the fact that the process for extracting it from the clay was impracticable, so far as known, except in small quantities. The Chicago News is now responsible for saying that Prof. Joseph M. Hirsh, of that city, reports a process by which he extracts this metal readily and easily at a cost of only 16 cents a pound, and, to verify his statement, claims to have already manufactured 2,000 pounds. He has formed the Chicago Aluminum Co., with \$100,000 capital, and has leased buildings in which to begin active operations. As this metal is remarkably light in weight, it will enter into the manufacture of hundreds of useful articles and will, without doubt, be used in portions of buildings, cars, ships, furniture, etc. It is truly among the wonderful achievements of the Nineteenth century.

He Didn't Forget.

A merchant's wife recently gave him a sealed letter, begging him not to open it until he got to his place of business. When he did so he read:

"I am forced to tell you something that I know will trouble you, but it is my duty to do so. I am determined you shall know it, let the result be what it may. I have known for a week that it was coming, but kept it to myself until today, when it has reached a crisis, and I cannot keep it any longer. You must not censure me too harshly, for you must reap the results as well as myself. I do hope it won't crush you."

Here he turned the page, his hair slowly rising.

"The flour is out. Please send me some this afternoon. I thought that by this method you would not forget it."

"Very Reliable."

From the Vermontville Echo.

With last week's number of THE MICHIGAN TRADESMAN, it commenced its eighth year. It is a No. 1 trade paper and a model of typographical neatness and very reliable in its market reports. Mr. Stowe has the congratulations of the Echo on his success as a live, energetic publisher.

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(Formerly Shriver, Weatherly & Co.)

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GRAND RAPIDS, MICH.

RINDGE, BERTSCH & CO.,



12, 14 AND 16 PEARL ST.,

GRAND RAPIDS, MICH.

Say, we are going to have some wet weather soon, and we would like to have you have some of our own make goods to show your customers. They will keep their feet dryer and wear longer than any other shoe you can buy for a medium price, and don't you forget it. Ask to see them. We make them in oil grain satin and F. S. Calf. If you haven't got your rubbers, we would like to sell you the Boston and Bay State goods. We do not think they will be any cheaper and we will give you as low prices as anybody selling the same line.

El. Puritano Cigar.



The Finest 10 Cent Cigar ON EARTH

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E. B. DIKEMAN.

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77 CANAL ST., GRAND RAPIDS, MICH.

Wholesale Cigar Dealers.

"TOSS UP!"

The "TOSS UP" Cigar is not a competitor against any other 5c brands, but all 10c brands, because it is equal to any 10c cigar on the market.



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Holdfasts

An appliance to prevent Ladies' and Misses' Rubbers from slipping off from the shoe. The neatest and best device ever invented for the purpose. Do not fail to try the men's Lycoming, Pa., Stocking Rubber. It is the King of all Stocking Rubbers made. Both only manufactured by the Lycoming Rubber Co. For sale by G. H. REEDER & CO.