

Michigan Tradesman.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, OCTOBER 22, 1890.

NO. 370

ESTABLISHED 1841.

THE MERCANTILE AGENCY
R. G. Dun & Co.
 Reference Books issued quarterly. Collections attended to throughout United States and Canada.

PATTERN MAKING!
 Models, Mechanical and Patent Office Drawing Made to Order.
WM. HETTERSCHIED,
 131 S. Front St., West End Pearl St. Bridge.

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.

Eaton, Lyon & Co.,

School Supplies,
 Miscellaneous Books
 School Books,
 Stationery.

Our Fall Line Now Ready
EATON, LYON & CO.,
 20 and 22 Monroe St., Grand Rapids.

REMPIS & GALLMEYER,
FOUNDERS
 General Jobbers and Manufacturers of
 Settees, Lawn Vases, Roof Crestings, Carriage Steps, Hinges, Posts and Stair Steps.
 54-56 N. Front St., Grand Rapids, Mich.

SEEDS!

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

APPLES
 AND
POTATOES.

C. Ainsworth,
 76 So. Division St., Grand Rapids.

ALLEN DURFER. A. D. LEAVENWORTH.
Allen Durfee & Co.,

FUNERAL DIRECTORS,
 103 Ottawa St., Grand Rapids.

It Will Pay
 To Buy ALLEN B. WRISLEY'S
Good Cheer Soap
 Leading Wholesale Grocers Keep It.

OYSTERS

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

Mince Meat.
 BEST IN USE.
 20-lb. Pails.....7c per lb.
 4-lb. ".....6 1/2c " "
 1/2 bbls.....6 1/2c " "
 2-lb. Cans (usual weight), \$1.50 per doz.
 5-lb. ".....\$3.50 " "

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

E. FALLAS & SON
 Prop's Valley City Cold Storage,
 GRAND RAPIDS, MICH

SEEDS!

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

Grand Rapids Seed Store,
 71 Canal St., GRAND RAPIDS.
W. T. LAMOREAUX.

W. C. WILLIAMS. A. S. BROOKS. A. SHELEY.
WILLIAMS,
SHELEY
& BROOKS
 Successors to

FARRAND, WILLIAMS & CO.,
 Wholesale Druggists,
 AT THE OLD STAND.
 Corner Bates and Larned Streets, Detroit.

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.

WOOD CORKS.

Experience of the Inventor of Wooden
 Bottle Stoppers.

PART IV.

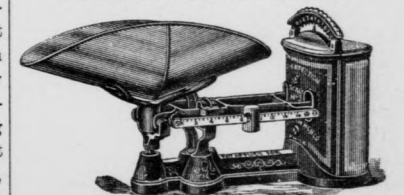
Written for THE TRADESMAN.

The man who uttered these words—Mr. E., of Michigan—is no visionary. He is a thoroughly successful business man, and one whose judgment in commercial matters is valued by all with whom he comes in contact. After he had listened to the rise and progress of this invention and been frankly and minutely told by Wilson all the obstacles encountered, he said: "I will entertain a proposition from you or your company to establish a branch factory in this State and, if sufficient inducement is offered me, I believe wood suitable for the purpose can be procured and machinery made, under my instructions, to ensure both practical and financial success." Wilson had no difficulty in showing Mr. E. that he was empowered to act as he thought best in regard to manufacturing and selling, any where east of the Mississippi River, and at once made his friend the following offer: If Mr. E. would furnish the capital required, to the extent of a certain sum named, to prosecute and carry forward the business, and jointly with him—the President of the company—give it his faithful attention the greater portion of his time and, if necessary to do so, continue the work until said stated sum of money was expended or perfect success crowned their efforts, he would at once transfer to him 12,000 shares of his own stock in the company. This proposition was accepted and a conference between the two men proved the wisdom and business sagacity of Mr. E. in a high degree. He remarked to Wilson that at present it was impossible to foresee the obstacles even yet to be encountered, and that while making haste it must be made slowly, so as not to squander the money stipulated, which was a large sum. It was, therefore, proposed that they first open a correspondence with parties in the lower Atlantic states and also those bordering upon the Gulf of Mexico, where tropical woods were supposed to be found. A large number of letters were written, enclosing small samples of the wood used in California and a quantity of postal stamps for reply, stating that a similar wood was required for a particular manufacturing purpose, and if it could be had in quantity, large sums of money would be paid out in those localities to obtain it. These letters were each enclosed to the postmasters at various points in the several Gulf States, kindly asking these officials to place them in the hands of some woodsman, or reliable old resident who would be most likely to accede to the request. From time to time during the winter many replies to these letters were received, enclosing more or less samples and showing much good will and judgment on the part of the writers, but only one kind of wood, a species of catalpa, seemed adapted to the purpose. Although Wilson had offered to pay any small bills for expense incurred to obtain the samples, it is only

courtesy to say that, with one or two exceptions, the labor was gratuitous. Learning that the catalpa was a tree of much larger growth than the willow, it was proposed that a new method be employed in cutting. For the purpose intended, it must be cut in the direction of the grain. It was, therefore, suggested that a straight, steel tube, with a cutting edge at one end, could be used with power, in the same manner that a chisel is used to make mortises for tenons, and, being made to work automatically, would rapidly cut from discs of the wood, previously sawed to the requisite thickness for the length of the required stopper, the straight plugs or circular pieces, in the manner of cutting gun wads by hand. These straight stoppers are also wanted in that form for certain uses. It was believed that the tapering machines used in making the bark corks would then taper these as readily as the others. Acting upon this idea, Mr. E. soon had his machinist at work and, after repeated failures and vexatious delays, he was able to cut out with this rather crude machine from twenty to thirty per minute. This was an entire new departure in the work of production and was hailed with satisfaction. Upon further correspondence with a party in Florida, from whom the finest sample of the wood in question was obtained, Wilson and E. were considerably astonished and dismayed to learn that it was not the body of a tree they were to use, or had been experimenting with, but its roots, which grew beneath the surface of the earth and ran a long distance almost at right angles from its base. It was afterward discovered that this catalpa, growing as it did in a moist, rich soil, was very prolific in roots, which often attained a length of ten to fourteen feet and a diameter of ten to fifteen inches. Thus it will be seen that the discs or slices required for the company's purpose gave a surface of many cubic inches and that a cord of such wood, if tolerably uniform in size, would furnish many thousands of corks. The roots of this tree grew very near and often partly above the earth's surface, and it was not difficult to trace and obtain them.

The press of Mr. E.'s legitimate business now caused a cessation of further operations during the last part of winter and early spring. In the month of April, it was deemed best to send a man south to examine the wood supply in person, but those who were thought competent for the purpose refused to take the risk

Perfection Scale.
 The Latest Improved and Best.



Does Not Require Down Weight.
 Will Soon Save Its Cost on any Counter.
 For sale by leading wholesale grocers.

of malarial and other fevers in that tropical region. As there seemed to be no one else, Wilson himself volunteered to make the journey. On the morning of April 17, Mr. E. provided him with a return ticket to Jacksonville, Fla., and a generous sum of money for all expenses, with the injunction to preserve his health, if possible, by traveling during the day only and registering at the best hotels at night; also, if not successful in his search for an ample supply of wood required, to draw upon him for further funds, and sail from Key West to Havana and prosecute a further search on the Island of Cuba. The journey was made through Tennessee and Georgia, he having introductory letters to parties in Brunswick, on the Atlantic coast. From this point he went direct to Jacksonville and thence to St. Augustine. Here he found the gentleman who had furnished the best quality of the required wood, but, upon visiting the locality whence it was obtained, the supply was found insufficient, both in size and quantity, and he was directed to return to Brunswick and was given full instructions by the gentlemanly sheriff of the county as to the best means of obtaining a supply. Wilson was further advised to visit Palatka, Fla., as it was believed the quality of the wood growing in a more moist soil would be better for the purpose. A week was spent in and around that village without any successful results. He then returned to Brunswick, Ga., and, after some delay, succeeded in engaging the services of a native to hire the men and superintend the labor of getting out for shipment a few cords of these roots. It was necessary to go from five to six miles from the city to obtain the quantity wanted and Wilson could get no satisfaction from his man (Mr. Hulin) as to the probable amount of his bill for the entire service; but the wood must be obtained, and at the appointed time Hulin appeared with an apology for a horse and what had once been a Yankee buggy, but which had been sadly dilapidated and now badly repaired. Wilson was taken by this conveyance over a low, sandy road, with a forest upon each side, until Hulin's own farm was reached. From this a rough by-road diverged into the woods, where they soon found a wagon and yoke of oxen standing, and three sturdy negroes, with shovels and axes, unearthing the roots of several large trees. Nearly half a day's time was expended before the sun went down and hardly one-half the required quantity had yet been obtained. Wilson was then taken a short distance to the residence of Hulin's father, where he was to remain over night and would be called for early the next morning to again engage in the work.

It would be foreign to the purpose of this narrative to recite in detail the comical and surprising developments in Wilson's brief visit with this primitive family; his introduction and reception; his acknowledgement that he was a "War Yank" and was now south strictly on business. To a question propounded by the old man, Wilson replied that he was not afraid to travel anywhere in the United States, as he always treated every one well and when others did not return him a like treatment, he was prepared to take care of himself, etc. This family consisted of the father and mother, the son and two grown up daughters, whose dwelling was of fair size, with its several

wings, and was built entirely of small logs and without regard to warmth, as it was so far south. Every piece of furniture in the house, except one, was of the most rude and home-made pattern. Not one chair of any kind was in sight, but, instead, short, slab benches about four feet in length. The honorable exception in furniture was an almost new sewing machine from the Eastern States. Near the rude, frame barn, close at hand, a man with a few tools was repairing a wagon by making one new wheel. He was making every spoke of southern pine and the old tire to be used again, being badly indented and bent in many places, he was shaping fellos of that wheel to fit the tire, as it was to be driven on without heating. The elder Hulin had a farm of about eighty acres, upon which the house stood. He had formerly owned a few thousand dollars' worth of slaves, who all left him to go with Sherman's army. He was never out of the State and only once out of his county. Wilson was evidently a curiosity to this family and, sitting in a semi-circle about the wide, stone fireplace, they kept him answering questions until nearly midnight. With not a newspaper or geography of any kind in the house—only one book, beside a small testament, which was a Yankee novel—they had apparently formed little idea of the extent of this great Republic, as they were amazed to learn that Wilson was such a distance from home and wondered if he ever expected to reach it again; and when they sympathized with him because he was so far from his family, he says, "I actually began to imagine myself a second Mungo Park, in the wilds of Africa." Among other questions, he was asked if St. Louis—meaning St. Louis, Mo.—was in Michigan; and if it was fifty miles, in the widest place, across that State, from one lake to the other.

When about to leave, on the following morning, and enquiring what was to pay for his food and lodging, the old Southerner stood upon his dignity at once. "You 'uns don't know we 'uns, or you wouldn't ask that," said he. "We never charge for such a little thing as that and if you ever come here again, find my house and you are welcome." Pardon this digression, as Wilson insists it was an incident which should be partially recorded. On this, the second day of their labors, sufficient wood was obtained for shipment and was loaded upon the wagon and started for the city. Hulin was again asked for his bill for services, but could not seemingly make up his mind what it was worth. After being pressed, however, to name a price, he hesitatingly asked if four dollars would be too much for the wood and labor, including everything, he to pay the negroes for their labor and the use of the oxen. Wilson looked at the poorly dressed man in astonishment and enquired if he could live at that. He thought he could, and, when a \$5 bank note was placed in his hand, and he was told he must accept it, the varying changes of his face were a study to behold. He assured Wilson that this was more money than he had seen during the past year, and his wife being ill and requiring a few delicacies, he would now take him to the city at once, make his purchases and hasten home, and, in the exuberance of his delight in the possession of such a sum of money, he seemed to forget self entirely.

[CONTINUED NEXT WEEK]

HOGLE OIL CO., Wholesale and Retail Dealers in Oils and Makers of Fine Lubricants.

OFFICE—19 and 21 Waterloo St. Telephone No. 319. WORKS—On C & W. M. and G. R. & I. R. R., one mile north of Junction. Telephone No. 611-3R.
The largest and most complete oil line in Michigan. Jobbers of all kinds of Cylinder Oils, Engine Oils, W. Va. Oils, Lard Oils, Neatsfoot Oils, Harness Oil, Signal Oil, Axle Grease, Boiler Purger, Kerosene Oils, Naptha, Turpentine, Linseed Oils, Castor Oil, Cooking Oils, Axle Oils, Machinery Grease, Cotton Waste, Etc. See Quotations.

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.

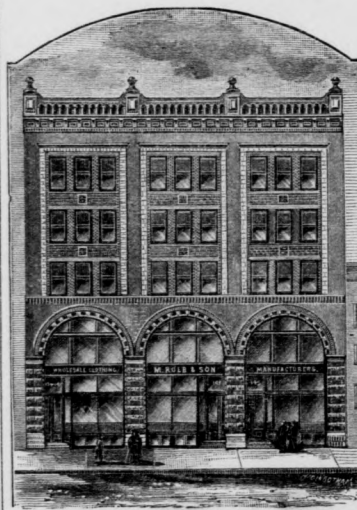
ESTABLISHED NEARLY 30 YEARS.

Michael Kolb & Son.,

ONE OF THE OLDEST AND MOST RELIABLE

Wholesale Clothing Manufacturers,

ROCHESTER, N. Y.



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

WILLIAM CONNOR,

For eight years our Michigan representative, attends periodically at Sweet's Hotel, in Grand Rapids, where many merchants meet him, and whose expenses are paid. Mr. Connor will be at Sweet's Hotel on Thursday and Friday, Nov. 13 and 14. Room 82.

Creating Business.

Written for THE TRADESMAN.

It is a self-evident fact that every kind of new business developed in the country, which proves a financial success, is of commercial interest and advantage. When Dr. Franklin saw anyone eating new kinds of food, he invariably said to them, "You are creating a new want," which he considered a censurable act, as a waste of money. But was the old philosopher right? In creating new wants, do we not create new business, also? Does it not mean more labor for some one and an addition to the stock and profit of the merchant? It may also add to the pleasure and happiness of those who can afford its indulgence. Creating new wants, then, is adding to the stock of the world's wealth and is commendable. Designers and inventors are creators of business. The man who makes of any waste material—heretofore considered worthless—a useful product is a creator of business. Millions of dollars are lost yearly in the destruction of waste material, either through thoughtlessness or ignorance.

The Cincinnati *Times-Star* says that one William Smithson has made a new business—astonishing as it may seem—in the use of rotten eggs! These concentrated, sulphuretted hydrogen bombs are collected in the cities in large quantities; broken into tubs or barrels, deodorized and a portion of the water poured off, the residue being principally the yolk of the eggs. This mixture, it is said, is used by the tanners of leather for making fine kid gloves. Quantities of this mixture in some form are exported, though most of it is used in this country. Some idea of the magnitude and commercial importance of the business may be inferred from Mr. Smithson informing the reporter that he often collects from 16,000 to 24,000 dozens of bad eggs daily; that during the hot weather he makes from six to eight barrels of the fluid per day, for which he gets eight cents a pound in New York. As Mr. Smithson says nothing about buying these stale eggs, but only collecting them, it is inferred that they cost him nothing except the labor of handling and carting them away.

With the advancement of knowledge, new kinds of business will arise; new commercial articles will appear, and still others will be cheapened in their production, thereby increasing the use, until larger stores and a still larger business will be the result. With our increasing population, all honor should be given to him who provides in part for its happiness by "Creating business."

H.

Advice Should Be a Commercial Commodity.

Written for THE TRADESMAN.

"I have the money and the opportunity and have thought of opening a general store in the village of C., on the Upper Peninsula. I believe it is the best thing I can do, and I come to ask your opinion and advice;" and the young man seated himself near his friend.

"I never give advice," replied Mr. Anson, "but often venture an opinion. I once gave advice, when requested, but found in the majority of cases the applicant meant approbation instead. I was once asked for advice by a nephew, who desired to purchase \$500 worth of morphia as a speculation. After a lengthy argument upon the rise and fall of this drug, in which reasoning was

useless—and as much to get rid of him as anything else—I ventured to advise him to purchase. The result was he took my advice (?) and stored that morphia until the interest swallowed up more than he ever received in profit. Probably I was always blamed for that unfortunate speculation."

How very cheap is advice! Every one gives it, even unasked, yet comparatively few heed it. The world seems filled with advice, and every journal reiterates it. On the other hand, we are all generally asking it, but not one out of twenty think of accepting it. We are more apt to declare our intentions in a manner that leads the listener to believe no other possible way will answer us, and then, without waiting for a reply, ask, "Now what would you do?" The general desire to please causes most people to answer, "I think your view of the subject about right," and the one who has ostensibly come to you for advice, is delighted. He values your good judgment and acts upon it. But if you candidly tell him his reasoning is wrong and that in your opinion he will not succeed in the way he has outlined, as a rule, he leaves you at once and adopts his own course. The ones most competent to do so seldom proffer advice unless—like the physician and lawyer—they expect a good round fee for it. Advice should be a commercial commodity, then it would not be so gratuitously tossed about. The man we are obliged to talk to, instead of having him talk to us, in order to obtain knowledge, is usually the safest one for a guide. He is generally a thinker, and that always implies a worker.

F. A. H.

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 So. Ionia 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.

MOSELEY BROS.,

—WHOLESALE—

Fruits, Seeds, Oysters & Produce.

All kinds of Field Seeds a Specialty.

If you are in market to buy or sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.

26, 28, 30 and 32 Ottawa St., - - GRAND RAPIDS

C. N. RAPP & CO.,

WHOLESALE DEALERS IN

Foreign and Domestic Fruits.

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

Headquarters for Jersey Sweet Potatoes

WE HANDLE MICHIGAN POTATOES IN CAR LOTS.

ALFRED J. BROWN,

Wholesale Fruit Commission Merchant and Dealer in All Kinds

Farm and Garden Seeds.

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

THE ALFRED BROWN SEED AND FRUIT STORE.

We Manufacture Everything in the line of

Candy

Correspondence solicited and prices quoted with pleasure. Write us.



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

GRAND RAPIDS FRUIT AND PRODUCE CO.,

C. B. METZGER, Proprietor.

33 NO. IONIA ST., GRAND RAPIDS.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

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

WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE

WM. H. THOMPSON & CO.,

WHOLESALE

COMMISSION MERCHANTS.

SPECIALTY

POTATOES!

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

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

WM. R. KEELER,

JOBBER OF

Confectionery and Fruits, Nuts and Cigars,

412 SOUTH DIVISION ST.

TELEPHONE 92-3R.

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

AMONG THE TRADE.

AROUND THE STATE.

Leslie—C. D. Kirley is removing his stock of goods to Lansing.

Morenci—M. L. Rorick has sold his meat market to Will Rorick.

Harbor Springs—Ben. Segal has opened a dry goods and notion store.

Tustin—J. M. Reed has purchased the store building of J. W. Deuel.

Ionia—A meat market has been opened by Wm. Payne and Geo. Childs.

Maple Ridge—Abram Scott, general dealer, has removed to Prescott.

Morenci—F. E. Benjamin, grocer, is succeeded by Mary A. Crookton.

Allegan—Lou Finn has gone to Arvon, where he will open a general store.

Woodland—Four new store buildings are now in process of erection here.

Bay City—Gus Swaby & Co. succeed Perry & Swaby in the drug business.

Grayling—Max Lewinson is the successor of Joseph Marks, dealer in clothing.

Bronson—Mrs. Mabel Voorns succeeds Mrs. Libbie Smith in the millinery business.

St. Louis—Green & Edgar succeed M. V. Smith in the grocery and bakery business.

Good Harbor—B. Minsker has completed his new store and stocked it with goods.

Baldwin—J. H. Cobb has sold his hardware stock to L. B. Chapel, late of Coopersville.

Whitehall—The construction of a new town hall has been let to L. P. Johnson for \$1,700.

West Bay City—Buzzard & Bender have sold their meat business to Conrad A. Guntermann.

Whitehall—L. T. Covell is to build a block of three stores on the site of the burned building.

Jackson—H. C. Stevens & Co.'s general stock has been taken possession of by the mortgagees.

Harbor Springs—A. M. Weston is closing out his general stock, preparatory to removing to Chicago.

Boyer City—F. M. Chase is erecting a building, which he intends to fill with agricultural implements.

St. James—Manus H. Boyle has removed his drug stock to Escanaba, where he has resumed business.

Podunk—Bliss & Laughbaugh, meat dealers, have dissolved. The new firm will be Tofy & Laughbaugh.

Roscommon—S. & L. Grabowsky have removed their dry goods, clothing and grocery stock to Rhineland, Wis.

Saginaw—Borden & Drysdale have engaged in the produce and commission business at 116 South Franklin street.

Cheboygan—D. H. Moloney, who engaged in the grocery trade here in 1882, has concluded to retire from the business.

Nunica—O. S. Hunter has added a line of boots and shoes to his grocery stock. H. S. Robinson & Co. furnished the stock.

Marion—The store of C. W. Miller, which is now nearly completed, is to be occupied by Ide & Berry as a meat market.

Traverse City—Detroit creditors have attached the stock of dry goods and clothing of Charles Levison and the store is closed.

Middleville—Dr. A. Hanlon has sold his interest in the drug firm of A. Hanlon & Son to his partner, who will continue the business under the style of H. B. Hanlon.

Mackinaw City—C. A. Callam has purchased the store building and grocery stock of M. Palmer and will continue the business.

Watervliet—It is reported that E. Woolcott will convert his warehouse into a store and that C. M. Becraft will occupy it with a stock of hardware.

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

Edmore—Frank Dreese, formerly engaged in general trade here, but for the past year engaged in the same business at Centralia, Wash., has returned to this place and will re-embark in general trade.

MANUFACTURING MATTERS.

Newaygo—The furniture factory is being considerably enlarged.

Cheboygan—M. Glass has removed his cigar factory to Mt. Clemens.

Hastings—J. C. Cole is to open a cigar factory, employing ten hands.

Keystone—Fulgum & Oviatt are to add a shingle mill to their business.

Muskegon—The Chase piano factory is now in operation, with 100 workmen.

Evart—Charles L. Gray has sold his planing mill property to Charles Waffle.

West Bay City—Kernan, Heisner & Co.—a new firm—will build a \$100,000 sawmill.

Ludington—The Highland Lumber Co. has been incorporated, with a capital stock of \$150,000.

Negaunee—The Johnson Lumber Co. has cut out its stock and closed its sawmill for the winter.

Belding—A large shoe factory which employs 100 hands, is expected to be transferred here from an eastern state.

Owosso—D. M. Estey has offered to build a large planing mill and sash and door factory in consideration of a bonus of \$3,000.

Tawas—G. N. Carlton, of Au Sable, has purchased a site, and will erect a planing mill, box and telegraph cross arms factory here.

Marcellus—Benton, Barnes & Gard have purchased the machinery in the M. H. Smith planing mill and added it to their school seat factory.

Ewen—Clark Farnham & Co. are cutting about 70,000 shingles a day and have just set up a small sawmill to be used in connection with the shingle mill.

Nestoria—Albert Heath, whose lumber business at this point was closed out this spring by a receiver, talks of moving his mill, which has a capacity of about 40,000 feet, to L'Anse.

Saginaw—The A. W. Wright Lumber Co. is pushing logging operations in Clare and Gladwin counties. It will haul over its logging railroad for itself and other parties 47,000,000 feet.

Rogers City—A. C. Frost has made a proposition to the people of this place to build a first-class sawmill here in consideration of a bonus of \$5,000. It is likely that the proposition will be accepted.

Allegan—Arnold & Mizener are erecting a building, 36x72 feet in dimensions, for a hoop factory. It will have a new 20 horse power engine and a 35 horse power boiler. It will start about Nov. 1, with ten men.

Flint—A concern, known as the Babcock Lumber Co. has been organized here, composed of D. Babcock and H. N. Mallery. It will carry on a general

hardwood lumber manufacturing business, operating a small mill.

Saginaw—S. T. McReavy, of Midland, has taken a contract to cut 5,000,000 feet of lumber for Wells, Stone & Co., in Isabella county. It is said the firm owns 26,000 acres in that county, much of it being timbered with hardwood, and also hemlock and scattering pine.

Schoolcraft—F. H. Earl writes THE TRADESMAN, denying the report that Earl & Brown succeed him in the lumber business. He will continue the yard business, while the new firm will confine its operations to the manufacture of hardwood lumber.

Big Rapids—A new brick building is to be erected immediately, 30x60 feet, as an addition to the Hudnutt electric light plant. Machinery for attaching steam power in case the water power should fail is already on the ground. The capacity of the plant will be doubled.

Piper—F. M. Thompson's sawmill here, which has gone out of commission by reason of the stock having been exhausted, began operations July 10, 1881, and has manufactured 85,000,000 feet of lumber. On the night the mill shut down Mr. Thompson gave his employes a farewell banquet.

Algonac—A. Smith & Son have just completed a \$15,000 barge for the Delta Lumber Co. and have begun an \$18,000 barge for Comstock, Fletcher & Co., of Alpena. Vessel men complain that there is no money, present or prospective, in vessel property, but lumbermen continue investing their money therein. It would be interesting to know how many dollars of capital accumulated in the lumber business have been put into floating property on the lakes this season alone.

It would considerably exceed a sum represented by six figures.

Marquette—Hagar & Johnason, who for years have conducted a planing mill and sash and door factory in this city, will be succeeded in business by the Hagar & Johnason Manufacturing Co. This change is brought about by the fact that the Michigan Polygonal Turning Co. finds that the waste from its factory would not be sufficient for the boilers. The planing mill men needing more capital to enlarge their business, an arrangement was effected by which the business of Hagar & Johnason was turned over to the stock company, the directors of which are the same as of the Michigan Polygonal Turning Co. The company is stocked for \$75,000, all paid in. George W. Hagar becomes general manager of both the companies. The machinery will be taken from the present planing mill and, with some additions, be put in the new factory to be built on the grounds now owned by the turning company.

INDIANA ITEMS.

Shipshewana—Myers & Keller have sold their drug and notion stock to E. C. Stowe and E. B. Gray, who will continue the business at the old stand under the style of Stowe & Gray. The new firm will add a line of groceries.

Clothing Store Wanted.

SHIPSHEWANA, Ind., Oct. 16—The census shows that we have a population of 400, which is a remarkable growth for a town only eighteen months old. Trade is well represented in all lines except that of clothing, and if any reader of THE TRADESMAN is seeking for a first-class location, I can heartily recommend this place. E. C. Stowe

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

Dress Goods, Shawls, Cloaks,
Notions, Ribbons, Hosiery,
Gloves, Underwear, Woolens,
Flannels, Blankets, Gingham,
Prints and Domestic Cottons

We invite the attention of the trade to our complete and well assorted stock at lowest market prices.

Spring & Company.

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.

GRAND RAPIDS GOSSIP.

S. Megaw has sold his grocery stock at 183 Broadway to Ida Kline, late of Chicago.

John Ley has purchased the interest of Frank T. Ley in the firm of J. & F. Ley, grocers at 60 West Leonard street, and will continue the business in his own name.

Corl, Knott & Co. have leased the new Botsford block, now in progress of construction on North Division street, and will occupy the entire building about Jan. 1.

W. E. Woodruff, grocer and meat dealer at Oakdale Park, has sold a half interest in his business to Abram Harwood. The new firm will be known as Woodruff & Harwood.

Hawkins, Perry & Co. foreclosed their \$170 mortgage on the grocery stock of J. N. Potter, at Baldwin, last Thursday. The Muskegon Cracker Co. thereupon attached the stock, subject to the mortgage.

About a year ago a patron of the Grand Rapids National Bank asked the advice of President Uhl as to the advisability of taking some of Peters' paper. "I wouldn't do it," replied the suave banker, "because he has got to lay down, sooner or later. I notice that when he pays a note, the funds invariably come from some other bank—not from the proceeds of his own business. When he fails—and it has got to come before long—it will be a worse failure than Englemann's."

Purely Personal.

Ben. W. Putnam is in Chicago for a few days on business.

J. P. Allen, camp manager for Louis Sands, of Manistee, was in town last Wednesday.

S. F. Stevens spent several days in Chicago last week. He was accompanied by his wife.

Geo. Dewey, of the grocery firm of Rankin & Dewey, at Shelby, was in town last Saturday.

Chas. Kritzer, manager of the Kritzer Milling Co., at Newaygo, was in town one day last week.

M. B. Harner, the sporting member of the firm of Harner Bros., clothiers at Petoskey, was in town last Saturday.

T. A. Jamison, druggist at South Boardman, has gone to Chicago to take a course of pharmacy at one of the schools there.

D. Vinton, senior member of the firm of D. Vinton & Son, general dealers at Williamsburg, was in town a couple of days last week.

W. J. Clarke, the Harbor Springs merchant, was in town a couple of days last week, in attendance on the United States Court as a juror.

Ed. C. Duff, who recently purchased the general stock of Cole & Chapel, at Ada, was a buyer at this market for the first time last Wednesday.

Geo. H. Spencer, the Pomona general dealer, was in town several days last week. He has purchased several lots at Thompsonville-Beecher and may eventually locate at that place.

Geo. H. Blackmar, formerly connected with the office force of the Grand Rapids School Furniture Co., is now managing the Lookout School Furniture Co., of Chattanooga, a selling agency of the Globe School Furniture Co., of Northville.

FINANCIAL.

Local Stock Quotations.

Reported by the Michigan Trust Company.

Anti-Kalsomine Co.	150
Alpine Gravel Road Co.	77
Aldine Manufacturing Co.	60
Belted Wagon & Sleigh Co.	100
Canal Street Gravel Road Co.	100
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.	115
Grand Rapids Electric Light and Power Co.	75
Grand Rapids Savings Bank	110
Grand Rapids Chair Co.	110
Grand Rapids National Bank	135
Grand Rapids Felt Boot Co.	107
Grandville Avenue Plank Road Co.	150
Kent County Savings Bank	125
Michigan Barrel Co.	100
New England Furniture Co.	95
National City Bank	132
Old National Bank	132
Plainfield Avenue Gravel Road Co.	25
Phoenix Furniture Co.	60
Sligh Furniture Co.	85
Street Railway Co. of Grand Rapids	40
Walker Gravel Road Co.	80
Peninsular Club 4 per cent. Bonds	75

Boneless "Chicken."

Wife—Is this canned chicken always boneless, George?
Husband—Yes, this kind is. The calf was rather too old and the bones would "give it away," you know.

VISITING BUYERS.

Smith & Bristol, Ada	John Giles & Co., Lowell
E C Duff, Ada	Hunt & Hunter, Lowell
F Narrengang, Byron Center	Eli Runnels, Corning
L Cook, Bauer	John Baker, Chaucey
S Brooks, Caledonia	Nagler & Beeler, Caledonia
O H Deming, Dutton	S Brooks, Caledonia
Smallegan & Pickett, Forest Grove	J B Watson, Coopersville
W N Hutchinson, Grant	Mrs L A Knowles, Stetson
H J Fisher, Hamilton	Luce & Jackson Lumber Co.,
A L Power, Kent City	Scranton, Miss
C Duncumb, Keeler	Sullivan Lum Co., Sullivan
Geo H Spencer, Pomona	A Purchase, So Blendon
Harner Bros, Petoskey	Watrous & Bassford, W Troy
W R Wells, Shaytown	Kinney, Kinney
Rankin & Dewey, Shelby	W J Clarke, Harbor Springs
T H Atkins, West Carlisle	L M Wolf, Hudsonville
D Vinton & Son, Williamsburg	Alex Denton, Howard City
Watkins Bros, Williamston	E S Haughtaling, Hart
E E Hewitt, Rockford	E O Goldsmith & Co.,
Geo A Sage, Rockford	Vicksburg
Neal McMillan, Rockford	E S Botsford, Dorr
Harry & Co, Rockford	H Meijering, Jamestown
Hessler Bros, Rockford	Dr H C Fecam, Freepport
John Gunstra, Lamont	Lamoureux & Beernan,
	Fruitport

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—NEW STOCK OF GROCERIES AND fixtures; one of the best locations in city; reason for selling, poor health. Address Grocer, care Michigan Tradesman. 123

FOR SALE—AT A BARGAIN A SMALL STOCK OF Drugs, also two notaries and prescriber's 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 in a good town of 6,000 inhabitants; good point for a physician; nice paying trade; owner has other business to look after. N. H. Winans, 3 and 4 Tower Block, Grand Rapids. 111

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

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

FOR SALE—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

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

SITUATIONS WANTED.

WANTED—SITUATION IN OFFICE BY YOUNG lady of 20, who has had the advantage of collegiate education; does not write short hand, but is good penman; wages not so much an object as a pleasant place to work. Address Z, care Michigan Tradesman. 122

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

MISCELLANEOUS.

FOR SALE OR RENT—A NICE BRICK STORE IN the village of Morrice; size of store, 25x60 feet; insurance low; good opening for general store. Call on or address B. F. Rann & Son, Morrice, Mich. 121

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. 664

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.

HESTER & FOX,
Manufacturers' Agents for
SAW AND CRIST MILL MACHINERY,

Send for 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.

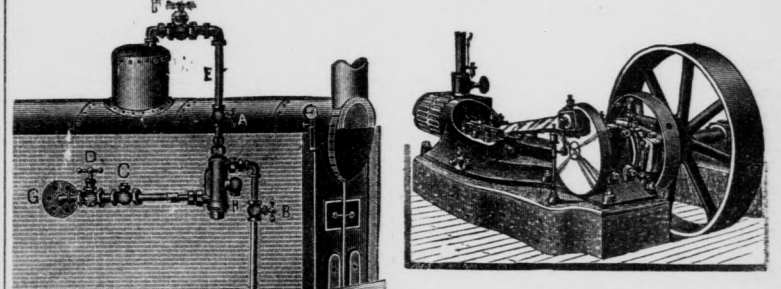
Wall Paper and Window Shades.

House and Store Shades Made to Order.

NELSON BROS. & CO.,
68 MONROE STREET.

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

CURTISS & CO.,
WHOLESALE

Paper Warehouse.

FLOUR SACKS, GROCERY BAGS, TWINE AND WOODEN WARE.

Houseman Block, Grand Rapids, Mich.

Dry Goods.

A New Idea for Merchants.
 "What do you call that, William?" I enquired, as I saw my friend at work on a figure in the show window. It was a rather corpulent, genial-faced gentleman, sitting in a large arm chair facing the street. He was dressed in a neat business suit and his coat and vest were pretty well covered with small articles of dry goods, neatly attached, and a small tag upon each told the price in figures. He occupied the entire window and his surroundings represented a pleasant room, carpeted and furnished. He was not flesh and blood, but *papier mache*.

"That gentleman you see is my commercial traveler at home?" he answered. "Can't afford to put one on the road yet, but you'd be surprised to see what this one is doing. You took him for a dummy, did you? No, sir; no dummy about him. He talks to crowds during his reception hours, for, as you notice, his card there on the table says 'I receive callers from 10 to 12 a. m. and from 2 to 8 p. m.; and his visitors at times fairly darken the window and block the walk. Talk? Why, that man is worth a small printing office to talk; in fact, it takes a small office, as you will notice, to keep him going. His talk is never stale and on certain days he has original stories to tell, same as the traveling men, and that is always a drawing card. His printers' bills are large, but it pays. His board?'—and the man stopped to laugh—"is tough but low-priced—nothing but oak board, you see," and he pointed to the chair. "We remove him from the window between his reception hours, and he invariably returns with an entire fresh supply of goods. Frequently he comes out in an entirely new suit of clothes. Notwithstanding we do not deal in clothing, we keep him amply supplied with fashionable suits. How much does he sell? Of course, that depends a little upon the weather, as it would with a traveling agent. Yesterday was a wet day, you know, and still he took in \$45. We keep a regular account of his sales and charge him with expenses. We never ask his customers to take duplicates of his goods. He sells from his own stock and by and by he is supplied with more. That is one secret of his success. No, we have neither trade mark nor patent on our man, and if other merchants can find as genial a traveler who will stay at home, we wish them success."

I walked away, satisfied that with the "printers' ink" he had added, he had hit upon a novel and effectual drawing card. **The Overstocked Print Cloth Market.** A Fall River dispatch, under date of Oct. 16, is as follows:

Mill men have discussed a November curtailment. They agree that there are too many print cloths here and too many being made, but the continued fair demand and better prices for odd and side goods have produced so much better feeling that the disposition to close in November is not so marked, and it is predicted that no general curtailment will occur, although the straight print cloth mills may attempt some doctoring.

The Same Meaning.

Bank President—Everything indicates that he has gone to Canada. Lock the bank doors and hang out a card, "No Cashier."
 Book-keeper—Shall I write it, "No Cash Here?"

Prices Current.

UNBLEACHED COTTONS.		BLEACHED COTTONS.	
Atlantic A..... 7	Clifton C C C..... 6 1/2	Amsburg..... 7	Glen Mills..... 7
" H..... 6 1/2	" Arrow Brand 5 1/2	Blackstone A A..... 8	Gold Medal..... 7 1/2
" P..... 6	" World Wide..... 7	Beats All..... 4 1/2	Green Ticket..... 8 1/2
" D..... 6 1/2	" LL..... 5	Cleveland..... 7	Great Falls..... 6 1/2
" LL..... 5 1/2	Full Yard Wide..... 6 1/2	Cabot..... 7 1/2	Hope..... 7 1/2
Amory..... 7 1/2	Honest Width..... 6 1/2	Cabot, %..... 6 1/2	Just Out..... 4 1/2 @ 5
Archery Bunting..... 4	Hartford A..... 5 1/2	Dwight Anchor..... 9	King Phillip..... 7 1/2
Beaver Dam A A..... 5 1/2	Madras cheese cloth 6 1/2	Edwards..... 8 1/2	OP..... 7 1/2
Blackstone O, 32..... 5	Noibe R..... 6 1/2	Empire..... 7	Lonsdale..... @ 8 1/2
Black Rock..... 7	Our Level Best..... 6 1/2	Farwell..... 7 1/2	Middlesex..... @ 5
Boot, AL..... 7 1/2	Oxford R..... 6 1/2	Fruit of the Loom..... 8 1/2	No Name..... 7 1/2
Chapman cheese cl. 3 1/2	Pequot..... 7 1/2	Fitchville..... 7 1/2	Oak View..... 6
Comet..... 7	Solar..... 6 1/2	First Prize..... 6 1/2	Our Own..... 5 1/2
Dwight Star..... 7 1/2	Top of the Heap..... 7 1/2	Fruit of the Loom % 8	Pride of the West..... 12
		Fairmount..... 4 1/2	Rosalind..... 7 1/2
		Full Value..... 6 1/2	Sunlight..... 4 1/2
		Geo. Washington..... 8 1/2	Vinyard..... 8 1/2
HALF BLEACHED COTTONS.		UNBLEACHED CANTON FLANNEL.	
Cabot..... 7 1/2	Dwight Anchor..... 8 1/2	Tremont N..... 5 1/2	Middlesex No. 1..... 10
Farwell..... 7 1/2		Hamilton N..... 6 1/2	" 2..... 11
		" L..... 7	" 3..... 12
		Middlesex AT..... 8	" 7..... 18
		" X..... 9	" 8..... 19
		" No. 25..... 9	
BLEACHED CANTON FLANNEL.		BLEACHED CANTON FLANNEL.	
Hamilton N..... 7 1/2	Middlesex A A..... 11	Middlesex P T..... 8	" 2..... 12
Middlesex P T..... 8	" A O..... 13 1/2	" A T..... 9	" A O..... 13 1/2
" A T..... 9	" 4..... 17 1/2	" X A..... 9	" 5..... 16
" X A..... 9	" 5..... 16	" X F..... 10 1/2	
" X F..... 10 1/2			
DRESS GOODS.		CORSET JEANS.	
Hamilton..... 8	Nameless..... 20	Biddeford..... 6	Naumkeag satteen..... 7 1/2
"..... 9	"..... 25	Brunswick..... 6 1/2	Rockport..... 6 1/2
"..... 10 1/2	"..... 27 1/2		
G G Cashmere..... 21	"..... 30		
Nameless..... 16	"..... 32 1/2		
"..... 18	"..... 35		
PRINTS.		TICKINGS.	
Allen, staple..... 5 1/2	Merrim'ck shirtings..... 4 1/2	Amoskeag A C A..... 13	G A..... 12 1/2
" fancy..... 5 1/2	Repp furn..... 8 1/2	Hamilton N..... 7 1/2	Pemberton AAA..... 16
" robes..... 5	Pacific fancy..... 6 1/2	" D..... 8 1/2	York..... 10 1/2
American indigo..... 6 1/2	" robes..... 6 1/2	" Awning..... 11	Swift River..... 7 1/2
American indigo..... 6 1/2	Portsmouth robes..... 6 1/2	Farmer..... 8	Pearl River..... 12 1/2
American shirtings..... 6 1/2	Simpson mourning..... 6 1/2	First Prize..... 11 1/2	Warren..... 14
Arnold..... 6 1/2	" greys..... 6 1/2		
" long cloth B..... 10 1/2	" solid black..... 6 1/2		
" C..... 8 1/2	Washington indigo..... 6		
" century cloth 7..... 10 1/2	" Turkey robes..... 7 1/2		
" gold seal..... 10 1/2	" India robes..... 7 1/2		
" Turkey red..... 10 1/2	" plain T'ky X & 8..... 10		
Berlin solids..... 5 1/2	" X..... 10		
" oil blue..... 6 1/2	" Ottoman Tur..... 6		
" green..... 6 1/2	key red..... 6		
Cochecho fancy..... 6	Martha Washington..... 7 1/2		
" madders..... 6	Turkey red %..... 7 1/2		
Eddystone fancy..... 6	Martha Washington..... 9 1/2		
Hamilton fancy..... 6 1/2	Turkey red..... 9 1/2		
" staple..... 5 1/2	Riverpoint robes..... 5		
Manchester fancy..... 6	Windsor fancy..... 6 1/2		
" new era..... 6 1/2	" gold ticket..... 6 1/2		
Merrimack D fancy..... 6 1/2	indigo blue..... 10 1/2		
COTTON DRILL.		SATINES.	
Atlanta, D..... 6 1/2	Stark A..... 8	Simpson..... 20	Imperial..... 10 1/2
Boot..... 6 1/2	"..... 8	"..... 18	Black..... 9 @ 9 1/2
Clifton, K..... 7 1/2	"..... 10	"..... 16	"..... 10 1/2
		Cochecho..... 10 1/2	

DEMINS.		GINGHAMS.	
Amoskeag..... 12 1/2	Jaffrey..... 11 1/2	Lancaster, staple..... 6 1/2	Lancaster, fancies..... 7
" 9 oz..... 14 1/2	Lancaster..... 12 1/2	" "..... 7	Normandie..... 8
" brown 13..... 13 1/2	Lawrence, 9 oz..... 13 1/2	" "..... 8	Westbrook..... 10
Andover..... 11 1/2	" No. 230..... 13	" "..... 10	York..... 6 1/2
Everett, blue..... 12	" No. 250..... 11 1/2	" "..... 10	Hampton..... 6 1/2
" brown..... 12	" No. 280..... 10 1/2	" "..... 10	Windermeer..... 5
		" "..... 10	Cumberland..... 5
		" "..... 10	Essex..... 4 1/2
		" "..... 10	
CARPET WARP.		GRAIN BAGS.	
Peerless, white..... 18 1/2	Peerless colored..... 21	Amoskeag..... 17	Valley City..... 16
		Harmony..... 17	Georgia..... 10
		Stark..... 20 1/2	Pacific..... 14 1/2
		American..... 17	
THREADS.		KNITTING COTTON.	
Clark's Mile End..... 45	Barbour's..... 88	No. 6..... 33	Colored..... 42
Coats' J. & P..... 45	Marshall's..... 88	" 8..... 34	" 16..... 38
Holyoke..... 22 1/2		" 10..... 35	" 18..... 39
		" 12..... 36	" 20..... 40
CAMBRICS.		RED FLANNEL.	
Slater..... 4 1/2	Washington..... 4 1/2	Fireman..... 32 1/2	T W..... 32 1/2
White Star..... 4 1/2	Red Cross..... 4 1/2	Creedmore..... 27 1/2	F T..... 32 1/2
Kid Glove..... 4 1/2	Lockwood..... 4 1/2	Talbot XXX..... 30	J R F, XXX..... 35
Newmarket..... 4 1/2	Wood's..... 4 1/2	Nameless..... 27 1/2	Buckeye..... 32 1/2
Edwards..... 4 1/2	Brunswick..... 4 1/2		
MIXED FLANNEL.		DOMET FLANNEL.	
Red & Blue, plaid..... 40	Grey S R W..... 17 1/2	Nameless..... 8 @ 9 1/2	" 9 @ 10 1/2
Union R..... 22 1/2	Western W..... 18 1/2	" 8 1/2 @ 10	" 12 1/2
Windsor..... 18 1/2	D R P..... 18 1/2		
6 oz Western..... 21	Flushing XXX..... 23 1/2		
Union B..... 22 1/2	Manitoba..... 23 1/2		
CANVASS AND PADDING.		DUCKS.	
Slate..... 9 1/2	Brown..... 9 1/2	Severin, 8 oz..... 9 1/2	West Point, 8 oz..... 10 1/2
10 1/2..... 10 1/2	13..... 13	Mayland, 8 oz..... 10 1/2	10 oz..... 12 1/2
11 1/2..... 11 1/2	15..... 15	Greenwood, 7 1/2 oz..... 9 1/2	13 oz..... 13 1/2
12 1/2..... 12 1/2	17..... 17	Greenwood, 8 oz..... 11 1/2	Stark..... 13 1/2
	20..... 20		
WADDINGS.		SILKES.	
White, doz..... 25	Per bale, 40 doz..... 75	Slater, Iron Cross..... 8	Pawtucket..... 10 1/2
Colored, doz..... 30		" Red Cross..... 9	Dundie..... 9
		" Best..... 10 1/2	Bedford..... 10 1/2
		" Best AA..... 12 1/2	Valley City..... 10 1/2
CORSETS.		SEWING SILK.	
Coraline..... \$9 50	Wonderful..... \$4 75	Corticelli, doz..... 75	Corticelli knitting..... 30
Schilling's..... 9 00	Brighton..... 4 75	twist, doz..... 37 1/2	per 1/2 oz ball..... 30
		50 yd. doz..... 37 1/2	
HOOKS AND EYES—PER GROSS.		PINS.	
No 1 Bl'k & White..... 10	No 4 Bl'k & White..... 15	No 2—20, M C..... 50	No 4—15, F 3 1/2..... 40
" 2..... 12	" 8..... 20	" 3—18, S C..... 45	
" 3..... 12	" 10..... 25		
COTTON TAPE.		SAFETY PINS.	
No 2 White & Bl'k..... 12	No 8 White & Bl'k..... 30	No 2..... 28	No 3..... 36
" 4..... 15	" 10..... 23		
" 6..... 18	" 12..... 26		
NEEDLES—PER M.		TABLE OIL CLOTH.	
A. James..... 1 50	Steamboat..... 40	5—4..... 2 25	6—4..... 3 25
Crowley's..... 1 35	Gold Eyed..... 1 50	" 2 10..... 2 10	3 10..... 3 10
Marshall's..... 1 00			

J. & P. COATS'



BEST SIX-CORD Spool Cotton

IN WHITE, BLACK AND COLORS, FOR Hand and Machine Use. FOR SALE BY P. STEKETEE & SONS

Voigt, Herpolsheimer & Co., Importers and Jobbers of Staple and Fancy Dry Goods. NOTIONS AND HOLIDAY GOODS.

Manufacturers of Shirts, Pants, Overalls, Etc.

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

48, 50 and 52 Ottawa St., 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.

Grand Rapids Fire Insurance Co.

CASH CAPITAL - \$200,000.00

Fair Rates. Prompt Settlements.

Call on our agent in your town. JULIUS HOUSEMAN, President. S. F. ASPINWALL, Secretary.

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.

HARDWARE.

New Enterprise at Marshall.

MARSHALL, Oct. 18.—A special meeting of the council was called on Monday evening, Oct. 13, when the principal stockholder of the A. P. Rickard Manufacturing Co. made a proposition that the company would establish its factory in Marshall for the manufacture of express wagons, wheels for baby carriages, tricycles, bicycles, etc., upon certain conditions; whereupon Alderman William Conner rose and in a telling speech, which was received with cheers from the leading merchants present, moved that the city appropriate \$5,000 to the company upon the conditions named, which was carried unanimously. The next day bonds were entered into, a site for the factory was located, and on Wednesday the contract was signed, the first sod was turned over and work commenced. It is confidently expected that the factory will be in full operation by January 1.

Merchants Should Remember

That truthful and honest advice to a customer will return you a larger percentage than the goods you sell him.

That when asked for a favor, a kind and gentlemanly refusal is worth far more than a surly and hesitating compliance.

That your goods were bought to sell, not to keep upon the shelves.

That immediate and polite attention to a new customer may secure him for life.

That it is better to lose a sale than to sell an article to a customer that you know will not give him satisfaction.

The Hardware Market.

The nail market is weak. Rope is off, on account of internal dissensions in the cordage combine. Shot and lead are still advancing. There is no special change in the glass market, but the price is firm, owing to a consolidation of the various interests. Sheet and bar iron are firm.

Change in Agency.

Foster, Stevens & Co. have been appointed distributing agents for Dupont's powder in this territory, in place of Spalding & Co., who recently failed.

Big Rapids—Mrs. William Van Loo has sold 50x150 feet, fronting on South Michigan avenue, with two store buildings thereon, to E. C. Morris.

THE PERFECTION MEAT CUTTER



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.

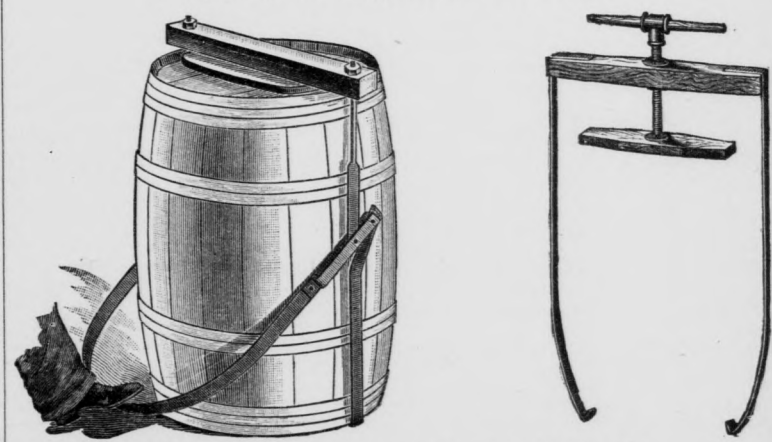
These prices are for cash buyers, who pay promptly and buy in full packages.

AUGURS AND BITS.	dis.
Snell's.....	60
Cook's.....	25
Jennings, genuine.....	35
Jennings, imitation.....	50&10
AXES.	
First Quality, S. B. Bronze.....	\$ 8 50
D. B. Bronze.....	12 50
S. B. Steel.....	9 50
D. B. Steel.....	14 00
BARROWS.	
Railroad.....	\$ 14 00
Garden.....	net 30 00
BOLTS.	dis.
Stove.....	50&10
Carriage new list.....	70
Flow.....	40&10
Sleigh shoe.....	70
BUCKETS.	
Well, plain.....	\$ 3 50
Well, swivel.....	4 00
BUTTS, CAST.	dis.
Cast Loose Pin, figured.....	70&10
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&10
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.	dis.
Socket Firmer.....	70&10
Socket Framing.....	70&10
Socket Corner.....	70&10
Socket Slicks.....	70&10
Butchers' Tanged Firmer.....	40
COMBS.	dis.
Curry, Lawrence's.....	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.	dis.
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 1/2
ELBOWS.	
Com. 4 piece, 6 in.....	doz. net 75
Corrugated.....	dis. 20&10&10
Adjustable.....	dis. 40&10
EXPANSIVE BITS.	dis.
Clark's, small, \$18; large, \$26.....	30
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List.	dis.
Disston's.....	60&10
New American.....	60&10
Nicholson's.....	60&10
Heller's.....	50
Heller's Horse Rasps.....	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List.....	13 14 15 18
Discount, 60.....	
GAUGES.	dis.
Stanley Rule and Level Co.'s.....	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 1/2
Screw Hook and Eye, 1/2.....	net 10
" " 3/4.....	net 8 1/2
" " 1.....	net 7 1/2
" " 1 1/4.....	net 7 1/2
Strap and T.....	dis. 70
HANGERS.	dis.
Barn Door Kidder Mfg. Co., Wood track.....	50&10
Champion, anti-friction.....	60&10
Kidder, wood track.....	40
HOLLOW WARE.	
Pots.....	60
Kettles.....	60
Spiders.....	60
Gray enameled.....	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware.....	new list 70
Japanned Tin Ware.....	25
Granite Iron Ware.....	new list 33 1/2&10
WIRE GOODS.	dis.
Bright.....	70&10&10
Screw Eyes.....	70&10&10
Hook's.....	70&10&10
Gate Hooks and Eyes.....	70&10&10

LEVELS.	dis.
Stanley Rule and Level Co.'s.....	70
KNOBS—New List.	
Door, mineral, jap. trimmings.....	55
Door, porcelain, jap. trimmings.....	55
Door, porcelain, plated trimmings.....	55
Door, porcelain, trimmings.....	55
Drawer and Shutter, porcelain.....	70
LOCKS—DOOR.	dis.
Russell & Irwin Mfg. Co.'s new list.....	55
Mallory, Wheeler & Co.'s.....	55
Branford's.....	55
Norwalk's.....	55
MATTOCKS.	
Adze Eye.....	\$16.00, dis. 60
Hunt Eye.....	\$15.00, dis. 60
Hunt's.....	\$18.50, dis. 20&10
MAULS.	dis.
Sperry & Co.'s, Post, handled.....	50
MILLS.	dis.
Coffee, Parkers Co.'s.....	40
" P. S. & W. Mfg. Co.'s Malleables.....	40
" Landers, Ferry & Co.'s.....	40
" Enterprise.....	25
MOLASSES GATES.	dis.
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	25
NAILS.	
Steel nails, base.....	2 05
Wire nails, base.....	2 50
Advance over base:	
Steel.....	Wire.
Base.....	Base
60.....	10
50.....	5
40.....	20
30.....	10
20.....	30
16.....	15
12.....	15
10.....	20
8.....	25
7 & 6.....	40
4.....	65
3.....	1 00
2.....	1 50
Fine 3.....	1 50
Case 10.....	60
" 8.....	75
" 6.....	90
" 4.....	1 25
" 3.....	1 00
" 2.....	1 25
" 1.....	1 50
Clinch 10.....	85
" 8.....	90
" 6.....	1 15
" 4.....	1 00
" 3.....	1 15
Barrell 1/2.....	1 75
PLANES.	dis.
Ohio Tool Co.'s, fancy.....	2 50
Sciota Bench.....	2 60
Sandusky Tool Co.'s, fancy.....	2 40
Bench, first quality.....	2 60
Stanley Rule and Level Co.'s, wood.....	2 10
PANS.	
Fry, Acme.....	dis. 60-10
Common, polished.....	dis. 70
RIVETS.	dis.
Iron and Tinned.....	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 1/2c per pound extra.	
ROPES.	
Sisal, 1/4 inch and larger.....	10 1/2
Manilla.....	14
SQUARES.	dis.
Steel and Iron.....	75
Try and Bevels.....	60
Mitre.....	20
SHEET IRON.	
Com. Smooth.....	Com.
Nos. 10 to 14.....	\$4 20 \$3 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 acct. 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.	per ton \$25
Solid Eyes.....	dis.
" Hand.....	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
TRAPS.	dis.
Steel, Game.....	60&10
Oneda Community, Newhouse's.....	35
Oneda Community, Hawley & Norton's.....	70
Mouse, choker.....	18c per doz.
Mouse, delusion.....	\$1.50 per doz.
WIRE.	dis.
Bright Market.....	65
Annealed Market.....	70-10
Coppered Market.....	60
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	3 60
" painted.....	3 60
HORSE NAILS.	
An Sable.....	dis. 25&10 25&10&5
Putnam.....	dis. 10
Northwestern.....	dis. 10&10
WRENCHES.	dis.
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75&10
MISCELLANEOUS.	dis.
Bird Cages.....	50
Pumps, Cistern.....	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 1/2c per pound.....	7 1/2
600 pound casks.....	7 1/2
Per pound.....	7 1/2
SOLDER.	
1/2@3/4.....	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.	per pound 16
Cookson.....	" 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.....	15 50
14x56 IX, for No. 8 Boilers, } per pound 10	
14x60 IX, " " " " }	

APPLE PRESSES, Screw and Lever.



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

The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

Tradesman Company, Proprietor.

Subscription Price, One Dollar per year, payable strictly in advance.
Advertising Rates made known on application.
Publication Office, 100 Louis St.

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, OCTOBER 22, 1890.

If there is a trade journal anywhere which can show a larger proportion of original matter than THE TRADESMAN does this week—and hopes to hereafter, through recent additions to its editorial force—it would be interesting to know where it is to be found.

The public generally will be the gainers through the indictment of Daniel F. Beatty, of Washington, N. J. For years he has conducted a swindling organ business, but Uncle Sam has finally stepped in and prosecuted him for fraudulent use of the mails—sending circulars throughout the country offering organs at ridiculously low prices, and after the receipt of money refusing to fill the order until a further sum should be forwarded, claiming that he had run out of the cheaper instruments.

J. D. Larkin & Co., soap manufacturers at Buffalo, have seen fit to ignore the legitimate trade in the distribution of their product, having flooded the mails with circulars to consumers, offering to send "six solid silver teaspoons" with each box of soap. Some one sent one of the spoons to the United States Mint, at Philadelphia, when the Assayer reported that instead of being solid silver, it contained "only one-thousandth part of silver in the form of thin plating." A house which employs such fraudulent methods to get its goods on the market should be avoided by reputable dealers—and that is probably the reason why Larkin & Co. are unable to dispose of their goods in the usual manner.

The "Divine Right" of the Banks.

"There is one thing in business I seriously object to," remarked a leading shoe jobber the other day, "and that is the assumed 'divine right' of the banks to primal security in the case of every failure of importance, as instanced in the case of the Arthur Meigs & Co. failure. When I have anything to do with failing firms, I see that all the business men are secured first, and the banks can take what is left. My ideas are seldom carried out, however."

Used the Miscellaneous Column.

C. A. Gurney, the Hart druggist, writes: "I am finally supplied with a registered clerk—E. H. Morse, of Middleville, who saw my advertisement in your paper. Long may THE TRADESMAN wave!"

J. H. Cobb, who recently sold his hardware stock at Baldwin to L. B. Chapel, says: "I exhausted every other method of advertising my stock and then resorted to THE TRADESMAN. It brought me a buyer in a short time."

In buying your blank books, don't forget that Barlow Bros., Grand Rapids, keep in stock ledgers and journals made from A 1 linen paper and bound with the Philadelphia patent flat opening back—the *strongest blank book ever made*. Send for sample sheets with prices.

PER CONTRA.

Written for THE TRADESMAN

Long since our gran'ther kept accounts
In good old way, though small amounts.
He said: "The pennies always counts"
In tally;

And when the farmer came to pay
In cash or butter, grain or hay,
He wrote beneath in bold display,
Per Contra.

In trade, as in life's toiling way,
Two paths confront us, day by day,
The good and bad are here always,
A sentry;

And so the ledger's debit side
Requires a credit just and wide,
And truth and honor for our guide,
Per Contra.

The merchant charges all we get;
In time, the payment must be met,
Or failure makes us heed, "you bet,"
That entry;

And thus within our book of life
Is charged the struggle and the strife
And there beneath good deeds are rife,
Per Contra.

Some guiding spirit keep our page
Recording all our acts engage
We ask no help from sect or sage
Adjusting;

But when I say my last good night,
Oh, may some pitying angel bright
Beneath my name then kindly write,
Per Contra.
F. A. H.

The Peters Failure.

The sensation of the week has been the failure of R. G. Peters and some of the firms and corporations in which he is interested. It will be several days before any reliable estimate of the assets and liabilities can be given, all the reckless statements appearing in the newspapers in the meantime being the merest conjecture.

The failure carried two Grand Rapids men—Arthur Meigs and Wm. Dunham—into bankruptcy, and caught all the banks of the city with the exception of the Grand Rapids National and the two savings banks. Lemon & Peters will probably lose about \$5,000 through the failure of the R. G. Peters Salt and Lumber Co., Arthur Meigs & Co., and a few dealers dependent upon them, but this will in no way affect the standing of the house. Many men would have thrown up their hands, in the event of a partner's failure, but the determination of Mr. Lemon, fortified by the fidelity of his friends, will enable him to weather the storm in good shape and come out with flying colors.

Of the causes of the failure, it is yet too early to speak understandingly. In a general way, the collapse may be attributed to the great number of enterprises Mr. Peters attempted to associate himself with. Some undoubtedly made money rapidly, but others must have proved unsuccessful and become a drain upon his resources. The failure ought to serve as a warning to those who are disposed to go beyond their depth—but will it?

Meeting of Soap Manufacturers.

The second convention of the National Soap Makers' Association was held at Chicago last week, the membership having increased thirty since the last convention, held at Niagara Falls.

It was decided to discontinue the practice of offering premiums and prizes as an inducement to purchase goods. Credits were limited to 60 days, no rebates to be made on large bills. A proposal to adopt a uniform scale of prices was introduced, but was rejected, and a counter-proposal to establish local associations, which would deal with the question of prices in their respective localities, was adopted.

The next convention will be held at Pittsburg on Jan. 2, 1891.

THE DAWN OF JOBBING.

Succinct History of the Wholesale Grocery Trade.

The following history of the wholesale grocery trade of Grand Rapids was prepared for the forthcoming publication of the Board of Trade by John Caulfield and has been kindly furnished THE TRADESMAN by Amos S. Musselman, chairman of the Publication Committee:

The grocery business has been an important element in the growth, progress and material wealth of Grand Rapids. In the early days of the town, it was conducted in connection with other branches of mercantile trade. The first record of wholesaling in the grocery traffic is that of an advertisement by Samuel B. Ball in 1844. "Wholesale and Retail" it read, but doubtless the greater part of it was retail. Prior to the city organization, in 1850, several retailers—such as Amos Roberts & Son, John Clancy & Bros., Jefferson Morrison, Sinclair & King and perhaps two or three others—were selling now and then job lots to small dealers in outlying settlements; but there is no account of the launching out into the wholesaling of groceries exclusively until about seven years later. L. H. Randall and Seth Holcomb engaged in the grocery business in 1857 under the firm name of L. H. Randall & Co.—Geo. W. Waterman several years earlier. Both houses were giving special attention to jobbing in connection with retailing about 1861-62.

After the close of the war, or in 1865, may be set down as the time when the jobbing and retail trade in groceries began taking on proportions of magnitude and importance. Preceding 1858, dealers suffered many delays and disappointments in getting supplies from the East, which came *via* the Erie canal, Buffalo and around the lakes to Grand Haven; thence by boat to destination. The advent of the Detroit & Milwaukee, the pioneer railway to the Valley City, in 1858, was a pleasing acquisition to the business men and growing industries of a progressive people. With no other competing railroad line from the East, the one-track monopoly became quite a bone of contention, and engendered a feeling of hostility for a time toward the road through which our then Mayor, Hon. Marshall McCray, had but recently exchanged congratulations over the first telegraph wire with the Mayor of Detroit. The rate of freight on fourth class from New York was about this time \$1 per 100 pounds. The wholesale grocer of to-day can readily estimate that at this rate the cost of freight on a car load of merchandise from New York would make an ordinary working capital for the starting of a corner grocery. A car load of salt would cost then somewhere about \$2.25. The retail price then by the barrel was \$2.50 to \$3, and this before any duty was put on salt. Since there has been a duty placed on salt, the price has gradually come down to \$50 to \$60 on car lots, and 75 to 95 cents per barrel at retail. In 1864-65 teas retailed at \$2 to \$2.25 per pound and "A" coffee sugar advanced to 30 and 31 cents per pound at retail. The wholesale grocer would reasonably suppose from this, that to pay such prices to-day would require an enormous amount of capital to conduct his present volume of business. So it would, according to the prompt paying terms of the present time. The terms in those days were three, four

and six months, giving the country merchant outside of New York ample time to change his groceries into cash and meet his maturing bills. Then it was customary to go to New York twice every year, in the spring and fall. During these trips our early Grand Rapids grocers generally purchased a six-months' supply, bought mostly from the wholesale grocers of New York. The importers of teas, coffees and sugars of those early days seldom sold to any firm outside the wholesale grocers of their own cities.

Previous to the close of the war, in 1864, the late John Clancy and John Caulfield embarked in the wholesaling and retailing of groceries at 38 Canal street. At this time there seemed to be an inadequate supply of grocery stores for the exigencies of trade and the prospective opening of Northern Michigan to railroad enterprises. About this time Frank Letellier, a grocery clerk, began in the trade; in 1865 Patten & Beekman; then followed Smith & Perkins. In 1866 the firm of Lyon & Cody was organized, buying out the grocery stock in trade of C. H. Taylor & Co., then doing business at the corner of Canal and Erie streets, in the old Collins Hall block. All the above firms at this time did more or less jobbing in a small way. In 1867, the firm of Finney & Hulbert started in the wholesaling and retailing of groceries, near where the Fourth National Bank now stands. They remained in business but a short time. Then came greater railroad facilities and the rapid development of the whole northern section, and, as a consequence, the wholesaling of groceries became an item of great importance. In the fall of 1866 L. H. Randall & Co. hauled in the insignia of a green grocer. The basket of potato mashers, butter ladles, broom and mop sticks, pails, tubs and cant hooks, no longer stood by the door as a sign that codfish and molasses were "retailed here."

The sales of groceries at wholesale in 1860 may be summed up at about \$75,000. Later on, in 1867, the total sales of L. H. Randall & Co., John Caulfield and Lyon & Cody may be estimated at \$500,000. Two years later John Caulfield bought the Collins block, sold out his retail business at 38 Canal street, and, in 1869 opened exclusively in the wholesaling of groceries in his own building. The following year, Cody & Olney engaged in wholesaling exclusively, after moving to Monroe street. This made three jobbing houses in the grocery business, the proprietors or partners of which did more or less of their own trading. The bear, wolf and hobgoblin stories of these early pine woods trips on a buckboard wagon would fill a primer. T. S. Freeman—"Tom," as he was familiarly called—did the drummer act for his own firm. John Caulfield and D. D. Cody made occasional trips to help the boys out. Mr. Cody, while not an orator, had quite a retentive memory, but he was no judge of the currency of the day. A wild-cat or confederate bank scrip was just as likely to be passed on him as a bill bearing the genuine government stamp. As each customer would pay him, he would roll the funds into wads. On accounting to his book-keeper on his return home, each wad was carefully unfolded and the name given of the camp or merchant who paid. If a counterfeit was detected, both Cody and the book-keeper could testify

to the particular package the worthless bill came from.

There were no steam nor hydraulic elevators, as we now have in our stores—nothing better than the old grip hooks, block and tackle, to hoist goods or lower them to the basement. At the landing end of the rope, when the ox-teams were around to be loaded, all hands were called into requisition, from the book-keeper down to the ox-driver; and how they did "hollar" and pull at that rope, to the tune of "ho—heave, ho—heave, ho!"

There is a marked difference between selling goods on the road now and in the infancy of the jobbing trade. There were not then the regular trips made to customers by salesmen, as is now the rule. Often a salesman would get his livery team and samples ready to start out the next morning and before going home in the evening learn that the customers he was making great preparations to visit had all arrived in town by the overland, ox or mule train route. The grocer's drummer in those days carried the usual sample case, and sold everything, from a cant hook to a log chain. He also carried a line of legendary love named "liquid hardware;" the latter sample case was frequently too small for the round trip. The salesman made his collections, sold the goods and, on his return, helped put up the orders for the teams to come in next day or next week, as the roads or convenience of the customer suited.

To L. H. Randall & Co. belongs the credit of sending out the first grocery salesman to see the trade. The territory covered in those days was sparsely settled and extended from the thriving

lumber towns of Big Rapids and Hersey on the north to Saugatuck on the south.

The change or growth from those days to the present magnitude of the trade is great; but to this day the older dealers love to indulge in stories and reminiscences of their experience in trade. A marked step in progress was the coming in of the commercial broker or agent, supplying a demand which had grown up with the increase of business. Instead of going, as formerly, to the metropolitan markets to select and purchase his stocks, the wholesaler now finds the broker or commission dealer at his elbow and makes his selections and fills his orders through a home agency, at a great saving in expense. There are some half a dozen of these mercantile brokers now in the town, and all are crowded with business.

Another adjunct of the trade is the newspaper organ, which has made its advent in response to concerted action among tradesmen, to cultivate a mutual understanding and promote their mutual interests. Hence was established THE MICHIGAN TRADESMAN, in September, 1883, by Ernest A. Stowe. This journal has since been doing energetic work in behalf of the mercantile trade, and has prospered, as it should. Through it the merchants in city and country are constantly advised of the range in prices and the general financial situation in trade. Little more need be said.

It is gratifying to note that from \$75,000 per annum, or thereabouts, the wholesale trade in groceries has increased to an annual output of some five million dollars or more, according to the best estimates obtainable. And this is but a fair illustration of the general

growth of our progressive and ambitious city. It is fully abreast with the times, with modern improvements and innovations, and its motto is still "Onward."

In the order of their age in the business, the following are among the prominent wholesale grocers of Grand Rapids: Hawkins, Perry & Co.; Ball-Barnhart-Putman Co.; I. M. Clark & Son; Lemon & Peters; Musselman & Widdicomb; Olney & Judson Grocer Co., and Grand Rapids Packing and Provision Co. By association and well promulgated general rules of their trade, they maintain a good understanding between their customers and themselves. Their stocks, stores, accommodations, offices, sample rooms and their financial strength and standing are not surpassed by any in the West.

JOHN CAULFIELD.

Good Words Unsolicited.
J. Carroll, general dealer, Traverse City: "Best wishes for THE TRADESMAN."

BEACH'S

New York Coffee Rooms.

61 Pearl Street.

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

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

FRANK M. BEACH, Prop.

SEEDS —AND— GRAIN

Mention this paper.

W. H. MOREHOUSE & CO

Wholesale Dealers in
GRAIN, CLOVER and TIMOTHY

Hungarian, White Clover, Red Top,
Millet, Alfalfa or Lucerne, Blue Grass,
Orchard Grass, Lawn Grass, POPCORN, etc.

CHOICE CLOVER and TIMOTHY SEEDS
a specialty.

Orders for purchase or sale of Seeds for future delivery promptly attended to. Correspondence solicited.
Warehouses—325 & 327 Erie St. } TOLEDO, OHIO.
Office—46 Produce Exchange.

RUBBERS

WALES GOODYEAR'S,

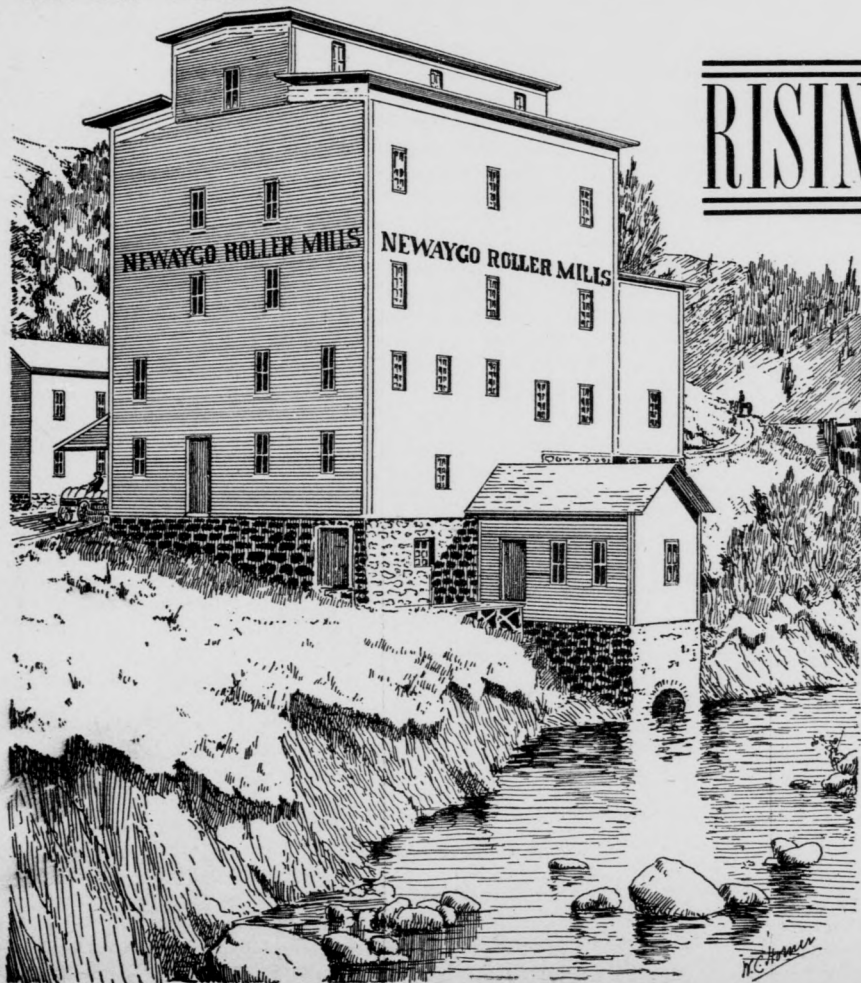
First Quality.
WOONSOCKETS,
First Quality.
CONNECTICUTS,
Second Quality.
RHODE ISLANDS,
Second Quality.
HOME RUBBER CO.,
Third Quality.

Write for Discounts.

G. R. MAYHEW, - Grand Rapids.



CROWN PRINCE.



RIISING SUN BUCKWHEAT

This brand of strictly pure roller process buckwheat has been on the market ten years, and has met with so much favor at the hands of the trade that the sales have more than doubled every season.

Dealers who have handled "Rising Sun" in the past will, of course, continue to do so. Those who have not handled the brand are invited to send for sample order.

Kritzer Milling Co.

NEWAYGO, MICH.

OWL.

Drugs & Medicines.

State Board of Pharmacy.
 One Year—Geo. McDonald, Kalamazoo.
 Two Years—Stanley E. Parkill, Owosso.
 Three Years—Jacob Jesson, Muskegon.
 Four Years—James Vernor, Detroit.
 Five Years—Ottmar Eberbach, Ann Arbor.
 President—Jacob Jesson, 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 Deinsse; Secretary, John A. Tinholt.

Do Summer Vacations Invigorate?

Is a summer vacation helpful or injurious to a man? That is an open question. There are many who think that a man is refreshed and invigorated for his work by leaving it for a few weeks or months in the warmer season, and that, in consequence, he comes back with the ability and the willingness to do more than would have been possible to him otherwise. There are others who believe that a man in fair health can do more work month by month by sticking at his regular business, with such diversions and variety as are open to him in connection with it, than he could by breaking wholly away from it for any extended period. Now is a good time to give testimony on this question. The "go-aways" and "stay-at-homes" who have been separated for a season are together once more. It is for each class to show by its course which plan is most effective in the direction of permanent and efficient service in a common field. He who believes in a vacation, and has had one, ought to show that he can do more work and do it better than his fellow who has remained at his post all summer. He, on the other hand, who has had no vacation, and who thinks that none is desirable, ought to show that he is fresher and stronger for having refrained from wasting his strength by an extended intermission or unwise direction of effort. The question as to the worth of a vacation is a fair one. The proof in the case here proposed is also fair. Now let the evidence be fairly judged. Unless a man can show that he is the gainer by his favorite course, in comparison with his fellow who holds the opposite opinion, he must admit that the evidence is against his view, and that he, presumably, is in error.

Opium Smuggling.

"For ways that are dark and tricks that are vain the heathen Chinese is peculiar." A report comes from the Pacific coast that opium is now being smuggled into the United States in sealed tin cans, bearing handsome salmon labels pasted on the outside. In a shipment of real canned salmon, a certain number of cases containing the opium will be introduced. These cases of opium will bear a private mark to designate them, of course only known to the initiated parties. It is thought this has been going on for years and, if so, the proprietors of some of those canneries, as well as the Chinamen employed, must naturally have been aware of and reaped a portion of the illicit harvest.

The Drug Market.

Gum opium is lower, on account of the new tariff. Morphia is as yet unchanged, but a decline is expected daily. Quinine is dull and easy. Chloroform has advanced. Chloral hydrate is higher. Oil peppermint is very firm. Nitrate silver has declined. Prussiate of potash is scarce and higher.

THE RACE TO THE GRAVE.

Written for THE TRADESMAN.

It is a common remark of visitors from foreign countries that we are, without exception, making the greatest haste in all our business of any nation on earth. Contrasted with the slow and deliberate natives of Great Britain and some other countries, we appear to be impelled by motives which, to them, seem inexplicable. But it is a fact that as a nation or as individuals we are constantly "in a hurry." We hurry to swallow our food, without proper mastication, until we may almost be said to be a nation of dyspeptics. If we do not hurry to bed and hurry to rise—which would be better—we hasten to shorten our hours of sleep and then flatter ourselves we rise refreshed. The foreigner for the first time reaching our shores views with both amazement and amusement the ever-hurrying throng upon the streets of our cities and finally concludes it must be a national characteristic. This more than bustling activity at all times and in all places did not always exist. It has been of gradual growth, but at a rate of geometrical progression from which it would seem we now cannot or will not recede. A point has been reached from which a few in the great machinery of business, attempting to call a halt and go slower, are neither heard nor noticed. They are necessarily left behind in the race for either wealth or fame, or trampled upon if they fall. Thus they are forced forward until a premature failure of mind and body, or death itself, releases them.

The ordinary business man and, more particularly, merchants engaged in the various lines of trade and traffic, principally carried on within the walls of their respective offices and warehouses, are unconsciously sapping their vitality and fostering disease by a too close attention to business, with little or no relaxation. By most of our youth and middle aged persons this "race to death" is thought to be an evidence of superiority, and those who admonish or reprove for this course of action are told they are behind the age. Even words have been coined in later years and expressions made popular, purposely to promote and encourage this rapidity of labor and life. The contagion—if such it may be called—has been communicated to all classes, until none are wholly exempt.

With the causes of this national hurry it is not my purpose to deal, as they are chiefly of a mercenary character; but let us for a moment by comparison examine its effects. It is believed that three-fourths of all brain, heart and nervous diseases among our people are the direct result of our haste in living and transacting business. Beside bringing upon ourselves these diseases by our own folly, more dreadful still is the fact of their being a birthright inheritance to our children and, possibly, generations to come after us. Do we not see, almost daily, reports of sudden deaths from paralysis, apoplexy, heart disease, epilepsy, etc.—all resulting from our own or our ancestors' violation of nature's laws? And these are not exceptional cases. Physicians may sometimes err in judgment, but in nearly all these instances the reports can be verified, and the ratio of yearly increase of such mortality in the United States is truly appalling, numbering among its victims, as it does, some of the brightest, intellectually, and the highest and noblest in our land.

Compared with the same number of

foreigners in their own country, with their sedate and, if you choose, old fogy habits, such mortality among us is nearly six to one! These are statistics. Are we met with the assertion that our lives are generally as long or the trite saying that "A short life and a merry one is best?" To the first the reply is that, even if as long, it cannot have been so productive of true happiness, and it is questionable if sudden death is desirable, could we have a choice. To the second query, it is hardly necessary to remind even the votaries of haste that with the "sword of Damocles" suspended over us, no length of life would be a merry one. The Englishman sits at his table generally an hour, eating his food slowly, masticating it well, and interspersed with reading, conversation and, frequently, laughter. The American glances at the clock or his watch and sits down. With a nervousness which is national, he selects and bolts his food and, if away from his own table, his average time for taking the meal is eighteen minutes; if pressed for time, he can finish in ten. The American averages six hours out of twenty-four in sleep; the Englishman nine. The American rides, while the Englishman walks. While the foreigner may not accomplish as much in the same period of time, he does it with less expenditure of the vital forces. Having a less desire for wealth or fame, his capacity for enjoyment is greater, while the American frets, worries, grows gloomy, morose and lean. Americans of both sexes should walk more and ride less. Merchants and men of sedentary habits would be more healthy if they crowded less physical and mental effort into short hours, as is now done. These are the classes who are apt to suffer most. Seldom, indeed, is the farmer or day laborer afflicted with those diseases causing sudden death. The percentage is extremely small. It is not all of life to live for money alone.

To merchants this advice should be heeded and they will live to thank THE TRADESMAN for it: Take more exercise and pure air out of doors; eat more slowly and consume more vegetables and fruits; laugh and romp with your children—if you have none, adopt some; visit more with your wife; take more hours of sleep and put less into business, and you shall be blest and contented and "your days shall be long in the land."

F.

A Common Occurrence.

Boy (who had been sent to the drug store and returned with the package)—See here, Mister, you've made a horrible mistake. I asked for muriate of soda and the other druggist said this was chloride of soda, and mother says its nothin' but table salt and she won't pay no twenty-five cents for half an ounce of salt, and you just take it back. She says you can't be trusted to sell drugs.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

D. A. BLODGETT, Vice-President.

H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

Furniture

—AT—

Nelson, Matter & Co.'s

Styles New, Cheap,
Medium and Expensive.

Large Variety.
Prices Low.

"THE WEAR IS THE TRUE TEST
OF VALUE."

We still have in stock the well-known brand

Pioneer Prepared Paint.

MIXED READY FOR USE.

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

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

SOLE AGENTS

POLISHINA THE FURNITURE
FINISH.

GINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists,
GRAND RAPIDS.

THE MOST RELIABLE FOOD
RIDGE'S 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, 50c. and upward. WOOLRICH & Co. on every label.

A WHITE LEAD
& COLOR WORKS
DETROIT,
MANUFACTURERS OF

LATEST
ARTISTIC
SHADES
OF

FOR
Interior
AND
EXTERIOR

DECORATION

F. J. WURZBURG, Wholesale Agent
GRAND RAPIDS.

GROCERIES.

Gripsack Brigade.

J. H. Brown, Michigan representative for P. Lorillard & Co., is in town for a day or two.

Wm. Connor has gone to Minnesota on a ten days' jaunt to the principal cities of that State.

M. Kerns, the immaculate cigar salesman, is due in Grand Rapids Saturday and will put in several days among the trade here.

A movement is on foot among the traveling men of this market to purchase the Occidental Hotel property, at Petoskey, and conduct it under the auspices of the fraternity. It is proposed to organize a stock company, with a capital stock of \$50,000, to be composed of 100 stockholders. Only one-fifth of the amount subscribed will need to be paid in on the organization of the company, the remainder being held in reserve until such time as it is decided to replace the present structure with a brick building. A meeting of all traveling men who are interested in the project will be held at Sweet's Hotel Saturday evening, at 7 o'clock sharp, at which time the preliminaries to organization will probably be decided upon. The TRADESMAN bespeaks for the project favorable consideration and trusts that every traveling man in the city will attend the initial meeting.

Wools Strong--Hides and Tallow Lower.

Wools are strong in price, with smaller sales. Dealers are busy sacking and shipping previous sales and do not have the lines to offer. The offerings are smaller and dealers cannot replace what has been sold at the same price. Western dealers hold their wools above the present market east. It now depends on the goods trade to give them the advance asked. Many new and old mills for working wool, are being built and refitted. To supply them all will require considerable wool, which will tend to keep prices up.

Hides are again lower, with a demoralized market. The leather market is uncertain, waiting for shoe men to take hold and buy, which they are inclined not to do, only on the hand-to-mouth principle. It can be said that there is no regular price for hides.

Tallow is again lower and weak, with large supply and fair demand for home consumers.

Fur sales occur in London from the 20th to the 25th, which will start prices here, probably low in value.

The Grocery Market.

Sugar is a little lower and the market is weak and sagging. Oatmeal is higher and some jobbers assert that the price will go to \$7 per bbl. Now is a good time for dealers to lay in a stock of vinegar, pickles, catsup, pepper sauce, ink, bluing, cheese, and all goods liable to freeze in transit.

Legal Measures Under Consideration.

CHICAGO, Oct. 20.—Some of the creditors of Spalding & Co., the Grand Rapids sporting goods firm who recently assigned, are considering the plan of proceeding against the senior member of the firm legally, as it is claimed that he made a sworn statement to one creditor, several weeks prior to the assignment, which is at variance with other statements and also with the actual condition of affairs, as revealed since the assignment.

RANDOM REFLECTIONS.

In its existence of nearly a century, the great powder manufactory of the Duponts, near Wilmington, Del., has seen but two really bad explosions, the first thirty years ago, and the second on Oct. 8. Smaller ones have occurred at comparatively short intervals, but the careful and ingenious precautions taken have prevented much loss of life and property. Visitors and workmen alike, for instance, have been required to lay aside leather shoes on entering any of the buildings, and to substitute felt slippers. Yet within the space of two minutes, ten lives and property to the value of half a million were swept away by a series of five explosions, whose shock was felt at great distances. The concussion must have spread over a circle of considerably more than a hundred miles in diameter; and in Wilmington, at a distance of five miles, the jar was as great as that which a serious earthquake would have caused. In some parts of Philadelphia it was mistaken for an earthquake, there being a curious and as yet unexplained sensitiveness of some districts in the southeast of the city. It certainly seems strange that the business of soldering tins of giant powder was carried on in close proximity to great stores of that tremendous explosive, and that the discretion of a trusted workman was thought a sufficient safeguard against the dangers of such a proceeding. That, at least, is the explanation given of the origin of the calamity, which prostrated everything in its vicinity, tore up trees by the roots, hurled great rocks through the air and destroyed the adjoining village, made up of the homes of the workmen.

Competition is so great in lines of trade that in many localities in the older states much ill feeling and rivalry is engendered. In Lockport, N. Y., a grocer was arrested for violating the pharmaceutical laws in selling quinine, but on a technical point obtained a discharge. The war was started by the grocer, who objected to druggists selling dry groceries. The grocer also put in an extensive line of patent medicines—which he could lawfully do—cutting the regular prices. The late act of the druggists in prosecuting him has caused the announcement that he will hereafter run a drug store in connection, and sell prescriptions at cost.

One of the largest retail stores in the city of Pittsburg lately introduced a rather novel and expensive way of advertising. It offered to all ladies who could get near the counter to purchase it fifteen yards of challie—a kind of woolen dress goods—for one cent a yard. The great crowd of women, many of them expensively dressed, who were attracted by the announcement, fought for their opportunities in a manner which men would have hesitated to do. The crush became so great that several women fainted. The sale only lasted an hour and a half and may have cost the store \$500 to \$600.

A P. of I. Store in Grand Rapids.

From the Grand Rapids Star.
The Patrons of Industry are working up a stock company for the purpose of carrying on business here. The Grangers had a spasm of this sort several years ago, and found that it didn't pay. In this case, the originators of the scheme want \$1 down and \$2 a month. That is an elegant way to start business, isn't it? Our city wants all the business houses it

can get, and would welcome a P. of I. establishment here, but the farmers ought to "look a leedle out" for the men who propose to do the managing.

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 \$3. for cooking stock.
Apples—Evaporated are in small demand at 13@14c. 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@1.80 for country hand-picked. City picked is held at \$2@2.10.
Beets—New, 50c per bu.
Butter—Dairy is in good demand at 15@16c per lb. Creamery finds moderate sale at 23c.
Cabbages—50c per doz. or \$4 per 100.
Carrots—30c per bu.
Celery—20@25c 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 firmer and higher, owing to the higher prices ruling at all the leading consuming markets of the country. Dealers pay 18c delivered and hold at 20c.
Field Seeds—Clover, mammoth, \$4.60 per bu.; medium, \$4.30@4.40. Timothy, \$1.50 per bu.
Grapes—All varieties are out of market, except Catawbas, which are held at 40@45c per 9-lb basket.
Maple Sugar—8@10c per lb., according to quality.
Maple Syrup—75@85c per gal.
Onions—The market is firm and higher, dealers paying 75c and holding at 90c.
Potatoes—The market is stronger again, having nearly regained its former firmness. Local handlers pay 50@55c here at the principal buying points in the State.
Sweet Potatoes—Baltimores, \$2.75 per bbl; Jerseys, \$3 per bbl.
Tomatoes—Still in market in a local way, but stock too poor to ship.
Turnips—30@35c per bu.

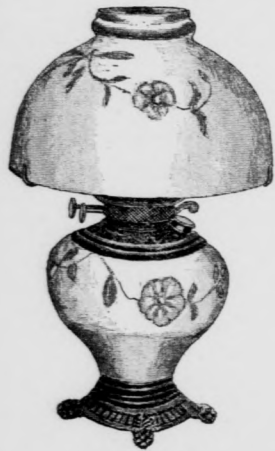
PROVISIONS.

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, 13 25
Extra clear, heavy, 13 25
Clear, fat back, 13 50
Boston clear, short cut, 13 50
Clear back, short cut, 13 50
Standard clear, short cut, best, 13 50
SAUSAGE—Fresh and Smoked.
Pork Sausage, 7
Ham Sausage, 9
Tongue Sausage, 9
Frankfort Sausage, 8
Blood Sausage, 5
Bologna, straight, 5
Bologna, thick, 5
Head Cheese, 5
LARD—Kettle Rendered.
Tierces, 7
Tubs, 7 1/2
50 lb. Tins, 7 1/2
LARD—Family
Tierces, 6
30 and 50 lb. Tubs, 6 1/2
3 lb. Pails, 20 in a case, 6 1/2
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 1/2
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, 9 1/2
" " 16 lbs, 10
" " 12 to 14 lbs, 10 1/2
" picnic, 7 1/2
" best boneless, 10
Shoulders, 7
Breakfast Bacon, boneless, 8
Dried beef, ham prices, 9
Long Clears, heavy, 6
Briskets, medium, 6 1/2
" light, 6 1/2
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
Flourishers, @ 9
Bluefish, @ 10
Mackerel, @ 25
Cod, @ 22
California salmon, @ 22
OYSTERS—Cans.
Fairhaven Counts, @ 25
F. J. D. Selects, @ 28
Selects, @ 25
F. J. D., @ 23
Anchors, @ 20
Standards, @ 18
OYSTERS—Bulk.
Standards, per gal., @ 25
Selects, @ 17 1/2
FRESH MEATS.
Swift and Company quote as follows:
Beef, carcass, 4 @ 6 1/2
" hind quarters, 5 1/2 @ 5
" fore, 5 @ 3 1/2
" loins, No. 3, 7 1/2 @ 8 1/2
" ribs, 7 @ 8
" rounds, 5 1/2 @ 6 1/2
" tongues, 5 @ 5 1/2
Hogs, 5 @ 5 1/2
Bologna, 8 @ 5
Pork loins, 8 @ 8 1/2
" shoulders, 6 @ 6
Sausage, blood or head, 5 @ 5
" liver, 5 @ 5
" Frankfort, 7 @ 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, 9 1/2
Royal, 10
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
Mottos, 13
Cream Bar, 15
Molasses Bar, 13
Caramels, 16 @ 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
" Box 176, @ 3 75
Florida, 4 50 @ 4 75
LEMONS.
Messina, choice, 360, @ 7 50
" " 300, @
" fancy, 360, @ 6 50
Malaga, @ 6 50
OTHER FOREIGN FRUITS.
Figs, Smyrna, new, fancy layers, @ 19
" " choice " 2-lb., @ 16
" " " " " 1-lb., @ 14
" Fard, 10-lb. box, @ 10
" " 50-lb. " @ 8
" Persian, 50-lb. box, @ 7
NUTS.
Almonds, Tarragona, @ 17
" Ivaca, @ 17
" California, @
Brazil, @ 16
Walnuts, Grenoble, @ 17 1/2
" Marbot, @ 13 1/2
" Naples, @ 17
" Chili, @ 12
Table Nuts, No. 1, @ 16
" No. 1, @ 15
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
Fancy, H. P., Roasted, @ 11 1/2
Fancy, H. P., Steamboats, @ 9 1/2
" Roasted, @ 11

**The Admiration of Cultivated Taste!
Incomparably the Best!
JENNINGS'
Flavoring Extracts!
MANUFACTURED BY
JENNINGS & SMITH, 38 and 40 Louis Street,
GRAND RAPIDS, MICH.**

NEW SPECIALTIES FROM OUR STOCK.

H. LEONARD & SONS, GRAND RAPIDS, MICH.



NO. 11.



NO. 12.



NO. 13.



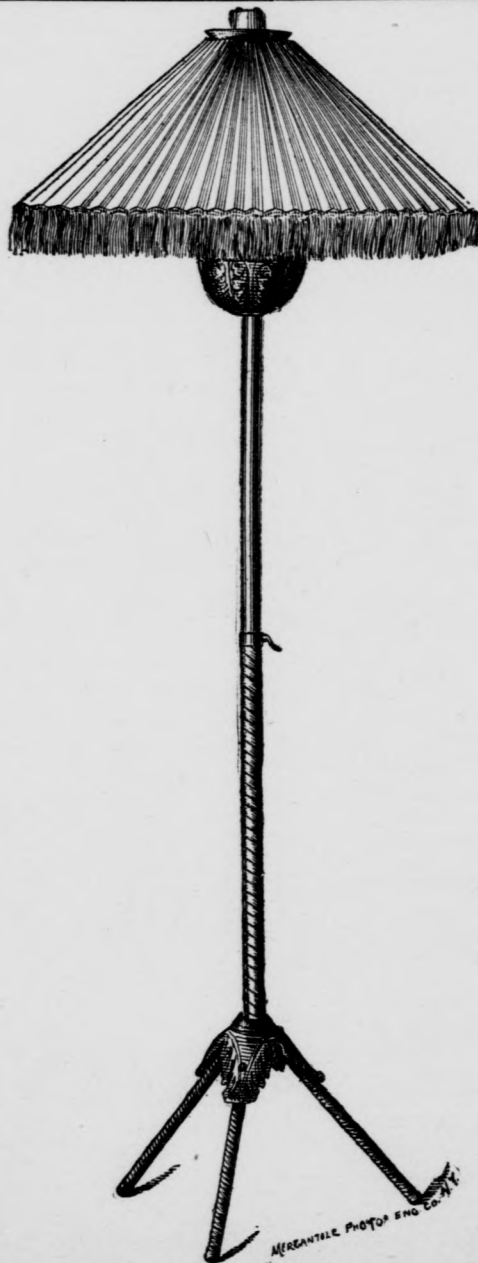
NO. 14.



NO. 15.

The above line of Saded and Tinted Parlor Lamps and Shades represents the triumph of the decorator's skill, for the money. They are at least one-third below offers of any previous year, and are taken at random from our stock of
Lamps & Lamp Goods of every description

Our Sample Room, only one block from Union Depot, is admitted to be the Finest of its kind in the West and it is only by showing Handsome and Saleable Goods that we can keep it so. If there are any goods here you have not got in your stock, just drop us a card and order them, and when next in town please give us a call. We have the goods the people call for and our tables are crowded with new goods constantly arriving.



PIANO LAMPS.

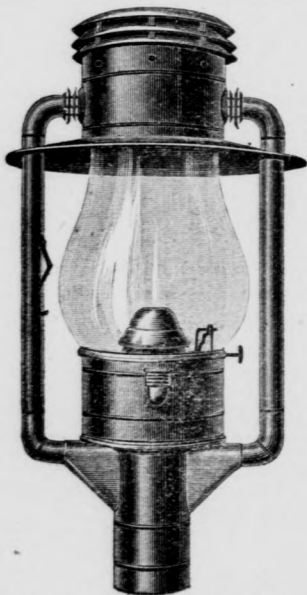
LINE NO. C. DECORATED LAMPS & SHADES.

The sale of these Decorated Lamps and Shades is enormous and our prices and styles are unequalled.

PRICE LIST OF ABOVE LAMPS:

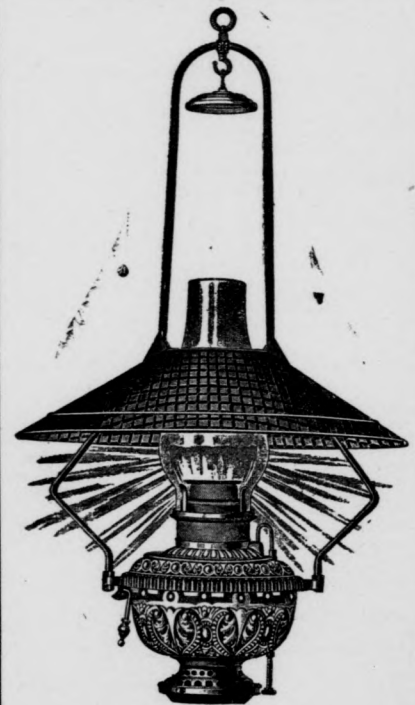
2	Only No. 11 Lamps and Shades, Sun Duplex Burners and Pearl T. Chim., at \$2.37 each.	\$ 4.75
1	Only No. 12 Lamp Complete, at \$3.48 "	3.48
1	" No. 13 " " at \$3.75 "	3.75
1	" No. 14 " " at \$4.23 "	4.23
1	" No. 15 " " at \$5.50 "	5.50

Total \$21.71
Total for these Lamps, Complete, including the Celebrated Pearl Top Chimney
Only \$15.45.



NO. 3 TUBULAR STREET LAMPS
With Automatic extinguisher. Can be regulated to burn eight, twelve or sixteen hours. No chimneys; 1 1/2 inch wick. Not affected by storms. Packed one in case.
PRICE, \$4 EACH.
Special Price to Dealers. Ask for it.

PIANO LAMPS.
Our Lamps have only the Celebrated "Ansonia Improved" Central Draft Head. Warranted for a lifetime. Patent extension. Removable Fount.
ONLY \$4.75
COMPLETE, WITH LARGEST SHADE.



Light Your Stores.
We have sold over 1,800 of these wonderful Rochester Lamps, 400 Candle Power And not one complaint. They will stand the test of years of use. We have them in every variety.
No. 10 Mammoth Brass Rochester, Complete as shown - \$3.50
No. 10 Same only Nickel - 3.75
No. 10 Brass, with White Dome Shade, 3.75
No. 10 Nickel, " 4.00
No. 10 in Elegant Brass Fixtures, for Finest Stores or Halls - 5.50

Has Michigan Such a Merchant?

The following letter, descriptive of the habits of a Wisconsin merchant, has accidentally fallen into the hands of THE TRADESMAN, which publishes it in the hope that it may do missionary work among a thoughtless and negligent class of merchants, who are frequently blind to their own interests:

—, Wis., April 20, —
 DEAR FRIEND—I arrived here in due time—found Jim and family in good health and he up to his eyes in business—and dirt. He was short of help and begged me to remain and assist him. Of course, he has changed very much since I last saw him and the press of business upon him causes him to appear absent minded at times, yet I fancy he is the same genial fellow as of old. He has very little system in his business. It is enough to give any ordinary man the nightmare to see the shape his store is in. Probably you are aware he is located here in the woods and is proprietor of the only store. A few mills near by and the requisite number of dwellings comprise the settlement. Think it must be called a village by courtesy. Boxes are scattered about on the floor, on benches or on counters everywhere; many with half the covers torn off, so as to be handy (?) to retail from and, as goods arrive often, some of the boxes stand just where they were unpacked, but filled with straw and litter of various kinds. Goods are put on the shelves by the clerks half covered with chaff and sawdust. Everything is dropped where it was last used; everything is at sixes and sevens, and the worst of it is, I find there is no use of trying to keep things in order—though I shall make the effort—unless I can persuade every clerk in the store to assist me. All kinds of goods are pushed into the shelves just as it happens, regardless of any particular place, so when an article is called for, unless you unpacked it yourself, it is almost impossible to find it within reasonable time. You know I am patient and full of perseverance, but I must say to you that I have thought a few "swear words" since I came—even if I did not utter them. Of course, in this new region, the buildings are seldom completed before being occupied, so that we are short of both room and light in the store and cellar. And that cellar! Shades of departed onions and carburetted hydrogen! What a sweet place for new full cream cheese and gilt-edged butter! The thin mud comes up between the loose boards as you walk over them and transforms you into a candidate for the laundry.

Jim is here and there, working like a beaver from daylight until dark. He buys butter, eggs, vegetables, sheepskins, furs—in fact, everything the settlers have for sale. He says he is making money, and I think he is, provided he can collect what is on his books; but, if not, there will go a few thousands of profit. I took occasion to talk to him about putting the store in good order. He just laughed at me. "It wouldn't do, George?" he said, "These rough old farmers don't want anything different up here—sometimes they may. No, George, I can't see it in your light."
 And he never will.
 Yours truly, GEORGE

The Secret of the Butcher's Success.
 "What is the secret of your extensive sale of sausage?" I enquired of the proprietor of a meat market. "I notice that your customers are from every point of the compass and numbers of them from long distances. Your sausage is excellent, but why cannot other markets produce the same?"

"There really is no secret," he answered, with a strong emphasis on the last word, "but there are three essentials absolutely necessary, some of which are frequently omitted. The first is good meat—it need not be the best; second, the right seasoning, with pure materials; and, lastly, absolute cleanliness. I sell my sausage at the same price others do, and it probably costs me no more. I

have numbers of customers who seldom buy anything else from me but sausage and I think they always come to me for that, as they appear to be disappointed if I happen to have none. These persons could always purchase sausage within a few blocks of their residence and probably had at some time and were not satisfied. I endeavor to make the article fresh every day."

What a practical and financial sermon could be delivered from that man's "three essentials!" Enlarged upon and carried out faithfully, any one article of food would bring a fortune to its vendor. Every dealer in merchandise would do well to heed this practical lesson.

Hudson—Charles Crandall has sold his grocery and meat market to Frank Dillon and Ed. Kelly.

HIRTH & KRAUSE,

HEADQUARTERS FOR

Russett Shoe Polish, Buttons, Laces,

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

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.



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. Studlev,

4 Monroe St.,

GRAND RAPIDS

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

TIME TABLES.

Grand Rapids & Indiana.

In effect October 1, 1890.
 TRAINS GOING NORTH.
 Arrive from Leave going South.
 For Saginaw, solid train 7:30 a m
 For Traverse City 7:45 a m
 For Traverse City & Mackinaw 9:20 a m
 For Saginaw, solid train 9:20 a m
 For Cadillac 8:15 p m
 For Mackinaw 8:50 p m
 From Kalamazoo 10:30 p m

TRAINS GOING SOUTH.
 Arrive from Leave going South.
 For Cincinnati 6:00 a m
 For Kalamazoo and Chicago 6:30 a m
 From Saginaw 11:45 a m
 For Traverse City 11:45 a m
 For Cincinnati 5:30 p m
 For Kalamazoo and Chicago 10:50 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 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.
 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.

C. L. LOCKWOOD, General Passenger and Ticket Agent.
 Detroit, Grand Haven & Milwaukee.

GOING WEST.
 Arrives. Leaves.
 *Morning Express 12:50 p m 1:30 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 7:50 a m

GOING EAST.
 Leaves. Arrives.
 *Detroit Express 6:45 a m 6:50 a m
 *Through Mail 10:10 a m 10:30 a m
 *Evening Express 3:35 p m 3:45 p m
 *Night Express 10:55 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 7:20 a m. Steamboat Express makes direct connection a Grand Haven with steamboat for Milwaukee tickets and sleeping car berths secured at D. G. H. & M. R'y offices, 28 Monroe St., and at the depot. Jas. Campbell, City Passenger Agent.

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

CHICAGO & WEST MICHIGAN.

DEPART.
 Mail and Express for Big Rapids, Ludington, Manistee & Traverse City... 7:25 a m
 Express for Chicago and Muskegon... 9:00 a m
 Fast Mail for Chicago 11:00 p m
 Express for Muskegon and Hart 7:00 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 7:05 p m
 Ex. for Grand Haven & Muskegon... 7:40 p m

ARRIVE.
 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 12:15 p m
 Mail from Chicago and Muskegon 12:55 p m
 Express from Grand Haven 12:50 p m
 Fast Express from Chicago 10:15 p m
 Ex. from Muskegon and Pentwater... 7:50 p m
 Ex. from Baldwin and Traverse City... 7:40 p m
 Express from Traverse City 10:40 p m

*Daily. *Daily except Sunday. *Daily except Saturday. *Daily except Monday. Through chair car for Chicago on 9:00 a m train; no extra charge for seats. Trains leaving Grand Rapids at 1:00 p m and 11:45 p m run through to Chicago solid. Through sleeping cars between Grand Rapids and Chicago on night express trains. Through combination sleeping and chair car between Grand Rapids and Indianapolis on night express trains.

Wagner drawing room buffet cars on trains leaving Grand Rapids 1 p m and Chicago 4:10 p m. 4:40 p m train leaving Chicago connects with sleeper leaving Grand Rapids 11:30 p m for Traverse City. The 5:45 p m train has through free parlor car to Manistee via M. & N. E. R'y. 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 6 a m, except Sunday and Monday. Leave Chicago 9:30 a m, arrive Grand Rapids 10:15 p m, except Saturday and Sunday.

DETROIT, LANSING & NORTHERN.

DEPART.
 Express for Saginaw and Bay City... 7:30 a m
 Mail for Lansing, Detroit and East... 7:25 a m
 Express for Lansing, Detroit and East... 11:30 p m
 Mail for Alma, St. Louis and Saginaw... 7:30 p m
 Fast Ex. for Detroit, New York, Boston... 6:25 p m

ARRIVE.
 Mail from Saginaw and Bay City... 11:45 a m
 Mail from Lansing, Detroit and East... 12:10 a m
 Fast Express from Lansing and East... 5:05 p m
 Express from Lansing and Detroit... 4:50 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. Solid trains between Grand Rapids and Saginaw. Two solid trains between Grand Rapids and Detroit, leaving Grand Rapids 7:35 a m and 6:25 p m, leaving Detroit 1:15 p m and 5:00 p m.
 For tickets and information, apply at Union Ticket Office, 67 Monroe street, and Union Depot.
 GEO. DEHAVEN, Gen. Pass. and Ticket Agt.

MICHIGAN CENTRAL
 "The Niagara Falls Route."

DEPART. ARRIVE
 Detroit Express 7:30 a m 10:00 p m
 Mixed 6:30 a m 5:00 p m
 Day Express 11:55 a m 10:00 a m
 *Atlantic & Pacific Express 11:15 p m 6:00 a m
 New York Express 5:40 p m 1:25 p m

*Daily. All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit. Parlor cars run on Day Express and Grand Rapid Express to and from Detroit.
 FRED M. BIGGS, 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.

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.

SHIPPERS CAN SAVE TIME AND TROUBLE AND CASH BY USING BARLOW'S PATENT MANIFOLD SHIPPING BLANKS. SEND FOR SAMPLE SHEET. PRICES BARLOW BROS. GRAND RAPIDS, MICH.

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

C. R. FLETCHER F.D.Y.

ELECTROTYPERS
 Steeotypers
 Photo & Zinc Engraving
 LEADS, SLUGS, BRASS RULE
 WOOD & METAL FURNITURE
 BOX WOOD AND MAPLE. ERECT GRAND RAPIDS, MICH.

Button Fastener Notes.

The Heaton-Peninsular Button Fastener Co., having warned the trade through the shoe papers that it would prosecute the users of the Trojan Button Fastener Co.'s (Incorporated) machines and authorized its agents to talk the same to the trade—and having failed to take any steps in that direction—the Trojan people have retaliated by causing the arrest of one of the Peninsular's agents at Rochester, N. Y., where he now lies in jail. The policy of the Heaton-Peninsular company has always been that of brag and bluster and it remains to be seen whether it will now make good the vague threats it has indulged in so profusely in circulars and trade journals.

The Heaton-Peninsular company is in a peck of trouble over the appearance of another lot of fasteners not made in the company's factory at Boston. A few years ago a man at Fremont, in this State, devised a machine for turning out Peninsular fasteners and manufactured several hundred gross, placing them on the market at 50 cents per great gross. The Peninsular company exhausted every legal means to restrain the Michigan man from continuing the manufacture of fasteners, without success, when a compromise was effected with him by which he was put on the pay-roll of the company and given a stipulated sum to cease operations. Now another factory to turn out unorthodox fasteners has been started in Chicago by Mr. Whitehead, who represented the Peninsular company on the road for several years. He puts his fasteners on the market at 75 cents per great gross and has already cut into the Peninsular's business very

materially. The monopoly warns the trade to beware of the fasteners not made in the Boston factory and sold at the price established by the octopus, but Mr. Whitehead asserts that he understands his position and will protect his patrons against prosecution.

The Elliott Button Fastener Co. has doubled its working force during the past week and Treasurer Mayhew went to Chicago Saturday night to secure additional machinists, to the end that the capacity of the factory may be increased to 100 completed machines a week in the near future.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun.....	45
No. 1 ".....	50
No. 2 ".....	75
Tubular.....	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.....	1 75
No. 0 Sun.....	1 88
No. 1 ".....	2 70
First quality.	
No. 0 Sun, crimp top.....	2 25
No. 1 ".....	2 40
No. 2 ".....	3 40
XXX Flint.	
No. 0 Sun, crimp top.....	2 60
No. 1 ".....	2 89
No. 2 ".....	3 86
Pearl top.	
No. 1 Sun, wrapped and labeled.....	3 70
No. 2 ".....	4 70
No. 2 Hinge, ".....	4 70
La Bastic.	
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 66c).....	65
" " "..... (90c).....	78
FRUIT JARS.	
Mason's, Boyd's or Rowley's caps.....	50
Pints.....	00
Quarts.....	00
Half-gallons.....	00
Quotations on fruit jars and lamp chimneys are f. o. b.	

WM. SEARS & CO.,
Cracker Manufacturers,

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

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.

Muskegon Cracker Co

CRACKERS, BISCUITS AND SWEET GOODS.

LARGEST VARIETY IN THE STATE

SPECIAL ATTENTION PAID TO MAIL ORDERS.

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

No Connection with Any Cracker Trust.

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



SEND FOR PRICE LIST.

Holdfasts

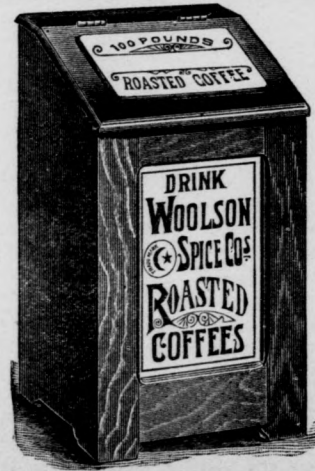
An appliance to prevent Ladies' and Misses' Rubbers from slipping off from the shoe. The neatest and best device ever invented for the purpose. Do not fail to try the men's Lycoming, Pa., Stocking Rubber. It is the King of all Stocking Rubbers made. Both only manufactured by the Lycoming Rubber Co. For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

DON'T SCATTER YOUR FIRE, OR WASTE COSTLY AMMUNITION
UNNECESSARILY--DECIDE UPON WHAT YOU WANT, THEN REACH FOR IT.



THIS CABINET HOLDS 50 lbs

HERE IT IS! AND WE GIVE THEM AWAY FREE! They are dollars and cents to you, Boxes and Barrels are good in their place, but these Cabinets dress up your store, and cost you nothing. They are made by regular Cabinet Makers at a slight expense over the cost of making Boxes, consequently we can use them instead of the old-tumbled-down-Barrels and worthless boxes. These Cabinets are beautifully Panelled, Painted and Varnished. Their use in the store is apparent. The 50 lb. Cabinet is made particularly for the Counter Shelf; the 100 lb. Cabinets to take the place of the unsightly Barrels so often seen on the floor. To secure these Cabinets you have only to buy your Bulk Roasted Coffee of the Woolson Spice Co., or order through your Jobber. You assume no risk for we fully guarantee the Coffee to give perfect satisfaction. It will cost you only one cent for a Postal Card addressed to the Woolson Spice Company, Toledo, Ohio, for Price-list of Roasted Coffee in Cabinets.



THIS CABINET HOLDS 100 lbs.

LION COFFEE NOT SOLD IN THESE CABINETS.