

Michigan Tradesman.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, OCTOBER 15, 1890.

NO. 369.

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Miscellaneous Books
School Books,
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POTATOES.

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Season is now under way. Let your
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SOLID BRAND—Selects.....25
" " E. F. Standards.....22
" " Standards.....20
DAISY BRAND—Selects.....23
" " Standards.....18
" " Favorites.....16

Mince Meat.

BEST IN USE.

20-lb. Pails.....7c per lb.
4-lb. ".....6 3/4c
1/4 bbls.....6 3/4c
2-lb. Cans (usual weight), \$1.50 per doz.
1-lb. ".....\$3.50

Sweet Cider, Pure, 15c per gal.
Pure Cider Vinegar, 10c
Choice Dairy Butter, 16c.
Fresh Eggs, 18c.

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great interest to every one in trade. \$1.50.

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WOOD CORKS.

Experience of the Inventor of Wooden
Bottle Stoppers.

PART III.

Written for THE TRADESMAN.

The fame of this strange and wonder-
ful product and the name of its inventor
now became the theme of conversation in
thousands of households and many indi-
viduals were always ready with a sample
or two in their pocket for exhibition to
their friends. From the day laborer to
the capitalist, the Secretary of the com-
pany was besieged to sell a portion of
the stock; even female investors in stocks
also made application. The press lauded
its superior qualities and prophesied its
success and fortunes for the members of
the company. Wilson's two companions
were elated, and they insisted upon ob-
taining foreign patents, which the com-
pany, while managing the United States,
could sell to advantage. At every meet-
ing of the directors, Wilson objected to
increasing the boundaries of the work
until it was possible in some way to fill
at least half the present orders for stop-
pers with which they were flooded.

One important article of commerce
which entered into the manufacture of
these stoppers had lately advanced 100
per cent. in price, and, as no other known
substance could take its place, the ques-
tion of a margin of profit left to the com-
pany was already a serious one, while, as
yet, no device had been made to facili-
tate and cheapen the cutting of the wood.
Said Wilson, at one of these meetings,
"Gentlemen, we are pushing forward too
rapidly in one direction only. We are
without sufficient funds to obtain ma-
chinery, raw material and the adequate
labor to fill the orders which are pouring
in upon us. We cannot now procure the
necessary funds without great sacrifice
and a serious injury to the stock, yet in
the face of this dilemma, you ask that
we apply for numerous other patents. I
am discouraged at the prospect, but I will
not oppose you." Wilson's objections
were silenced and applications for pa-
tents were forwarded to Canada, Great
Britain, France and Belgium; and there
was serious talk of obtaining a Russian
patent also. This, of course, necessitated
the immediate expenditure of a consider-
able sum of money.

All three of the principal stockholders
at once offered for sale sufficient stock to
meet the demand, but were compelled to
sell at low rates; yet it was quickly
taken. It will be seen that at this time
Wilson was no more sanguine of the suc-
cess of his patent than he ever had been.
He seemed to have an intuitive percep-
tion that failure in some manner was to
be the ultimate result; and, although he
was up early and late and toiling with
both brain and hands at the work, still
he would gladly have parted with his
entire interest for a mere nominal sum
and withdrawn from the company and
the distress and embarrassment of mind
it was rapidly forcing upon him. He was
in a high degree conscientious with re-
gard to his patent. It pained him to
think that a failure to succeed would

involve a total loss to the people of small
means who had invested and who could
ill afford to suffer. The blame, he rea-
soned, would probably rest upon him, be
he innocent or guilty. Where, he
groaned, is the mechanic who can suc-
cessfully cut this wood by machinery!
He more than ever realized that the
invention was patented *before it was per-
fected*, and this thought almost drove him
to madness. To be congratulated and
feasted, wine and dined and flattered,
with this knowledge staring him in the
face, caused him to feel like a reprieved
criminal, and he longed to leave the
scene of his troubles. He had parted
with a sufficient amount of his stock to
leave him a balance of a few hundred
dollars and now if ever, he reasoned, was
the time to return to the east and visit
his wife and children, from whom he had
been separated four years. Making
known his desire to the directors of the
company, it was agreed that he should
remain in the east for a time and, if pos-
sible, establish a branch factory there
and look for other kinds of wood that
might answer the purpose better, also
endeavor to perfect machinery that would
perform the work. It was now the last
of May and, once decided upon, Wilson
made rapid preparations for departure.
The company was to continue to carry
on the manufacture to the best of its
ability in San Francisco, in his absence,
and agreed to ratify any arrangements
he saw fit to make, in the east, with re-
gard to pushing the work there.

It will be remembered by the reader
that the "wood cork fever," so to speak,
was now at its height and the least whis-
per in regard to the patent swept over
the State with telegraphic speed. The
fact that the President of the company
was going east to establish a branch
manufactory and that so many foreign
patents had been applied for, increased
the public desire for stock, and the day
before Wilson was to leave the coast, a
well-known gentleman and capitalist
offered him \$10,000 in gold for his entire
interest in the patents already issued and
pending. Wilson had previously issued
a few thousand shares of his stock to his
wife and children and, deducting this
amount and that which he had sold from
his one-third interest, left only about
26,000 shares of the stock in his hands.
And just here, where a severe trial
between selfishness and duty would have
blackened the character of some men, the
staid Quaker tuition of Wilson withstood
the test, nor wavered for an instant, and
duty and honor prevailed. He frankly
informed the gentleman that a verbal
agreement between himself and his two
friends, to whom a joint assignment of
the United States patent was made, pre-
vented either of them from transferring
his interest, without the full and free
consent of the others, and any offer could
not be entertained until after a confer-
ence with his colleagues. The gentleman
then asked for an answer before his
departure, which Wilson promised to
give. It would be better, perhaps, to
draw a veil over that last evening meet-

ing between the three persons most deeply interested in the fate of the "Wood Cork Co.," but a few words may serve to exhibit the strength of the bond of true friendship between them. The meeting was not stormy. On the one hand, Wilson, struggling with poverty; anxious to sell to the wealthy stranger and pleading for permission to do so honorably; on the other, his two generous friends, watching over his interests with a parent's care, and yet desirous of granting him anything in their power consistent with conscientious duty, formed a truly pathetic scene in that little office. "We cannot consent," said his two friends, "that you should deliberately throw away half a dozen fortunes for the paltry sum you mention. It would be unkindness to you, and injustice to your family; but after this last plea, if you still ask for a release from our verbal agreement and will not listen to us, we grant it. We will borrow the necessary amount and become the purchasers of this stock at the price you name, rather than witness the sacrifice to another." Wilson now rose to his feet and, in a voice choked with emotion, answered: "My true friends, you cannot purchase this stock from me at any price! Notwithstanding your confidence in our ultimate success, I differ with you, and will not be a party to your possible financial embarrassment, but would gladly sell to this stranger, who, in any event, would not be driven to poverty and suffering." Thus ended all negotiations for a transfer of stock, and the following day Wilson left the city for Chicago. Friends accompanied him as far as the State capital, where a small delegation of capitalists boarded the train and were introduced and importuned him for stock in his company.

Late in the autumn of the year in which he returned to the east, an old and time-honored friend of his, then residing in Michigan, being shown a few specimens of the new bottle stoppers, was so favorably impressed with them that he lost no time in writing and asking Wilson to visit him at the earliest opportunity, as he desired to talk business in connection with the cork. As this gentleman was at the head of a proprietary medicine manufactory, using a large quantity of corks yearly, he was naturally not only a competent judge of the article, but was deeply interested in the production of a better quality than the bark stoppers he was using. He was quite enthusiastic over the beauty, as well as the superior qualities the wooden cork possessed. He was at that time putting up thousands of bottles of a liniment which in time destroyed the bark cork, and upon being assured that this new stopper would stand the test of time; that they would not break off in the bottles, as the others did; that they could be rapidly driven in place; and, lastly, that an ordinary cork screw would perforate them and draw them more readily than the other, he cried out, as all others had done before: "There is millions in it."

[CONTINUED NEXT WEEK]

A Trick of the Wires.

A Denver merchant was recently married with great éclat, but he is already unhappy. He is unhappy because an Associated Press dispatch, which announced that he had married a handsome Colorado woman, got mixed in transmission, and he now has the reputation of having married a handsome colored woman.

The Possession of Wealth Not a Crime.

Written for THE TRADESMAN

The United States may be compared to a seething, boiling cauldron in its ever restless population. Each individual atom is striving for the ascendancy and, seemingly, puts forth every effort to accomplish its purpose. The staid and tardy resident from the Orient who at first looks with wonder and curiosity at our haste soon catches the contagion, loses his identity and becomes to all intents and purposes one of our people. In this universal race for wealth and fame, the few outstrip their fellows and the majority are too apt to find fault with those who have been successful, either intellectually or financially, as if it were a crime to possess either intellectual or financial superiority. The cry of thief and dishonesty, simply because a man has wealth, or is accumulating it in a legitimate manner, should cease. Many persons inherit all or a part of their wealth. Should they refuse it? Is it a crime to receive a gift of thousands? Many seem to act as if they thought so.

We actually need the men of wealth among us. Remember also, that wealth has wings and can—and often does—fly from its possessor. But it alights in the hand of another, and it is right that it does change. It is also right that we always have these persons of great wealth among us, else no really great public enterprises could be undertaken. Wealth may for a time but does not always remain in the same hands or family. Not all who make or inherit property have the ability to keep and properly take care of it. Mankind varies in natural talent and tact for a business capacity, as much as in form or feature; and none so perfect, but their equal will appear. So to speak, there is always "a fool in the family" at one time or another; and he or she will certainly scatter the accumulations of their ancestors. Having nothing else to do they propose to show the world that they possess talents, capable of adding to their millions, but, making a misdeal in the reckless anxiety to outdo all others, they suddenly find the family tree has fallen.

We grumble at the unequal distribution of wealth and think we should possess our due proportion. To-day, if it were possible to apportion the entire wealth of the nation equally and say to them all, "It is yours; make good use of it," how long, reader, have you an idea it would thus remain? How long before the same sober, educated and far-seeing class of men would honestly and legally hold it again? Poor humanity is weak and foolish and, while one individual would be greatly benefited, half a dozen others, in the excess of their joy, would lose their reason and good sense, and, in pursuing that course they now condemn in others—endeavoring to increase their wealth without labor or even an equivalent—would part with their small portion at the cup or gaming table before the next morning.

Had we no persons of wealth among us, no really great public enterprises could be undertaken. What has made this intricate net work of railroads possible all over the country within the last two decades? The accumulation of money in the hands of financial talent. What has reared the magnificent palaces that beautify every city in our land? What has founded institutions of learning and charity to a far greater extent

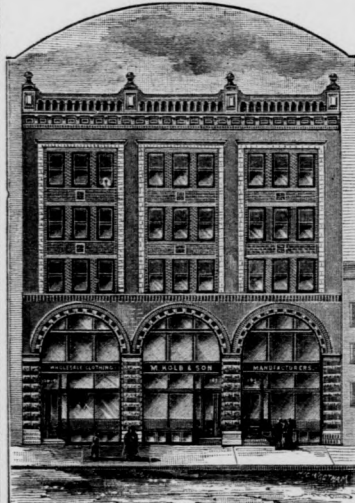
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ROCHESTER, N. Y.



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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.

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Rye Meal,
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than any other nation? What, except great private wealth, has given—even to the poorest—the luxuries of art and science in almost every section of our country? Without this accumulation of wealth, we should not have had them. Have they benefited the laborer and poorer classes? Let the people of this most prosperous nation on earth answer.

Our people of large wealth are—most of them—large-hearted and liberal, notwithstanding the assertions of their envious enemies. There are those located all over our land whose every other fault is lost sight of in their thoughtfulness and noble generosity. Grand Rapids has them in her midst, and is proud of them. They pay thousands for the gratification, education and amusement of those who otherwise might never hope to listen to the best eloquence and talent of both hemispheres. FAIR PLAY.

Fortunes in Small Inventions.

Every little while the newspapers take up the subject of inventions and tell their readers how many have made fortunes out of small inventions. The Pittsburgh Dispatch gave the other day a list of small things that have made their inventors wealthy. It commences with the pen for shading in different colors, which yields an income of \$200,000 per annum. The rubber tip at the end of lead pencils has already made \$100,000. A large fortune has been reaped by a miner who invented a metal rivet or eyelet at each end of the mouth of coat or trousers pockets to resist the strain caused by the carriage of pieces of ore or heavy tools. In a recent legal action it transpired in evidence that the inventor of the metal plates used to protect the soles and heels of shoes from wear sold upward of 12,000,000 plates in 1879, and in 1887 the number reached 143,000,000, producing realized profits of \$1,250,000.

A still more useful invention is the "darning weaver," a device for repairing stockings, undergarments, etc., the sale of which is very large and increasing. As large a sum as was ever obtained for any invention was enjoyed by the inventor of the inverted glass bell to hang over gas to protect the ceilings from being blackened, and a scarcely less lucrative patent was that for simply putting emery powder on cloth. Frequently time and circumstances are wanted before an invention is appreciated, but it will be seen that patience at times is well rewarded, for the inventor of the roller skate made over \$1,000,000, notwithstanding the fact that his patent had nearly expired before its value was ascertained.

The gimlet-pointed screw has produced more wealth than most silver mines, and the American who first thought of putting copper tips to children's shoes has realized a large fortune. Upward of \$10,000 a year was made by the inventor of the common needle threader. To the foregoing might be added thousands of trifling but useful articles from which handsome incomes are derived, or for which large sums have been paid. Few inventions pay better than patented toys. That favorite toy, the return ball, a wooden ball with an elastic attached, yielded the patentee an income equal to \$50,000 a year, and an income of no less than \$75,000 fell to the patentee of the "dancing jimmerow."

The invention of "Pharaoh's serpents," a toy much in vogue some years ago, was the outcome of some chemical experiments, and brought the inventor more than \$50,000. The sale of the little wooden figure, "John Gilpin," was incredibly large for many years, and a very ingenious toy, known as the "wheel of life," is said to have produced upward of \$100,000 profit to its inventor. One of the most successful of modern toys has been the "chameleon top," the sale of which has been enormous. The field of invention is not only vast and varied, but is open to everybody, without respect to sex or age, station or means.

Morrice—A. B. Clark is building a brick extension to his hardware store.

Up Goes the Upper Berth.

From the Minneapolis Tribune.

The Supreme Court of Minnesota deserves the benedictions of all travelers. It has sustained the State Railroad Commissioners in ordering that the upper berths in sleeping cars, when not occupied, shall not be kept open against the wishes of the occupants of lower berths. Every railroad traveler has angrily rebelled, dozens of times, against the stupid meanness of the rule that keeps unused upper berths down, to prevent the unhappy man below from enjoying sufficient air. That rule has been the cause of more bumped heads and more semi-excusable profanity than any other feature of our traveling system.

HIRTH & KRAUSE,

HEADQUARTERS FOR

Russett Shoe Polish, Buttons, Laces,

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

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THE ALFRED BROWN SEED AND FRUIT STORE.

We Manufacture
Everything in the line of

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Correspondence solicited and prices quoted with pleasure.
Write us.



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

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MOSELEY BROS.,

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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

AMONG THE TRADE.

AROUND THE STATE.

Owosso—Work is to be commenced on the Williams block next week.

Jasper—Fred Jeffries succeeds Jeffries & Holmes in the meat business.

Stanwood—Barnard & Weaver succeed Chas. F. Barnard in general trade.

Monroe—Hurst Bros. have purchased the dry goods business of E. F. Mills & Co.

Mecosta—Ferris & Thomas have purchased the meat market of W. A. Slawson & Co.

Muskegon—N. J. Boyce has purchased the interest of his partner, L. B. Glover, in the drug business.

Horton's Bay—J. Carroll has removed his general stock to Traverse City, where he has re-engaged in trade.

Overisel—J. Den Herder & Son, dealers in dry goods and groceries, have sold out to Hartgerink & Van Duine.

Muskegon—Thos. Richar's fine store building, veneered with brick, will be ready to occupy in a few weeks.

Onekama—Amos Shaw has sold his meat market to J. H. Rogers and C. J. Vogel, who will continue the business.

Casnovia—John E. Johnson has purchased the building formerly occupied by J. E. Parcell and put in a furniture stock.

Lansing—Ronk & Baughman's new dry goods store will be opened about Oct. 25. Both partners are now in New York purchasing the stock.

Harbor Springs—Henderson and Harry Martin have formed a copartnership under the style of Martin Bros. and engaged in the buying and shipping of produce.

Battle Creek—O. B. Frisbie is erecting a new business block of two stores, 35x70, three stories high. He will occupy one of the stores with a paper and paint stock.

Manistee—F. J. Gaubatz and Philip Gaubatz have formed a copartnership under the style of Gaubatz Bros. and purchased the hardware stock of J. Baur.

Traverse City—John Helm, general dealer at this place, has opened a branch general store at Burdickville, which will be conducted under the style of N. C. Helm.

Fruitport—G. S. Putman has sold his general stock to Geo. Truax, grocer at Spring Lake, who will remove his stock to this place and continue the business at the old stand.

Harrietta—J. C. Benbow is erecting a new store building here and will engage in general trade as soon as the building is completed, removing his stock from Hartford to this place.

Belding—J. M. Earle, Z. W. Gooding, L. L. Holmes and H. J. Leonard will each erect a store building, making a brick block of four stores on the main street. Excavations for the basements are being made and the work will progress while favorable weather will admit.

MANUFACTURING MATTERS.

Schoolcraft—Earl & Brown succeed F. H. Earl in the lumber business.

Belding—The new silk mill will double the amount of its present machinery.

Sault Ste. Marie—It is reported that the saw mills of Hall & Buell, at Bay Mills, will shortly be removed to this place.

St. Louis—Josiah B. Locke is succeeded by Isaac Cole in the manufacture of cigars.

Tawas—C. D. Bennett's shingle mill has averaged 31,500 shingles daily this season.

Midland—The Midland Woodenware Co. has incorporated, with a capital stock of \$5,000.

Detroit—T. H. Lynch & Co. are successors of Groesbeck & Lynch in planing mill and lumber.

Alabaster—Kenny Bros. & Martin have suspended operations in their shingle mill for the season.

Ishpeming—William Walton & Co. have disposed of their planing mill to C. J. Burns, and talk of closing out their yard also.

Ypsilanti—The newly-organized Ypsilanti Lumber Co. has acquired the yard conducted by S. W. Parsons & Co. previous to their assignment.

Thompsonville—C. B. Bunton, manager of the Thompson Lumber Co., will erect a store building, 30x70 feet in dimensions, with a public hall overhead.

Owosso—The building of an addition to the Owosso Cart Factory, 50x100 feet, has been commenced. It will be two stories high and completed the present month.

Evart—Cowen & McLennan have sold their Middle Branch shingle mill and the timber on thirty-one forties to Geo. B. Ehrencrook & Co. The new firm has already taken possession.

Thompsonville—The new mill of the Thompson Lumber Co. is nearly completed. It is 26x100 feet in dimensions, and a planing mill and dry kilns will be added to the plant, giving it a daily capacity of 25,000 feet of finished flooring.

Marquette—Edward Fraser, who has been running a small sawmill near this city for fifteen years, has about finished his stumpage tributary to that mill and talks of putting up a mill near Trout creek.

Bay City—The superintendent of the Tittabawassee Boom Co. says the output of the boom this season will be about 300,000,000 feet, or nearly that quantity. The company has been hindered by low water, but the recent rains have been of some benefit.

Bay City—There is a rumor that an extensive car manufactory is to be established on the McGraw property, at the south end of the city, giving employment to several hundred men and working up some of the timber of this section which now goes outside.

Stopping Payment on a Check.

An interesting law point—not generally understood by business men—was brought out last week in the case of a dishonored check by the Fox Machine Co. The company gave E. A. Munson a check for the amount of his August account, subsequently stopping payment of the same. In the meantime, Munson had turned the check over to a third party, who thereupon garnished the account of the Fox Machine Co. at the Fifth National Bank. This brought the maker of the check to time, the company being compelled to pay all costs of suit in order to release its bank account. The advice given the defendant by Butterfield & Keeney was that payment on a check cannot be stopped after it has passed out of the hands of the person in whose name it is given.

Five Thousand for a Boom.

Casnovia has voted to bond the village for \$5,000, for the purpose of creating a fund to be given some manufacturer who will locate there and give steady employment to a certain number of men.

MULTIPLY AND INCREASE.

An Interesting Chat About a Well-Known and Popular House.

From the New England Grocer.

"Multiply and Increase" were words suggested to our representative while he was out on the street, last week, looking in here and there and noting business conditions and progress. Among other places, his footsteps lead through Broad street, where he entered the establishment of Messrs. Chase & Sanborn. "Multiply and increase" seem to find practical illustration at Chase & Sanborn's, Nos. 85 and 87 Broad and 6 and 8 Hamilton street, opposite. Judging by the volume of business they are doing this year there seems to be no limit to their multiplying and increasing. These words suggest growth and prosperity from an ideal standpoint. Indeed from the year of the inception of this house it has experienced a constantly increasing business, and the year 1890 will show the almost phenomenal result of an increase of over \$1,000,000. Naturally this increase has demanded increased facilities, and they have accordingly secured as an addition to the large building now occupied by them, the adjoining building at the corner of Hamilton and Battery-march streets. That they might be able to fill their daily orders they have, during the last two weeks, been forced to run their roasting department nights, something unusual in the coffee business, and their daily output has been over 50,000 pounds, which has been immediately shipped on direct orders from their trade. A record such as this house has made, is deserving of more than passing notice. They are a credit, not only to the wholesale grocery trade of Boston, but as representative merchants of the metropolis of New England. For years they have not only unquestionably held the position of much the largest dealers of tea and coffee in New England, but with their largely increased business they can now justly claim to be the largest roasters and sellers of mild coffees in the United States.

Replying to the question of how to account for the growth and maintenance of so large a business, an active member of the firm said with a laugh, "Well, principally by minding our own business, which, in detail, means carefully studying our business, its needs and wants—having no outside investments or ventures to occupy our time—letting the business of our neighbors alone, importing fine goods, collecting around us clean, honorable and active salesmen, *hustling all the time*, on the principle that 'you must hustle while you have the legs,' and 'there are no birds in last year's eggs;' and then, what is all important, treating every customer, whether buyers of one chest or 100 chests, straight and square."

An aggregate volume of \$5,000,000 is not an out of the way amount of business to consider that this house will do in the year 1892, judging from the past. If prosperity begets prosperity, then it would seem that the retail grocer can find no better place to tie up to than Chase & Sanborn, for their tea and coffee.

The success of this house has been attained *labore et honore*.

H. T. Chase, Grand Rapids, represents the above house in this territory.

M. D. Bailey, for the past two years assistant cashier of the Northern Kent Bank, at Cedar Springs, will take the position of book-keeper for the Grand Rapids Savings Bank on Nov. 1.

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—AT A BARGAIN A SMALL STOCK OF drugs, also two counters and prescription case. For information, address Druggist, care of Michigan Tradesman. 118

FOR SALE—A FIRST-CLASS DRUG STOCK AND business in Grand Rapids worth \$2,500 must be sold owing to the absence of proprietor on account of sickness; correspondence solicited. Address O. H. Richmond & Co., 141 South Division street, Grand Rapids. Mention this paper. 97

FOR SALE—THREE-STORY FRAME HOTEL, WITH good stone basement and connected with large two-story barn, located opposite railroad depot in one of the most prosperous cities in Michigan, with a population of 14,000; price, with furniture and good will, big bargain, \$8,000. Address A. C. Frost, Alpena, Mich. 116

FOR SALE—\$300 STOCK OF DRUGS. ADDRESS J. B. care Michigan Tradesman. 115

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

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

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. 55, care Michigan Tradesman. 26

SITUATIONS WANTED.

A YOUNG MAN WOULD LIKE A POSITION IN A general country store; has had five years' experience; good salesman and stock keeper; can keep books if required; wages moderate. Address B, care Michigan Tradesman. 120

WANTED—SITUATION BY REGISTERED PHARMACIST of 7 years' experience; good reference. Address No. 119, care Michigan Tradesman. 119

SITUATION WANTED—BY A PHARMACIST OF 5 years' experience; best of references. Post-office Box 170, Bangor, Mich. 114

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 RETAILERS will be sent free to any dealer who will write for them to the Suttiff Coupon Pass Book Co., Albany, N. Y. 564

ESTABLISHED 1841.

THE MERCANTILE AGENCY

R. G. Dun & Co.

Reference Books issued quarterly. Collections attended to throughout United States and Canada.

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.



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

GRAND RAPIDS GOSSIP.

Frank Heath, the Sparta grocer, has effected a settlement with his Grand Rapids creditors on a basis of 50 cents on the dollar.

J. R. Harrison, dealer in dry goods and boots and shoes, at Sparta, will add a line of groceries. I. M. Clark & Son are putting up the stock.

Mrs. John M. Ferguson has sold her grocery stock at 321 South Division street to Hatch & Stuart, who will continue the business at the same location.

S. R. Gee has opened a grocery store at Reed City under the management of C. F. Shaw. The stock was furnished by the Ball-Barnhart-Putman Co.

C. M. Woodard, formerly engaged in general trade at Kalama, has opened a notion and bazaar store on Plainfield avenue. H. Leonard & Sons furnished the stock.

L. Winternitz has abandoned the vinegar and pickle business and will devote his entire time hereafter to Fermentum compressed yeast and the Woolson Spice Co.'s goods.

Mrs. Gustav Mueller, formerly engaged in the dry goods business at 450 South Division street, has returned from Chicago and re-engaged in the same business at 438 South Division street.

Chas. E. Pearson & Co., dry goods dealers at Fremont, have changed the firm name to Pearson Bros. & Co. and added lines of clothing and groceries. Musselman & Widdicomb furnished the latter.

Thos. J. Torrence, for the past seven years with H. Leonard & Sons, has rented a store at 29 West Western avenue, Muskegon, and will open a stock of crockery, glassware, house furnishing goods and toys next week.

R. D. Swartout, who recently retired from the firm of Spring & Company, is currently reported to be laying plans for the formation of a stock company, with \$250,000 capital, to embark in the wholesale dry goods business here.

A movement is on foot to circulate a petition among all the wholesale houses, asking that business be suspended at noon on Saturday. The project appears to meet with unbounded enthusiasm among the clerks, but the proprietors do not view it with any degree of favor, so far as THE TRADESMAN is able to ascertain.

Wm. McBain has been elected Secretary and Treasurer of the Grand Rapids Brush Co., succeeding Jas. A. McKee, who has held that position ever since the inauguration of the company, nineteen years ago. The active management of the business has been vested in John D. M. Shirts, who possesses ample ability and energy to conduct the same successfully.

Purely Personal.

W. R. Mandigo, druggist and grocer at Sherwood, was in town last Thursday.

L. E. Miller, general dealer at Shipshewana, Ind., was in town last Thursday. Heman G. Barlow spent several days last week in Chicago. He was accompanied by his wife.

Mr. Morrell, of the grocery firm of Morrell & Campbell, Kalkaska, was in town last week, by reason of his being on the jury list of the United States Court.

Jay F. Ferris has sold his residence at 40 Madison avenue to Wm. P. Conklin, the Ravenna merchant.

Ed. M. Gay, of Petosky, has taken the position of prescription clerk for A. H. Lyman, the Manistee druggist.

Geo. G. Bates, book-keeper for the Northern Michigan Lumber Co., has gone to Tanderagee to begin operations.

Walter R. Meech has resigned his position with I. M. Clark & Son, to take the position of floor walker for Spring & Company.

Miss Nelle B. Rogers, lately with Paige & Strachan, Detroit, has taken the position of stenographer for the Hazeltine & Perkins Drug Co.

W. J. Clark, the Harbor Springs general dealer, was in town several days last week, called hither as a petit juror in the United States Court.

THE TRADESMAN will give a copy of a noted painting to the person guessing the date nearest the one on which Wm. P. Granger will be married.

Chas. N. McWhorter, formerly local manager for R. G. Dun & Co., but for the past two years traveling representative for the same institution, has taken the management of the Saginaw office.

John Shields, formerly engaged in the wholesale grocery business here, but for the past year engaged in the same business at Colorado Springs, Colo., is in town for a few weeks, the guest of John Randall. He is accompanied by his wife and son.

Gripsack Brigade.

W. H. Gardiner has gone on the road for J. S. Walker.

John N. Louckes has engaged to travel for J. L. Strelitsky.

Frank Collins, who travels in Nebraska for W. F. McLaughlin & Co., of Chicago, was in town several days last week.

Max Mills' patent cash register is now in the last stages of completion and will be ready for inspection by the latter part of the present week.

W. R. Mayo, traveling representative for C. N. Rapp & Co., has returned from a two months' absence in Indiana, buying melons and placing potatoes and onions.

W. B. Tyler, who has traveled the past year for the Buffalo Forge Co., has engaged to travel for B. F. Sturtevant, of Boston, covering the manufacturing towns of this State.

Anthony J. Quist, city salesman for the Ball-Barnhart-Putman Co., will hereafter act as house salesman and stock-keeper. He is succeeded among the city trade by Arthur Fowle, who has heretofore acted as receiving clerk. The position left vacant by Mr. Fowle has been assumed by John Pain.

The Harbor Springs Iron Mine.

HARBOR SPRINGS, Oct. 11.—The Business Men's Association having temporarily ceased the investigation of the iron ore deposits about nine miles north of this place, the work has been assumed by J. H. P. Hughart, in behalf of the G. R. & I. Railroad. A contract has been made with local well diggers to sink a drive well 300 feet, which is expected to disclose the existence of iron ore, in which case a shaft will be sunk for the purpose of ascertaining whether it exists in paying quantities to warrant the organization of a mining company.

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.

RUBBERS

WALES GOODYEAR,
First Quality.
WOONSOCKETS,
First Quality.
CONNECTICUTS,
Second Quality.
RHODE ISLANDS,
Second Quality.
HOME RUBBER CO.,
Third Quality.

Write for Discounts.



G. R. MAYHEW, - Grand Rapids.

ORDER HUDSON LINEN

FOR YOUR STATIONERY.

Printers usually buy linens a ream or so at a time, paying roundly for this buying "hand to mouth." By using large quantities we are able to buy of the maker, thus obtaining a paper which, while it is not pure linen, is equal in writing qualities and appearance to that costing the smaller printer double what this costs us. Furthermore, our output is so large that we have reduced the cost to the minimum, while a margin of a few cents on each order gives us satisfactory returns. In view of the close margins we must insist upon cash with order from all customers not known to us or not having a satisfactory rating with mercantile agencies.

COMMERCIAL NOTE HEADS, 5½x8½,	-	-	-	\$2.25@2.50 per M.
PACKET NOTE HEADS, 6x9½,	-	-	-	2.50@ 2.75 "
LETTER HEADS, 8½x11,	-	-	-	3.00@ 4.00 "
ENVELOPES,	-	-	-	2.60@ 2.75 "

SEND FOR SAMPLES.

THE TRADESMAN COMPANY,
GRAND RAPIDS.

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

FLOUR SACKS, GROCERY BAGS, TWINE AND WOODEN WARE.

Houseman Block,

Grand Rapids, Mich.

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.

Dry Goods.

HOLD UP YOUR HEAD.

The Only Way to Succeed Is to Respect Yourself.

From the Monetary Times.

Pleasant though he may be with his politeness and yieldingness, the meek and overmodest man has but a poor prospect in the business world. We may not like the cheeky and aggressive man, but we are sometimes compelled to listen to him. He has self-confidence; he has perseverance; he has what the Americans term "gall." And he sticks to his point until we either kick him out or listen to him. Which is the worse—this sort of person, or the timid, deferential, self-abasing man, distrustful of his own powers, fearful of his own abilities, dreading lest there be no room in the broad world for him? The man who goes through the world belittling his own efforts and capacities is to be pitied. He frightens away happiness and success, forgets the charm of the bright skies above him, and through casting his eyes always earthward, allows his shoulders to acquire a settled stoop.

That such a man is more likeable, even with his faults, than his opposite, the ultra-aggressive man, is one reason we feel like giving him a lift; and no better assistance can be given him than to open his eyes to himself—to infuse a little self-esteem into him.

As a boy, having no faith in himself, he attempts little, and that little he abandons early, seeing in a molehill of difficulty too large a mountain for him to climb, as he estimates himself. He is apt to be a copier of others, discrediting his own ability to judge independently, and is constantly keeping in the background because he recognizes in himself nothing worthy of parading in a front rank. Through tribulation, he grows to the years of manhood and, if not subjected to the curative discipline of a discerning parent, he comes faltering into the battle of life, possessed by no hope of succeeding therein. There are men of good abilities who have gone through years of their manhood before they got over this depressing timidity and belittling of their own abilities that grew out of the early influence of such a man as is above described.

Faith in one's self wins many a battle. Let a young man believe persistently in himself, and many a victory will come to him in consequence thereof, unless he be really sadly lacking in good parts. Hold up your head, middle-aged man, you who have heretofore been in the habit of saying and thinking that you could not do anything in competition with someone else. Lift up your eyes; remember your Creator; think of all the good points in your composition and continue thinking of them, until you find a foundation for faith in yourself. When you reach this stage obstacles will be less insurmountable than they now appear. Let this fact be impressed upon you—that faith in yourself is one of the strongest of allies.

Blunder you may; some of your footsteps may land you backward instead of forward; but keep on. Don't lose faith, and refuse positively to believe that backward is your normal course. Forward is the course of the man who has arrived at the condition of believing in himself.

If happiness is what you seek, you already know by bitter experience that your old course does not bring it. Your shrinking from the battle, because you think some competitor is qualified to outfoot you, does not produce happiness. If wealth is your god, did you ever hear of a man being successful in that direction who sat down and whined because he was not able to compete with someone else? Think it over. Straighten up, and reason yourself or coax yourself into believing in "I." And when you have crystallized the faith into resolve of action, success is rapping at your window trying to get at you.

Ludington—Joseph Blouin has sold his meat business to R. Hansen.

Prices Current.

UNBLEACHED COTTONS.	
Atlantic A.....	7
" H.....	6 1/2
" D.....	6 1/2
" LL.....	5 1/2
Amory.....	7 1/2
Archery Bunting.....	4
Beaver Dam A A.....	5 1/2
Blackstone O, 32.....	5
Black Rock.....	7
Boot, AL.....	7 1/2
Chapman cheese cl.....	3 1/2
Comet.....	7
Dwight Star.....	7 1/2
Clifton C C C.....	6 1/2
" Arrow Brand.....	5 1/2
" World Wide.....	7
" LL.....	5
Full Yard Wide.....	6 1/2
Honest Width.....	6 1/2
Hartford A.....	5 1/2
Madras cheese cloth.....	6 1/2
Noibe R.....	5 1/2
Our Level Best.....	6 1/2
Oxford R.....	6 1/2
Pegnot.....	7 1/2
Solar.....	6 1/2
Top of the Heap.....	7 1/2
BLEACHED COTTONS.	
Amsburg.....	7
Blackstone A A.....	8
Beats All.....	4 1/2
Cleveland.....	7
Cabot.....	7 1/2
Cabot, 3/4.....	6 1/2
Dwight Anchor.....	9
" shorts.....	8 1/2
Edwards.....	6
Empire.....	7
Farwell.....	7 1/2
Fruit of the Loom.....	8 1/2
Fitchville.....	7 1/2
First Prize.....	6 1/2
Fruit of the Loom 3/4.....	8
Fairmount.....	4 1/2
Full Value.....	6 1/2
Geo. Washington.....	8 1/2
Dwight Anchor.....	8 1/2
HALF BLEACHED COTTONS.	
Cabot.....	7 1/2
Farwell.....	7 1/2
UNBLEACHED CANTON FLANNEL.	
Tremont N.....	5 1/2
Hamilton N.....	6 1/2
Middlesex AT.....	8
" X.....	9
" No. 25.....	9
BLEACHED CANTON FLANNEL.	
Hamilton N.....	7 1/2
Middlesex P T.....	8
" A T.....	9
" X A.....	9
" X F.....	10 1/2
DRESS GOODS.	
Hamilton.....	8
".....	9
".....	10 1/2
G G Cashmere.....	21
Nameless.....	16
CORSET JEANS.	
Bliddeford.....	6
Brunswick.....	6 1/2
PRINTS.	
Allen, staple.....	5 1/2
" fancy.....	5 1/2
" robes.....	5
American fancy.....	6 1/2
American indigo.....	6 1/2
American shirtings.....	6 1/2
Arnold.....	6 1/2
" long cloth B.....	10 1/2
" C.....	8 1/2
" century cloth.....	7
" gold seal.....	10 1/2
" Turkey red.....	10 1/2
Berlin solids.....	5 1/2
" oil blue.....	6 1/2
" green.....	6 1/2
Coecheo fancy.....	6
" madders.....	6
Eddystone fancy.....	6
Hamilton fancy.....	6 1/2
" staple.....	5 1/2
Manchester fancy.....	6
" new era.....	6 1/2
Merrimack D fancy.....	6 1/2
TICKINGS.	
Amoskeag A C A.....	13
Hamilton N.....	7 1/2
" D.....	8 1/2
" Awning.....	11
Farmer.....	8
First Prize.....	11 1/2
Warren.....	14
COTTON DRILL.	
Atlanta, D.....	6 1/2
Boot.....	6 1/2
Clifton, K.....	7 1/2
SATINES.	
Simpson.....	20
".....	18
".....	16
Coecheo.....	10 1/2
Imperial.....	10 1/2
Black.....	9 1/2
".....	10 1/2

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.

DEMINS.	
Amoskeag.....	12 1/2
" 9 oz.....	14 1/2
" brown 13.....	12 1/2
Andover.....	11 1/2
Everett, blue.....	12
" brown.....	12
GINGHAMS.	
Glenarven.....	6 1/2
Lancashire.....	6 1/2
Normandie.....	7 1/2
Renfrew Dress.....	7 1/2
Toil du Nord.....	10 @ 10 1/2
Amoskeag.....	6 1/2
" AFC.....	10 1/2
Persian.....	8 1/2
Bates.....	6 1/2
Warwick.....	8 1/2
CARPET WARP.	
Peerless, white.....	18 1/2
Peerless colored.....	21
GRAIN BAGS.	
Amoskeag.....	17
Harmony.....	17
Stark.....	20 1/2
American.....	17
THREADS.	
Clark's Mile End.....	45
Coats', J. & P.....	45
Holyoke.....	22 1/2
KNITTING COTTON.	
White. Colored.	
No. 6.....	33
" 8.....	34
" 10.....	35
" 12.....	36
No. 14.....	37
" 16.....	38
" 18.....	39
" 20.....	40
" 22.....	41
CAMBRIC.	
Slater.....	4 1/2
White Star.....	4 1/2
Kid Glove.....	4 1/2
Newmarket.....	4 1/2
Edwards.....	4 1/2
RED FLANNEL.	
Fireman.....	32 1/2
Creedmore.....	27 1/2
Talbot XXX.....	30
Nameless.....	27 1/2
MIXED FLANNEL.	
Red & Blue, plaid.....	40
Union R.....	22 1/2
Windsor.....	18 1/2
6 oz Western.....	21
Union B.....	22 1/2
DOMEST FLANNEL.	
Nameless.....	8 @ 9 1/2
".....	8 1/2 @ 10
".....	9 @ 10 1/2
".....	12 1/2
CANNAS AND PADDING.	
Slater.....	9 1/2
".....	10 1/2
".....	11 1/2
".....	12 1/2
Severin, 8 oz.....	9 1/2
Mayland, 8 oz.....	10 1/2
Greenwood, 7 1/2 oz.....	9 1/2
Greenwood, 8 oz.....	11 1/2
WADDINGS.	
White, doz.....	25
Colored, doz.....	30
Per bale, 40 doz.....	75
SILKES.	
Slater, Iron Cross.....	8
" Red Cross.....	9
" Best.....	10 1/2
" Best A A.....	12 1/2
CORSETS.	
Coraline.....	9 50
Schilling's.....	9 00
SEWING SILK.	
Corticelli, doz.....	75
twist, doz.....	37 1/2
50 yd, doz.....	37 1/2
HOOKS AND EYES—PER GROSS.	
No 1 B'k & White.....	10
" 2 ".....	12
" 3 ".....	12
No 2-20, M C.....	50
" 3-18, S C.....	45
COTTON TAPE.	
No 2 White & B'k.....	12
" 4 ".....	15
" 6 ".....	18
SAFETY PINS.	
No 2.....	28
No 3.....	36
NEEDLES—PER M.	
A. James.....	1 50
Crowley's.....	1 25
Marshall's.....	1 00
TABLE OIL CLOTH.	
5-4.....	2 25
".....	2 10
6-4.....	3 25
".....	3 10
5-4.....	1 95
6-4.....	2 95

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.,
GRAND RAPIDS, - - MICH

WHOLESALE.

Carpets, Linoleums, Mattings, Oil Cloths, Rugs and Mats, Draperies, Brass and Wood Poles, Brass Rings, Brackets, Etc.

Send for circular and price list.

Smith & Sanford,

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.

HARDWARE.

Cheap Tinware.

From the Industrial World.

When will people learn sense as to the value (?) of the so-called cheap articles of tinware now so prominent on the popular 5 cent and 10 cent counters of certain business houses? There is absolute danger in using these imitation tin goods, which are coated with an adulterated mixture of cheap and poisonous metals, the basis being antimony. Of course the vast majority of people who buy these goods are women, who know very little or nothing of tin or antimony. All they appear to care about is how cheap it is; not how good. This latter cuts no figure in their minds. All they think of is, "how much can I save?" Now it is our opinion that the hardware merchants, who are pretty well posted on such matters, as to the difference between cheap antimonial-coated goods and the tinware sold by them, should take the matter in hand, and whenever a customer speaks disparagingly of the price of their goods—say a coffee pot: "Oh! I can get one just like that, same size, for 15 or 20 cents," (as the case may be.) You are asking, say 25 cents—take it upon themselves to explain the difference, not only as a matter of self defense, but to protect the ignorant from their own folly and indiscretion in such matters. Let our merchants do this in a quiet sort of way, calling attention to the difference in quality, weight, and the visual evidence to be noted in the article, and it will be only a question of time before the bargain-counters will be less frequently visited. Indeed this fact is already apparent in many of our country towns and villages, quite a number of these bargain stores and counters being very much less patronized than they were when they first commenced business.

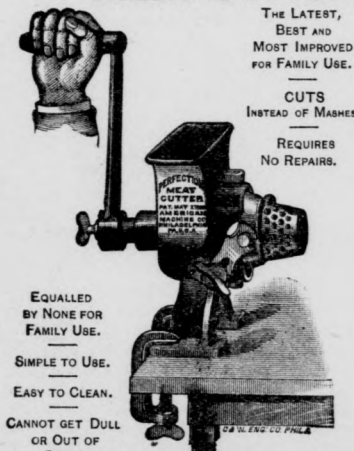
Decline to Enter the Trust.

Only two manufacturers have declined to enter the shot trust—Latham Bros., of New York, and the Raymond Lead Co., of Chicago. These factories turn out about half the total shot output of the country.

Queer Signs.

Among the queer signs in a town not far from Grand Rapids is a combination not seen often: "George A. Eayres, dealer in general merchandise. Undertaking in all its branches. Embalming promptly attended to. Lumber, lath, shingles, clapboards, etc., etc., sawing to order. Blacksmithing, repairing, wagons of every description. Artistic job printing, signs filed."

THE PERFECTION MEAT CUTTER



THE LATEST, BEST AND MOST IMPROVED FOR FAMILY USE.
CUTS INSTEAD OF MASHES.
REQUIRES NO REPAIRS.
EQUALLED BY NONE FOR FAMILY USE.
SIMPLE TO USE.
EASY TO CLEAN.
CANNOT GET DULL OR OUT OF ORDER.
No. 1—\$2.00. No. 2—\$2.75. No. 3—\$4.00.
Liberal discount to the trade, and descriptive circulars on application to
AMERICAN MACHINE CO.,
MANUFACTURERS OF HARDWARE SPECIALTIES,
Lehigh Ave. and American St., Philadelphia, Pa.
OR TO
JOHN H. GRAHAM & CO.,
MFRS. AGENTS, 113 Chambers St., New York.

Prices Current.

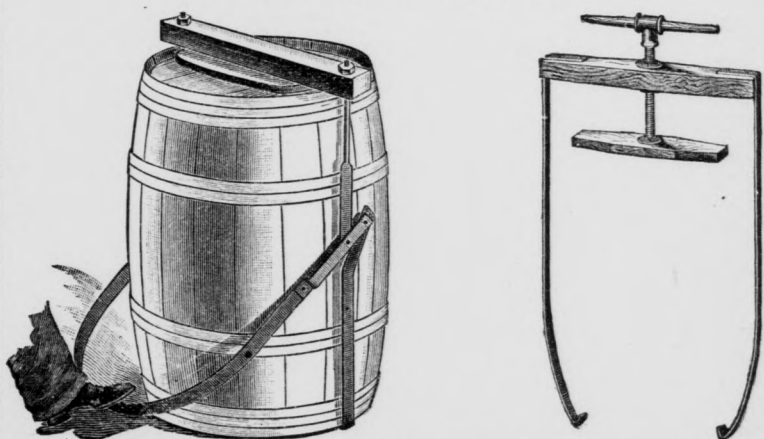
These prices are for cash buyers, who pay promptly and buy in full packages.

AUGERS AND BITS.	
Snell's.....	dis. 60
Cook's.....	40
Jennings' genuine.....	25
Jennings' imitation.....	50&10
AXES.	
First Quality, S. B. Bronze.....	\$ 8 50
" D. B. Bronze.....	12 50
" S. B. S. Steel.....	9 50
" D. B. Steel.....	14 00
BARROWS.	
Railroad.....	\$ 14 00
Garden.....	net 30 00
BOLTS.	
Stove.....	dis. 50&10
Carriage new list.....	70
Flow.....	40&10
Sleigh shoe.....	70
BUCKETS.	
Well, plain.....	\$ 3 50
Well, swivel.....	4 00
BUTTS, CAST.	
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.	
Ordinary Tackle, list April 17, '85.....	40
CRADLES.	
Grain.....	dis. 50&02
CROW BARS.	
Cast Steel.....	per lb 5
CAPS.	
Ely's 1-10.....	per m 65
Hick's C. F.....	" 60
G. D.....	" 35
Musket.....	" 60
CARTRIDGES.	
Rim Fire.....	50
Central Fire.....	dis. 25
CHISELS.	
Socket Firmer.....	70&10
Socket Framing.....	70&10
Socket Corner.....	70&10
Socket Slicks.....	70&10
Butchers' Tanged Firmer.....	40
COMBS.	
Curry, Lawrence's.....	dis. 40
Hotchkiss.....	25
CHALK.	
White Crayons, per gross.....	120 12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size.....	per pound 31
" 14x52, 14x56, 14x60.....	29
Cold Rolled, 14x56 and 14x60.....	28
Cold Rolled, 14x48.....	28
Bottoms.....	30
DRILLS.	
Morse's Bit Stocks.....	50
Taper and straight Shank.....	50
Morse's Taper Shank.....	50
DRIPPING PANS.	
Small sizes, ser pound.....	07
Large sizes, per pound.....	6 1/4
ELBOWS.	
Com. 4 piece, 6 in.....	doz. net 75
Corrugated.....	dis. 20&10&10
Adjustable.....	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$25.....	30
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List.	
Disston's.....	60&10
New American.....	60&10
Nicholson's.....	60&10
Heller's.....	50
Heller's Horse Rasps.....	50
GALVANIZED IRON.	
Nos. 16 to 30; 22 and 24; 25 and 26; 27.....	28
List.....	12 13 14 15 18
Discount, 60.....	
GAUGES.	
Stanley Rule and Level Co.'s.....	dis. 50
HAMMERS.	
Maydole & Co.'s.....	dis. 25
Kip's.....	dis. 25
Yerkes & Plumb's.....	dis. 40&10
Mason's Solid Cast Steel.....	30c list 60
Blacksmith's Solid Cast Steel, Hand.....	30c 40&10
HINGES.	
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 longer.....	3 1/4
Screw Hook and Eye, 1/2.....	net 10
" " " 3/4.....	net 8 1/4
" " " 1.....	net 7 1/4
" " " 1 1/4.....	net 7 1/4
Strap and T.....	dis. 70
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track.....	dis. 50&10
Champion, anti friction.....	60&10
Kidder, wood track.....	40
HOLLOW WARE.	
Pots.....	60
Kettles.....	60
Spiders.....	60
Gray enameled.....	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware.....	new list 10
Japanned Tin Ware.....	25
Granite Iron Ware.....	new list 33 1/4&10
WIRE GOODS.	
Bright.....	70&10&10
Screw Eyes.....	70&10&10
Hook's.....	70&10&10
Gate Hooks and Eyes.....	70&10&10

LEVELS.	
Stanley Rule and Level Co.'s.....	dis. 70
KNOBBS—New List.	
Door, mineral, jap. trimmings.....	dis. 55
Door, porcelain, jap. trimmings.....	55
Door, porcelain, plated trimmings.....	55
Door, porcelain, trimmings.....	55
Drawer and Shutter, porcelain.....	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list.....	dis. 55
Mallory, Wheeler & Co.'s.....	55
Brantford's.....	55
Norwalk's.....	55
MATTOCKS.	
Adze Eye.....	\$16.00, dis. 60
Hunt Eye.....	\$15.00, dis. 60
Hunt's.....	\$18.50, dis. 30&10.
MAULS.	
Sperry & Co.'s, Post, handled.....	dis. 50
MILLS.	
Coffee, Parkers Co.'s.....	dis. 40
" P. S. & W. Mfg. Co.'s Malleables.....	40
" Landers, Ferry & Co.'s.....	40
" Enterprise.....	25
MOLASSES GATES.	
Stebbin's Pattern.....	dis. 60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	25
NAILS.	
Steel nails, base.....	2 10
Wire nails, base.....	2 65
Advance over base:	
60.....	Steel. Wire.
50.....	Base. Base.
40.....	10 10
30.....	15 20
20.....	20 30
15.....	25 35
12.....	30 40
10.....	35 45
8.....	40 50
7 & 6.....	45 55
6.....	50 60
5.....	55 65
4.....	60 70
3.....	65 75
2.....	70 80
1.....	75 85
Case 10.....	80 90
" 8.....	85 95
" 6.....	90 100
Finish 10.....	85 95
" 8.....	90 100
" 6.....	95 105
Clinch 10.....	85 95
" 8.....	90 100
" 6.....	95 105
Barrell 1/2.....	1 75
PLANES.	
Ohio Tool Co.'s, fancy.....	dis. 2 40
Scotch Bench.....	2 40
Sandusky Tool Co.'s, fancy.....	2 40
Bench, first quality.....	2 60
Stanley Rule and Level Co.'s, wood.....	&10
PANS.	
Fry, Acme.....	dis. 60-10
Common, polished.....	dis. 70
RIVETS.	
Iron and Tinned.....	dis. 40
Copper Rivets and Burs.....	50
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's pat. planished, Nos. 25 to 27.....	9 20
Broken packs 1/2 c per pound extra.	
ROPES.	
Sisal, 1/2 inch and larger.....	11 1/4
Manilla.....	16
SQUARES.	
Steel and Iron.....	dis. 75
Try and Bevels.....	60
Mitre.....	20
SHEET IRON.	
Nos. 10 to 14.....	Com. Smooth. Com. 24 20 23 10
Nos. 15 to 17.....	4 20 3 20
Nos. 18 to 21.....	4 20 3 20
Nos. 22 to 24.....	4 20 3 20
Nos. 25 to 26.....	4 40 3 40
No. 27.....	4 60 3 50
All sheets No. 18 and lighter, over 30 inches wide not less than 2 10 extra.	
SAND PAPER.	
List act. 19, '86.....	dis. 40&10

SASH CORD.	
Silver Lake, White A.....	list 50
" Drab A.....	" 55
" White B.....	" 50
" Drab B.....	" 55
" White C.....	" 35
Discount, 10.....	
SASH WEIGHTS.	
Solid Eyes.....	per ton \$25
SAWS.	
" Hand.....	dis. 20
" Silver Steel Dia. X Cuts, per foot.....	70
" Special Steel Dex X Cuts, per foot.....	50
" Special Steel Dia. X Cuts, per foot.....	30
" Champion and Electric Tooth X Cuts, per foot.....	30
STEEL.	
Steel, Game.....	dis. 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.	
Bright Market.....	dis. 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.	
Au Sable.....	dis. 25&10 25&10&05
Putnam.....	dis. 05
Northwestern.....	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75&10
MISCELLANEOUS.	
Bird Cages.....	dis. 50
Pumps, Clster.....	75
Screws, New List.....	50
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	40
Forks, hoes, rakes and all steel goods.....	65
METALS.	
PIG TIN.	
Pig Large.....	28c
Pig Bars.....	30c
ZINC.	
Duty, Sheet, 2 1/2 c per pound.....	7 1/4
600 pound casks.....	7 1/4
Per pound.....	7 1/4
SOLDER.	
1/2 @ 1/2.....	18
Extra Wiping.....	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson.....	per pound 16
Hallett's.....	" 13
TIN—MELYN GRADE.	
10x14 IC, Charcoal.....	\$ 7 00
14x20 IC, ".....	7 10
10x14 IX, ".....	8 75
14x20 IX, ".....	8 75
Each additional X on this grade \$1.75.	
TIN—ALLAWAY GRADE.	
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.	
14x20 IC, " Worcester.....	6 25
14x20 IX, " ".....	7 75
20x28 IC, " ".....	13 00
14x20 IC, " Allaway Grade.....	5 50
14x20 IX, " ".....	7 00
20x28 IC, " ".....	11 50
20x28 IX, " ".....	14 50
BOILER SIZE TIN PLATE.	
14x28 IX.....	\$14 00
14x31 IX, for No. 8 Boilers.....	15 50
14x36 IX, for No. 8 Boilers.....	15 50
14x40 IX, " ".....	10

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.

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E. A. STOWE, Editor.

WEDNESDAY, OCTOBER 15, 1890.

FROM BUSINESS TO POLITICS.

A patron of THE TRADESMAN writes to enquire whether this paper is on the side of protection or free trade.

If the tariff had remained a business question, pure and simple, THE TRADESMAN would undoubtedly have been glad to have joined in the discussion; but having been dragged into partisan politics, it must be settled in a partisan manner, with little regard to the merits of the case.

In the opinion of THE TRADESMAN, the position of every patriotic citizen should be this: If protection is the better policy for this country, let us have it; if free trade is the better, let us have that. It is a business question that has been made one of partisan politics. Instead of being guided by their plain, everyday, business sense, the majority of men blindly follow their party, whether its declarations on this subject are good or bad. Take a tariff plank from a political platform, and strike the party name from it, and there are very many voters who would be utterly unable to identify it. For example, take the following from an 1890 platform:

We favor a tariff which, yielding a revenue adequate to support the government economically administered, will fully compensate for all differences between the cost of manufacturing in this and foreign countries, including the cost of labor; and we demand that the present tariff be reformed so that the duties upon imported goods shall bear less heavily upon articles which laboring men are compelled to buy than upon luxuries, and that, as far as practicable, raw materials for manufacturing be put upon the free list.

Now, how many voters, simply from reading that resolution, would know what party adopted it? There are many who are considered well-informed politicians who cannot tell whether it is the work of western Republicans or eastern Democrats. It is a plain, moderate statement of sound doctrine; it is neither high protection nor theoretical free trade. If this plank, or one similar, were adopted as part of the next national Democratic platform, nearly every Democrat in the country would heartily support it; if it were adopted as part of the next Republican platform, nearly every Republican would support it, and nearly every Democrat oppose it. This is politics. It is not business.

NOT SO BAD.

It is somehow remarkable how rapidly the newspaper talk about the mortgaged farmer is subsiding. Last winter petitions were circulated, printed in papers that were in agony over the suffering of the farmer, and sent to Congress, asking for a census of the farm mortgages of the country. Congress passed the necessary legislation and the count began. It was very soon found that the country was not mortgaged nearly so much as the papers which expected to make capital

out of the census supposed, and a cry was raised that the enumeration was not a fair one by some, though a large number admitted its correctness and on a basis of facts at once revised their old editorials on the oppression of the mortgage. In no state is the mortgage indebtedness one-half what it was claimed to be, while in some it is not one-fifth the claimed amount.

That there are a large number of farmers suffering under mortgage debts is not to be doubted. This is especially the case in the newer states and territories, where the money shark is most abundant and where returns from new ground come in slowly. That this debt, like any other debt, is a misfortune, in the sense that it is worse to be in debt than to be out of debt, is very true, but that it is a misfortune in the sense that it would have been better for the farmer not to have gone in debt, but to have struggled on without borrowing money is in the very large proportion of cases not true. A large proportion of this money was borrowed for the purpose of making improvements on the farms, for purchase money, for stock or for other needs of the farm that made the borrowing a necessity to successful farming, and it has paid well to borrow.

Debts can never be paid by sitting on soap boxes in a corner grocery and saying mean things about monopolies. Monopolies are bad enough, but they don't take near as much from some people as street corner loafing does.

In voting to bond the village for \$5,000 to be expended as a bonus in subsidizing some manufacturing establishment, Casnovia has assumed a grave responsibility. The fact that the trustees of the village have this sum at their disposal will make them the prey of every impecunious adventurer who happens to hear of the transaction and they will find that it will be impossible to exercise too much care in selecting a manufacturer who will be able to give them value received.

VISITING BUYERS.

FROM MICHIGAN.

Den Herder & Tania, L M Wolf, Hudsonville
Thos Boven, Holland, J N Walt, Hudsonville
L A Knowles, W Troy, L Cook, Baur
M Heyboer & Bro., Oakland, C S Kiefer, Dutton
H Meljering, Jamestown, G Ten Hoer, Forest Grove
R Van Noord, Jamestown, F J Ellenberg, Fowler
M A Side, Ken City, J F Ranning, Manistee
W R Lawton, Berlin, J B McDonald, Three Rivers
W D Struik, Byron Center, R L Brown & Co., Edgerton
N Bouma, Fisher, H C Clapp & Son, Mendon
Smith & Bristol, Ada, W R Mandigo, Sherwood
D F Watson, Ada, E E Russell, Corning
M Skidmore, Alto, E E Hewitt, Rockford
L Schrock, Clarksville, Geo A Sage, Rockford
A C Barkley, Crosby, John Gunstra, Lamont
J Riddering, Drenthe, Whitaker & Corey, Bronson
T E Condra, Lisbon, W H Pipp, Kalkaska
W H Watta, Bowne Center, S A Hower, Lake City
F Narregang, Byron Center, H T Baldwin, Luther
C K Hoyt & Co., Hudsonville, C S Comstock, Pierson
John Damstra, Gitcheell, A R McKinnon, Shelby
Notier & Verschuier, Holland, Mrs L A Knowles, Stetson
A D Lashill, Oakfield, R K Finch, Saranac
C C Barton, Big Rapids, Barry & Co., Rodney
M M Robson, Berlin, Watrous & Bassford, W Troy
M M Brooks, Austerlitz, Maston & Hammond,
G H Walbrink, Allendale, Grandville
W McWilliams, Conklin, John Baker, Chaucey
Smallegan & Pickard, J Kinney, Kinney
J F Aenry, East Paris, C A Barnes, Otsego
W S Root, Talmadge, Jas Toland, Ross
E J Mansheim, Fisher, J R Harrison, Sparta
I F Siesman, Alpine, Jno Farrowe, So Blenden
D Adams, Alpine, S H Ballard, Sparta
L R Oesena, Kalamo, C B Francis, Sheridan
N B Blain, Lowell, A C Walt, Coast's Grove
W J Clarke, Harbor Springs, Jno A Steketee, Kalamazoo
Carrington & North, Trent, W E Watson, Mancelona
Geo F Goodrich, Fennville, W Watson, Farnellee
F E Riley, Vicksburg, C Y Weiler, Cedar Springs
D E Waters, Remus, J W Colburn & Bro.,
Horace Peck, Walton, A Steketee, Holland
W H Hicks, Allegan, Wm Karsten, Beaver Dam
Neal McMillan, Rockford, Morrell & Campbell,
Hessler Bros., Rockford, Kalkaska
R A Hastings, Sparta, Alex Denton, Howard City
John Crispe, Plainwell, Pearson Bros & Co., Fremont

FROM INDIANA.

White Bros, La Grange
P Long & Co, Brighton
Jonrad & Truesdell,
Shipshewana
E R Steele, La Grange
O D Ford, So Milford
J C Shaffler, Wolcottville
F M Fedder, La Grange
J H Pixley, Howardville
Henry Eshelman,
Wolcottville
Dryer Bros, La Grange
Deham & Sons, Parkville
E A & J W Yeager, Lima
E B McDonald, La Grange
A G Price, Woodruff
Ocker, Mower & Co.,
La Grange
Welt Bros, Wolcottville
Chas L Miller, Wolcottville
L E Miller, Shipshewana
Spallberry Bros, Leonidas

RANDOM REFLECTIONS.

We live in an age emphatically full of wonders—an age in which literature, art and science are moving onward with tremendous strides. Discovery succeeds discovery in a rapid succession of new facts. Compared with our forefathers of a century ago, we crowd the knowledge, the travel and labor of 200 years into lives of 75 to 80. In this respect, our length of life is more than doubled. The so-called visionary dreams and vagaries of the mind, which are the scoffs and jeers of to-day, are the delight, the practically useful and the stubborn facts of to-morrow. The lightnings have been grasped by the hand of man and made obedient to his will—have spoken in an audible voice, saying, "Here we are to do thy bidding"—and who dare assert that one-half its usefulness is yet known. And although "an expression of doubt is the beginning of wisdom," it is wise to halt at the doubt and await the results. From time to time aerial navigation is talked of, and frequently attempted, but the scientific world has awaited in patience the birth of some strong yet lighter material for the construction of its ships of the air. The late announcement of the formation of a syndicate to grapple with this momentous question and, if mind and money can accomplish it, to navigate this boundless etherial sea, without doubt had its inception from the cheap and rapid method of producing aluminum, which, it is believed, will solve this question of the ages. The world is now ripe for this prodigy of the century and that it will be accomplished there is no doubt. The materials, the wealth, the mind and the ambition are all here; and the man who meets them with derision only will be overwhelmed with his own folly. The coming decade will witness aerial navigation in a vigorous infancy. Possibly the reader smiles, but "those who laugh last laugh best," for "wonders never cease."

A car stood on a side track near the union depot several days last week containing gas works in embryo. The owner of the patent claimed that he could manufacture a good quality of gas—as good as that shown in the car, which was certainly of good quality—for five cents per thousand feet and that it could be sold to consumers on a large scale for 50 cents per thousand. This seemed very cheap for illuminating gas, but since the car has left the city, a Lansing gentleman claims to have secured a patent on a machine which will produce gas at 2 cents per thousand. He uses pulverized coal for fuel, and it is injected into the furnace with super-heated steam, producing a good quality of water gas. If the inventors keep on much longer, it will soon be cheaper to live in a blaze of light than exist in total darkness.

That pile of old rags you have purchased and thrown together in the attic, next the roof of your store, are a source of danger you may not be aware of, and there are others stowed away in that dark recess under the stairs. The first is just where the heat ascends, and keeps them constantly warm, now that the fires are started in the stoves and furnaces. The others are not far from the stove and, should there be a few greasy ones among them, will soon all be in a condition to generate spontaneous combustion, which is just as liable to occur at night as by

day. Remove them at once to the cellar, or other damper atmosphere, and avoid a mysterious fire and, possibly, great loss.

FINANCIAL.

Local Stock Quotations.

Reported by the Michigan Trust Company.

Anti-Kalsomine Co.	150
Alpine Gravel Road Co.	77
Alpine 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
Phenix Furniture Co.	60
Slight Furniture Co.	85
Street Railway Co. of Grand Rapids	40
Walker Gravel Road Co.	80
Peninsular Club 4 per cent. Bonds	75

Financial Miscellany.

An increase of 296 National banks during the past year will be shown by the annual report of the Comptroller of the Currency.

The proposed incorporation of the clothing business carried on by Alfred Benjamin & Co., of New York, with a stock capitalization of \$1,500,000, has been abandoned. The total subscription amounted to but \$328,500.

A New York paper is responsible for the statement that at the coming annual meeting of the Pullman Palace Car Co. either the stock will be doubled and 6 per cent. paid on it, or increased 70 per cent. and the present rate, 8 per cent. dividend, maintained.

Jewelry Making in the United States.

We are becoming a nation of watches and breast pins, and the jewelry business is of more magnitude and value than is generally supposed. There are over 200 establishments in Providence, R. I., turning out jewelry and silverware, giving employment to 7,500 people. About 125 concerns, large and small, are engaged in making jewelers' tools, supplies, electroplaters, etc., employing about 3,000 workmen, making a total of nearly 10,000 persons deriving their support from one branch of business. In the former 200 establishments there is invested in plants, machinery, appliances, etc., no less than \$10,000,000. Over \$3,500,000 goes annually into raw materials, and the product amounts to nearly \$10,000,000. The bulk of metal used is brought from refineries in Connecticut. Sixteen years ago there were about seventy-five manufacturers employing from twelve to seventy-five hands each, and a capital of \$15,000 was considered very large.

Cutting Prices.

Cutting prices is generally injurious in the long run to the party who practices it habitually. If resorted to once, the same customer will expect it again, and in the end the merchant has hardly made expenses. The practice tends to make competing houses resort to the same tactics in revenge rather than in self defense, and it generally embitters the minds of the trade against the habitual price cutter. It produces an entirely false state of affairs. Every merchant is entitled to a fair profit on all goods which are just as they are represented and when prices are cut, it is needless to add, this profit is not made. As a matter of trade ethics, no retail merchant has a right to cut prices below this reasonable profit. If they are too high already, it is not cutting to lower them, but rather it is establishing them on a proper and business like basis.

It is manifestly the duty of every dealer to observe certain trade ethics and to keep in harmony with the general trade.

Drugs & Medicines.

State Board of Pharmacy.

One Year—Geo. McDonald, Kalamazoo.
Two Years—Stanley E. Parkhill, Owosso.
Three Years—Jacob Jenson, Muskegon.
Four Years—James Vernor, Detroit.
Five Years—Otmar Eberbach, Ann Arbor.
President—Jacob Jenson, Muskegon.
Secretary—Jas. Vernor, Detroit.
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. Jackman.

Muskegon Drug Clerks' Association.

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

No More Reporters Need Apply.

H. B. Fairchild, Secretary of the Hazeltine & Perkins Drug Co., is the latest victim of the irresponsible interviewer. He recently received a call from a reporter of the Grand Rapids Democrat, who enquired if the enactment of the McKinley bill had advanced any articles in the drug line. The reporter was referred to the market review in the last issue of THE TRADESMAN, from which he undertook to write an interview, but the facts were treated so recklessly that Mr. Fairchild awoke the next morning to find himself the laughing stock of the drug trade, as he was made to say that the recent advance in alcohol and several other articles was due to the new tariff law.

Mr. Fairchild is patient and long suffering and has endured the "roasting" of the drug trade with apparent composure, but he has registered a solemn vow that the next daily newspaper reporter who seeks an audience with him must write out the interview in his presence or find him as dumb as an oyster.

To Prevent Price Cutting.

From the Oil, Paint and Drug Reporter.

The Washington convention of wholesale druggists and manufacturers of proprietary goods had great interest, apparently, for retailers; their representatives, at all events, were there in greater number than usual and the spirited debate was participated in to a large extent by the pharmaceutical delegates. An extension of the rebate system to the retail trade is wanted, and various plans were discussed for giving the relief asked for. Price cutting is acknowledged to be making greater inroads on the legitimate trade, and the two associations referred to are asked to take some joint action by which the growing evil can be curtailed in its progress or gradually wiped out. Substitution and simulation are also matters about which the manufacturers are very sensitive, and if one good turn deserves another, it is hoped to bring about some sort of a reciprocity scheme by which the proprietor, wholesaler and retailer would be equally benefited. The wholesaler also desires to be relieved of the necessity of selling in a retail way at wholesale prices, and that reform is expected to be inaugurated by adding a few words to the present contracts.

The various suggestions are now in the hands of a conference committee of nine, representing the jobbers, manufacturers and retailers, with M. N. Kline as the directing mind. Something may be evolved from the interesting controversy, and the result of the conference will be watched with eager interest.

How to Utilize Empty Cigar Boxes.

From the Western Newsman.

The other day a dealer called our attention to an enormous quantity of empty cigar boxes. "What shall I do with them," he asked. We entered into a lengthy discussion on the subject and a great many ideas suggested themselves. It was finally determined to build a large

pyramid with them and place it in front of the store as an advertisement. The plan has been carried into execution. Now, talk about your Indian figures and other carved images, but that pyramid of tobacco pails and cigar boxes "takes the cake." It is the best advertisement we ever saw, and at little expense. You will do well to try it. When you have your pyramid constructed, simply give it a coat of varnish to protect the labels, and it will stand out bright and glittering, and attract universal attention.

The Board of Pharmacy Getting Nearer the Trade.

The crusade inaugurated by Frank J. Wurzburg, at the Petoskey convention of the M. S. P. A., two years ago, has finally resulted in placing all appointments to the Board of Pharmacy under the control of the Association, as should have been the case from the inception of the Pharmacy law. At the recent convention, held at Saginaw, the matter was introduced by President Inglis in his annual address and, after a somewhat lengthy debate, it was decided to submit the matter to the vote of the members, soliciting each year from each druggist owing allegiance to the Association the names of five persons from whom the Governor may select one for appointment to the Board. Messrs. Inglis, Haynes and Caldwell, all of Detroit, were constituted a committee to carry this plan into execution.

The member whose term expires with the present year is Geo. McDonald, of Kalamazoo, who has served on the Board ever since it was inaugurated, six years ago, and who is now acting in the capacity of Treasurer.

The Drug Market.

Opium is unsettled. Morphia is as yet unchanged, but will be lower soon. Quinine has declined for foreign brands. Domestic is unchanged. Borax has advanced. Copperas is higher. Malaga olive oil has declined. Oil sassafras has declined. Oil peppermint is higher. Salacine has advanced. Nitrate silver is lower. Golden seal root is lower. Tin ointment boxes have advanced 12½ per cent. White and red lead have advanced ¼c.

Transparent Cement.

According to a French journal, a transparent cement can be prepared from the following formula: In a vial place 10 parts chloroform with 12½ parts non-vulcanized India rubber (in small pieces). The solution is readily effected; when ended, add 2½ parts gum mastic, and let the whole stand in cold for from eight to ten days. The cement is perfectly transparent and very sticky.

The prospects of the American Cotton Oil Co.'s business this year may be inferred from the fact that cotton seed is \$3 per ton cheaper than last year, while oil is steady in price and lard is higher. The company consumes 600,000 tons of seed per year, and the reduction in the price of it will alone make a difference of \$1,800,000 in favor of the company.

Will Meet with Approval.

The drug stores of Adrian have entered into an agreement to remain closed hereafter on Sundays, except between the hours of 8:30 to 10 o'clock a. m., and from 4:30 to 6:30 p. m. This is a sensible arrangement and will meet with the approval of the public—and the drug clerks.

Didn't Know Him.

"Simpson is a curious fellow; I never knew him to laugh at a joke."
"Then it's evident you never heard him tell one himself."

Alpena—O. E. Gjornd is the successor of John Day in the grocery business.

Why the Elixir Didn't Take.

From the New York Sun.

A fakir in medicines had just opened out in St. Thomas, when a sturdy young farmer pushed his way into the crowd and said:

"See here, mister man, you were over at Clifton in June?"

"Yes, sir."

"You were selling this same stuff?"

"I was."

"Warranted to cure rheumatism, neuralgia, headache, ague, bad liver, indigestion and about forty other things?"

"Yes, sir. I guarantee it."

"I had a torpid liver. I went to three different doctors, and all of 'em said she was torpid. I paid you a dollar for a bottle."

"Well?"

"Well, she didn't cure. Didn't have no more effect than water. I want my money back."

"Gentlemen!" exclaimed the fakir, as he looked around on the crowd, "you have heard what this man said. He calls my South American elixir a 'fraud' because it didn't cure his liver trouble."

"No; it didn't!" shouted the farmer.

"Then let us see why. Did you eat pork?"

"No, sir."

"Sleep on a feather bed?"

"No, sir."

"Drink tea or coffee?"

"No, sir."

"Take plenty of exercise?"

"Yes, sir."

"Have a bath once or twice a week?"

"Yes, sir."

"Go to bed early?"

"Yes, sir."

"Now, then, my friend, answer me one more question. What was the state of your mind while taking my elixir?"

"P—purty fair."

"Weren't you engaged to a girl?"

"Y—yes, sir."

"And didn't she give you the shake? Speak right up now."

"She—she married another man," stammered the farmer, as he tried to get out of the crowd.

Ah! I knew it! Gentlemen, behold the conspirator—the assassin—the Shylock! He is in love. His liver is torpid. He buys a bottle of my elixir. It is warranted to take the kinks out of a torpid liver at the rate of forty kinks an hour; but does he give it a fair show? No, gentlemen! This fiend in human form pursues his fair victim. He offers her his heart, but she won't have it. He persists. She still refuses. He finally loses her. Emotion bangs his liver from port to starboard—adds to the number of kinks—wabbles all over Ontario, and then he calls me a swindler because I haven't cured him. Gentlemen, who is the swindler—the arch fiend?"

The crowd cheered him again and again, while the farmer made all haste to get out of sight, and after peace had been restored, the fakir held up one of the bottles and said:

"Now, then, who takes the first bottle? Compounded by a South American hermit from herbs and roots grown in a mysterious valley, and I'll give \$100 for any complaint it won't cure. This is my twenty-third farewell tour, and the sales have been 40,000,000 bottles. Patented in every country on the earth, and the recipient of sixty-four royal decorations. Only a dollar a bottle and who takes the first?"

No Work, No Pleasure.

Some polemics argue that but for that unfortunate affair in Paradise, we should now be living in a play-day instead of a work-day world. Yet labor seems so essential to the happiness of the human family as at present constituted, that one can scarcely conceive of true enjoyment without it. It is not reasonable to suppose that Adam was ever an idle man, or Eve an indolent woman.

When we are past work, the remembrance of our labors, if they have been honorable and useful, is the chief solace of our retirement. Does a man derive the same pleasure from the possession of wealth, when he has received it as an inheritance, that he would have derived from a competence won by the sweat of his brow or the energy of his

brain? Every one knows that he does not. The veteran merchant takes comfort in the recollection of his business enterprises, when the pastimes and recreations of his youth and maturity seem to him "stale, flat and unprofitable."

Yes, the memories of labor are sweet. Let the father who desires the real happiness of his children set them to work—endeavor to give them a relish for employment. No matter how rich in this world's goods he may be able to make them, he is not their true friend if he brings them up in idleness.

"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.

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CINSENC ROOT.

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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, 30c. and upward.
WOOLRICH & Co. on every label.

ACME WHITE LEAD & COLOR WORKS
DETROIT,
MANUFACTURERS OF

LATEST ARTISTIC SHADES OF



FOR Interior AND EXTERIOR DECORATION

F. J. WURZBURG, Wholesale Agent
GRAND RAPIDS.

Do You Observe the Law?

If not, send \$1.00 to

THE TRADESMAN COMPANY,
For their combined

LIQUOR & POISON RECORD.

Wholesale Price Current.

Advanced—Oil Peppermint, Salacine, White Lead.
Declined—Foreign Quinine, Malaga Oil, Oil Sassafras, Nitrate Silver, Golden Seal Root

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzolcum German.	80 10	Aloes	50
Boracic	30 30	and myrrh.	60
Carbolicum	33 40	Arnica	50
Citricum	50 55	Asafetida.	0
Hydrochlor	30 5	Atrope Belladonna.	60
Nitrosum	10 13	Benzoin	60
Oxalicum	10 13	Co.	50
Phosphoricum dil.	11 20	Sanguinaria	50
Salicylicum	1 40 1 80	Barum	50
Sulphuricum	1 1 5	Cantharides	50
Tannicum	1 40 1 60	Cardamon	75
Tartaricum	40 42	Castor	1 00
AMMONIA.		Catechu	50
Aqua, 16 deg.	50 7	Cinchona	50
" 20 deg.	70 8	Co.	60
Carbonas	11 13	Columba	50
Chloridum	12 14	Conium	50
ANILINE.		Cubeba	50
Black	2 00 2 25	Digitalis	50
Brown	45 50	Ergot	50
Red	45 50	Gentian	50
Yellow	2 50 3 00	Gualca	50
BACCÆ.		ammon.	60
Cubee (po. 1 50)	1 60 1 75	Zingiber	50
Juniperus	80 10	Hyoscyamus	50
Xanthoxylum	25 30	Iodine	75
BALSAMUM.		Colorless	75
Copaiba	60 65	Ferri Chloridum	35
Peru	61 35	Kino	50
Terabin, Canada	35 40	Lobelia	50
Tolutan	45 50	Myrrh	50
CORTEX.		Nux Vomica	50
Abies, Canadian	18	Opil	85
Cassiae	11	Camphorated	50
Cinchona Flava	18	Deodor	2 00
Euonymus atropurp.	30	Aurant Cortex	50
Myrica Cerifera, po.	30	Quassia	50
Prunus Virgini.	12	Rhatany	50
Quillala, grd.	12	Rhubarb	50
Sassafras	12	Cassia Acutifol.	50
Ulmus Po (Ground 12)	10	Co.	50
EXTRACTUM.		Serpentaria	50
Glycyrrhiza Glabra.	24 25	Stromonium	60
" po.	33 35	Tolutan	60
Haematox, 15 lb. box.	11 12	Valerian	50
" 18.	13 14	Veratrum Verde.	50
" 1/4s.	14 15	MISCELLANEOUS.	
" 1/4s.	16 17	Ether, Spts Nit, 3 F.	20 28
FERRUM.		" 4 F.	30 32
Carbonate Precip.	15	Alumen	2 1/2 3 1/2
Citrate and Quinia	50	" ground, (po.	3 4
Citrate Soluble	50	Annatto	55 60
Ferrocyanidum Sol.	50	Antimoni, po.	4 5
Solut Chloride	15	" et Potass T.	55 60
Sulphate, com'l.	1 1/2 2	Antipyrin	1 35 1 40
" pure	7	Antifebrin	25
FLORA.		Argentil Nitras, ounce	78
Arnica	20 22	Arsenicum	50 7
Anthemis	20 25	Balm Gilead Bud.	38 40
Matricaria	25 30	Bismuth S. N.	2 10 2 20
FOLIA.		Calcium Chlor, is, (1/2s	11; 1/2s, 12)
Barosma	20 22	" 11; 1/2s, 12)	9
Cassia Acutifol, Tin-	25 28	Cantharides Russian,	1 75
nelly	25 28	po	1 75
" " Aix.	35 50	Capsici Fructus, af.	16
Salvia officinalis, 1/4s	12 15	" " po.	20
and 1/4s.	12 15	" " B po.	15
Ura Ursi.	80 10	Caryophyllus, (po. 20)	15 18
GUMMI.		Carmin, No. 40	23 75
Acacia, 1st picked	1 00	Cera Alba, S. & F.	50 55
" 2d	90	Cera Flava	38 40
" 3d	80	Coccy	40
" sifted sorts.	65	Cassia Fructus	20
" po.	75 1 00	Centraria	10
Aloe, Barb, (po. 60)	50 60	Cetaceum	45
" Cape, (po. 20)	50	Chloroform	50 55
" Socotri, (po. 60)	50	" squibbs.	1 00
Catechu, 1s, 1/4s, 1/2s,	1	Chloral Hyd Crst.	1 50 1 75
16)	1	Chondrus	20 25
Ammoniac	25 30	Cinchonidine, P. & W	15 20
Assafetida, (po. 30)	15	" German	40 10
Benzoinum	50 55	Corks, list, dis. per	60
Camphora	50 52	cent	60
Euphorbium po	35 10	Creasotum	50
Galbanum	63 00	Creta, (bbl. 75)	2
Gamboge, po.	80 95	" prep.	50 5
Gualacum, (po 50)	20	" precip.	80 10
Kino, (po. 25)	20	Rubra.	8
Mastic	80	Crocus	30 35
Myrrh, (po. 45)	40	Cudbear	24
Opil, (po. 5 40)	4 00 4 10	Cupri Sulph.	80 9
Shellac	28 40	Dextrine	10 12
" bleached	73 35	Ether Sulph.	68 70
Tragacanth	30 75	Emery, all numbers.	7
HERBA—In ounce packages.		Ergota, (po.) 60	50 55
Absinthium	25	Flake White	23
Eupatorium	20	Gambler	8 9
Lobelia	25	Gelatin, Cooper	90
Majorum	28	" French	40 60
Mentha Piperita	23	Glassware flint, 70 per cent.	90 15
" Vir.	25	by box 60 less	90 15
Rue	30	" White	13 25
Tanacetum, V.	22	Glycerina	18 25
Thymus, V.	25	Grana Paradisi	22
MAGNESIA.		Humulus	25 40
Calcined, Pat.	55 60	Hydraag Chlor Mite.	61 05
Carbonate, Pat.	20 22	" Cor	95
Carbonate, K. & M.	30 35	" Ox Rubrum	61 15
Carbonate, Jennings.	35 36	" Ammoniat.	61 25
OLEUM.		" Unguentum.	10 60
Absinthium	5 00 25 50	Hydrargyrum	92
Amygdalae, Dulc.	45 75	Ichthyobolla, Am.	1 25 1 50
Amygdalae, Amarae	8 00 28 25	Indigo	75 100
Anisi	2 00 2 10	Iodine, Resub.	3 75 3 85
Aurant Cortex	2 50	Iodoform	70
Bergamill	3 25 4 00	Lupulin	85 100
Cajuputi	90 100	Lycopodium	50 60
Caryophylli	1 25 1 30	Macis	80 85
Cedar	35 65	Liquor Arsen et Hy-	27
Chenopodii	61 75	drarg Iod.	10 12
Cinnamomi	1 40 1 50	Liquor Potass Arsenit.	10 12
Citronella	45	Magnesia, Sulph (bbl	20 3
Conium Mac.	35 45	" 1/4)	20 3
Copaiba	1 30 1 30	Mannia, S. F.	50 60

Morphia, S. P. & W.	2 85 3 10	Seidlitz Mixture	25	Lindseed, boiled	65	68
S. N. Y. Q. &	2 85 3 10	Sinapis	18	Neat's Foot, winter	50	60
C. Co	2 85 3 10	" opt.	30	strained	45 1/2	59
Moschus Canton.	70 75	Snuff, Maccaboy, De	35	Spirits Turpentine	bbl. 1b.	
Myristica, No. 1	70 75	Voos	35	PAINTS.		
Nux Vomica, (po 20)	33 38	Snuff, Scotch, De. Voos	35	Red Venetian	13 1/2	20 3/2
Os. Sepia	33 38	Soda Boras, (po. 13)	12 1/2	Ochre, yellow Mars.	13 1/2	20 3/2
Pepsin Saac, H. & P. D.	33 38	Soda et Potass Tart.	30 33	" Ber.	13 1/2	20 3/2
Co	22 00	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2	2 1/2 3/2
Picis Liq, N. C., 1/2 gal	22 00	Soda, Bi-Carb.	5	" strictly pure	2 1/2	2 1/2 3/2
Picis Liq, quarts	21 00	Soda, Ash	3 1/2 4	Vermillion Prime Amer-	13 1/2	16
Pil Hydrarg, (po. 80)	50	Soda, Sulphas.	2	ican	13 1/2	16
Piper Nigra, (po. 22)	50	Spts. Ether Co	50 55	Vermillion, English	85 88	
Piper Alba, (po 25)	50	" Myrcia Dom.	25	Green, Peninsular	70 75	
Pix Burgum	35	" Myrcia Imp.	23 00	Lead, red	67 1/2	
Plumbi Acet.	14 15	" Vini Rect. bbl.	2 31	" white	67 1/2	
Pulvis Ipecac et opil.	1 10 1 20	Less 50 gal, cash ten days.	2 31	Whiting, white Span.	67 1/2	
Santonine	14 15	Strychnia Crystal	1 10	Whiting, Gilders	2 00	
Pulvis Ipecac et opil.	1 10 1 20	Sulphur, Subl.	2 1/2 3 1/2	White, Paris American	1 00	
Pyrethrum, boxes H	30 35	" Roll	2 1/2 3	Whiting, Paris Eng.	1 40	
& P. D. Co, doz.	30 35	Tamarinds	3 10	cliff	1 40	
Quassia	80 10	Terebenth Venice	28 30	Pioneer Prepared Paint	20 21 4	
Quinia, S. P. & W.	39 44	Theobromae	55 60	Swiss Villa Prepared	1 00 1 20	
" S. German	28 38	Vanilla	9 00 2 16 00	Paints	1 00 1 20	
Rubia Tinctorum	12 14	Zinci Sulph.	7 8	VARNISHES.		
Saccharum Lactis pv.	38	OILS.		No. 1 Turp Coach	1 10 1 20	
Salacin	2 00 2 10	Whale, winter	Bbl. Gal	Coach Body	2 75 3 00	
Sanguis Draconis	40 50	Santa, extra	70	No. 1 Turp Furn	1 00 1 10	
Santonine	12 14	Sapo, W.	8 10	Eutra Turk Damar	1 55 1 60	
Sapo, W.	8 10	" M.	45 50	Japan Dryer, No. 1	70 75	
" G.	15	Linseed, pure raw	62 65	Turp.	70 75	

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

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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,
Cins, 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 Guar-
antee Satisfaction.
All orders are Shipped and Invoiced the same day we re-
ceive them. Send in a trial order.

Hazeltine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

GROCERIES.

A Plea for Equal Rights and Privileges.
J. H. Fenimore in the National Commercial Traveler.

We had finished our lunch of eggs, biscuit, cold chicken and coffee at the lunch stand and asked the man across the counter how much we owed the establishment, and he answered by asking a question himself, and that was, "Are you a railroad man?" Of course, we said no, when he meekly replied, "Seventy-five cents." Now, suppose we were a railroad man, how much would this same food have cost us? After glancing over the empty plates he replied forty cents. The same day we were in a barber-shop getting shaved and were handed a 15-cent check, when a man living in the same city and shaved at the same chair only paid 10 cents. It was the writer's privilege to overhear a conversation between two livery men who had been consulted by a traveling man that day about taking him eight miles when one said, "Charge him \$3.50, for he's a traveling man and his house pays for it." The man who wanted to make the drive was posted and another more enterprising and less mercenary man took him for \$2.

In this connection, we want to ask, why are the traveling men discriminated against at every point? Why do hotels charge him from 20 to 50 per cent. more than they do other people who eat as much or more? Have the hotels, bus men, restaurant men, livery men, barbers and the public generally combined to rob the traveling salesman and charge them more for the same accommodations than they do others—and they ease their consciences, if they have any, with the statement that his house is rich and pays the bills? If so, it is unfair, mean and unjust and deserves the condemnation of all fair-minded people. If these same pirates who stand with one hand on the traveling man's throat and the other in his pocket would only stop to think and be fair, they would see that, instead of taking it from his "rich house," they are taking it from the poor salesman and they might be more lenient. We say they might be more lenient. Every salesman, no matter his line, has his salary based on the goods he sells and what it costs to sell them. Tobacco manufacturers count cost per pound, soap men cost per box, iron men cost per ton, starch men cost per pound, and many others on the net profit of the salesman's labor. If, for instance, a salesman had passed over every railway, for board at every hotel and had no expense account at all, he would be a desirable man for any house and they would pay him a larger salary than otherwise, because he would cost them nothing to travel. So on the same principle his house figures expenses, salary and net profit, and if his profits are light at the end of the year he gets no increase of salary, if indeed he retains his position. And you who have charged him in excess of others on the supposition that his house pays for it are the cause of his discharge. As a class, we are willing to pay for what we get, but want what we pay for. We want no farmers' rates at hotels, no theatrical rates on baggage, no passes on railways, but we want just the same as others pay for a like accommodation, and it is only fair we should have it. Every man has his hand in the traveling man's pocket and he gets no favors or special rates from anybody. His customer expects a dinner, theater, or good cigar, "because the house pays for it," the waiter an extra quarter, "because the house pays for it," and to get along pleasantly with his friends and trade there are a hundred little expenses incurred, and the house don't and won't pay for it. We can't cut down expenses if trade is dull, as railways, hotels and our houses do, for on we must go hunting, begging, scheming for business, and at the final "round-up" employers tell us our expenses are too great for the condition of trade and are laid off to further retrench their expenses.

We make the statement here, and we can substantiate it by dozens of men, that there is not one man in fifty who does not use a part of his salary for expenses of his house; and this is partly,

at least, due to the fact that, as we before stated, every man wants a whack at the money that he *thinks* belongs to the house, when it really belongs to the salesman. Place us on an equal footing with other of your patrons and spare us the chilly, cheerless look of our employers at the end of the year.

How to Identify a Drummer.

From the Boston Journal of Commerce.

"There is no source of annoyance to a traveling man so great," remarked one of the fraternity the other evening, "as the necessity to which we are frequently put of securing men to identify us when we desire to cash drafts or money orders. We are, all of us, annoyed and embarrassed at such time, and I never saw any scheme to do away with the difficulty until one day last week in Des Moines, Iowa.

"After dinner a friend of mine said to me, 'come down to the bank a minute. Want to show you something.'

"We went down and he remarked to the paying teller:

"'Draft here for me?' 'Yes sir,' responded the banker.

"'Photograph accompanying it?' 'Yes sir.'

"'Please look at it and see if I am the man.'

"The clerk did so. He was the man, and a moment later he had his money and had been subjected to no trouble or mortification at all.

"He told me, as he went out, that he immediately returns the photograph to his house. They always enclose it with drafts. It's the cleverest scheme I ever saw."

Wools Without Change -- Hides and Tallow Lower.

Wool markets are still stronger, with manufacturers buying freely. It is their golden opportunity, believing wools are as cheap as they will be for a long time to come. The advance has been but 2c in the last three weeks, and the market is back to where the wools were bought. So far, the margin to dealers is small. Both growers and dealers have advanced prices and hold strong for a further advance, which will be slow and long coming. Goods have advanced, which was forced by the manufacturers.

Hides are lower. The decline has been as rapid as the advance of six weeks ago, and they are likely to go lower. Light cattle are in abundance on Chicago market, caused by short grazing and corn crop west, and light hides have accumulated.

Tallow is lower, with ample supply and a weak market.

The Grocery Market.

Sugar is a little higher. Corn syrup manufacturers warn the trade that an advance may be expected soon. Imported macaroni and vermicelli have advanced 1½c per pound. Crosse Blackwell pickles have advanced 25c per dozen all around, owing to the increase of the duty. Barrel pickles are unsettled, owing to the presence of some stocks bought early in the season at low prices. Wilson & McCauley announce an advance on "No Tax" plug of 1c per pound.

How to Sweep a Store.

From the Commercial Enquirer.

We don't use a leaky old sprinkling pot to sop the floor all over in puddles when we sweep. No, sir! We have wet sawdust, and I put a row of it across one end of the store and sweep that right along to the other end, just like a regiment marching across a ten acre lot. It catches all the dirt and carries it along. If it gets a little dry, I add some more. Some folks scatter sawdust all over the floor, but Mr. Vanders says that's no good; that the reason for using sawdust is to avoid wetting the floor all over and to have something that will absorb the dust.

Shoes to be Advanced.

A New York dispatch, under date of Oct. 8, is as follows:

About 130 shoe manufacturers, representing all parts of the country, met here yesterday and decided that there must be an advance in the price of shoes. This decision was reached only after a long discussion. It was said that the advance would be from 25 to 50 cents a pair.

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—Green, \$3.50 for winter grades and \$2.50 for cooking stock.

Apples—Evaporated are in small demand at 13¢. Sundried have not yet put in an appearance in any considerable quantity.

Beans—The crop is coming in freely, purchases being made on the basis of \$1.65 to \$1.80 for country hand-picked. City picked is held at \$2.10.

Beets—New, 50c per bu.

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

Cabbages—40c per doz. or \$4 per 100.

Carrots—30c per bu.

Celery—20¢ to 5c per doz.

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

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. The market is firm and dealers prophesy higher prices in the near future.

Eggs—The market is steady, owing to the high prices ruling in the eastern markets. Dealers pay 15c and hold at 17c.

Field Seeds—Clover, mammoth, \$4.60 per bu.; medium, \$4.30 to \$4.40. Timothy, \$1.50 per bu.

Grapes—Niagaras and Delawares command 7¢. Ives and Concord are entirely out of market.

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

Maple Syrup—75¢ to 85c per gal.

Onions—The market is firm and higher, dealers paying 75c and holding at 90c.

Peaches—Entirely out of market.

Potatoes—The market is weaker, owing to the accumulation of stocks at most of the principal shipping points. Local handlers pay 50¢ to 55c here at the principal buying points in the State.

Quinces—\$2 to \$2.50 per bu.

Sweet Potatoes—Baltimores, \$3 per bbl; Jersey, \$3.50 per bbl.

Tomatoes—Home stock commands \$1 per bu.

Turnips—30¢ to 35c per bu.

PROVISIONS.

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

PORK IN BARRELS.	
Mess, new.	11 50
Short cut.	12 50
Extra clear pig, short cut.	12 50
Extra clear, heavy.	13 25
Clear, fat back.	13 25
Boston clear, short cut.	13 50
Clear back, short cut.	13 50
Standard clear, short cut, best.	14 00
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.	7 1/2
50 lb. Tins.	7 1/2

LARD—Family.

Tierces.	6
30 and 50 lb. Tubs.	6 1/4
3 lb. Pails, 20 in a case.	7
5 lb. Pails, 12 in a case.	6 1/2
10 lb. Pails, 6 in a case.	6 1/2
20 lb. Pails, 4 in a case.	6 1/2
50 lb. Cans.	6 1/4

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.	10 1/2
" " 12 to 14 lbs.	10 1/2
" picnic.	8
" best boneless.	10
Shoulders.	7
Breakfast Bacon, boneless.	8
Dried beef, ham prices.	9
Long Clinks, heavy.	6 1/2
Briskets, medium.	6 1/4
" light.	6 1/4

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.	
Whitefish.	@ 7 1/2
" smoked.	@ 8
Trout.	@ 7 1/2
Halibut.	@ 15
Ciscoes.	@ 4
Flounders.	@ 9
Bluefish.	@ 10
Mackerel.	@ 25
Cod.	@ 10
California salmon.	@ 22

OYSTERS—Cans.

Fairhaven Counts.	@ 35
F. J. D. Selects.	@ 28
Selects.	@ 25
F. J. D.	@ 23
Anchors.	@ 20
Standards.	@ 18

OYSTERS—Bulk.

Standards, per gal.	@ 1 30
Selects, "	@ 1 75

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass.	4 @ 6 1/2
" hind quarters.	5 1/2 @ 6 1/2
" fore "	5 @ 3 1/2
" loins, No. 3.	@ 9
" ribs.	@ 7 1/2
" rounds.	5 1/2 @ 6 1/2
" tongues.	@ 6
Hogs.	@ 5
Bologna.	@ 8 1/2
Pork loins.	@ 6
" shoulders.	@ 6
Sausage, blood or head.	@ 5
" liver.	@ 5
" Frankfort.	@ 7 1/2
Mutton.	6 1/2 @ 7
Veal.	6 1/2 @ 7

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.	
Standard, per lb.	8 1/2 @ 9
" H. H.	8 1/2 @ 9
" Twist.	8 1/2 @ 9
Cut Loaf.	@ 10
Assorted Cream.	@ 12
Extra H. H.	@ 11

MIXED CANDY.

Standard, per lb.	8 1/2
Leader.	8 1/2
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
Gum Drops.	10
Licorice Drops.	18
A. B. Licorice Drops.	14
Lozenges, plain.	14
" printed.	15
Imperial.	14
Motives.	15
Cream Bar.	13
Molasses Bar.	13
Caramels.	16 to 18
Hand Made Creams.	18
Plain Creams.	16
Decorated Creams.	20
String Rock.	15
Burnt Almonds.	22
Wintergreen Berries.	14

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.

Jamaica, Bbl.	@ 7 00
LEMONS.	
Messina, choice, 360.	@ 7 50
" 300.	@ 8
" fancy, 360.	@ 8 50
Malaga.	@ 6 50

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.	@ 17
" Ivaca.	@ 17
" California.	@ 2
Brazils.	@ 16
Walnuts, Grenoble.	@ 17 1/2
" Marbot.	@ 14
Pecans, Texas, H. P.	@ 16
Cocoanuts, full sacks.	@ 5 00

PEANUTS.

Fancy, H. P., Bell.	@ 10 1/2
" Roasted.	@ 12 1/2
Fancy, H. P., Stars.	@ 9 1/2
" Roasted.	@ 11 1/2
Choice, H. P., Ex Prince.	@ 9 1/2
" Roasted.	@ 11 1/2
Fancy, H. P., Steamboats.	@ 9 1/2
" Roasted.	@ 11

*You can make more money
by using Papefation 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.		Halbutt..... @	
Chicago goods.....		German Sweet..... 32		Mack. sh's, No. 2 1/2 bbl 12 00	
Frazer's..... \$2.40		Premium..... 34		" " 12 lb kit. 1.30	
Aurora..... 1.75		Pure..... 38		" " 10 " 1.20	
Diamond..... 1.80		Breakfast Cocoa..... 40		White, No. 1, 1/2 bbls. @5.50	
		Broma..... 37		" 12 lb. kits. 1.00	
		COCOA SHELLS.		" 10 lb. kits. 80	
BAKING POWDER.		Bulk..... 4 @4 1/2		" Family, 1/2 bbls. 3.00	
Thepure, 10c packages..... \$1.20		Pound packages..... @7		kits 65	
" 1/2 lb. "..... 1.56		COFFEE EXTRACT.		HERBS.	
" 6 oz. "..... 2.28		Valley City..... 75		Sage..... 9	
" 1/2 lb. "..... 2.70		Felix..... 1 15		Hops..... 14	
" 1 lb. "..... 5.40		Hummel's..... 65		JELLIES.	
" 5 lb. "..... 26.00		COFFEE—Green.		Chicago goods..... 5 1/2	
Less 20 per cent. to retailers.		Rio, fair..... @21		LAMP WICKS.	
Absolute, 1/2 lb. cans, doz. 1.00		" good..... 21 @22		No. 30	
" 1/2 lb. "..... 1.90		" prime..... 23		No. 1..... 40	
" 1 lb. "..... 3.50		" fancy, washed..... 24		No. 2..... 50	
Acme, 1/2 lb. cans, 3 doz..... 75		" golden..... 23 @24		LICORICE.	
" 1/2 lb. " 2 "..... 1.50		Santos..... 23 @24		Pure..... 30	
" 1 lb. " 1 "..... 3.00		Mexican & Guatemala..... 23 @24		Calabria..... 25	
" bulk..... 20		Java, Interior..... 24 @25		Sicily..... 18	
Our Leader, 1/2 lb. cans..... 45		" Mandehing..... 27 @30		LYE.	
" 1/2 lb. "..... 75		Peaberry..... 22 @24		Condensed, 2 doz..... 1.25	
" 1 lb. "..... 1.50		Mocha, genuine..... 26 @28		MATCHES.	
Telfer's, 1/2 lb. cans, doz. 45		To ascertain cost of roasted		No. 9 sulphur..... 2.00	
" 1/2 lb. "..... 85		coffee, add 1/2 c. per lb. for roasting		Anchor parlor..... 1.70	
" 1 lb. "..... 1.50		and 15 per cent. for shrinkage.		No. 2 home..... 1.10	
BATH BRICK.		COFFEES—Package.		Export parlor..... 4.00	
English, 2 doz. in case..... 80		Bunola..... 24 1/2		MOLASSES.	
Bristol, 2 doz. in case..... 75		" in cabinets..... 25 1/4		Black Strap..... 17	
American, 2 doz. in case..... 70		McLaughlin's XXXX..... 25 1/4		Cuba Baking..... 22	
BLUING.		Lion..... 25 1/4		Porto Rico..... 26 @33	
Dozen		" in cabinets..... 26		New Orleans, good..... 35	
Mexican, 4 oz..... 30		Durham..... 25		" choice..... 40	
" 8 oz..... 60		CLOTHES LINES.		" fancy..... 70	
" 16 oz..... 90		Cotton, 40 ft..... per doz. 1.35		One-half barrels, 3c extra.	
BROOMS.		" 50 ft..... 1.50		OATMEAL.	
No. 2 Hurl..... 1.75		" 60 ft..... 1.75		Barrels..... 5.75	
No. 1..... 2.00		" 70 ft..... 2.00		Half barrels..... 3.00	
No. 2 Carpet..... 2.25		" 80 ft..... 2.25		ROLLED OATS.	
No. 1..... 2.50		Jute 60 ft..... 1.00		Barrels..... @5.75	
Parlor Gem..... 2.00		" 72 ft..... 1.15		Half bbls..... @3.00	
Common Whisk..... 90		CONDENSED MILK.		OIL.	
Fancy..... 1.20		Eagle..... 7.50		Michigan Test..... 9 1/4	
Mill..... 3.25		Anglo-Swiss..... 6.00 @ 7.60		Water White..... 10	
Warehouse..... 2.75		COUPONS.		PICKLES.	
CANDLES.		" Superior.....		Medium..... 8.00	
Hotel, 40 lb. boxes..... 10		\$ 1. per hundred..... 2.50		Small, 1/2 bbl..... 25	
Star, 40 "..... 9 1/2		\$ 2. "..... 3.00		" 1/2 bbl..... 9.00	
Paraffine..... 11		\$ 5. "..... 4.00		" 1/2 bbl..... 4.75	
Wicking..... 25		\$10. "..... 6.00		PIPES.	
CANNED GOODS—Fish.		" Tradesman.....		Clay, No. 216..... 1.75	
Clams, 1 lb. Little Neck..... 1.10		\$ 1. per hundred..... 2.00		" T. D. full count..... 75	
Clam Chowder, 3 lb..... 2.10		\$ 2. "..... 2.50		Cob, No. 3..... 1.25	
Cove Oysters, 1 lb. stand..... 1.15		\$ 5. "..... 3.00		PRESERVES.	
" 2 lb..... 2.20		\$10. "..... 4.00		Chicago goods..... 7	
Lobsters, 1 lb. picnic..... 1.90		\$20. "..... 5.00		RICE.	
" 1 lb. Star..... 2.65		Subject to the following dis-		Carolina head..... 7	
" 1 lb. Star..... 2.50		counts:		" No. 1..... 6 1/2	
" 2 lb. Star..... 3.25		200 or over..... 5 per cent.		" No. 2..... 6 @	
Mackerel, in Tomato Sauce..... 2.25		500 "..... 10		" No. 3..... 7	
" 1 lb. stand..... 1.20		1000 "..... 20		SNUFF.	
" 2 lb. in Mustard..... 2.25		CRACKERS.		Scotch, in bladders..... 37	
" 3 lb. soured..... 2.50		Kenosha Butter..... 7 1/2		Maccaboy, in jars..... 35	
Salmon, 1 lb. Columbia 75 @1.90		Seymour..... 5 1/2		French Rappee, in jars..... 43	
" 1 lb. Alaska..... @1.60		Butter..... 5 1/2		SOAP.	
Sardines, domestic 1/4s..... 6		" family..... 7 1/2		Detroit Soap Co.'s Brands.	
" 1/4s..... @ 8		" biscuit..... 6 1/2		Superior..... 3.30	
" Mustard 1/4s..... @10		Boston..... 7 1/2		Queen Anne..... 3.85	
" imported 1/4s..... @12		City Soda..... 7 1/2		German Family..... 3	
" spiced, 1/4s..... @12		Soda..... 6		Mottled German..... 3.00	
Trout, 3 lb. brook..... 2.50		S. Oyster..... 5 1/2		Old German..... 2.70	
CANNED GOODS—Fruits.		City Oyster, XXX..... 5 1/2		U. S. Big Bargain..... 2.00	
Apples, gallons..... 50		Shell..... 6		Frost, Floater..... 3.75	
Apricots..... 2.50		CREAM TARTAR.		Cocoa Castle..... 3.00	
Blackberries..... 1.20		Strictly pure..... 38		Cocoa Castle, Fancy..... 3.30	
Cherries, red..... 1.30		Grocers'..... 25		Allen B. Wisley's Brands.	
" pitted..... 1.40		DRIED FRUITS—Domestic.		Happy Family, 75..... 2.90	
Damsons..... 1.50		Apples, sun-dried..... 8 1/2 @ 9		Old Country, 80..... 3.30	
Egg Plums..... 1.50		" evaporated..... @21		" a 100..... 3.60	
Gooseberries..... 1.25		Apricots..... @21		B. Wier, 100..... 3.15	
Grapes..... 1.50		Blackberries..... @21		SAL SODA.	
Green Gages..... 1.50		Nectarines..... 16 1/2		Kegs..... 1 1/2	
Peaches, pie..... 1.90		Peaches..... 16 1/2		Granulated, boxes..... 2	
" seconds..... 2.20		Plums..... 16 1/2		SAPOLIO.	
" stand..... 2.65		Raspberries..... 16 1/2		Kitchen, 3 doz. in box..... 2.50	
" California..... 2.85		DRIED FRUITS—Prunes.		Hand 3 "..... 2.50	
Pears..... 1.50		Turkey..... @ 7 1/2		Snider's Tomato..... 2.40	
Pineapples, common..... 1.25		Bosnia..... @ 8 1/2		SPICES—Whole.	
" sliced..... 2.50		California..... 8 1/2		Allspice..... 10	
" grated..... 2.75		Lemon..... 18		Cassia, China in mats..... 8	
Quinces..... 1.10		Orange..... 18		" Batavia in bund..... 15	
Raspberries, black..... 1.30		DRIED FRUITS—Citron.		" Saigon in rolls..... 35	
" red..... 1.40		In drum..... @18		Cloves, Amboy..... 22	
Strawberries..... 1.35		In boxes..... @20		" Zanzibar..... 26	
Whortleberries..... 1.40		DRIED FRUITS—Currants.		Ginger, African..... 12 1/2	
CANNED GOODS—Vegetables.		Zante, in barrels..... @ 6 1/2		" Cochin..... 15	
Asparagus..... 85		" in less quantity 6 1/2 @ 6 3/4		" Jamaica..... 18	
Beans, soaked Lima..... 85		DRIED FRUITS—Raisins.		Mace Batavia..... 90	
" Green Lima..... @1.60		Valencias..... @ 8 1/2		Nutmegs, fancy..... 80	
" String..... @ 30		Sultanas..... @ 9 1/2		" No. 1..... 75	
" Stringless..... 1.40		London Layers, Cali- fornia..... 2.60 @ 2.75		" No. 2..... 65	
Corn, stand. brands..... 1.00 @ 1.25		Mus'tels, Cal., 2 crown..... 2		Pepper, Singapore, black..... 16	
Peas, soaked..... 75		" 3..... @ 2.35		" white..... 26	
" marrofat..... @1.30		GUN POWDER.		" shot..... 20	
" stand June..... 1.40		Kegs..... 5.50		SPICES—Ground—In Bulk.	
" sifted..... @1.75		Half kegs..... 3.00		Allspice..... 15	
" fine French..... 2.10		FARINACEOUS GOODS.		Cassia, Batavia..... 20	
Mushrooms..... 1.80		Farina, 100 lb. kegs..... 04		" and Saigon..... 25	
Pumpkin..... @1.00		Hominy, round, 1/2 bbl..... 4.00		" Saigon..... 42	
Squash..... 1.10		Macaroni, dom 12 lb box..... 60		Cloves, Amboy..... 26	
Succotash, soaked..... 85		" imported..... @11		" Zanzibar..... 26	
" standard..... 1.30		Pearl Barley..... @ 3		Ginger, African..... 12 1/2	
Tomatoes, stand br'ds 1.05 @1.10		Peas, green..... @1.10		" Cochin..... 15	
CATSUP.		" split..... @ 3		" Jamaica..... 18	
Snider's, 1/2 pint..... 1.35		Sago, German..... @ 6		Mace Batavia..... 90	
" pint..... 2.30		Tapioca, f/k or p/r..... @ 6 7		Nutmegs, No. 2..... 80	
" quart..... 3.50		Wheat, cracked..... @ 5		Pepper, Singapore, black..... 18	
CHEESE.		Vermicelli, import..... @11		" white..... 30	
Fancy Full Cream..... 10 1/2 @11		" domestic..... @60		" Cayenne..... 25	
" Good..... 9 1/2 @10		FISH—SALT.		SUGARS.	
Part Skimmed..... 7 1/2 @ 8 1/4		Cod, whole..... 5 @ 6		Cut Loaf..... @ 7 1/2	
Sap Sago..... 23		" boneless..... 6 1/2 @ 8		Cubes..... @ 7 1/2	
Edam..... @1.00		Herring, round, 1/2 bbl..... 2.90		Powdered..... @ 7 1/2	
Swiss, imported..... 24 @ 25		" gibbed..... 2.75		Standard Granulated..... @ 7 1/2	
" domestic..... 15 @ 16		" Holland, bbls..... 12.00		" Fine..... @ 7 1/2	
CHEWING GUM.		" kegs..... 75 @ 80		Confectioners' A..... @ 6	
Rubber, 100 lumps..... 30		" Scaled..... @ 20		White Extra C..... 6 1/2 @ 6	
" 300..... 40		Trout, 1/2 bbls..... @ 25		Extra C..... @ 6	
Spruce, 200 pieces..... 40		" 10 lb. kits..... 75		C..... @ 6	
CHICORY.		Dark Molasses..... 5 1/2 @ 5 1/4		SEEDS.	
Bulk..... 6		Mixed bird..... 4 1/2 @ 6		Caraway..... 9	
Red..... 7 1/4		Canary..... 3 1/2		Hemp..... 4	
		Anise..... 13		Rape..... 6	
		Mustard..... 7 1/2		SALT.	
		Common to fair..... 25		Common Fine per bbl..... 27	
		Superior to fine..... 30		Solar Rock, 56 lb. sacks..... 30	

AN OBSTINATE CULPRIT.

One morning, in the spring of 1826, the only child of a Mr. Clark, of Hempstead county, in the Territory it then was of Arkansas, a bright little fellow, four years of age, went out to play a short distance from the family dwelling. An hour afterward, a little negro who had been his companion came running back to the house in evident alarm, and related that two men on horseback had suddenly made their appearance, one of whom had dismounted, caught up the child, and carried him off.

It is needless to depict the grief and anxiety of the distracted parents. The boundless forests which separated the few widely scattered white settlements were infested with prowling wild beasts, roaming savages, and men still more savage. That their darling should be exposed to any of these dangers was sufficient to excite in the minds of the father and mother the most harassing apprehensions.

The rough but kind-hearted settlers, though not given to eloquent expressions of feeling, testified their sympathy in a more substantial manner by turning out *en masse* and scouring the woods and prairies in every direction.

At length intelligence was received of a man on horseback carrying a child. Without a moment's delay, the agonized father set out in the direction which the stranger, who had two days the start, was reported to have taken; but after a pursuit of over three hundred miles, he learned, to his bitter disappointment, that the child he had so eagerly followed was not his.

Every effort ended in disappointment. The father rode thousands of miles, traversing the country in every direction. Advertisements, offers of reward, the persevering search of hundreds of people, all proved alike unavailing until some time in the following winter, when the father received a letter mailed at Natchez, stating that if he would enclose fifty dollars to the address of the writer, and would send the mother, unaccompanied by any other person, to a house in Arkansas which he designated, with two hundred dollars more, a woman there would deliver up the child to its mother. This letter bore the signature of "Thomas Tutty," and was correctly and intelligently written.

By the advice of friends, a letter detailing the foregoing circumstances was addressed to the postmaster at Natchez, while another promising compliance with the requirements of Tutty and enclosing fifty dollars was directed to him. In the letter to the postmaster, he was requested to keep watch for the man who should call for the other letter, and see that his person was secured.

In due season, a man of genteel appearance and manners called and inquired for the letter. The postmaster, under the pretext of some difficulty in making change, detained the man until an officer arrived, when he was immediately apprehended. He was ascertained to be an individual who for some time had taught a school in the vicinity of Natchez, and whose singular and cautious habits had previously rendered him, in some degree, an object of suspicion.

When first arrested, he seemed obstinately bent on admitting nothing. He denied having written the letter, and asserted that his name was not Tutty. But when put on his examination before a magistrate, on a charge of having fabricated the story with a view of fraudulently extorting money from the parents, he earnestly affirmed that he knew where the child was, and mentioned many circumstances and places which conclusively proved that he was perfectly acquainted with the entire way between the residence of Mr. Clark and Natchez.

On the suspicious fact of his having called for the letter, he was committed to prison, and the afflicted parents, who were promptly notified of the fact, with a number of friends, repaired to Natchez.

When confronted with the father, the prisoner stated that in a certain place he would find the clothes worn by the child at the time of his disappearance, with a number of bones so disposed as to create the impression that the wearer of the garments had been devoured by wild

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 80
No. 2 " " ".....	3 80
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
" " ".....	90
" " ".....	1 80
Milk Pans, 1/2 gal., per doz. (glazed etc).....	65
" " ".....	78
FRUIT JARS.	
Mason's, Boyd's or Rowley's caps.	
Pints.....	50
Quarts.....	00
Half-gallons.....	00
Above quotations are f. o. b.	

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.

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.

20 LYON ST., - GRAND RAPIDS.

Langeland Mfg. Co.

Wholesale Manufacturers of

SASH

—AND—

DOORS

DEALERS IN

Lumber, Lath and Shingles.

Office, Mill and Yard:

East Muskegon Ave., on C. & W. M. R'y.

MUSKEGON, MICH.

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 best. Try them. **COUGH DROPS**

MANUFACTURED BY

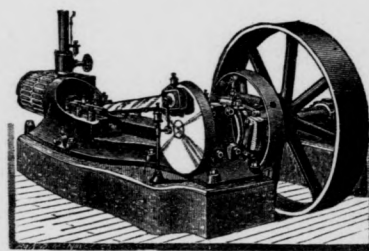
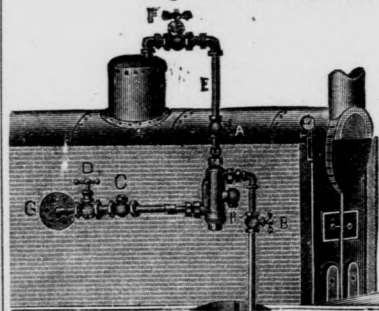
A. E. BROOKS & CO.

Grand Rapids, Mich.

The Finest Line of Candy in the State.

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,

Catalogue and Prices.



ATLAS ENGINE WORKS
INDIANAPOLIS, IND., U. S. A.
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.

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.

beasts; but he assured Mr. Clark that the bones were not those of his child, but an animal, placed there for the purpose of deception. A subsequent examination fully verified these assertions; yet, strange to say, neither threats nor promises could extort from this singular man the slightest information that had any other tendency than still more deeply to excite the anxiety of the parents.

In the meantime, several citizens of Natchez, stimulated by the warmth of their sympathy, and thinking that a moderate castigation, while it could work the prisoner no injustice, might possibly serve to render him more communicative, forcibly took him from the prison in the absence of the jailor, whose duty, in such cases, was to be conveniently out of the way, and, by a vigorous application of raw-hide to a hide still rawer, soon relieved the proceedings of the embarrassment occasioned by the culprit's standing mute. He gave a solemn assurance that if they would send to a certain house about fifty miles from Natchez, the people there would give positive information as to where the child was to be found. A messenger was immediately dispatched to the designated house; but, on his arrival, he found it occupied by persons of irreproachable character, who were utterly astonished at his errand, and unable to afford the slightest clew to the object of his inquiries. It was manifest that the prisoner had resorted to a subterfuge in order to secure relief from the hands of his tormentors.

Having exhausted every artifice of force and persuasion to induce the prisoner to make a fuller disclosure, the parents and their advisors at length became convinced that, although he had been implicated in the kidnapping of the child, he no longer knew anything of its whereabouts or condition, and that he had been induced to his recent course solely with a view of procuring money.

It was finally arranged that he should be discharged from prison on condition that he would return with the parents, who hoped, either by threats or promises, to avail themselves of his assistance and information in the further prosecution of their search.

He was accordingly released and started with the parents and their friends on their journey toward home. He was kept closely guarded, and it had been intimated to him that unless he disclosed to Mr. Clark everything he knew in relation to the child, as soon as they passed the limits of the settlements, he should certainly be put to death.

Having reached the point indicated, the still obstinate prisoner inquired of Mr. Clark how long he intended to permit him to live. The reply was that if he persisted in withholding the desired information for six hours longer, his fate was sealed.

The guards, who had been lulled in security by the prisoner's apathy and apparent indifference to his fate, had abated much of their vigilance, and no longer remained in close proximity to their charge, who, watching a favorable opportunity, sprang into the thicket and darted away with the speed of one who runs for life. With equal fleetness and impelled by a motive not less powerful, the father pursued. He was an unerring marksman and carried an excellent rifle; but to fire was to imperil the last hope of penetrating the fearful mystery which enshrouded the fate of his child.

The race was sharply contested; and already had the two runners passed out of sight and hearing of their late companions, when a deep bayou intercepted the flight of the fugitive, and seemed to render his capture inevitable. Without a moment's hesitation, he plunged in, and swam vigorously for the opposite bank. Already he had reached the middle of the stream, when the desperate father raised his rifle, determined that with his last hope should perish the wretch in whose grasp it was borne away. The deadly aim had already been taken, and in another moment the fatal messenger would have been dispatched, when, with a piercing scream, the wretched criminal threw up his arms, and then disappeared beneath the turbid waters, whose crimsoned surface left no doubt that from the jaws of an alligator

he had met with a fearful but befitting retribution.

Thus vanished the last clue to the missing child, whose fate remained as mysterious as the motive which led to its abduction.

The Value of Recreation.

From Maher's Practical Hints.

When a man has his business in perfect working order and knows that, just then, a little more or a little less effort on his part will be answered by increased or decreased profits, it is hard for him to believe it wise for him to leave his duties for an hour, even though he is overworked. But one of the highest duties a man owes himself is to give his brain an occasional rest. There is a good deal more in life than simply adding to one's bank account. There is more honor in being a good citizen than in simply growing rich. It is poor policy to be thoroughly posted in all that concerns your business and be out of all knowledge of the great world. A man wants to forget his business occasionally—ought never to carry his cares beyond his store door. A fortnight's respite from business cares will send you back to them with renewed strength and a clearer head.

Do not imagine that your business will go to the dogs if you leave it for a day or two. If you have been thorough with your men—if you have faithful and interested employees—the machine will jog along smoothly enough until you return. We are all apt to flatter ourselves that we are doing what no other person could do; but, not infrequently, something happens to show us that we are not nearly so indispensable as we imagined—in fact, that a division of labor in our business would be vastly to its advantage. Our subordinates, if left in charge occasionally, will have a chance to carry out some ideas of their own, and these, in a majority of cases, are decided improvements. The man who repulses suggestions from those under him—gives his men no credit for knowing anything beyond the steady routine of their employment—loses much that would be of assistance to him, falls into a rut and stays there, much to his detriment. The man who cannot learn something from contact with other men, whether employees or outsiders, is not a healthy man.

Business is a master that soon makes abject slaves of us, if we will; but, with a well established trade, one should be master of his business. With probity, industry and economy, almost any man, by well directed effort, may be prosperous. Whatever progress is made without this foundation, is deceptive.

Furniture

—AT—

**Nelson,
Matter
& Co.'s**

Styles New, Cheap,
Medium and Expensive.

Large Variety.
Prices Low.

TIME TABLES.

Grand Rapids & Indiana.

In effect October 5, 1890.

TRAINS GOING NORTH.

For	Arrive from Leave going	South.
For Saginaw, solid train	5:15 a m	+ 7:30 a m
For Traverse City	5:15 a m	+ 7:05 a m
For Traverse City & Mackinaw	9:20 a m	+ 11:30 a m
For Saginaw and train	10:30 a m	+ 12:30 p m
For Cadillac	2:15 p m	+ 4:30 p m
For Mackinaw	8:50 p m	+ 10:30 p m
From Kalamazoo	3:55 p m	

TRAINS GOING SOUTH.

For	Arrive from Leave going	North.
For Cincinnati	6:00 a m	+ 6:30 p m
For Kalamazoo and Chicago	10:15 a m	+ 10:30 a m
From Saginaw	11:45 a m	
For Fort Wayne and the East	5:30 p m	+ 2:00 p m
For Cincinnati	5:30 p m	+ 6:00 p m
For Kalamazoo and Chicago	10:50 p m	+ 11:30 p m
From Saginaw	10:30 p m	

Trains marked (1) run daily; (2) daily except Sunday. Sleeping and parlor car service: North—11:30 a m train, parlor chair car for Mackinaw City; 10:30 p m train, Wagner sleeping car for Mackinaw City. South—6:30 a m train, parlor chair car for Cincinnati; 10:30 a m train, through parlor coach to Chicago; 6 p m train, Wagner sleeping car for Cincinnati; 11:30 p m train, Wagner sleeping car for Chicago.

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave.	From Muskegon—Arrive.
7:00 a m	10:10 a m
11:15 a m	3:45 p m
5:40 p m	8:45 p m

Through tickets and full information can be had by calling upon A. Almquist, ticket agent at Union Station, or George W. Munson, Union Ticket Agent, 67 Monroe street, Grand Rapids, Mich.

O. L. LOCKWOOD,
General Passenger and Ticket Agent.

Detroit, Grand Haven & Milwaukee.

GOING WEST.

Trains	Arrives.	Leaves.
*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.

Trains	Arrives.	Leaves.
*Detroit Express	6:45 a m	6:50 a m
*Through Mail	10:10 a m	10:20 a m
*Evening Express	3:35 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 at Grand Haven with steamboat for Milwaukee. Tickets and sleeping car berths secured at D. G. H. & M. Ry. office, 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. FAISLER, Gen'l Pass. Agent

CHICAGO & WEST MICHIGAN.

Mail and Express for Big Rapids, Lud- ing, Manistee & Traverse City	DEPART.
Express for Chicago and Muskegon	*7:30 a m
Fast Mail for Chicago	*9:00 a m
Express for Muskegon and Hart	*10:00 p m
Night Express for Chicago	*11:35 p m
Night Express for Indianapolis	*11:35 p m
Mail for Big Rapids, Manistee and Traverse City	*5:05 p m
Ex. for Grand Haven & Muskegon	*8:40 p m

ARRIVE.	DEPART.
Night Express from Chicago	*6:30 a m
Night Express from Indianapolis	*6:30 a m
Ex. from Muskegon, Hart & Pentwater	10:45 a m
Express from Big Rapids, Baldwin and Traverse City	*12:35 p m
Mail from Chicago and Muskegon	*3:55 p m
Express from Grand Haven	*5:50 p m
Fast Express from Chicago	*10:15 p m
Ex. from Muskegon and Pentwater	*5:50 p m
Ex. from Baldwin and Traverse City	*11:30 p m
Express from Traverse City	*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 11:35 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.

DEPART.	ARRIVE.
Express for Saginaw and Bay City	*6:55 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	*4:10 p m
Fast Ex. for Detroit, New York, Boston	*6:35 p m

DEPART.	ARRIVE.
Mail from Saginaw and Bay City	*11:50 a m
Mail from Lansing, Detroit and East	*12:05 a m
Fast Express from Lansing and East	*5:15 p m
Express from Lansing and Detroit	*9:50 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 9, 10, 11 a m, 1, 2, 3, 4, 5, 6, 7, 8, 9, 10 p m. Sundays only—1:30, 2:30, 3:30, 4:30, 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."

DEPART.	ARRIVE
Detroit Express	7:20 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, 85 Monroe St. G. S. HAWKINS, Ticket Agent, Union Depot. GEO. W. MUNSON, Union Ticket Office, 67 Monroe St. O. W. RUGGLES, G. P. & T. Agent, Chicago.

CUTS for BOOM EDITIONS

—OR—
PAMPHLETS.

For the best work, at reasonable prices, address
THE TRADESMAN COMPANY,
Grand Rapids, Mich.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker
AND
Jeweler,

44 CANAL ST.,

Grand Rapids - Mich.

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
LION
COFFEE

A True Combination of MOCHA,
JAVA and RIO.

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

C. R. Electro Type
ELECTROTYPERS
Stereotypers
Photo & Zinc Engraving
ALSO LEADS SWISS BRASS RULE
WOOD & METAL FURNITURE
BOX WOOD
MAPLE. EDGET GRAND RAPIDS MICH.

GOLD DUST FOR MERCHANTS.

Written for THE TRADESMAN.

With all due respect to the boys—and even young men—a merchant should know to a certainty where and how his clerks “of the male persuasion” spend their off hours. If he desires to know, the process is easy, and it will pay both himself and them. If he is paying them a certain sum per week, and finds they are spending half as much more, something is wrong, and he should not rest until he knows where the extra money comes from.

Never use, or allow the use of, a sponge in cleaning your windows or show cases. It will give a scratched appearance to the glass in a short time and, if persisted in, will cause an opacity which can never be removed. The fine, sharp sand from which it is seldom entirely free is the destructive agent.

A mouse seen running about the floor of a grocery store by a few lady customers, daily for a week, will cause the merchant a greater loss than he can repair in six months—even if he kills the mouse afterward. Never try to poison rats or mice in a store where any food is sold. A trap may be set to advantage or the right kind of a cat may be allowed to watch for them.

If it is customary for a merchant to deliver goods, three things alone will insure appreciation and a retention of your customer—dispatch, cleanliness and good order.

Personal cleanliness, in a store of any kind, is a winning card in attracting customers, and *vice versa*. It is neither necessary nor in good taste to be richly dressed while at work. Your clothing should be clean, if plain or coarse. It is an axiom with many, that any person—if otherwise coarsely dressed—is quite presentable with a clean collar, tidy appearance about the neck, and well-blackened shoes.

Butter and lard should never be kept openly exposed to the air. It is too suggestive of dust and insects to attract purchasers. A refrigerator should be used as a receptacle.

Matches should be kept on the highest

shelf and, if possible, in a tin or other metallic box.

Always be conveniently deaf and blind, but attentive and happy as a bird in a cherry tree, when waiting upon a surly, cross, or otherwise ill-bred customer. He or she will come again.

If crowded with customers, excuse yourself to others but give the aged first, and next the children the preference, no matter how apparently poor. This will win dollars as well as golden opinions.

That Upper Berth Again.

DETROIT, Oct. 10.—As a member of the traveling fraternity, I feel like thanking THE TRADESMAN for the bold stand it has taken in the past—and reiterated again in this week's issue—in regard to keeping closed the upper berth in sleeping cars when not in actual use. I have spent half my nights in sleeping cars for the past seven years and have been needlessly annoyed and imprisoned hundreds of times, simply to gratify the greed of Messrs. Pullman and Wagner in their attempt to force me to pay for the upper berth. I heartily agree with THE TRADESMAN that the time has come for the Legislature to step in and protect the traveling public against a continuance of the imposition. TRAVELER.



(Formerly Shriver, Weatherly & Co.)

CONTRACTORS FOR

**Galvanized Iron Cornice,
Plumbing & Heating Work.**

Dealers in

**Pumps, Pipes, Etc., Mantels
and Grates.**

**Weatherly & Pulte,
GRAND RAPIDS, MICH.**

S. K. BOLLES.

E. B. DIKEMAN.

S. K. Bolles & Co.,

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.



SEND FOR PRICE LIST.

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.

WE LEAD THE VAN

Other houses may import cigars and Holland herring, but the records of the Grand Rapids Custom House show that we are the only house in Grand Rapids which

**IMPORTS
ITS OWN
TEAS**

**DIRECT
FROM THE
GROWERS
IN JAPAN**

The fact that our tea sales have doubled every year since we have pursued this policy, is sufficient evidence of its superiority over the methods of other houses.

**Telfer Spice Company,
GRAND RAPIDS.**

El. Puritano Cigar.



**The Finest 10 Cent Cigar
ON EARTH**

MANUFACTURED BY

**DILWORTH BROTHERS,
PITTSBURGH.**

TRADE SUPPLIED BY

**I. M. CLARK & SON,
Grand Rapids.
BRADDOCK, BATEMAN & CO.,
Bay City.
T. E. BREVOORT, - Detroit.**

WM. SEARS & CO.,

Cracker Manufacturers,

37, 39 and 41 Kent St., Grand Rapids.

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.