

Michigan Tradesman.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, OCTOBER 29, 1890.

NO. 371.

ALLEN DUFFEE. A. D. LEAVENWORTH.
Allen Durfee & Co.,
FUNERAL DIRECTORS,
103 Ottawa St., Grand Rapids.

ESTABLISHED 1841.

THE MERCANTILE AGENCY
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Reference Books issued quarterly. Collections
attended to throughout United States
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It pays to illustrate your business. Portraits,
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School Supplies,
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Our Fall Line Now Ready
EATON, LYON & CO.,
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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.

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.

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
" " ".....18
" " Favorites.....16

Mince Meat.

BEST IN USE.
20-lb. Pails.....7½¢ per lb.
40-lb. ".....7c
¼ bbls.....6½¢
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, 20c.

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,

WEST BRIDGE ST.

W. T. LAMOREAUX & CO.

W. C. WILLIAMS.

A. S. BROOKS.

A. SHELLEY.

WILLIAMS,
SHELEY
& BROOKS

Successors to

FARRAND, WILLIAMS & CO.,

Wholesale Druggists,

AT THE OLD STAND.

Corner Bates and Larned Streets, Detroit.

WOOD CORKS.

Experience of the Inventor of Wooden
Bottle Stoppers.

PART V.

Written for THE TRADESMAN.

Arrangements were made with this
man, in case more of the wood was want-
ed, to fill the company's order for any
number of cords at a stipulated price,
and Wilson left for the North the day fol-
lowing. That evening he was introduced
to an official of the British consulate,
residing in Brunswick, who was of Scotch
parentage, and who was deeply interested
in the invention. A very enjoyable hour
was passed with this gentleman, who
proffered any international courtesy in
his power for the company.

During Wilson's absence, Mr. E. had
been in correspondence with an eastern
party who had a power cork tapering
machine to sell, which was nearly new
and said to be worth \$500, but, as the
sale was imperative, it could be had far
less for cash. Being complicated in
mechanism, it was necessary that a
machinist should take it in pieces for
shipment, who was afterward to set it up
again. Upon Wilson's return, therefore,
Mr. E., accompanied by his workmen, at
once left for the East to complete the
purchase and ship the machine home.
The wood arriving soon after from the
South, the cutting machine already de-
scribed was placed at work. A fine cir-
cular saw, with a very rapid motion, was
found best adapted to first cut the timber
into discs having the required thickness
for the various lengths of stoppers. The
sizes were, for obvious reasons, dupli-
cated and numbered from the bark corks
then in use. It was found that an extra
amount of labor was necessary in first
sand-papering these discs, in order that
the ends of the stoppers should be suf-
ficiently smooth and present a finished
appearance, and for a long time no
method could be devised to lessen their
expense. At length, accidentally visiting
an inland town in the State, Wilson
heard of a new factory for manufactur-
ing what is termed short siding, whereby
No. 1 clear siding, or clapboards are
produced from inferior or knotty logs by
cutting out the knots, and utilizing the
four to six feet pieces between them.
Here his attention was directed to
the wonderfully smooth surface of
the ends of the boards which were
jointed by a circular saw. No planed
surface was smoother. The wood from
which these boards were made was white
pine, and there seemed to be no reason
why this saw should not cut a similar
but lighter wood with the same finish.
An examination of this saw when at rest,
disclosed a peculiar setting of teeth, hav-
ing a cutting edge which he had never
before heard of. Here was one more
difficulty solved and much time and ex-
pense saved. When Wilson returned
home, several feet of the catalpa were
sent at once to this factory to be cut into
discs by this unique saw.

The result was all that could be de-
sired. A saw of this kind was soon
obtained, at a cost of about \$30, and be-

came a part of the new factory. While
this southern wood seemed at first to
produce corks of a more uniform quality
than any other, it was soon found that
no two lots or batches of them could be
turned out alike, even with the same
careful treatment in every particular.
This discovery, after so many impedi-
ments had been met, was a very dis-
heartening one; and Wilson appealed in
vain to several chemists and scientific
men for a solution of the mystery. The
interviews usually ended with the re-
mark, "you apparently know as much
about this matter in question as we do."

About this time many commercial
agents were traveling from the Lakes to
the Gulf of Mexico, and East and West
from ocean to ocean, with samples of
this new production in their pockets,
which were exhibited to hundreds who
were hungering for anything to take the
place of the rapidly deteriorating bark
corks, and created a profound sensation
in many sections of the country and the
"branch factory" was deluged with let-
ters containing large orders from drug-
gists and dealers; also asking for agencies,
territorial rights, etc. One wholesale
house wanted 500 gross of one size sent
at once, and another wrote for the sole
agency of Pennsylvania, for which he
would pay a premium, if necessary. To
all this W. & E. could only reply that
no sales in quantity, nor any propositions
for agencies, could yet be entertained,
as the machinery and apparatus for the
manufacture were not yet completed.
That time, however, seemed yet to be in
the dim and uncertain distance of the
future, as no sooner than one obstacle
was surmounted, another arose requir-
ing attention. It was now found that
the pores of the wood did not fill suffi-
ciently to render every stopper impervious.
Powerful microscopes were brought into
use, and a minute examination of those
finished, developed the fact that they
were filled very unequally—many not
at all, and these only served their intend-
ed purpose, by the compression of the
pores as they were forced into the vials
or bottles. W. & E. both reasoned that the
pores of the wood, being already filled
with air, which was itself elastic, the
melted wax could not enter them fully,
by simple immersion, as had been prac-
ticed; but that an apparatus must be
devised by which the wax could be forced
into them. First, a strongly-made me-
tallie tank or receiver was constructed,
having an air tight door or opening,
which would contain a bushel or more.
Connected with this tank by a small
brass tube, entering it at the bottom, was
a second smaller metallic vessel to con-
tain the wax. These two receptacles were
supplied with stop cocks to close or con-
nect them with each other. A vacuum
guage and an air-pump were also con-
nected with the cork receiver. This air-
pump was constructed to be worked by
hand or steam power. To operate this
rather strange appearing apparatus it
was first necessary to place the stoppers
as they came from the chemical tanks
softened, washed and dried, into the re-
ceiver; then close the lid. The wax now

being in the smaller vessel, the stop cock between the two was closed, and by the aid of steam the wax was quickly melted and kept at a certain heat. Next the air-pump was operated to exhaust the cork receiver; the air gauge registering the pressure to prevent accident and show the vacuum. The stop-cork connecting the receiver and the vessel of melted wax now being opened, the fluid was supposed to rush in to the vacuum containing the stoppers and fill them instantly. The vessel of wax, being a little the lowest, the superfluous quantity would in a few minutes return by gravitation to its own receptacle, and the connection between the tanks was then closed. The cork receiver now being allowed to become sufficiently cool, a stop-cork upon the top is opened and the air allowed to fill it; relieving the pressure that the lid may be opened. The stoppers are found to be coated with wax and are as hard as pebbles. They are then at once thrown into a tank of scalding water and rapidly stirred about, when they quickly part with their coating. After being washed in a fresh supply of hot water, they are found to be bright and clean, free from the wax externally and the pores of the wood quite uniformly closed.

Having devised and completed many improvements in apparatus, and apparently doing better work, it is now pertinent to enquire why either portion of the Cork Co., at San Francisco, or the Eastern branch, were not supplying a part of the constant demand for their product, and even beginning to pay dividends? Those having charge of the work in California were meeting even more discouraging results than W. & E., as both their wood and money were exhausted, and the cork stock was rapidly dropping out of sight. The Secretary and Treasurer of the company about this time becoming discouraged with the prospect, abandoned everything and left that part of the country to engage in a more lucrative business elsewhere—until such time as, it was earnestly hoped, Wilson should report still more encouraging work in Michigan.

If at this date Mr. E. had not expended the entire stipulated sum of money, which was to make the business self-sustaining, he had, at least, paid out all that Wilson was willing he should, and this startling news from his colleagues had a further disheartening effect upon him. It was seemingly "the last straw upon the camel's back," and to him foreshadowed an entire failure, with his loss of money and labor, and his relegation to poverty if not dishonor. Making illness an excuse—but which was really a fact—for a journey home, Wilson now left the scene of his troubles never to return and take part in the work again.

How long Mr. E. prosecuted the work alone, or when or in what manner he disposed of it and the costly working material on hand, the writer never knew, and to approach Wilson upon the subject would only be to re-open his already bleeding wounds afresh.

At this late day in the history of the wood cork, all who see them ask in wonder why it should fail of success; and why not revive it again? There were several causes why the work would not pay, but chief among them was the refractory nature of the wood. Of course it was worse than useless to send out

stoppers upon the market with one-half of them unfit for use, and to select the good from the bad, which could only be done one by one, was to bring the cost where it would exclude them from the market altogether.

Among the thousands upon thousands of patented inventions, it is said that only 10 per cent. are a financial success, and, among those, a large proportion are very simple articles, cheaply made and sold at a very low price, thus bringing them within the reach of all. Inventions are usually the creations of accident and not from a studied purpose, yet it is no less true that one invention begets another, as the constantly progressive ratio of increasing numbers in our patent office will show. It will, therefore, be seen that, as a vocation, inventing would be a precarious and unsatisfactory one, as while only one road leads to a competence, ten may lead to an insane asylum or death.

In dismissing this subject, it may be of service to the world, and stimulate the thought of some future inventor to add that Wilson is still positive the coming cork for the world is to be of wood, in some form, and that the next century will witness it perfected and with at least half a million people engaged in its production and manufacture. He believes that the already rapid advance in chemistry, as applied to many inventions, will overcome several refractory kinds of wood, and, at last, like a phoenix from its ashes, his dead product will arise, rehabilitated with a life and beauty which will never perish.

ALPHA.

A GENUINE MOSSBACK.

Typical Experience of a Backwoods Merchant.

Written for THE TRADESMAN.

Grizzled and solemn, with hooked nose, small gray eyes, wrinkled forehead, and a heavy voice, he entered the store. His suit of farmer's homespun did not fit him like a glove—at least, not like some gloves—and his boots were of the kind generally denominated "cow-hide" and clumped dolefully as he walked.

It was not an unusual visit. He comes quite often, and to tell the truth he had been in only the day before.

"Good day," said he. "Nice day ag'in."

I replied in the affirmative, though it was hardly my ideal of the kind of a day he had mentioned.

"Think it's a goin' to keep like this all spring?"

I didn't know; but thought very likely we might have a change before a great while.

"Is there any mail for me?"

There was. It was a circular.

"Is that all?"

"Yes."

"Ain't there no postal card?"

"No."

"I was expectin' a postal card from John James's folks. It didn't come, eh?"

"No."

"I was goin' to buy a ye'rlin' heifer from Joshua White and John James's woman was a goin' to write an' tell me if I could get her on time. You hain't seen nothin' of John James around here lately, have you?"

I hadn't.

"I was kind o' expectin' on him up to see us. There wasn't no registered letter for me?"

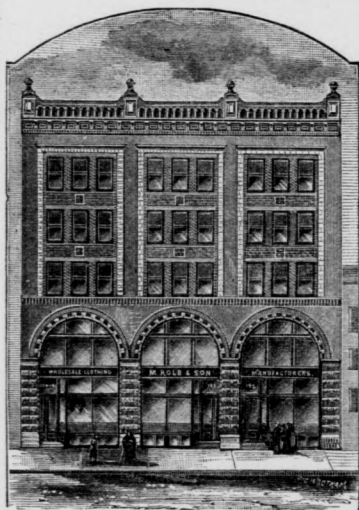
ESTABLISHED NEARLY 30 YEARS.

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.

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.

"No, that circular was all there was."
"It must be about time for them fellers at Elk Rapids to send up the money for the last scale, ain't it?"

I thought likely it was, though I had given the matter no deep thought and consequently wasn't thoroughly prepared to say. Their alcohol house had burned down only a few days before, and perhaps that had something to do with the delay.

The old man eyed his circular suspiciously for a few minutes, and then asked where it was postmarked.

I told him that it was not marked at all.

"I thought they allers had to postmark letters."

"So they do," I replied, "but this is nothing but a circular and they are not always so particular about them."

A little investigation showed that it was from Chicago.

"How did them fellers find out where I be?" he demanded.

Of course I didn't know.

"I don't know a soul in Chicago exceptin' some excursioner fellers what was up here two years ago a tentin' out, and I sold them some taters. Mebbe it's some of them."

I told him that I thought he had centered the mark the first shot.

Presently he began to walk around the store, and as he did so he took occasion to examine the goods that were lying on the counters.

"What sort o' stuff do you call this?"

It was a piece of dress goods.

"How much do you ask for it?"

"Sixteen cents."

"For a yard, eh?"

I responded in the affirmative.

"Cheap enough, too. It'd make a nice dress for the old woman. Guess I'll have to get her a pattern off'n that. Are you buyin' butter now?"

I was. We were paying 20 cents a pound.

"Jollys! Can't you do as good as they do to Bellaire? Last time Zebediah Bangs was there Hemstreet offered him twenty-four, an' he told him he'd pay more'n that if he'd take it in trade."

"Have you any butter to sell to-day?"

"No, we don't make no butter now. The old cow's comin' in in a couple of weeks, and then we'll have lots of butter to sell after leeks is over. You don't buy no leaky butter, do you?"

We didn't.

"No, I s'pose not. Some don't, but then ag'in some does. What's this 'ere stuff?"

"Cracked wheat."

"Cracked wheat, eh? Well, I've heerd o' that stuff often, but this is the first I ever seed. How d' you s'pose they make it?"

I didn't know, exactly. Thought likely they just cracked it.

"To a grist mill, eh?"

"Probably."

"Why couldn't they do it to the mill up here?"

"Probably they could."

"This wa'n't made up here, was it?"

"No."

"Where was it made?"

I didn't know.

"Probably down south somewhere?"

"Very likely."

"How much do you charge for it?"

"Five cents a pound."

"What do they do with it?"

Make pudding of it, I thought.

"Is it good?"

Most likely it was. Some folks thought so, anyway.

"Guess I'll have to get some o' that some day. How much did you say you asked for it?"

"Five cents."

"Sell six pounds for a quarter?"

"Yes."

"I'll see what the old woman thinks about it. Mebbe I'll get some next time I come up. Have you got any cattle cards?"

We had.

"How much be they?"

We had several kinds. Exhibit made and prices quoted.

"Hain't you got none bigger 'n these?"

"No."

"Why don't you get some o' them with rubber backs? They beat these all holler."

"Never saw any. Don't know what they are like."

"Jollys! They're good ones. They beat these all to pieces. You want to git some o' them."

I said I'd see about it.

"I didn't want to git none to-day anyway; but I guess I'll have to have one pretty soon. My old one's about played out. Got any hoarhound candy?"

"Yes."

"Got any of the round sticks?"

"Yes."

"Jollys! That's the best stuff for a cough I ever see. I had a noffle bad cough week afore last, and I e't a piece of that round hoarhound candy about as big as my little finger an' it stopped it right off. How much is it a stick?"

"A cent."

"Yes, I thought so. That's what you charged me for it before. Guess I'll take a stick. Thanks. That's right, ain't it? A cent? Yes, I thought so. Well, guess I'd better be gettin' along. I've got all the chores to do to hum. How much do you ask for clover seed a bushel? I come pretty nigh a fergittin' that."

"Four and a half."

"Four and a half, eh? Is it good seed?"

"Yes, first rate."

"Let's see some of it."

The seed was produced.

"Jollys! That looks like good seed. They was a tellin' how't your seed wa'n't no good and I wanted to see some of it to make sure. - That's as good a sample of seed as I've seen fer years. 'Twa'n't growed now'r around here was it?"

"No. Did you want to get some?"

"No, I didn't want to git none to-day; but I wanted to see some of it, so's't when them fellers git to blowin' about your seed a bein' no good I c'd tell 'em that I knowed better, cause I'd seen it myself. Well, guess I'll have to be git-tin' along home."

And so, at last, he gradually slid out of the door and was lost to view. He is a pretty good sort of a fellow; but he always prices everything that he can see when he comes to the store, and he will never get over it. Sometimes he really buys some goods, and he is an easy customer to sell to when he is in buying trim; but a man might as well try to make a sale to the Statue of Liberty in New York harbor as to get him to buy goods when he doesn't feel like it.

GEO. L. THURSTON.

Tanner—B. Burmeister has begun the erection of a 30x60 foot store.

WM. R. KEELER,

JOBBER OF

Confectionery and Fruits, Nuts and Cigars,

412 SOUTH DIVISION ST.

TELEPHONE 92-3R.

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

MOSELEY BROS.,

—WHOLESALE—

Fruits, Seeds, Oysters & 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,

SEEDSMAN AND

Fruit Commission Merchant.

We are direct receivers of CALIFORNIA and FLORIDA ORANGES and are headquarters for BANANAS all the year round. The leading features in our line just now are

Cranberries, Grapes, California Fruit, Bananas Oranges, Etc., Etc.

Parties having Clover Seed and Beans to offer please mail samples and we will endeavor to make you a satisfactory price.

THE ALFRED BROWN SEED STORE, Grand Rapids, Mich.

Order Your Winter's Supply of

ARCTIC LIQUID BLUING

BEFORE NOVEMBER 15th.

ARCTIC MANUFACTURING COMPANY,

38 and 40 LOUIS STREET.

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

GRAND RAPIDS FRUIT AND PRODUCE CO.,

C. B. METZGER, Proprietor.

3 NO. IONIA ST., GRAND RAPIDS.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

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

WE CARRY A STOCK OF 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.

AMONG THE TRADE.

AROUND THE STATE.

Au Sable—E. F. Loud has sold his furniture stock to O. E. Bush.

Saginaw—Richard M. Robbins has sold his grocery stock to C. R. Tobias.

Chelsea—Wm. Emmert has sold his grocery stock to Thos. Wilkinson.

Perrinton—J. A. Crawford succeeds Niver & Crawford in general trade.

West Branch—W. H. Bagley succeeds Albert Simpson in the meat business.

Lake Odessa—F. C. Torrey succeeds A. & C. Haller in the grocery business.

Grayling—M. Levinson succeeds Joseph Marks in the clothing business.

Oakley—L. Y. Howell & Co. succeed Emma L. Rood in the dry goods business.

Cadillac—C. C. Dunham has purchased the grocery and bakery of A. Rathman.

Macon—Thomas & Hendershot succeed Augustus & Gleason in the meat business.

Pontiac—John Whitfield succeeds Soper & Whitfield in the grocery business.

Nashville—Parker & Baldwin have purchased the Frank C. Boise hardware stock.

Pontiac—Chas. Soper succeeds Soper & Whitfield in the grocery and provision business.

West Branch—Henry & Thompson are succeeded by B. S. Henry in the grocery business.

St. Johns—McDonald & Travis succeed McDonald & Steel in the drug and book business.

Pontiac—Chas. E. Sagendorf has sold his stock of musical instruments to F. H. Daniels.

Muskegon—C. C. Moulton is succeeded in the produce commission business by August Rudell.

Dimondale—C. E. Norton succeeds Phinney & Norton in the agricultural implement business.

Lansing—Chas. S. Garner is succeeded in the agricultural implement business by Hopkins & Tenney.

Battle Creek—Carl Binder has opened a meat market at the stand recently occupied by John Walz.

Tustin—Ide & Berry have closed their meat market here and re-engaged in the same business at Marion.

Owosso—The Owosso Fancy Goods Co. has opened a new store, carrying a line of fancy goods and notions.

St. Charles—O. D. Hamilton & Son have dissolved and transferred their drug stock to Caroline A. Hamilton.

Rothbury—C. A. Robinson has sold his store building to L. W. Davis, who now occupies it with his grocery stock.

Hart—Wm. Henwood has purchased the interest of W. Stitt in the grocery firm of Stitt & Sanford. The new firm will be known as Sanford & Henwood.

Big Rapids—The Grand-Girard drug stock, lately owned by L. A. Winans, has been sold to Dr. A. Hanlon, formerly engaged in the drug business at Middleville. The stock will be removed to some other place.

MANUFACTURING MATTERS.

Saginaw—Pomeroy, Kruse & Kern, cracker manufacturers, have dissolved.

Orangeville—The grist mill has been leased by Henry Spicklin, late of Yorkville.

Owosso—It is reported that the Estey Manufacturing Co. will build a large addition to its furniture works in the spring.

Ypsilanti—Geo. W. Gill has sold his lumber business to the Ypsilanti Lumber Co.

Atwood—D. Flanagan's sawmill, which recently burned, will be immediately rebuilt.

Jackson—Austin & Phillips are succeeded in the manufacture of brooms by Phillips & Cuddy.

Saginaw—The name of the Newton Machine Co. has been changed to the Valley Machine Co.

Vicksburg—Turner & Hinebaugh have purchased the stock and good will of the Vicksburg Lumber Co.

Ionia—The new furniture factory is making 500 bedroom suits for the Estey Manufacturing Co., at Owosso.

Palo—W. M. Potter, formerly of St. Johns, has located a sawmill here to cut the oak timber on 100 acres of land near this place.

Kalamazoo—Ira V. Hicks has rented a suitable building and will at once commence the manufacture of buggies and road wagons.

Ithaca—W. F. Thompson's factory is putting out 1,500 butter tubs a day and machinery is being placed to run out 500 candy pails a day.

Grand Ledge—The Grand Ledge Mining Co. is turning up coal in paying quantities, and will begin to ship it as soon as the new spur track is built.

Gladwin—McDougall & Holman are cutting 3,000 cedar poles for the Western Union Telegraph Co. One pole cut last week was eighty-five feet and seven inches long, said to be the longest ever cut in the state.

West Bay City—It is reported that Kern, Heisner & Co. will build a mill on the Hotchkiss mill site. The stock for the mill will be rafted here from other points, the report being that the firm has made extensive purchases of timber.

Bay City—The Robinson Salt & Lumber Co. has contracted to manufacture between 200,000,000 and 300,000,000 feet of Canadian logs for James Kneeland, of Milwaukee. About 2,000,000 feet are to be delivered every month under the contract.

Detroit—Frank H. Kidder, of Terre Haute, Ind., and George F. Piper, of Mankato, Minn., who recently purchased the Union flouring mills property, will spend over \$50,000 in refitting the property. The mills will have a capacity of at least 1,000 barrels per day.

INDIANA ITEMS.

La Grange—Chas. Hunt has sold his grocery stock to Seaton & Co.

Shipshewana—This is one of the best locations in the State for a grain and produce buyer, as the farmers hereabouts raise large quantities of wheat, oats, corn, potatoes, onions and hogs—all of which have to be marketed at other trading points, for the lack of a buyer nearer home.

The Potato Market.

The potato market is exceedingly active, there being more buyers in the field than ever before. Strong as the competition is, the price has held remarkably steady, 55c apparently being the top of the market, while most of the purchases have been made on the basis of 50c. The greatest difficulty is experienced in securing cars, the demand being largely in excess of the ability of the railway companies to supply.

M. B. M. A.

Official Call for the Fifth Annual Convention.

The fifth annual convention of the Michigan Business Men's Association will be held at Grand Rapids on Tuesday, Nov. 25, convening at 9 o'clock a. m.

All local Business Men's Associations are requested to send full delegations, and a cordial invitation is extended to all business men to attend the convention, irrespective of affiliation or opinion. All will be accorded equal privileges of voice and vote, the intention being to make the convention truly representative of the business interests of the State.

Recognizing the importance of the convention, and its influence on the business public, the Railway Association of Michigan has kindly accorded the usual one and one-third rate of fare to those who procure certificates of the Secretary prior to the meeting and secure the signature of the ticket agent at the time ticket is purchased.

A most interesting programme is being arranged for the meeting and it is to be hoped that all will come prepared to attend every session of the convention. Assurances have been received from most of the pioneers of the movement that they will surely be on hand, so that the meeting will take on the character of a re-union, as well. Come one, come all!

E. A. STOWE, Sec'y.

C. L. WHITNEY, Pres.

THE PROGRAMME.

So far as already arranged, the programme will be as follows:

MORNING SESSION—9 O'CLOCK SHARP.

1. Call to order.
2. Prayer by Rev. Chas. Fluhrer.
3. Address of welcome by Mayor Uhl.
4. Response by Geo. R. Hoyt, Saginaw.
5. President's address.
6. Secretary's report.
7. Treasurer's report.
8. Report of Executive Board.
9. Report of Committee on Transportation.
10. Report of Committee on Legislation.
11. Report of Committee on Insurance.
12. Report of Committee on Building and Loan Associations.
13. Report of Committee on Trade Interests.
14. Appointment of special committees on President's address, Secretary's report, Treasurer's report, Credentials, Order of Business and Resolutions.

AFTERNOON SESSION—1:30 O'CLOCK SHARP.

1. Report of Committee on Order of Business.
 2. Report of Committee on Credentials.
 3. Paper—"How to Improve Our Collection System," by E. W. Hastings, Traverse City.
 4. Paper—"Fire Protection," by P. J. Connell, Muskegon.
 5. Consideration of reports of standing committees.
 6. Address—"The Lard Bill now before Congress," by H. F. Bannard, Chicago.
 7. Paper—"A Model Improvement Association," by F. H. Holbrook, Muskegon.
 8. Address—"What Shall We Do to be Saved?" by L. W. Sprague, Greenville.
 9. Paper—"Some Phases of the Insurance Question," by Geo. B. Caldwell, Grand Rapids.
- EVENING SESSION—7:30 O'CLOCK SHARP.
1. Report of Committee on President's address.
 2. Report of Committee on Secretary and Treasurer's reports.
 3. Address—"What I Know about Oil Wells," by H. H. Pope, Allegan.
 4. Paper—"The Value of Perseverance," by Julius Schuster, Kalamazoo.
 5. Unfinished business.
 6. Election of officers.
 7. Report of Committee on Resolutions.
 8. Adjournment.

Rich Potato Harvest.

KINGSLEY, Oct. 25.—The farmers in this vicinity are reaping a rich harvest on their potato crop. From 800 to 1,000 bushels are being purchased here every day by local buyers. Taken as a whole, the farmers have never had as good crops, which turned so easily into ready cash, as this season.

You Can Obtain

HASH

Almost anywhere, but if you want Simon-pure

ORIGINAL

Matter by some of the best writers on trade subjects, you must subscribe for the

Michigan Tradesman,

Which takes rank among the leading commercial journals of the country. One dollar a year.

Sample Copies Free to Dealers.

THE TRADESMAN COMPANY,
Grand Rapids.

RED The most effective Cough Drop in the market Sells the **STAR** quickest and pays the **COUGH** best. Try them. **DROPS**

MANUFACTURED BY
A. E. BROOKS & CO.
Grand Rapids, Mich.

The Fine Line of Candy in the State.

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

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.

GRAND RAPIDS GOSSIP.

Ella L. Kellogg succeeds Kellogg & Miller in the drug business at 618 South Division street.

Kline & Lacey is the style of the firm which succeeds S. Megaw in the grocery business at 183 Broadway.

H. M. Dodge will shortly open a grocery store at Saranac. The Ball-Barnhart-Putman Co. is putting up the stock.

Henry J. Vinkemulder & Bro., grocers at 445 and 447 South Division street, have opened a meat market in connection.

Whitney & Remick have engaged in the grocery business at Wyman. The Olney & Judson Grocer Co. furnished the stock.

T. G. Biggs and B. A. Kenyon have formed a copartnership under the style of Biggs & Kenyon and embarked in the fruit and produce business at the corner of South Ionia and Louis streets.

M. L. Sweet & Co. have leased the King & Kimball elevator, at Ionia, and will conduct the same under the local management of E. H. King and John H. Hamilton.

Dayton & Parmenter, formerly engaged in the manufacture of shingles near Sears, are now engaged in the manufacture of mattresses and spring beds at 39 South Division street under the style of the Valley City Spring Bed Co.

K. Dykema & Bro. have arranged to erect a roller mill on the vacant lot east of their elevator, on Fulton street, for the manufacture of bolted and granulated meal, graham and buckwheat flour. The building will be 18 x 66 feet in dimensions and two stories high, the intention being to have everything in readiness to begin operation by March 1.

RANDOM REFLECTIONS.

Every merchant is interested in all the goods and wares which he handles; interested in knowing everything connected with their production, growth, manufacture and quality. With the knowledge of all this comes his success in buying and his good name and profit in their sale. In these degenerate days of factitious and adulterated goods, it is to his interest to readily distinguish the true from the false and—let it be said in all kindness—his interest to impart that knowledge to his customer. It is also to his interest to call each article by its true name, as far as possible. If in doing so one sale is lost, ten others will be made instead. Do not call butterine butter, nor any preparation coffee which is not genuine. They may be harmless and nutritious, but by and by some one will say, "You do not sell me what I ask for. I want to know when I send my child that he gets what he is sent for." It is all right to sell both the adulterated and factitious goods, if you can know they are not harmful, because the public demand them, and many are content to use them on account of their cheapness; but don't call them by a wrong name intentionally. Even our laws forbidding the sale of some substitutes may not always be just, for our law makers are not infallible, but, as good citizens, we should obey the laws.

The Hardware Market.

Bar and sheet iron are firm. Nails are weak. There is no change in glass, although since the formation of the large

combine, there have been indications of an advance. The rope market is still excited, with a downward tendency.

VISITING BUYERS.

J. L. Thomas, Cannonsburg	P. M. Van Drezer, Saranac
L. A. Scoville, Clarksville	Smallegan & Pickard, Forest Grove
J. B. Watson, Coopersville	
Sampson & Brury, Cadillac	W. R. McMurray, Ada
T. H. Atkins, Carlisle	Frank Somers, Dorr
J. W. Colburn & Bro., Caledonia	H. Bakker & Son, Drenthe
	T. J. Sheridan, Eagle River, Wis.
A. Shook, Coral	S. Cooper, Jamestown
Geo. Burley, Canada Cors	H. Van Noord, Jamestown
Carrington & North, Trent	J. Ensing, Kalamazoo
M. E. Haskell, Traversa City	Geo. Schichtel, New Salem
Severance & Rich, Middleville	John Vinkemulder, G'dville
W. H. Hicks, Morley	H. T. M. Treglow, G'd Ledge
C. A. Barnes, Moorland	C. A. Robinson, Rothbury
C. F. Braden, Osego	W. Watson, Farmetee
F. L. Heath, Hastings	T. Armock, Wright
J. N. Wait, Hudsonville	Hornung & Hart, Woodville
B. Stokette, Holland	Den Herder & Tanis, Vriesland
L. M. Wolf, Hudsonville	
Wm. VerMeulen, Beaver Dam	B. Wolf, Otsego
L. Cook, Bauer	E. J. Manshum, Fisher
M. M. Robson, Berlin	J. F. Henry, East Paris
Wm. Karsten, Beaver Dam	F. Barnes, Austerlitz
C. F. Braden, Lakeview	G. H. Waldrink, Allendale
H. M. Patrick, Leroy	Maston & Hammond, Grandville
F. J. Pomeroy, Lisbon	J. W. Mead, Berlin
Luce & Jackson Lumber Co., Scranton, Miss.	W. R. Lawton, Berlin
N. O. Ward, Stanwood	E. E. Hewitt, Rockford
Leroy Moore, Llanwood	Geo. A. Sage, Rockford
H. M. Dodge, Saranac	John Gunstra, Lamont
	S. T. McLellan, Denison

FOR SALE, WANTED, ETC.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisement taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE—A COMPLETE DRUG STOCK AND FIXTURES; stock well assorted can be bought at a bargain. Address for particulars S. P. Hicks, Lowell, Mich. 124

FOR SALE—WE WILL SELL WHAT IS KNOWN AS the "Model Cash Grocery," the only cash grocery in the city, most centrally located upon the west side of Main street; annual sales about \$35,000 cash, no credit; reason for selling, the junior members want to go West. Address C. S. Mather & Sons, Elkhart, Ind. 125

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—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. 113

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

FOR SALE—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

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. Rawn & 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. 564

SAMPLES OF TWO KINDS OF COUPONS FOR RETAILERS will be sent free to any dealer who will write for them to the Sutilif Coupon Pass Book Co., Albany, N. Y.

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 So. Ionia St., Grand Rapids.

Heyman & Company,

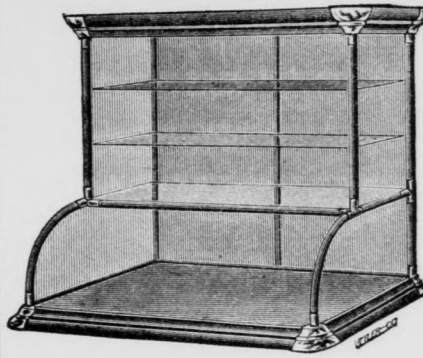
Manufacturers of

Show Cases

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.



63 and 65 Canal St., - GRAND RAPIDS.

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

FLOUR SACKS, GROCERY BAGS, TWINE AND WOODEN WARE.

Houseman Block,

Grand Rapids, Mich.

F. J. DETTENTHALER,

JOBBER OF

Oysters

—AND—

Salt Fish



Mail Orders Receive Prompt Attention.

See Quotations in Another Column.

CONSIGNMENTS OF ALL KINDS OF WILD GAME SOLICITED.

We Manufacture Everything in the line of

Candy

Correspondence solicited and prices quoted with pleasure. Write us.



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.



Slightly Mixed.

Written for THE TRADESMAN

She Could Use the Coal Hod.

"Have you spittoons?"

"Can you show me a spittoon?" repeated the lady in a higher key.

"No," said the merchant, "I have nothing of the kind; but," he added, hospitably, "you can spit in the coal hod."

The listeners chuckled audibly, and the lady smiled and took a hasty departure.

THE LATEST,
BEST AND
MOST IMPROVED
FOR FAMILY USE.

CUTS
INSTEAD OF MASHES.

REQUIRES
NO REPAIRS.

EQUALLED
BY NONE FOR
FAMILY USE.

SIMPLE TO USE.

EASY TO CLEAN.

CANNOT GET DULL
OR OUT OF
ORDER.

No. 1—\$2.00. No. 2—\$2.75. No. 3—\$4.00.

Liberal discount to the trade, and
descriptive circulars on application to

AMERICAN MACHINE CO.,
MANUFACTURERS OF HARDWARE SPECIALTIES,
Lehigh Ave. and American St., Philadelphia, Pa.

—OR TO—
JOHN H. GRAHAM & CO.,
113 Chambers St., New York.

UNPRO. AUGUST 1961

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

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

LEVELS.		dis.
Stanley Rule and Level Co.'s		70
KNOWNS—New List.		
Door, mineral, jap. trimmings		dis.
Door, porcelain, jap. trimmings		55
Door, porcelain, plated trimmings		55
Door, porcelain, trimmings		55
Drawer and Shutter, porcelain		70
LOCKS—DOOR.		
Russell & Irwin Mfg. Co.'s new list		dis.
Mallory, Wheeler & Co.'s		55
Branford's		55
Norwalk's		55
MATTOKS.		
Adze Eye	\$16.00,	dis. 60
Hunt Eye	\$15.00,	dis.
Hunt's	\$18.50,	dis. 20x10.
MAULS.		
Sperry & Co.'s, Post, handled		50
MILLS.		
Coffee, Parkers Co.'s		dis.
" P. S. & W. Mfg. Co.'s Malleables.		40
" Landers, Ferry & Ch. K's.		40
" Enterprise		25
MOLASSES GATES.		
Stebbin's Pattern		dis.
Stebbin's Genuine		60&10
Enterprise, self-measuring		25
NAILS		
Steel nails, base		2.05
Wire nails, base		2.50
Advance over base		
60	Steel.	Wire.
50	Base	Base
40	Base	10
30	05	20
20	10	30
16	15	35
12	15	35
10	20	40
8	25	50
7 & 6.	40	65
4	60	90
3	1.00	1.50
2	1.50	2.00
Fine 3	1.50	2.00
Case 10	60	70
" 8	75	1.00
" 6	90	1.00
Finish 10	85	1.00
" 8	1.00	1.25
" 6	1.15	1.50
Clinch 10	85	75
" 8	1.00	90
" 6	1.15	1.00
Barrel ¾	1.75	2.50
PLANES.		
Ohio Tool Co.'s, fancy		dis.
Sandusky Tool Co.'s, fancy		24
Bench, first quality		24
Stanley Rule and Level Co.'s, wood		24
PANS.		
Fry, Acme		dis. 60-1
Common, polished		dis.
RIVETS.		
Iron and Tinced		dis.
Copper Rivets and Burs		5
PATENT IRON PAPER.		
"B" Wood's patent planished, Nos. 24 to 27		10 2
"B" Wood's pat. planished, Nos. 25 to 27		9 2
Broken packs ¼ c per pound extra.		
ROFES.		
Sisal, ½ inch and larger		10½
Manilla		14
SQUARES.		
Steel and Iron		dis.
Try and Bevels		7
Mitre		2
SHEET IRON.		
Com. Smooth.		
Nos. 10 to 14	34 30	33 1
Nos. 15 to 17	4 20	3 2
Nos. 18 to 21	4 20	3 2
Nos. 22 to 24	4 20	3 3
Nos. 25 to 26	4 40	3 4
No. 27	4 60	3 5
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.....	"	"	50
" " White C.....	"	"	35
Discount, 10.....			
	SASH WEIGHTS.		
Solid Eyes.....	per ton	\$25	
" Hand.....	saws,	dls.	
" Silver Steel B. X Cuts, per foot.....			20
" Special Steel Dex X Cuts, per foot.....			70
" Special Steel Dia. X Cuts, per foot.....			30
" Champion and Electric Tooth X Cuts, per foot.....			30
	TRAPS.	dls.	
Steel, Game.....			60&10
Oueda Community, Newhouse's.....			35
Oueda Community, Hawley & Norton's.....			70
Mouse, choker.....		18c per doz.	
Mouse, delusion.....		\$1.50 per doz.	
	WIRE.	dls.	
Bright Market.....			65
Annealed Market.....			70-10
Coppered Market.....			60
Tinned Market.....			62½
Coppered Spring Steel.....			50
Barbed Fence, galvanized.....			3 60
" " painted.....			3 60
	HORSE NAILS.		
An Sable.....	dls. 25&10@25&10&05		
Putnam.....	dls.		05
Northwestern.....	dls. 10&10		
	WRENCHES.	dls.	
Baxter's Adjustable, nickeled.....			30
Coe's Genuine.....			50
Coe's Patent Agricultural, wrought.....			75
Coe's Patent, malleable.....			75&10
	MISCELLANEOUS.	dls.	
Bird Cages.....			50
Pumps, Cistern.....			75
Screws, New List.....			50
Castors, 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, 2¼c per pound.....			7¾
660 pound casks.....			7¾
Per pound.....			7¾
	SOLDER.		
¼@¼.....			18
Extra Wiping.....			15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.			
	ANTIMONY.		
Cookson.....	per pound	16	
Hallett's.....	"	13	
	TIN—MELYN GRADE.		
10x14 IC, Charcoal.....		\$ 7 00	
14x20 IC, ".....		7 70	
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 60	
14x20 IX, " ".....		7 00	
20x28 IC, " ".....		15 50	
20x28 IX, " ".....		14 50	
	BOILER SIZE TIN PLATE.		
14x28 IX.....		\$14 00	
14x31 IX.....		15 50	
14x56 IX, for No. 8 Boilers, } 14x60 IX, " " 9 } per pound			10

Foster, Stevens & Co.,
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.

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E. A. STOWE, Editor.

WEDNESDAY, OCTOBER 29, 1890.

LOOKING AHEAD.

A few persons already realize that the question of lumber and timber is soon to become a serious one in the United States, yet the masses of the people regard it as so far in the future that it should cause neither comment nor uneasiness. When it is remembered that millions of railroad ties are called for yearly—and thus far no universal substitute to take their place—here is a demand from one source alone which may well cause apprehension as to how long the supply can be furnished. Now that the white pine in the more northern states is rapidly being exhausted, attention is being given to the hard timber, and the consequence is, the price of hard timbered lands is advancing beyond anything heretofore known. Certain kinds of hardwoods indigenous to the north temperate zone have become fashionable for several purposes, as for finishing, furniture, etc. Some of these woods have actually doubled in price within the last two years.

THE TRADESMAN would not be thought an alarmist on this subject, but it will not be surprised to see the more fashionable woods used with a plain finish, soon double in price once or twice more. As supply and demand will alone regulate the price, it is surely only a question of a very few years at most. Sagacious capitalists already view this in the light of one of the safest and best investments. One man is said to own \$4,000,000 worth of timbered lands in Michigan, and is in the market to purchase more. It may be said that Oregon, Washington and Alaska have yet their primeval forests, but as the great bulk of both lumber and timber is used thousands of miles from those sections of the country, it will readily be seen that it can cause no depression in the eastern markets, as the freight would be a constant barrier. It may be argued that numbers of our hardwood manufactories might be transferred to those distant points, but, financially, they would be in no better condition. The point is this: Neither this nor the next generation can expect to see any lumber grown that can take the place of that now standing, and exactly in the ratio of its decrease, will it continue to advance in price. If "necessity is the mother of invention," her illustrious offspring must lose no time in giving the world some substitute for wood, at least for indoor finishing, at a price not much above that of wood to-day. It is quite possible that aluminum will soon fill that honorable position. In some of the prairie states of the West, black walnut, hickory and a few other kinds of wood have been grown, and with the almost complete extinction of those kinds, it turns out a paying investment, even after thirty to thirty-five years patient waiting. A farmer in central Illinois has

some fifteen acres in black walnut trees planted thirty-five years ago. The dimensions of the trees or the number cannot now be given, but it has been estimated that they would sell as they stand to-day for over \$75,000.

No parent can leave to his children a more valuable bequest than from ten to twenty acres of timbered land, and it will prove of far greater value if it be planted by himself and includes one or all of three different species—black walnut, hickory and chestnut. The fruit from such trees will be a generous income, long before it would pay to remove them from the soil.

As will be noted by the call published in another part of this week's paper, the Executive Board of the Michigan Business Men's Association has decided to hold a general convention of business men in this city on Tuesday, Nov. 25. The date is by no means desirable for merchants, as it is in the midst of the busy season, but anyone can afford to throw aside ordinary duties for a day in order to attend so profitable a meeting as the conventions of business men have always proved to be. While the convention will be general in its scope and composition, ample time will probably be given to the consideration of a question dear to the hearts of many business men—the perpetuity of the local associations which have accomplished so much for the members in particular and communities in general. This question is now uppermost in the minds of many business men all over the State and its successful solution would be warmly welcomed everywhere.

The last number of the *Scientific American* contains an illustration and description of the design of a colossal monument to commemorate the discovery of America by Columbus. The conception is grand and strikingly unique, being a hollow sphere, 984 feet in diameter and resting upon a base of beautiful design, 262 feet high. The total height of the monument is to be 1,312 feet. Of course, it is intended to be constructed wholly of iron, although other material may be used for internal finish. This immense globe may be utilized as a repository for a Columbus library, for museums of zoology, mineralogy, botany, etc. An immense auditorium could also be constructed in this sphere for public entertainments. No other idea could so perfectly and appropriately symbolize the memory of Columbus as this. The design was happily conceived by M. Palacio, a Spanish architect, and native of Bilboa.

Chary of Her Reputation.

Old lady to the grocer (whose boy had accidentally deposited her dressed chickens on a pile of limburger cheese)—"No, don't move them 'chickens; let 'em lay there; they'll go back hum; they was killed and picked last night, but I guess the weather was tew hot for 'em; nobody shall ever say that Aunt Hanner Beard ever sold spiled hens—never!"

Grand Rapids Traveling Men's Association.

GRAND RAPIDS, Oct. 27.—A special meeting of the Grand Rapids Traveling Men's Association will be held at Elks' Hall on Saturday evening, Nov. 8, for the transaction of important business. Committees will be appointed and preliminaries arranged for the annual social party. A full attendance is requested.
H. S. ROBERTSON, President.

Only an Incident.

"Be you the storekeeper?" enquired a female, as she approached a gentleman at the office desk.

"I am the proprietor of this store, madam," was the reply.

"Wal, your man there refused to take my butter an' he's bin takin' all that come sense I brung mine in. I see him look at it and smell of it, an' I've a kind of a sneakin' notion that he thinks it ain't jest right, but he didn't say so or I'd hev slapped his mouth."

"I presume your butter is all right; probably gilt edged, but he may have purchased all he wants."

"Wal, it's not jest the price of that lot o' butter that I care about, but with Merlindy Jones watchin' this trade, he'll take it, or this store pays big damages. What Miss Jones sees with her own eyes goes all over this county and then good bye to my dairy business. That butter o' mine's no oily marjorum, ner lardeen. You hear!" and with a prophetic nod of her head and blood in her eye, she turned her attention to the basket again.

Wool Strong and Higher—Hides and Tallow Lower.

Wools are firmer than a week ago. Sales are less. Large lines have been withdrawn and others are held above buyers' views. Dealers have their innings now, and keep the asking price 1 to 2c per pound ahead of buyers. The foreign markets are firm and higher. The goods market shows an advance and large orders have been placed. Wool and wool goods show a direct benefit from the McKinley bill, with a tendency of those handling to inflate prices. Old and new mills are being fitted to a large extent for various wool industries.

Hides are again lower and the market is weak, with a large supply. The West has sent train loads of light cattle to market, for want of feed. Leather cutters will not buy at the advance in leather. As one tanner expresses himself, "The leather men are on top of us again, and we must have hides lower." The decline is $\frac{3}{4}$ cent per pound, or below the July price when the bottom went out.

Tallow is dull and weak. The supply is ample.

Purely Personal.

C. A. Barnes, the Otsego grocer and druggist, was in town one day last week.

C. A. Robinson, general dealer at Rothbury, was in town last week for the purpose of buying a dry goods stock, which he will locate at Thompsonville, under the management of his step son, R. E. Farr.

Lon A. Pelton, formerly engaged in the hardware business at Morley—during which time he left his creditors and family in the lurch for several months—has repeated the operation, to the annoyance of his creditors and the disgust of his friends. It is supposed that he is tarrying at Portland, Ore.

Precocious Drug Clerk.

Old Lady (in drug store, to small boy)—What am I to take this medicine in, sonny?

Sonny—Take it in your mouth, mum. Taint to be rubbed on.

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

SUBURBAN STORES.

Some Advantages They Offer over Village Locations.

Written for THE TRADESMAN

To those who, with limited capital, desire to engage in the retail trade, the question of the most desirable location is a very important one. The young man who is about to embark in business is apt to say, "I must locate in some country village, as it will be impossible with my limited means to succeed in any fair-sized city." From causes not wholly known, it is a well-known fact that the population of cities is increasing more rapidly in proportion than the rural districts. Possibly one chief cause is the heavy emigration of the poor from other lands. Not having the means to purchase homes in the country or never having resided outside of a city, it is quite natural that they seek a home and employment in the same localities here. A new store, opening in a country village, necessarily has a limited trade, beyond which it cannot well bring its sales, except as both the village and contiguous country increase in population and wealth; and it is the exception if this increase is not slow. Among the middle and poorer classes in the country, it is not expected that as much money will be in daily and hourly circulation as in the cities, consequently less will be paid to merchants for the necessities of life. Then, also, what is generally thought quite correct to do in the country towns, in regard to dress, supplies for the table, etc., is not exactly right in the cities, and therein lies more and a better class of trade in the latter location. "But," says one, "the expenses in a city will bankrupt me." I answered this objection by the statement that it is not necessary for you to locate on any of the principal streets of a large city. You have, of course, no use for three to five-story buildings. Did you never think that there are dozens of better and far more prosperous villages in the immediate suburbs of cities than in the country? In most cities with a population of from 40,000 to 100,000 there are hundreds of homes with no stores close to them, and it is comparatively easy to find localities within a radius of half a mile, containing within its boundaries from 2,000 to 3,000 people, most of whom own their homes, are free from debt and have some permanent business. Here, then, is a village, if you please, which already has wealth, is growing more rapidly and is in every way more prosperous than the small village five or twenty miles in the country, that already has enough stores for its demands. In this outside portion of a city, the inhabitants will welcome a general store, a grocery or a drug store, and it will not be their fault if the owner does not have a fair trade from the start. They will often send or go to him for some required article, simply because it is so close at hand, when they would have gone without it rather than walk a mile or more down town. Women and children largely patronize such stores. Women feel a delicacy about appearing upon the gay and fashionable streets of a city in their every day working apparel, but will not hesitate to drop into a store within a few blocks of them in a neat morning wrapper, make their purchases and carry the small articles home. These purchases they might never make if obliged to change a dress on purpose, go down town and consume nearly half a

day in the same amount of shopping. In such a location a store can avoid considerable of the expense of delivering goods, as the individual sales will generally be small. Here, also, the people seldom expect credit from a stranger and, if they ask and are refused, they are not so apt to be offended as people in the country. The grocer in a country village can make comparatively few sales of vegetables, from the fact that gardens of greater or less size are added to most of the homes. Even butter and eggs are often produced on the premises; while in the city all of these must be purchased day by day from the grocers.

There are still other advantages for the youthful merchant in these "villages within a city." Granted that his rents will be as much—they will be no more—his many other expenses will be less and his sales, with proper management, are so much increased that he will be gratified to do business there.

If he deal in farmer's products, it is usually easy to have a store where their wagons will pass his door in coming to market. It will then be his own fault if his store is not well supplied with the best of farm produce, fresh from the garden, farm and dairy, and, should there be a limited supply of them, he will be apt to have some when others are "left out." He may also do business with far less capital, as his purchases from the wholesale house can be made daily and in smaller quantities than if in the country. He will be at no expense for freight, boxing or drayage. If a customer drops in while going to his morning work for some article—even if out of his usual line—he can say, "Please call on your return home and I will have it ready for you." The telephone will order it sent to you and, if necessary, it can be placed in the customer's hands within an hour. Your location may be in the vicinity of a ward school to advantage. 400 to 800 children of all ages have a world of little wants to supply and their pennies and nickles will keep you in small change. A friend in an Eastern city, who has made a study of securing good locations for many years, has found it profitable in more ways than one. If desiring a change, he finds no difficulty in disposing of his stock to advantage. At one time he was sufficiently far-seeing to locate opposite a large school in an otherwise undesirable locality. His first business was to gain the friendship of those pupils, by obtaining attractive advertising matter to give away, meeting them as they passed his door and placing it in their hands. As a result, he soon had their entire trade for books, stationery, confectionery, etc., and they would go far out of their way to visit him, if sent to a store by their parents. Many an examination day morning he has sold two reams of legal cap paper, sheet by sheet, to those pupils within an hour, amounting to \$4.80—a good hour's work for the commencement of the day and you may be sure that was not all those children bought that morning. In such locations, as prosperity brings increase of capital and business, it is often the case that one of the best investments is to purchase the store and grounds you occupy. The rise in value—oftentimes in one decade—will give you the premises rent free. This can seldom be done in rural towns.

There are still other minor advantages, such as water and light, and—it is said

in all seriousness—fuel in the form of "electric fire" also brought into your store and your house to lessen your care, trouble and expense. There is a satisfaction with such a location in business that can hardly be over-estimated by the man of small means. If intellectually inclined, he is near libraries and lecture halls, which he may enter almost at will, and drink from these fountains of knowledge. Educational facilities for his children are the best, and the daily and hourly events of the world are within the compass of his voice. H.

Important Announcement to the Cigar Trade!

DILWORTH BROTHERS,
MANUFACTURERS OF CIGARS,
957, 959 & 961 PENN AVE.

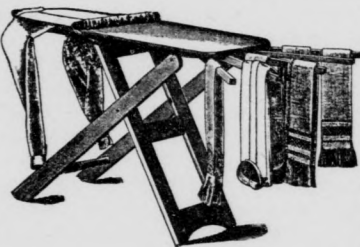
PITTSBURG, Oct. 18, 1890.—Owing to sharp advances in the higher grades of Havana and Sumatra tobaccos, caused by the passage of the new tariff law, we will be compelled to advance the price on "El Puritano" cigar \$5 per M. We claim for this cigar boldly, that it is the Finest 10 cent Cigar on Earth, and the growing demand from all sections of the country bear us out in our statement. Much as we dislike to make this advance, we are obliged to do so in order to keep up the high standard of the brand. All other high grades of our goods will be advanced at the same rate. This advance is to take effect Nov. 15, 1890.

DILWORTH BROS.

The Field Still Open.

SHIPSHEWANA, Ind., Oct. 25.—The opening for a clothing dealer is still unoccupied. As many of the country people hereabouts are German, a dealer who speaks that language would do better than one who does not. The writer will promptly answer any enquiries regarding this place which may be propounded by any reader of THE TRADESMAN. E. C. STOWE.

KNIGHTS OF THE GRIP



Would you like to carry a side line and establish agents or sell to the trade? If so, address

Bell Furniture and Novelty Co.,
NASHVILLE, MICH.

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. }
Office—46 Produce Exchange, } **TOLEDO, OHIO.**

RUBBERS

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

Write for Discounts.



G. R. MAYHEW, - Grand Rapids

Spring & Company,

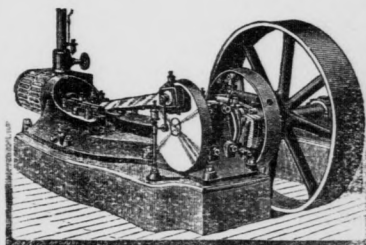
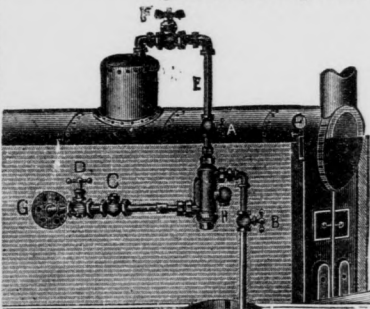
IMPORTERS AND WHOLESALE DEALERS IN

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.

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.



This Beautiful Rug given with each gross of French Toilet, per gross, \$50, or Eclipse Safety Barrel, per gross, \$29.
Best Dressing and Best Package.

HIRTH & KRAUSE, 118 Canal St., Grand Rapids.

Drugs & Medicines.

State Board of Pharmacy.

One Year—Geo. McDonald, Kalamazoo.
Two Years—Stanley E. Parkhill, 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, C. S. Koon, Secretary, T. A. Wheeler.

Curious Mediums of Exchange.

It will be of interest to merchants and business men generally to know what strange and curious mediums of exchange were in use in the earlier ages of the world, before and after metallic money was coined. It also may or may not agree with the ideas of all to know that the basis of all these various substitutes for money was an actual value in itself and *not* merely a representative. To-day, singular as it may seem to us, there are a few savage, half-civilized and civilized nations who still make use of substitutes for coined money, where that universal medium is scarce. Salt is used in Abyssinia and whales' teeth in the Feejee Islands. In China, where quantities of base metal subsidiary coin are used, pieces of silk also pass as currency. Pressed cakes of tea are used for the same purpose in Thibet. Stamped pieces of metal—generally copper or bronze—were used by the ancient Greeks and Lydians as far back as 800 years before the Christian era. The writer saw a copper coin about the size of our cent, which was found in the hands of a lady in Michigan, and was purchased by a numismatist for a silver dollar. It was coined in the reign of Xerxes, King of Persia, in the year 465 B. C. It was in a fair state of preservation and bore unmistakable evidence of being genuine. The coin was not made with a die, but was forged either with or without heating, and its periphery was very irregular. One hundred dollars has since been refused for this coin. It is believed that the earliest substitute for coin used by mankind was the skins of animals. The early Romans used bits of brass clipped directly from the mass, without shape or polish. The Hebrews once used jewels as money. Before the introduction of coined money in Greece spikes of iron were used. In parts of Africa iron spikes are still used, after the Spartan fashion. At one period in Scotland nails were used as subsidiary coin. Perhaps from this comes our term ten-penny-nail—ten for a penny. The Aztec currency, however, was no "fiat" money. It consisted of transparent quills filled with gold dust, being a visible value of the most precious metal. The earliest coin made in America was in 1612 by a Virginia company on the Bermuda islands. It was called "hog-money," having the rough picture of a hog on one side in memory of the abundance of those animals found in a wild state on first landing. Our early colonists were compelled, for want of coin, to use as a legal tender tobacco, skins, codfish, corn, beans and wampum or shell money. Our North American In-

dians have used many of the above articles as money and the writer now has in his possession half a dozen round pieces of wood, similar in shape and size to our silver dollar, which were obtained direct from the Indians of the Northwest and at one time used as money. They are worn perfectly smooth from use, and their value as an exchange is unknown.

Muskegon Drug Clerks' Association.

MUSKEGON, Oct. 14—At the last regular meeting of the M. D. C. A., the semi-annual election was held with the following result:

President—C. S. Koon.
Vice-President—N. Miller.
Secretary and Treasurer—T. A. Wheeler.

The Association is now in better condition than ever before, a goodly number of new members having joined during the past six months, among whom are C. Furhman, J. Peppier, N. Germain and R. A. Abbott. There are now not less than seventeen attending members and two or three are waiting to join us at the next meeting. This pleasing result has been attained by the earnest work of the members mutually. It shows that where harmony exists among the fraternity in general, an Association with the purpose of mental improvement and social intercourse is not an impossibility. In large cities where there are a number of drug clerks, a society of this nature would be found very beneficial. It will afford us great pleasure to hear from brother pharmacists elsewhere, who are striving to organize, or from those who have already done so. Perhaps in this way the time may be near at hand for the forming of a State association. The State of Virginia has now a union of this kind, and why cannot Michigan have one, also? Let drug clerks in various sections of the State unite for this purpose. Let the associations at Grand Rapids, Detroit, and other places set forth efforts, and invite those who have not yet organized to do so and it would not be very difficult to reach the desired end. Let one and all express their opinion on this subject in THE TRADESMAN.
J. N. TINHOLT, Sec'y.

Tit for Tat.

From the Boston Saturday Evening Gazette.

A druggist had fitted up a neat corner store and had established a fine trade. One day another druggist entered his store and said: "I want to buy you out. How much will you take?" "I don't want to sell," was the reply. "I expected that answer," said the encroaching person, "and I am prepared for it. Now if you don't sell out to me, I will open a drug store in opposition on the opposite corner. How much will you take?" The druggist, offended at this species of browbeating, said he would sleep on it and report the next morning. At the appointed hour the aspirant was in the store, and a large price was named. The bargain was bound. The druggist who had been thus ousted from a corner which he had fitted up with a view to years of peace and profit, sought the owners of the opposite corner which had been held out to him as a threat, secured a long lease on it, worked night and day, and now has a drug store in which any community might take satisfaction and repose confidence. What is more, he is doing a better business than he did in the former locality.

The Drug Market.

Opium has declined and it is believed that it is as low as it will be, as the decline is about equal to the duty remand by the new tariff law. Morphine has declined 25c per ounce. Cinchonidra has advanced. Quinine is steady. Castile soap, pure mottled, has advanced. Carbolic acid has declined. Blue vitrol is lower. Percipitated chalk is higher. Gum guaiac is lower. Jalap root has declined. Nitrate silver is lower. Alcohol is higher. Turpentine has advanced. Oil peppermint is higher. Aqua ammonia is lower.

STILL ANOTHER.

The Latest Addition to the List of Patents.

Written for THE TRADESMAN.

A patent medicine manufacturer thus advertises his latest production:
ASTOUNDING DISCOVERY! THE COMPOUND EXTRACT OF WILD SQUIZELEM!

The most wonderful scientific discovery of the age. To be used internally, externally and eternally! It instantly relieves any ache or pain of any kind. Where the skin is unbroken, one strong snuff from the bottle will positively cure the patient in one hour. If the skin is broken (as it might be if there was trouble in your family), a permanent cure could be guaranteed in two hours. In this case ten drops of the medicine must be applied to the raw surface. For infants and young children it is a boon to thousands. For a crying baby, four drops only, placed upon a strip of cheese cloth and closely bound over its mouth, will relieve—the family—at once. Rubbed upon the gums of an infant, a fine set of first teeth will be produced in a few days any time after the child is two months old. To restore hearing in case of deafness of long standing, pour one teaspoonful upon the organ of marvellousness—situated near the ear—and then gently tap the spot with a tack hammer. It will startle the patient instantly. Rubbed upon any part of the human face or head for one week, a fine growth of the most silky hair will be produced. Directions on the bottle will instruct you how to obtain any color of the hair you desire. To produce refreshing sleep, ten drops in half a tumbler of whisky, well sweetened, never fails. For want of appetite, fast three days and then take twenty drops in a little hot coffee, just before sitting down to the table—with food on it. For all the ills that flesh is heir to, see circulars at all druggists.

This wonderful root was first discovered by a naked savage on an island in the South Pacific Ocean. The present proprietor purchased the island and controls the supply. The demand is so great that it is rapidly being exhausted and, as it requires thirty years to mature the properties of this wonderful root, the public should lose no time in purchasing. It may be had (if applied for soon) at all drug stores at \$5 per bottle of two and one-half ounces or six bottles for \$25. Beware of counterfeits and notice the steel engraving of a naked Indian springing about three feet into the air and holding a piece of the Squizelem in one hand. All infringements of copyrights will be prosecuted to the full extent of the law.
R. T. DIOICA.

AVOID THE

Curse of Credit

BY USING

"TRADESMAN"
OR
"SUPERIOR" Coupon Books

Manufactured by

THE TRADESMAN COMPANY,

Grand Rapids.

See quotations in Grocery Price Current.

For Fall painting you have to use a

DRYER

in mixing WHITE LEAD

USE OUR

CROWN JAPAN DRYER.

We call your attention to our CROWN JAPAN DRYER, that we can guarantee equal in every respect to any on the market. Its points of superiority over all others, are:
1st. It will mix with RAW or boiled oil.
2d. It will dry any paint without tack.
3d. It will dry with a good gloss, thus ADDING A GLOSS to the paint, rather than making it FLAT, as most Dryers do.
4th. It is free from Rosin, and is entirely without sediment, and will not thicken.
5th. It is always reliable and is the STRONGEST LIQUID DRYER in the market.

Put up in one gallon square cans.

Write for special prices.

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

Furniture

—AT—

Nelson, Matter & Co.'s

Styles New, Cheap,
Medium and Expensive.

Large Variety.
Prices Low.

CINSENG ROOT.

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

THE MOST RELIABLE FOOD
For Infants and Invalids.
Used everywhere, with unqualified success. Not a medicine, but a steam-cooked food, suited to the weakest stomach. Take no other. Sold by druggists. In cans, 35c. and upward.
WOOLRICH & Co. on every label.

ACME WHITE LEAD & COLOR WORKS
DETROIT,
MANUFACTURERS OF

LATEST
ARTISTIC
SHADES
OF



FOR
Interior
AND
EXTERIOR
DECORATION

F. J. WURZBURG, Wholesale Agent
GRAND RAPIDS.

Wholesale Price Current.

Advanced—Cinchonidia, Castile Soap, Precip. Chalk, Alcohol, Turpentine, Oil Peppermint.
Declined—Opium (po), Morphia, Carbolic Acid, Blue Vitrol, Gum Guaiac, Jalap Root, Nitrate Silver, Aqua Ammonia.

ACIDUM.		TINCTURES.	
Aceticum.....	80 10	Aconitum Napellis R.....	60
Benzolium German.....	80 10	Aloes.....	50
Boric.....	30 38	Arnica.....	50
Carbolicum.....	30 38	Asafetida.....	50
Citricum.....	50 55	Atropine Belladonna.....	60
Hydrochlor.....	30 5	Benzoin.....	60
Nitrosum.....	10 12	Cantharides.....	50
Oxalicum.....	11 13	Capsicum.....	50
Phosphoricum dil.....	10 13	Cardamom.....	50
Sulphuricum.....	10 13	Castor.....	50
Tannicum.....	10 13	Catechu.....	50
Tartaricum.....	40 42	Cinchona.....	50
AMMONIA.		COLUMBA.	
Aqua, 16 deg.....	3 1/2 5	Columba.....	50
20 deg.....	5 1/2 7	Conium.....	50
Carbonas.....	11 13	Cubeba.....	50
Chloridum.....	12 14	Digitalis.....	50
ANILINE.		ERGO.	
Black.....	2 00 2 25	Ergot.....	50
Brown.....	80 100	Gentian.....	50
Red.....	45 50	Guaiac.....	50
Yellow.....	2 50 3 00	GUAICA.	
BACCAR.		Guaiac.....	50
Cubeba (po. 1 50).....	1 60 1 75	Zingiber.....	50
Juniperus.....	80 10	Hyoscyamus.....	50
Xanthoxylum.....	25 30	Iodine.....	75
BALSAMUM.		Colorless.....	75
Copaiba.....	60 65	Ferri Chloridum.....	35
Peru.....	21 33	Kino.....	50
Terabin, Canada.....	35 40	Lobelia.....	50
Tolutan.....	45 50	Myrrh.....	50
CORTEX.		Nux Vomica.....	50
Abies, Canadian.....	18	Opil.....	50
Cassia.....	11	Camphorated.....	50
Cinchona Flava.....	18	Deodor.....	2 00
Euonymus atropurp.....	30	AURANTI CORTEX.	
Mirica Cerifera, po.....	20	Auranti Cortex.....	50
Prunus Virgin.....	12	Quassia.....	50
Quillaja, gr.....	12	Rhatany.....	50
Sassafras.....	12	Rhel.....	50
Ulmus Po (Ground 12).....	10	Cassia Acutifol.....	50
EXTRACTUM.		Co.....	50
Glycyrrhiza Glabra.....	24 25	Serpentaria.....	50
Haematox, 15 lb. box.....	11 12	Stromonilum.....	60
18.....	14 15	Tolutan.....	60
14.....	14 15	Valerian.....	50
16.....	16 17	Veratrum Veride.....	50
FERRUM.		MISCELLANEOUS.	
Carbonate Precip.....	2 15	Aether, Spts Nit, 3 F.....	26 28
Citrate and Quinia.....	2 30	4 F.....	30 32
Citrate Solu.....	2 30	Alumen.....	24 34
Ferrocyanidum Sol.....	2 30	7.....	30 4
Solut Chloride.....	1 1/2 2	Annatto.....	50 60
Sulphate, com'l.....	1 1/2 2	Antimoni, po.....	40 5
" pure.....	2 7	et Potass T.....	50 60
FLORA.		Antipyrin.....	35 40
Arnica.....	20 22	Antifebrin.....	25
Anthemis.....	20 25	Argenti Nitras, ounce.....	75
Matricaria.....	25 30	Arsenicum.....	50 7
FOLIA.		Balm Gilead Bud.....	38 40
Barosma.....	20 22	Bismuth S. N.....	10 22 20
Cassia Acutifol, Tin.....	25 28	Calcium Chlor, 1s, (1/2).....	11 1/2 9
nively.....	35 50	11: 1/2, 12.....	9
Salvia officinalis, 1/2.....	12 15	Cantharides Russian.....	21 75
and 1/2.....	12 15	po.....	21 75
Ura Ural.....	80 10	Capsici Fructus, af.....	16
GUMMI.		" po.....	20
Acacia, 1st picked.....	21 00	" B po.....	15
2d.....	20 90	Caryophyllus, (po. 20).....	15 18
3d.....	20 80	Carmin, No. 40.....	23 75
sifted sorts.....	20 65	Cera Alba, S. & F.....	50 55
po.....	75 100	Cera Flava.....	38 40
Aloe, Barb, (po. 60).....	50 60	Cocous.....	20
" Cape, (po. 20).....	12 12	Cassia Fructus.....	20
" Socotri, (po. 60).....	50 50	Centaria.....	45
Catechu, 1s, 1/2, 1 1/2, 1 1/2.....	10 10	Cetaceum.....	50 60
16).....	25 30	Chloroform.....	50 60
Ammoniac.....	25 30	" squibbs.....	21 10
Asafetida, (po. 30).....	50 55	Chloral Hyd Crst.....	1 85 20 25
Benzoinum.....	50 55	Chondrus.....	20 25
Camphore.....	50 52	Cinchonidine, P. & W.....	15 20
Euphorbium po.....	35 10	" German.....	50 12
Galbanum.....	23 00	Corks, list, dis. per.....	60
Gamboge, po.....	80 95	cent.....	20
Guaiacum, (po. 50).....	20 40	Creasotum.....	50 50
Kino, (po. 25).....	20 40	Creta, (tbl. 75).....	2
Mastic.....	20 40	" prep.....	50 5
Myrrh, (po. 45).....	40 40	" precip.....	11
Opil, (po. 4 75).....	3 10 23 25	" Rubra.....	8
Shellac.....	28 40	Crocus.....	30 35
" bleached.....	23 35	Cudbear.....	24
Tragacanth.....	30 75	Cupri Sulph.....	12 7
HERBA—In ounce packages.		Dextrine.....	10 12
Absinthium.....	25	Ether Sulph.....	68 70
Eupatorium.....	25	Emery, all numbers.....	2
Lobelia.....	25	po.....	5
Majorum.....	25	Ergota, (po. 60).....	50 55
Mentha Piperita.....	23	Flake White.....	13 15
" Vir.....	25	Galls.....	23
Rue.....	30	Gambier.....	8 9
Tanacetum, V.....	22	Gelatin, Cooper.....	40 60
Thymus, V.....	25	" French.....	40 60
MAGNESIA.		Glassware flint, 70 per cent.....	90 15
Calcined, Pat.....	55 60	by box 60 less.....	13 25
Carbonate, Pat.....	20 22	Glue, Brown.....	90 15
Carbonate, K. & M.....	20 25	" White.....	13 25
Carbonate, Jennings.....	35 38	Glycerina.....	18 25
OLEUM.		Grana Paradisi.....	25
Absinthium.....	5 00 2 50	Humulus.....	20 40
Amygdalae, Dulc.....	45 75	Hydraag Chlor Mite.....	21 05
Amygdalae, Amarac.....	8 00 2 50	" Cor.....	21 05
Anisi.....	2 00 2 10	" Ox Rubrum.....	21 15
Aurant Cortex.....	2 50	" Ammoniat.....	21 25
Bergamit.....	3 25 24 00	Unguentum.....	10 60
Cajuput.....	90 21 00	Hydrargyrum.....	92
Caryophyll.....	1 25 21 30	Ichthyobolla, Am.....	1 25 150
Cedar.....	21 35	Indigo.....	75 100
Chenopodii.....	21 35	Iodine, Resubl.....	3 75 23 85
Cinnamoni.....	1 40 21 50	Iodoform.....	24 70
Citronella.....	45	Lupulin.....	85 21 00
Conium Mac.....	35 65	Lycopodium.....	55 60
Copaiba.....	1 20 21 30	Macleis.....	80 85
SYRUPS.		Liquor Arsen et Hy.....	27
Accacia.....	50	Liquor Potass Arsenitis.....	10 12
Zingiber.....	50	Magnesia, Sulph (bbl.....	20 3
Ipecac.....	60	1 1/2).....	50 20 60
Ferri Iod.....	50	Mannia, S. F.....	50 20 60
Aurant Cortex.....	50		
Rhel Arom.....	50		
Similax Officinalis.....	50		
" Co.....	50		
Scilla.....	50		
" Co.....	50		
Tolutan.....	50		
Prunus virg.....	50		

Morphia, S. P. & W.....	2 60 2 85	Seidlitz Mixture.....	25
S. N. Y. Q. &.....	2 50 2 75	Sinapis.....	18
C. Co.....	2 50 2 75	Snuff, opt.....	30
Moschus Canton.....	70 75	Snuff, Maccaboy, De.....	35
Myristica, No. 1.....	70 75	Voes.....	30
Nux Vomica, (po. 20).....	33 38	Snuff, Scotch, De. Voes.....	35
Os. Sepia.....	33 38	Soda Boras, (po. 13).....	12 13
Pepsin Saac, H. & P. D.....	2 00	Soda et Potass Tart.....	30 33
Co.....	2 00	Soda Carb.....	1 1/2 2
Picls Liq. N. C., 1/4 gal.....	2 00	Soda, Bi-Carb.....	5
doz.....	2 00	Soda, Ash.....	3 1/2 4
Picls Liq., quarts.....	2 00	Soda, Sulphas.....	50 55
" pints.....	2 00	Spts. Ether Co.....	25
Pil Hydraag, (po. 80).....	2 00	" Myrcia Dom.....	25
Piper Nigra, (po. 22).....	2 00	" Myrcia Imp.....	25
Piper Alba, (po. 55).....	2 00	Vini Rect. bbl.....	2 33
Pix Burgun.....	2 00	2 23).....	2 33
Plumbi Acet.....	14 15	Less 5c gal., cash ten days.....	2 33
Pulvis Ipecac et opil.....	10 12 20	Strychnia Crystal.....	21 10
Pyrethrum, boxes H.....	21 25	Sulphur, Subl.....	2 1/2 3 1/2
" P. D. Co., doz.....	21 25	" Roll.....	2 1/2 3 1/2
Pyrethrum, pv.....	30 35	Tamarinds.....	80 10
Quassia.....	80 10	Terebenth Venice.....	28 30
Quinia, S. P. & W.....	39 44	Theobromae.....	55 60
" S. German.....	28 38	Vanilla.....	9 00 21 60
Rubia Tincturum.....	12 14	Zinct Sulph.....	70 8
Saccharum Lactis pv.....	38		
Salicin.....	2 00 2 10	OILS.	
Sanguis Draconis.....	40 50	Whale, winter.....	70 70
Santonine.....	4 50	Lard, extra.....	55 60
Sapo, W.....	12 14	Lard, No. 1.....	45 50
" M.....	10 12	Linseed, pure raw.....	60 63
" G.....	15		

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

--- DRUGS ---

Chemicals and Druggists' Sundries.

Dealers in

Patent Medicines, Paints, Oils, Varnishes.

Sole Agents for the Celebrated Pioneer Prepared Paints.

We are Sole Proprietors of

WEATHERLY'S MICHIGAN CATARRH REMEDY

We have in stock and offer a full line of

Whiskies, Brandies, Cins, Wines, Rums.

We are Sole Agents in Michigan for W. D. & Co.,
Henderson County, Hand Made Sour Mash
Whisky and Druggists' Favorite
Rye Whisky.

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

Hazeltine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

GROCERIES.

Gripesack Brigade.

A. S. Doak has returned from Coaticook, Quebec, where he spent three weeks with his parents.

Geo. W. Haynes, who traveled several years for Geo. Hanselman, of Kalamazoo, is very low with sugar diabetes and will probably not live many weeks.

Willis P. Townsend, traveling salesman for S. K. Bolles & Co., was laid up by illness last week. His route was covered in the meantime by Geo. Halloway.

J. McBurney, formerly engaged in the grocery business at Cadillac, has engaged to travel for I. M. Clark & Son, taking as his territory the trade north of the F. & P. M. Railway.

M. L. Campbell, who sold his drug stock at Leslie about two years ago to C. D. Kirby and went on the road for Lambert & Lowman, of Detroit, has concluded to re-engage in the drug business at the same place.

J. M. Wilcox, who has been with Arthur Meigs & Co. for the past two years, has taken the position of bookkeeper and traveling salesman for the dissolvent department of the Elk Rapids Iron Co., with headquarters in this city.

A Cincinnati salesman struck Ishpeming a short time ago and took his sample trunk to the store of a merchant who concluded not to purchase for the present. Two hours later, when the traveler came for his trunk, the merchant made him put up \$2 for storage.

A Clerk's Idea of the Market.

A grocer's clerk was told to issue a market report of certain articles and, having no authoritative data, was required to word it in such a manner as to be non-committal, in case an action was brought for misrepresentation. The following is his report:

June 25.

Tea—Weak, but the Japan leaf moving gently.

Coffee—Strong, but going down.

Tobacco—Quite fluctuating, yet strong, as large quantities have been destroyed by fire.

Butter—Weak, with a run on the market.

Lard—Moving slowly in small quantities at this season of the year.

Fish (Cod)—So strong as to be virtually out of the market.

Chickens—Scarce, going off on the run.

Eggs—Weak and feeble, with a tendency to break on the market.

Cheese—Very lively, with an expected run.

Pork (in bbls)—Heavy and stationary.

Saleratus—Rising.

Sugars (all grades)—Going down rapidly and in favor of consumer.

Status of the Peters Failure.

There are no new developments in the Peters matter. Assignee Henry has filed his bond and applied to the Manistee Circuit Court, Monday, for permission to continue the business of the Manistee Salt and Lumber Co. without interruption and also to dispose of Mr. Peters' interest in the wholesale grocery firm of Lemon & Peters at private sale. It is understood that several parties stand ready to purchase the interest, as the firm has the reputation of having made money. In the meantime, Lemon & Peters are doing business as though nothing had happened.

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.

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YEARNs FOR MICHIGAN.

Iowa and California Not Equal to this State.

The following letter, which comes to THE TRADESMAN from a former merchant of this State, plainly indicates that there are worse places to do business and live than the Wolverine State:

PETALUMA, Cal., Oct. 15.—You may be surprised to learn that I am now on the Pacific coast. I settled in Iowa, as I intended when I left Michigan, but have delayed writing you, as I promised, hoping to speak more favorably of both my business and also the country. I carried a general stock of goods in Iowa, avoiding giving credit as far as possible, but the farming is so different from what it is in Michigan that even a partial failure of crops means a scarcity of money until another season and I was unfortunate in finding this condition of things while in business there. Corn, cattle and hogs seemed to be the staples in the section I was in and, being so far from Chicago, which was the market for such products, the transportation was so expensive as to leave a small margin of profit to the producer. While there we were visited with several fearful wind storms, leaving more or less destruction in their path, which so alarmed my family that they had little pleasure in life until we left the State entirely. The weather during the winters, while possibly no lower in temperature than in Michigan, was far more bleak and severe, on account of the continued and sweeping winds, which seemed to penetrate through the warmest clothing and drive people within doors for days at a time.

We came to California to find a more mild and genial climate, if possible, but my trade is quite unsatisfactory. Here, also, the farmers do not cultivate a variety of crops, but confine themselves to a very few kinds, largely devoting their attention to the culture of fruits, which must be shipped to the East for a market. Delays occur in the sales and more or less credit is wanted by customers, which necessitates the merchant carrying a larger stock of goods and extending his own credit more than is desirable. The majority of eastern people with whom I converse agree with me that when a business man leaves Michigan to better his condition in trade in any other State, he is very apt to regret it, as I do. People from the East frequently express themselves as feeling "banished from home" and in that condition cannot be happy. We are so far from all our old friends that even a thought of them brings sadness, as if they were buried from our sight. It is a fact not generally known that Michigan has more harvests than any other State in the union. This may seem a sweeping assertion, but let us enumerate: In the spring, you commence with the wool and the berry harvest, both of which are large and command ready cash at prices far higher than in Iowa or California. Next comes the hay and grain harvest, followed later by fruits, for which Michigan is so famous. Then you have a fish harvest of no small importance. Next the fuel, timber and lumber harvests bring hundreds of thousands into the State annually. And still the half has not been told, as we add to these the millions paid for your iron and copper and the more precious metals of the upper peninsula. Only a small portion of those rich harvests can be by any ordinary possibility fail in the same year. Thus, on the whole, better and more prosperous times for merchants is assured than in other states. The facilities for marketing all this is unequalled in the union, as for seven months in the year there is water communication with both New York and Chicago, the two foremost markets in America. Do not think me too enthusiastic—for I am going to return to Michigan to stay—when I say that considering all its advantages and disadvantages, your State is without an equal for the merchant, if not for other classes. I predict that comparatively few years will elapse until the entire eastern shore of Lake Michigan, from St. Joseph to Charlevoix, for a few miles inland, will be one continuous orchard,

devoted to the raising of all the marketable fruits of the temperate zones. The limit in the true value of such lands is yet far from being reached. It is to be hoped that all those engaged in merchandise in that State will not abandon it for another until they, at least, visit other portions of the union and see for themselves. Your state is quite free from those storms and cyclones which are alike destructive to life and property and, notwithstanding its early prestige, it is now remarkably healthy. It is the pioneer State in education for the masses and the homes of a prosperous and happy people.

Yours very truly,

H. B. J.

PRODUCE MARKET.

Apples—Green, \$3.50 for winter grades and \$2.50 for cooking stock.
Apples—Evaporated are in small demand at 13c. Sundried are not yet in market in sufficient quantities to quote.
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 16@17c 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.
Game—Venison, 13c per lb.; Rabbits, 75c per doz.; Partridges, 25c per pair.

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 80c.

Potatoes—The market is strong at the principal consuming markets. 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.

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 75
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 50
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 Cleats, heavy, 6 1/2
Briskets, medium, 6
" light, 6 1/2

FISH AND OYSTERS.

F. J. Dettenhafer quotes as follows:
FRESH FISH.
Whitefish, 7 1/2
" smoked, 8
Trout, 7 1/2

Halibut, 2 15
Clasces, 2 4
Flounders, 2 9
Bluefish, 2 10
Mackerel, 2 25
Cod, 2 10
California salmon, 2 22
OYSTERS—Cans.
Fairhaven Counts, 2 35
F. J. D. Selects, 2 28
Selects, 2 25
F. J. D., 2 23
Anchors, 2 18
Standards, 2 18

Standards, per gal., 2 25
Selects, 2 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
" tongues, 5 1/2 @ 6 1/2
Hogs, 5 @ 5 1/2
Bologna, 2 5
Pork loins, 8 @ 8 1/2
" shoulders, 6
Sausage, blood or head, 2 5
" liver, 2 5
" Frankfort, 2 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
Lemon, 8 1/2
Royal, 9
Extra, 10
English Rock, 10
Conserves, 10
Broken, 9
Cut Loaf, 10
French Creams, 12
Valley Creams, 13

FANCY—In 5 lb. boxes.

Lemon Drops, 12
Sour Drops, 13
Peppermint Drops, 14
Chocolate Drops, 14
H. M. Chocolate Drops, 18
Gum Drops, 10
Licorice Drops, 18
A. B. Licorice Drops, 14
Lozenges, plain, 14
" printed, 14
Imperial, 14
Mottos, 15
Cream Bar, 13
Molasses Bar, 13
Caramels, 10 @ 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, 4 37 1/2
Florida, 4 50 @ 4 75

LEMONS.
Messina, choice, 360, @
" 300, @
" fancy, 360, @
Malaga, @ 6 50

OTHER FOREIGN FRUITS.
Figs, Smyrna, new, fancy layers, 18 @ 19
" " choice, 2 lb., 2 16
" " " 2 lb., 2 14
" Fard, 10-lb. box, 2 10
" 50-lb., 2 8
" Persian, 50-lb. box, 2 7

NUTS.
Almonds, Tarragona, 2 17
" Ivaca, 2 17
" California, 2
Brazil, 2 16
Walnuts, Grenoble, 2 17 1/2
" Marbot, 2 13 1/2
" Naples, 2 17
" Chili, 2 12
Table Nuts, No. 1, 2 16
" No. 1, 2 15
Pecans, Texas, H. P., 14
Cocoanuts, full sacks, 25 00

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

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

For Sale by Leading Wholesale Grocers.

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

[illegible]

H. LEONARD & SONS, Grand Rapids, Mich.

All that we try to show you this week is a few leaders selected from our sample room, corner Spring and Fulton streets, only one block from Union Depot, where we are also showing a complete line of Holiday Goods, consisting of Vases, Tin and Wooden Toys, Cups and Saucers, Picture Books, Blocks, Games, Toy Furniture, Toy Dishes, Knives, Forks and Spoons, Trumpets, Drums, Rifles, China Fruit Plates, Salads, Bread Plates, Nappies, Olives, Pickles, Dinner and Tea Sets, Butter Dishes, Fancy Colored Glassware, Plush Dressing Cases, Albums, Work Boxes, Etc. In fact, we can show you the

LARGEST ASSORTMENT IN THE WEST



"CORAL" Assortment Half-gallon Pitchers, Clear Crystal Glass. Packed 21 Pitchers in barrel. Four Leading Styles
ONLY \$1.85 Per Doz.



In Syrup Pitchers we display immense variety in all colors glass that may be retailed at from ten cents upward. Above style is one of the best.
La GRIPPE at \$2.50 Doz.



"Glass Fount" Kitchen Lamp, with handle, to be used as hand lamp if desired. Bright Tin Reflector. Complete, with Sun Burner and Chimney,
ONLY \$3.25 Per Doz.



No. 183 New Glassware. Richest and Finest Effects yet shown. Very Stylish and Elegant. Sold in original packages containing Sets, Tumblers, Molasses Cans, Pitchers, Sauce Bowls, Celeries, Nappies, Oil Bottles, Peppers and Salts, Olive or Pickle Dishes. Full barrel assortment at medium prices. Four piece set will retail at 90c to \$1. **BARREL ASSORTMENT COMPLETE for \$8.25.**



DINNER SETS in dozens of decorations and best styles. Our stock is largely imported direct from best English makers and includes the choicest goods made on the other side, combined with the best factories of this country. Above illustrates our No. 1081. Pattern with bright pink and blue flowers. Best porcelain bodies.

ONLY \$18. Special Price to Dealers.



This Sugar Bowl shows our new "Margaret" pattern and shape that is having a marvelous sale. Johnson Bros.' Best English Semi-Porcelain, in crate lots or repacked to order. Dinner Set

ONLY \$13.50.
Special Price to Dealers.



"Palm" Decorated Toilet Sets in various colors, on Best English Goods. A Magnificent Variety of them to select from and all offered as low or lower than ever before. No Advance with us.

Ten-Piece Set, \$2.50.
Twelve " " 4.50.
Special Price to Dealers.



"Forgetmenot." Extra large and fine English Toilet Set; Finest Shapes; new style stop jar from best English maker. Six different styles to select from, that please every one we have shown them to. **10-Piece Set \$4. 12-Piece Set \$7.** Special Price to Dealers.



No. 988 Satin Engraved Quadruple Plated Tea Service, above syrup showing only the graceful outlines of the shape and pattern. Sold in separate pieces or complete sets, as follows: Syrup, each, \$4.50. Spoon Holder, gold lined; Cream, gold lined, and Sugar Bowl; \$9.90 for the three pieces. Coffee Pot, \$5.



No. 999 Satin Finish Quadruple Plate Sugar Bowl. Warranted to last a lifetime.

Price Sugar, Only \$3.30
" Cream, gold lined, only \$3.20
" Spoon Holder, " \$3.20
Special Prices to Dealers.



No. 1266 Hotel or Family Silver Dessert Set. Three Pieces, Sugar, Cream and Spoon Holder. Quadruple Plate, Satin Finish.

Price Complete \$9.75.

Special Prices to dealers.



Japanese Tea Pots, in many styles, to be sold at from 12c to \$1 each. Can be placed on the stove to steep in. Above is our "Water Drop" Pots, at **25c, 35c and 50c Each.** (Special Price to Dealers.)



In Children's Goods our line is boundless. Our department of Dolls' Carriages, Hobby Horses, Shoo Fly Horses, Baby Swings, Wheelbarrows, Sleighs, Express Wagons, Tricycles, etc., is most complete. Above is our No. 47 Doll Carriage, at **\$4.50 Net Per Doz.** Send for complete catalogue this line. Sold only in packages of 1/2 doz.



No. 335, Heavy Glass Molasses Can. Hand-some new pattern from the best makers in the U.S. We have them from a ten cent can upward.
Above, Net, \$3 Doz.



No. 100 Assorted Package Glass Table Lamps. A complete assortment, packed in barrels, fourteen different styles, 3 1/4 doz. lamps of the above patterns.

Price Only \$4.33.

IN NAMING PRICES ON ALL CROCKERY AND GLASSWARE THE USUAL CHARGE FOR PACKAGE AND CARTAGE WILL BE MADE IN ALL CASES.

IMPORTERS CROCKERY & CHINA.

Money Made in Specialties.

One of the first elements of success is a determination to produce the best of its kind, no matter how small the article may be. If you make the best gimlet or fish-hook in the world, and then continue to make all successive ones equally good or better, the longer your lease of life, the better for your heirs. If the other requisites to success are observed, a competence is just as certain as to him who manufactures boots and shoes or gold watches.

It is interesting to note the number of small fortunes which are being accumulated by making the most trifling articles which the multitude want, and for which a demand is easily created, by their very cheapness. It is usually unnecessary to patent such articles, provided the maker is determined to be honest with the public. A copyright—costing one dollar—upon the label and name placed upon each package is quite sufficient, and is ample protection, as the longer one remains in business the greater the demand for this particular brand, unless, in an unfortunate moment, he decides to cheapen, adulterate or in some manner lower the quality of the goods; from that moment he loses in the race and some honest man defeats him.

It is a source of still greater wonder that frequently one single article alone, to which his every thought and care is directed, succeeds best. We are living in an age of specialties, and it is found that perfection is sooner attained with all our energies concentrated to one focus. There are now specialties in agriculture, in trade, in mechanics, in science and art, which defy all the labor of all the past ages to equal. Several years ago two Germans went to Chicago. They were poor in cash, but full of hard days' work and had some wisdom. They noticed a small want which no one supplied, and they purchased two acres of ground in the suburbs of that city which, being marshy, was considered of little value. It was ditched and drained and planted to one vegetable—horse-radish. Soon this pungent little root was peddled all over the city, both in its natural state and grated and put up in vinegar. As a grateful condiment it "took" with the people and, for a time, it was almost impossible to supply the demand. The grocers now carry it in stock and it is needless to add that the two Germans are wealthy, and their two acres of rich muck are worth fifty times the price they paid for it. Take a walk through any of our wholesale grocery stores and notice the casks, boxes and bales of a hundred such small specialties and you will find that the sales of these articles are enormous and, though small and low in price, in the aggregate they amount to thousands of dollars in every city in the land. There are probably more opportunities for acquiring a competence, if not a fortune, in producing some specialty of food than all others, as new dishes soon become fashionable and that at once creates a steady demand. The producers of frogs—frog farming, it may be called—in various portions of this country are amassing fortunes and even at the high prices the demand is increasing. Fish farming is now also a fixed and profitable industry. By the aid of artificial heat, the productions of eggs and spring chickens the year round is a financial success. There is absolutely no limit to the production of specialties in every department of trade and commerce, and success is ensured by honesty and perseverance.

THE SUN

FOR 1891.

Some people agree with THE SUN's opinions about men and things, and some people don't; but everybody likes to get hold of the newspaper which is never dull and never afraid to speak its mind.

Democrats know that for twenty years THE SUN has fought in the front line for Democratic principles, never wavering nor weakening in its loyalty to the true interest of the party it serves with fearless intelligence and disinterested vigor. At times opinions have differed as to the best means of accomplishing the common purpose; it is not THE SUN's fault if it has seen further into the millstone.

Eighteen hundred and ninety-one will be a great year in American politics, and everybody should read THE SUN.

Daily, per month, - - - \$0 50
Daily, per year, - - - 6 00
Sunday, per year, - - - 2 00
Daily and Sunday, per year, - - - 00
Daily and Sunday, per month, - - - 0 70
Weekly Sun, one year - - - 1 00

Address THE SUN, New York.

Langeland Mfg. Co.

Wholes (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.



Bicycles,
Tricycles,
Velocipedes
AND

General Sporting Goods

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

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

E. G. Studley,

4 Monroe St.,

GRAND RAPIDS

Call and see them
or send for large,
illustrated cata-
logue.

FIT FOR A Gentleman's Table:

All goods bearing the
name of

THURBER, WHYLAND & CO.,

OR
ALEXIS GODDILL, 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.

Grand Rapids & Indiana.

In effect October 5, 1890.

TRAINS GOING NORTH.

For	Arrive from Leave going	South.	North.
For Saginaw, solid train	5:15 a m	7:30 a m	
For Traverse City	9:20 a m	11:30 a m	
For Traverse City & Mackinaw	9:20 a m	11:30 a m	
For Saginaw, solid train	9:20 a m	11:30 a m	
For Cadillac	9:20 a m	11:30 a m	
For Mackinaw	9:20 a m	11:30 a m	
From Kalamazoo	9:20 a m	11:30 a m	

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

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

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

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

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

Detroit, Grand Haven & Milwaukee.

GOING WEST.	Arrives.	Leaves.
†Morning Express	12:50 p m	1:00 p m
†Through Mail	5:00 p m	5:10 p m
†Grand Rapids Express	10:25 p m	
†Night Express	6:40 a m	7:05 a m
†Mixed		7:30 a m

GOING EAST.

Arrives.	Leaves.
†Detroit Express	6:50 a m
†Through Mail	10:10 a m
†Evening Express	3:35 p m
†Night Express	9:50 p m

†Daily, Sundays excepted. †Daily.
Detroit Express leaving 6:50 a m has Wagner parlor and buffet car attached, and Evening Express leaving 3:45 p m has parlor car attached. These trains make direct connection in Detroit for all points East.
Express leaving at 10:55 p m has Wagner sleeping car to Detroit, arriving in Detroit at 7:30 a m.
Tickets and sleeping car berths secured at D. G. H. & M. R'y offices, 23 Monroe St., and at the depot.
Jas. CAMPBELL, City Passenger Agent.
Jno. W. LOUB, Traffic Manager, Detroit.

Toledo, Ann Arbor & Northern.

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

CHICAGO & WEST MICHIGAN RAILWAY.
Fruit Belt Line.

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... 11:05 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... 11:35 p m
Ex. for Grand Haven & Muskegon... 11:40 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... 12:55 p m
Fast Express from Chicago... 10:15 p m
Ex. from Muskegon and Pentwater... 5:50 p m
Ex. from Baldwin and Traverse City... 5:40 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 11:35 p m run through to Chicago solid. Through sleeping cars between Grand Rapids and Chicago on night express trains. Through combination sleeping and chair car between Grand Rapids and Indianapolis on night express trains.

Wagner drawing room buffet cars on trains leaving Grand Rapids 1 p m and Chicago 4:40 p m. 4:40 p m train leaving Chicago connects with sleeper leaving Grand Rapids 11:30 p m for Traverse City. The 5:05 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 R. R.
Lansing route.

Express for Saginaw and Bay City... 7:30 a m
Mail for Lansing, Detroit and East... 7:35 a m
Express for Lansing, Detroit and East... 11:20 p m
Mail for Alma, St. Louis and Saginaw... 11:30 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 Detroit... 5:05 p m
Express from Lansing and Detroit... 11:30 p m
Ex. from Saginaw, St. Louis and Alma... 10:30 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 7:25 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. & Ticket Agt., Grand Rapids.

MICHIGAN CENTRAL

"The Niagara Falls Route."

DEPART.	ARRIVE
Detroit Express	7:20 a m 10:00 p m
Mixed	6:30 a m 5:00 p m
Day Express	11:55 a m 10:00 a m
*Atlantic & Pacific Express	11:15 p m 6:00 a m
New York Express	5:40 p m 1:25 p m

All other daily except Sunday.
Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.
Parlor cars run on Day Express and Grand Rapid Express to and from Detroit.
Fred M. Briggs, Gen'l Agent, 85 Monroe St.
G. S. HAWKINS, Ticket Agent, Union Depot.
Geo. W. MUNSON, Union Ticket Office, 67 Monroe St.
O. W. RUGGLES, G. F. & 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.

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.

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

BEFORE BUYING GRATES

Get Circular and Testimonials. Sent Free.
Economical, Sanitary, Cleanly and Artistic.
ALDINE FIRE PLACE, GRAND RAPID, MICH.

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ELECTROTYPERS

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Also LEADS SLUGS, BRASS RULE
WOOD & METAL FURNITURE
AND MAPLE. ERICST. GRAND RAPIDS MICH.

THE MICHIGAN TRADESMAN.

FINANCIAL.

Local Stock Quotations.

Reported by the Michigan Trust Company.

Anti-Kalsomine Co.	150
Alpine Gravel Road Co.	77
Aldine Manufacturing Co.	60
Belknap Wagon & Sleigh Co.	100
Canal Street Gravel Road Co.	80
Fifth National Bank	100
Fourth National Bank	100
Grand Rapids Brush Co.	85
Grand Rapids Packing and Provision Co.	109
Grand Rapids Fire Insurance Co.	75
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

Financial Miscellany.

The First National Bank of New York, with a capital of \$500,000, has a surplus and undivided profits of \$6,700,000 and total resources of \$31,000,000.

Speckles has increased the capital of his California sugar refinery from \$10,000,000 to \$20,000,000. He has bought an enormous amount of Manilla sugar.

Made at Troy, Instead of Chicago.

The "Duplex" button fasteners, which happen to work on the Peninsular machine, are manufactured by R. L. Ham & Co., of Troy—not by Mr. Whitehead, of Chicago, as stated last week. It is reported that Mr. Whitehead will shortly embark in the manufacture of the same class of fasteners, arrangements to that end having been under way for some time. Those who are using the unorthodox fasteners assert that they work better in the machine than those made by the Peninsular company.

A Slight Misunderstanding.

Lady of the house at the telephone, speaking to her grocer and baker (rather hard of hearing)—Hello! Is that you, Mr. Samuels? Please send up some pound cake and almonds for tea—not later than 5 o'clock. Do you get it?

Mr. S. (who is also partially deaf)—Yes, think I do, but I'll just repeat your order: "Round steak and salmon, if you have them in stock."

Lady—Yes, I think you understand. Don't disappoint me, as I have company.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun	45
No. 1 " "	50
No. 2 " "	75
Tubular	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.	
No. 0 Sun	1 75
No. 1 " "	1 85
No. 2 " "	2 70
First quality.	
No. 0 Sun, crimp top	2 25
No. 1 " " "	2 40
No. 2 " " "	3 40
XXX Flint.	
No. 0 Sun, crimp top	2 60
No. 1 " " "	2 80
No. 2 " " "	3 80
Pearl top.	
No. 1 Sun, wrapped and labeled	3 70
No. 2 " " "	4 70
No. 2 Hinge, " " "	4 70
La Bastie.	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 " " "	1 50
No. 1 crimp, per doz.	1 35
No. 2 " " "	1 60
STONEWARE—AKRON.	
Butter Crocks, per gal.	06 1/4
Jugs, 1/2 gal., per doz.	75
" 1 " " "	90
" 2 " " "	1 80
Milk Pans, 1/2 gal., per doz. (glazed 66c)	65
" 1 " " " (" 90c)	78
FRUIT JARS.	
Mason's, Boyd's or Rowley's caps.	
Pints	50
Quarts	00
Half-gallons	00
Quotations on fruit jars and lamp chimneys are f. o. b.	



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.

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.

RINDGE, BERTSCH & CO.,

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



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

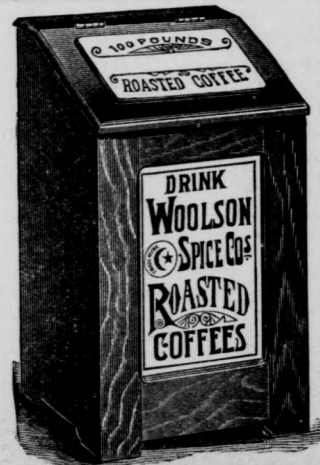
DON'T SCATTER YOUR FIRE, OR WASTE COSTLY AMMUNITION UNNECESSARILY--DECIDE UPON WHAT YOU WANT, THEN REACH FOR IT.



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.

LION COFFEE NOT SOLD IN THESE CABINETS.



THIS CABINET HOLDS 100 lbs.