





times why our deposit was so much smaller, when our business was apparently improving? I evaded your question, hoping to discover the leakage, but confess my inability to do so."

"Have you ever missed any from the cash drawers?" enquired the wife, "and may not the thief be your clerk?"

"Impossible! I would as soon expect my wife or father to rob me."

"Has not some one in the village made a friend of 'Bernie'?" queried Mrs. Clark.

"I had not thought of that, and I have noticed, too, that every man in town pets him. It may be best for me to sleep in the store for a few weeks and see what will occur. Yes, I will do so."

It was now the month of September, 1860. Mr. Clark had slept in his store every night during the previous two weeks, "Bernie" lying on a mat within three feet of the cot on which he himself lay. Generally he had retired late and risen early—often lying awake an hour or two after his light was extinguished. From some unknown cause his sleep was disturbed and several times he had started up suddenly under the impression that some one beside himself was in the room; but, upon striking a light, the dog was found in his place and showing no signs of alarm. During this time cash had been taken from several places where it had been secreted in the store, and once from a secret drawer that had been locked by Mr. Clark and was found still locked in the morning. As an experiment he had one night deposited \$50 beneath his wife's pillow in her bedroom, unknown to her, locked the door of the room after she slept and carefully laid the key in a secret place in the kitchen, where it was found next morning, and both to his and his wife's astonishment the \$50 had disappeared during the night and left no trace. A part of this money was silver coin and only a few days afterward "Bernie" was found playing with two silver half dollars, tossing them up and catching them again in his mouth on the grass. As half dollars were not very common in that year—paper money being principally used—it was readily remembered that probably these belonged to the missing money from the package in the bedroom, but this only served to make the enigma still more inexplicable. It was not possible that the dog was the thief, as he was securely locked in the store that night and, had he been released by the thief, how should the silver come into his possession without any outcry or evidence of a struggle. It follows that "Bernie" could prove an *alibi* and call upon his master as a witness.

It now seemed plain to Mrs. Clark that more than one person was engaged in this strange series of robberies and she prevailed upon her husband to allow her to quietly take his place in the store at night, while he slept in the room above. She would remain awake constantly and, armed with the shotgun, would capture or kill at least one of the robbers. For a week or more she watched in vain. Although she slept some during the day, she occasionally fell asleep for a short time during the night. Several times she was startled by a cat-like tread, apparently in the room, but, on striking a light, the dog, who was on the alert and standing near, would look at her an instant and then about the room as if to say "everything is all right," and then curl himself up again on the mat.

One evening, while Mrs. Clark was still acting as nightly sentinel, her hus-

band had occasion to open some boxes of bottled goods which were packed in sawdust and which had become quite wet from standing in the rain. It occurred to him that this would serve a good purpose, by scattering a thin layer of it over the floor. It would take up some of the dust and deaden the noise and for one day would be a change, and he gave orders to the young man to omit sweeping the next morning. Being in the store at an early hour the following day he noticed with surprise footprints in the damp sawdust from the back door to several distant points in the store, of a person going and returning, and his surprise was increased as he discovered footprints of a dog that had evidently accompanied him constantly. The footprints of the person were small and might have been those of a man or woman, as the feet were to all appearances encased in some kind of moccasin. Those of the dog would answer in size to those of "Bernie," although it could not be told for certain whether he had gone out of doors with the person or not. As no cash disappeared that night this discovery was still more astounding. Mrs. Clark declared she was not off her cot, that "Bernie" had been unusually quiet, and that the back door was locked that morning.

One night soon after this occurrence she was awakened by a low whining from "Bernie" close to her cot. She sat bolt upright instantly and reached for her gun in the darkness. She did not dare strike a light, but felt for the dog with her left hand, placing it confidently on his head, meanwhile listening intently. She could hear at intervals a slight noise in some part of the building, in the rear end of the store, but could distinguish no talking or whispering. How to prevent "Bernie" giving an alarm was the question. She waited in silence a reasonable time, thinking the thieves would either enter or try to enter the store. She was now thoroughly awake and determined. Her plans were also quickly formed. She remembered that some small linen twine was within a few feet of her and it took only a moment to obtain a ball, bite off a sufficient length, and noiselessly tie "Bernie" by the neck to a stout column which supported a part of the upper floor. Then putting her mouth to his ear, at the same time striking him sharply with the palm of one hand on the head, she told him in a loud whisper to "lie down!" Feeling that he had obeyed and would make no more noise, she grasped the gun and felt her way to the door leading into the dining room. Unlocking and opening the door cautiously and leaving it open, she felt her way along the wall and into the kitchen, the door of which was left open at night. Passing to the door at the entrance of the hallway, a few rays of light showed that the way was clear to the woodhouse and sounds came from the upper room of it as of persons walking about. Determined to "beard the robber," she cocked both barrels of the shot gun and, holding it at the position of "make ready," she was quickly on the stairway, her head on the line with the upper floor, and a single glance across showed the outline of a man in a stooping position near one side of the building. Without even a warning sound, Mrs. Clark nervously raised the muzzle of her gun above the floor and fired both barrels in the direction of the shadow. The next instant she was running rapidly

## LEMON & PETERS,

IMPORTING AND

## Wholesale Grocers.

SOLE AGENTS FOR

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

**GRAND RAPIDS.**

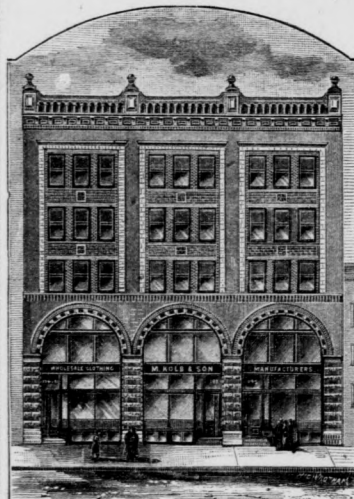
ESTABLISHED NEARLY 30 YEARS.

## Michael Kolb & Son.,

ONE OF THE OLDEST AND MOST RELIABLE

## Wholesale Clothing Manufacturers,

ROCHESTER, N. Y.



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

## WILLIAM CONNOR,

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

## 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. 611-312

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.



back through the hall to procure a light. She had not reached the kitchen before she heard a fearful racket of overturning chairs and other furniture and "Bernie," growling and whining at every jump, bounded through the hall and up the stairway. Returning in a moment with her lamp, she came near falling at the sight before her. Half reclining against the siding at the head of the stairs, with "Bernie" licking the blood from his face, sat Mr. Clark. He was bareheaded and in his night dress only. Blood was running from one upper arm and also from the top of his head down over his blanched face, and his white clothing was already transformed into a ghastly picture. He had fainted. It required but an instant for his wife to take in the situation. Water and cloths were quickly brought and questions were soon asked and answers rapidly given. Neighbors who had been aroused by the two almost simultaneous reports of the gun soon crowded into the house and Mr. Clark's merely flesh wounds were soon dressed. Very fortunately, the gun was in her haste aimed too low and on one side or the man would have been killed instantly. It is thought that he was kneeling on one knee and the bent position of his body brought his head within twelve inches of the floor. A few shot had struck the top of his head, tearing a portion of the scalp badly and making a ghastly flesh wound in one arm, near the shoulder, but severing no important arteries. It was equally mysterious to Mrs. Clark as to her husband and neighbors, how he came in the place and position where he was injured, as he could give no account of it himself and remembered nothing except that he had experienced a shock. He had heard no report of the gun, and only when he found his wife bathing his face with cold water, and realized her distress, did he wonder what it all meant, and how and why he was in the woodshed. The doctor suggested that he must have been dreaming and arose and went out partially asleep; but all agreed that watching for burglars any longer (unless special police were employed) was a practice fraught with extreme danger and must be discontinued. The morning following this exciting and tragic night Mrs. Clark repaired to the woodshed to examine the effects of her shot on the wall of the chamber. Her amazement cannot be described at the revelation disclosed. The discharge of her gun at that short distance from the stairs upon which she stood had torn a hole eight or ten inches in diameter completely through both the inside ceiling and clapboards and within a few inches of the floor. This discharge must have been concentrated and terrific. Scattered over the floor near the spot were quantities of bank bills, both entire and in pieces and the four inch space between the inner and outer boards was quite filled with the same valuable paper, intermixed with considerable coin in gold and silver. Upon raising a window of the room and looking upon the ground, money was also seen scattered beneath in large quantities. A basket was brought to her aid and, after her entire find of cash was harvested and properly repaired in condition to use, it amounted to nearly \$800. Another conference between the Doctor and Mr. and Mrs. Clark gave the probable and satisfactory explanation of the mysterious robbery. Mr. Clark recollected that when a small

boy he had been told by his mother that he was a *somnambulist* and she was careful where he slept and usually he was obliged to pass through her room to leave the house, as she feared he would meet with accident. They all saw that Mr. Clark's mind and nerves had been so wrought upon by the knowledge of robberies at that time, and the anxiety in regard to his money, that the disease had re-appeared and he had from time to time concealed his own money in this out of the way place. "Bernie" had evidently watched and followed him while in the store, but reasoned that as it was his master, all was right. Mr. Clark had moved about the premises at night in his stocking feet only and had, no doubt, deposited all that money in the open space in that unfinished wall, where it might have still remained were it not for the untiring perseverance of his faithful and plucky wife. The cicatrized scars upon his arm and head are quite sufficient to remind the now happy couple that some pitying angel must have partially turned aside that fearful implement of destruction on that eventful night.

F. A. H.

From Charlevoix to Hoosierdom.

A. Rosenthal, dealer in clothing and dry goods at Charlevoix, noted an item in THE TRADESMAN to the effect that a clothing store was needed at Shipshewana, Ind., and immediately started for that place to investigate the field. He was so well pleased with the prospects that he thereupon leased a building and is now engaged in transferring his stock to the new location.

### THE PERFECTION MEAT CUTTER



EQUALLED BY NONE FOR FAMILY USE.

SIMPLE TO USE.

EASY TO CLEAN.

CANNOT GET DULL OR OUT OF ORDER.

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

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

AMERICAN MACHINE CO.,

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

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

**SHIPPERS CAN SAVE TIME AND TROUBLE AND CASH BY USING BARLOW'S PATENT MANIFOLD SHIPPING BLANKS. SEND FOR SAMPLE SHEET AND PRICES.**

BARLOW BROS. GRAND RAPIDS, MICH.

## WM. H. THOMPSON & CO.,

WHOLESALE  
COMMISSION MERCHANTS.  
SPECIALTY

# POTATOES!

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

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

## WM. R. KEELER,

JOBBER OF

## Confectionery and Fruits, Nuts and Cigars,

412 SOUTH DIVISION ST.

TELEPHONE 92-3R.

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

## MOSELEY BROS.,

—WHOLESALE—

## Fruits, Seeds, Oysters and Produce.

All kinds of Field Seeds a Specialty.

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

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

## C. N. RAPP & CO.,

WHOLESALE DEALERS IN

## Foreign and Domestic Fruits.

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

## Headquarters for Jersey Sweet Potatoes

WE HANDLE MICHIGAN POTATOES IN CAR LOTS.

## ALFRED J. BROWN,

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.

# SEEDS —AND— GRAIN

W. H. MOREHOUSE & CO

Wholesale Dealers in

GRAIN, CLOVER and TIMOTHY

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

CHOICE CLOVER and TIMOTHY SEEDS a specialty.

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

Mention this paper.

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.



## AMONG THE TRADE.

## AROUND THE STATE.

Detroit—E. F. Lee succeeds E. F. Lee & Co. in the glass business.

Petoskey—C. Whitten has sold his grocery stock to C. A. Bacon.

Belding—Mrs. A. M. Lang has removed her millinery stock to Greenville.

Bangor—B. F. Winch has sold his grocery stock to Martin Kingston.

Saginaw—D. B. Cook succeeds Leonard Art in the second-hand clothing business.

Minden City—Marshall A. Coss is succeeded by George H. Dillon in general trade.

Owosso—G. J. Gibson, late of Howell, will shortly open a dry goods and notion store here.

Plymouth—John M. Moore has removed his grocery and confectionery stock to Farmington.

Owosso—Geo. Ingle and E. A. Conuis have leased the Williams elevator and are in the market for grain.

Dimondale—S. M. Horner & Co. will shortly remove their hardware stock from Pottersville to this place.

Flint—Wetmore, Smith & Begole succeed Smith & Begole and H. & A. Van Esen in the flour and feed business.

Cadillac—E. D. Dunham—not C. C. Dunham, as stated last week—succeeds A. Rathman in the grocery and bakery business.

Marcellus—Chas. C. Long has moved his grocery stock into his new store. He has lately purchased the Harris Hartman stock, at Three Rivers.

Manton—Ballard & Phelps have purchased the hardware stock formerly owned by Frank Rose and recently managed by C. A. Shepard, Agt.

Caledonia—Nagler & Beeler, who have conducted a drug business here for the past seven years, have dissolved. The business will be continued by C. F. Beeler.

Dimondale—C. E. Norton and Elmer Jones have formed a copartnership under the style of Norton & Jones and will embark in the sale of agricultural implements as soon as a warehouse can be erected.

Fruitport—G. S. Putnam did not sell his general stock to Geo. Truax, of Spring Lake, as was reported. The drug stock was sold to W. D. Ballou, who removed it to Grand Rapids. The remainder of the stock was purchased by John H. Westover, late of Nunica, who will continue the business at the old stand.

Muskegon—Dr. F. C. Van Deine has sold his drug stock at 137 Pine street to Geo. A. Abbott and John Tinholt, who will continue the business under the style of Tinholt & Abbott. Both partners are men of considerable experience, Mr. Abbott having been behind the counter for A. H. Eckerman for several years, while Mr. Tinholt has been prescription clerk for W. A. Sibley for some time past.

Detroit—A couple of weeks ago the old Hull Bros.' store property was sold under foreclosure proceedings, George H. Barbour buying a three-fourths interest for about \$19,000. He now files a motion in the Circuit Court to have the sale set aside for the reason that the Dick & Meyer case, pending in the United States Court, is a lien on the property or a cloud on the title. He asserts that no notice was given at the sale of the United States Court case, and he was not aware of its existence.

## MANUFACTURING MATTERS.

Manistee—Wm. H. Beverly has opened a cigar factory at 321 River street.

Hastings—John C. Cole has engaged in the manufacture of cigars, employing five hands.

Detroit—The Deveraux Truck Co. has been organized, with an authorized capital of \$10,000.

Detroit—The Hercules Keg and Barrel Co. has been organized, with an authorized capital of \$100,000.

Rhodes—The Estey Manufacturing Co., of Owosso, is building a sawmill and table leg factory near this place.

Grandville—H. E. Velzy has leased the Grandville feed mill for a term of years and has already begun operations.

Marcellus—Frank H. Drummond has sold his carriage factory to M. E. Gartner, and will remove to Three Rivers.

Manton—A. Green & Son are building an addition to their planing mill, which they will devote to the manufacture of chair stuff.

Rhodes—A. M. Bently, who operates a sawmill near this place, has made arrangements to put in a shingle mill in connection.

Owosso—The Robbins Table Co. has completed an addition to its factory, which will be used for finishing and storage purposes.

Detroit—The Easy Wagon Gear Co. has been incorporated, with a paid-up capital of \$20,000. The stockholders are Jeremiah P. Johnson, James E. Howard, Thos. T. Leele, Jr., Daniel A. Waterman and Henry H. James.

Saginaw—Yates & Co. have leased the lumber yard of the Saginaw & Averil Lumber Co. and will do a general yard business. Mr. Yates has been buying and selling extensively of late, and shipped over fifty car loads in October.

Bay City—The sawmill of Hargrave & son started for the season on March 10 and has only lost one week's time, having cut about 18,000,000 feet. It is intended to operate the mill until Christmas. The mill has been provided with an electric light plant.

Manistee—Seymour Bros. have sold to the Charles Rietz & Bros. Salt & Lumber Co. about 5,000,000 feet of logs, to come in over the Manistee & Northeastern Railroad, which have lain in Lake Ann, a tributary of the Platte river, for a year or more. The price was \$12 in the water here.

Grayling—Salling, Hanson & Co. will build an extension to the Vanderbilt branch of the Michigan Central, which will traverse several hundred million feet of pine in the vicinity of Turtle lake, owned by themselves, Burrows & Rust, of Saginaw, and a number of others.

Adrian—The Standard Candy Co. has been organized here, composed of C. L. Truesdell, L. S. Wilcox, C. L. Spence, W. T. Moreland, R. S. Moreland, E. W. Crane and J. S. Moreland. R. S. Moreland will serve the corporation in the capacity of President, C. L. Spence as Secretary and L. S. Wilcox as Treasurer. Both manufacturing and jobbing will be carried on by the company.

Advices from Sioux City, Iowa, report that the farmers in that section are about to engage heavily in sugar-beet culture, and will put up a bond for \$150,000 with the Oxnard refinery people, pledging themselves to raise 2,000 acres of beets next year, if the Oxnards will build a refinery to cost \$500,000 at South Sioux City.

## Gripsack Brigade.

Cornelius Crawford and family have closed their mansion for the winter and taken rooms at the Warwick.

W. N. Ford, Western representative for Jas. G. Butler & Co., of St. Louis, was in town several days last week.

A. L. Braisted and family are now pleasantly settled in their handsome new home at the corner of Henry and Buckeye streets.

Wm. A. Warner, who has represented T. H. Hinchman & Sons on the road for many years, has severed his connection with that house.

C. L. Spence, formerly on the road for the Crescent Candy Co., of Toledo, has joined his fortunes with the new Standard Candy Co., at Adrian.

John Cordes, Jr., who has traveled several years for Sherman Bros., of Chicago, will hereafter do the buying for the John Cordes grocery store, on Canal street.

Ed. L. Forsyth, formerly engaged in the retail drug business at Detroit, succeeds H. E. Tremayne as traveling representative for Williams, Sheley & Brooks.

It should not be forgotten that a regularly called meeting of the Grand Rapids Traveling Men's Association will be held at Elk's Hall on Saturday evening of this week for the purpose of making arrangements for the annual social party and the transaction of other business.

"It amuses me to hear the jobbers prate about dispensing with their traveling men," remarked a representative

drug salesman, the other day, "for my experience satisfies me that the traveling man is worth all he costs in fixing up shortages, adjusting rebates and patching up disagreements with the house. Our house could not hold half its present trade if its travelers did not see its customers at regular intervals and set aright the little annoyances which inevitably arise between the jobber and retailer."

## An Elevator Wanted.

RIVERDALE, Nov. 1. — The business men here feel the necessity of having a grain elevator and will give a generous bonus to the man who will meet that requirement.

## VISITING BUYERS.

F E Campan, Alaska	L N Fisher, Dorr
N Bouna, Fisher	A W Blain, Dutton
A L Power, Kent City	J J Byrne, Gratiot
Gibbs Bros, Mayfield	N B Blain, Lowell
Buy & Son, Sullivan	N F Miller, Lisbon
A Norris & Son, Casnovia	H Van Noord, Jamestown
D Wellbrook, Rockford	John De Vries, Jamestown
J C Bolender, Springdale	H Motterling, Jamestown
R A Hastings, Sparta	G Ten Hoor, Forest Grove
A Bilz, Spring Lake	Smallegan & Pickard, Forest Grove
Dr H C Peckham, Freeport	C Westerhouse, Ferrysburg
L Thomas, Cannonsburg	W McWilliams, Conklin
C S Kiefer, Dutton	Geo Burley, Canada Cors
E S Botsford, Dorr	Thos Boven, Holland
Hessler Bros, Rockford	J Netzorg, Millbrook
Neal McMillan, Rockford	John Bishop, Montague
W R Minnick, Bailey	D F Watson, Ada
A J White, Bass River	John Damstra, Gitchell
L Cook, Baner	E L Boynton, Griswold
Severance & Rich, Middleville	M Hoyber & Bro., Oakland
Matthews & Chapel, W Troy	W R Lawton, Berlin
E S Fitch, Wayland	W D Struik, Byron Center
Robert Rouse, Pearl	Den Herder & Tanis, Vriesland
C S Comstock, Piersen	J D Noah, Moline
C E Coburn, Piersen	M A Side, Kent City
W Watson, Parmelee	W H Pipp, Kalkaska
W R McMurray, Ada	Ellen Kinney, Enslley
Isaac Quick, Allendale	John Gunstra, Lamont
J F Slesman, Alpine	Barry & Co., Rodney
J C Benbow, Harriette	E E Hewitt, Rockford
E H Bok, Hudsonville	Geo A Sago, Rockford
Milo Bolender, Hubbardston	M M Ekstine, Mapleton
M M Ekstine, Mapleton	J S Barker, Morley
T H Atkins, Carlisle	Ed Runnels, Corning
S Cooper, Jamestown	J Colby, Rockford
J Colby, Rockford	T J Sheridan, Eagle River, Wis
T J Sheridan, Eagle River, Wis	Mrs E Scott, Dunningville
Mrs E Scott, Dunningville	R B Gooding, Gooding

## CAUTION!

Our Absolute Spices in bulk can be obtained only by ordering direct from us, as they are never sold through the wholesale grocery trade.

**Telfer Spice Company,**  
GRAND RAPIDS.

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

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

The Fine Line of Candy in the State.

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

Send for Catalogue and Prices. **ATLAS ENGINE WORKS**  
INDIANAPOLIS, IND., U. S. A.  
MANUFACTURERS OF  
**STEAM ENGINES & BOILERS.**  
Carry Engines and Boilers in Stock for immediate delivery.

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

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

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



## GRAND RAPIDS GOSSIP.

Moseley Bros. are putting in an elevator for the handling of beans.

J. B. Graves & Co. have purchased the lumber yard and planing mill of the Lake Shore Co., at Benton Harbor.

J. C. Benbow, general dealer at Harrietta, has added a line of groceries. The Ball-Barnhart-Putman Co. furnished the stock.

W. D. Ballou has purchased the Putnam drug stock, at Fruitport, and consolidated it with his own stock at 545 Ottawa street.

The Elliott Button Fastener Co. is now running its factory every evening until 10 o'clock in the effort to get out machines fast enough to fill its most urgent orders.

Frank Cordes has retired from the management of John Cordes' grocery store, at 127 Canal street, being succeeded by John Cordes, Jr. Judd Cordes will remain with the establishment.

Alfred Coe has purchased an interest in the hardware stock of Benjamin Rankans, at Lamont, and the new firm will be known as Rankans & Coe. A line of groceries has been added, which was produced in this market.

John Vissers, Jenness Vissers, Jerome Miedema and Louis Jacobussen have formed a copartnership under the style of the Valley City Soap Co. and purchased the soap factory formerly conducted by H. Weiden, on Walker avenue.

## Purely Personal.

Will Pipp, buyer for Pipp Bros. & Martindale, of Kalkaska, is putting in a few days at this market.

Milo Bolender, the Hubbardston druggist, has been in town several days, purchasing goods for the holiday trade.

The sympathy of the shoe trade will go out to Geo. H. Reeder in the loss of his wife, whose death occurred on the 29th.

It is reported that a movement is on foot to secure the revocation of the notarial commission of Heman G. Barlow, on the ground that he is altogether too careless in taking acknowledgments. One of the merchandise brokers of this city recently sold a piece of property, which necessitated his wife signing the deed. The latter thoughtlessly signed her maiden name and the equally thoughtless notary re-wrote the name, without discovering the incongruity of the situation. Of course, the deed was rejected by the Register, who pronounced it invalid, at the same time hinting that the notary was either incompetent or subject to spells of absent mindedness. Any one wishing notary work done from this on can be accommodated by applying to Mr. Barlow, free of charge, by simply mentioning this circumstance.

## Wool Still Higher--Hides and Tallow Dull.

Wools are strong in price and higher. The demand keeps up, as manufacturers have good orders ahead for goods. New spindles and old rusty ones are being set in motion, and all create a demand for wool. There is a stimulus felt in the trade which has not existed for years. Many are straining their credit, which has been none too good in the past and a strong reaction is not improbable. Conservative dealers are selling and conservative manufacturers are only buying for

immediate wants. The sales and receipts of wool at Boston have been the largest for a long time.

Hides are again lower, with the tendency downward. They are now 3 cents lower than in June and there are prospects of another 1 cent drop during the month. All prices quoted are nominal on the demoralized market of both hides and leather.

Tallow is lower and dull. All lines connected with the beef trade have a downward tendency, on account of the large supply of light cattle.

## The New Deal of the Starch Combination.

The National Starch Manufacturing Co. has promulgated a scale of selling prices, as follows:

LUMP IN BULK.	
Large boxes and barrels.....	4%
12 lb. boxes.....	5%
GLOSS.	
1 lb. packages.....	6 1/4
3 lb. packages.....	6 1/2
6 lb. packages.....	7
CORN.	
30 lb. boxes.....	7
40 lb. boxes.....	6 3/4

The above prices go into effect Nov. 3. The quantity discount is as follows:

20,000 lbs., freight paid and 9 per cent.
4,000 lbs., freight paid and 7 per cent.
500 lbs., freight paid and 5 per cent.
200 lbs., freight paid.

## At the Old Stand.

F. J. Dettenthaler is still doing business at the old stand, handling the several brands of oysters which have given him a reputation second to none. All the favorite brands of last season are handled this year, but the sales are far in excess of anything he has ever before experienced—in fact, he has had to "hump himself" to keep pace with his orders.

## 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.

I WILL SELL FURNITURE AND RENT SHERWOOD House, Charlotte, Mich., three or five years, to a good hotel man; or will sell the entire property. Address G. W. Sherwood, Charlotte, Mich., 127.

FOR SALE—CLEAN STOCK OF BOOTS AND SHOES in a rapidly growing town, surrounded by fine farming country; stock well inventory about \$900. Stowe & Gray, Shipshewana, Ind. 126

FOR SALE—A COMPLETE DRUG STOCK AND FIXTURES; stock well assorted can be bought at a bargain. Address for particulars S. F. 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—\$300 STOCK OF DRUGS. ADDRESS J. B. care Michigan Tradesman. 115

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 AS CLERK IN A GROCERY or to do collecting by young man of four years' experience; best of references furnished. Address No. 128 care Michigan Tradesman. 128

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 of so much an object as a pleasant place to work. Address Z, care Michigan Tradesman 132

## 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. Raun & Son, Morrice, Mich. 121

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

SAMPLES OF TWO KINDS OF COUPONS FOR RETAILERS will be sent free to any dealer who will write for them to the Satisfy Coupon Pass Book Co., Albany, N. Y. 664

## 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.



## Heyman &amp; Company,

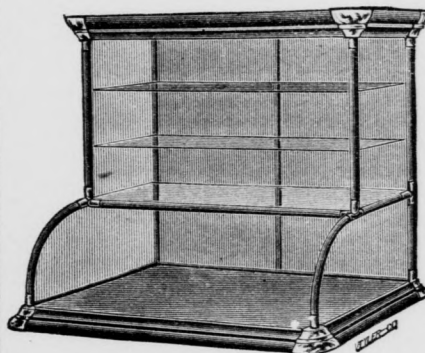
Manufacturers of

Show Cases

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.



63 and 65 Canal St., - GRAND RAPIDS.

## CURTISS &amp; 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.





## Dry Goods.

A Question Which Will Not Down.  
Written for THE TRADESMAN.

This is a somewhat thread bare subject to introduce for, perhaps, the thousandth time, but it is one which will bear much discussion. You can hardly take up a trade journal of any kind which has not some argument against the system of retail credits and more or less flimsy advice about "getting around" or avoiding it; yet only a year or two ago a correspondent of THE TRADESMAN, taking the broad ground that business could be done more successfully without credit at all, was severely wrapped over the knuckles by others until he became disgusted, if not angry, at what he termed their folly. Now a majority of writers are almost reiterating his sentiments, and questions are asked, editorially, in the most gentle manner possible, if there is not some way of avoiding this disagreeable business.

What is causing this revulsion of sentiment, while the same practice still prevails? It would seem to be more consistent if those most deeply interested would say nothing about the subject of credit, or act according to their convictions. If it were possible to always know our debtors and trust only persons of unimpeachable honor, credit would be a far different thing, but as society is, it is resolved into "to be or not to be." We cheerfully and unhesitatingly loan a well-known friend a dollar in cash, confident we shall see it again; but we hesitate if a comparative stranger solicits a loan. Could this same practice obtain in the retail credit system, it would be a worthy one and would deserve a better name than the word credit. It is probably conceded by all that the entire risk is taken by the merchant and, if he choose to assume it, the question simply becomes an individual matter.

FORMER CORRESPONDENT.

## Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 So. Ionia St., Grand Rapids.

BEACH'S

New York Coffee Rooms.

61 Pearl Street.

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

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

FRANK M. BEACH, Prop.

## Prices Current.

## UNBLEACHED COTTONS.

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

## BLEACHED COTTONS.

Amsburg.....	7	Glen Mills.....	7
Blackstone A A.....	8	" Gold Medal.....	7 1/4
Beats All.....	4 3/4	" Green Ticket.....	8 3/4
Cleveland.....	7	" Great Falls.....	7 1/4
Cabot.....	7 1/4	" Hope.....	7 1/4
Cabot, %.....	6 3/4	" Just Out.....	4 3/4 @ 5
Dwight Anchor.....	9	" King Phillip.....	7 1/4
" shorts.....	8 3/4	" OP.....	7 1/2
Edwards.....	8 3/4	" Lonsdale Cambric.....	10 3/4
Empire.....	7	" Lonsdale.....	@ 8 3/4
Farwell.....	7 1/4	" Middlesex.....	@ 5
" Fruit of the Loom.....	8 3/4	" No Name.....	7 1/4
Fitchville.....	7 1/4	" Oak View.....	6
First Prize.....	6 3/4	" Our Own.....	5 1/4
" Fruit of the Loom %.....	8	" Pride of the West.....	12
Fairmount.....	4 3/4	" Rosalind.....	7 1/4
Full Value.....	6 3/4	" Sunlight.....	4 3/4
Geo. Washington.....	8 3/4	" Vinyard.....	8 3/4

## HALF BLEACHED COTTONS.

Cabot.....	7 1/4	Dwight Anchor.....	8 3/4
Farwell.....	7 1/4		

## UNBLEACHED CANTON FLANNEL.

Tremont N.....	5 3/4	Middlesex No. 1.....	10
Hamilton N.....	6 1/4	" 2.....	11
" L.....	7	" 3.....	12
Middlesex A T.....	8	" 7.....	18
" X.....	9	" 8.....	19
" No. 25.....	9		

## BLEACHED CANTON FLANNEL.

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

## DRESS GOODS.

Hamilton.....	8	Nameless.....	20
".....	9	".....	25
".....	10 1/4	".....	27 1/4
G G Cashmere.....	21	".....	30
Nameless.....	13	".....	32 1/2
".....	18	".....	35

## CORSET JEANS.

Biddeford.....	6	Naumkeag satteen.....	7 1/4
Brunswick.....	6 3/4	Rockport.....	6 3/4

## PRINTS.

Allen, staple.....	5 1/4	Merrim'ck shirts.....	4 3/4
" fancy.....	5 3/4	" Repp furn.....	8 3/4
" robes.....	5	" Pacific fancy.....	6
American fancy.....	6	" robes.....	6 3/4
American indigo.....	6 3/4	" Portsmouth robes.....	6
American shirts.....	6 3/4	" Simpson mourning.....	6 3/4
Arnold.....	6 1/4	" greys.....	6 3/4
" long cloth B.....	10 1/4	" solid black.....	6 3/4
" century cloth.....	8 3/4	" Washington indigo.....	6
" gold seal.....	10 1/4	" Turkey robes.....	7 1/4
" Turkey red.....	10 1/4	" India robes.....	7 1/4
Berlin solids.....	5 3/4	" plain T'ky X.....	8 3/4
" oil blue.....	6 3/4	" " X.....	10
" green.....	6 3/4	" Ottoman Tur.....	6
Cochecho fancy.....	6	" key red.....	6
" madders.....	6	" Martha Washington.....	7 1/4
Eddystone fancy.....	6	" Turkey red.....	9 3/4
Hamilton fancy.....	6 3/4	" Riverpoint robes.....	5
" staple.....	5 3/4	" Windsor fancy.....	6 3/4
Manchester fancy.....	6	" gold ticket.....	6 3/4
" new era.....	6 3/4	" indigo blue.....	10 1/4
Merrimack D fancy.....	6 3/4		

## TICKINGS.

Amoskeag A C A.....	13	A C A.....	12 1/4
Hamilton N.....	7 1/4	" Pemberton A A A.....	16
" D.....	8 3/4	" York.....	10 1/4
" Awning.....	11	" Swift River.....	7 1/2
Farmer.....	8	" Pearl River.....	12 1/2
First Prize.....	11 1/4	" Warren.....	14

## COTTON DRILL.

Atlanta, D.....	6 3/4	Stark A.....	
Boot.....	6 3/4	".....	
Clifton, K.....	7 1/4	".....	10

## SATINES.

Simpson.....	20	Imperial.....	10 3/4
".....	18	" Black.....	9 @ 9 1/2
".....	16	".....	10 3/4
Cochecho.....	10 1/4		

## DEMINS.

Amoskeag.....	12 1/2	Jaffrey.....	11 1/4
" 9 oz.....	14 1/4	Lancaster.....	12 1/4
" brown.....	13	" Lawrence, 9 oz.....	13 1/4
Andover.....	11 1/4	" No. 230.....	13
Everett, blue.....	12	" No. 250.....	11 1/4
" brown.....	12	" No. 280.....	10 1/4

## GINGHAMS.

Glenarven.....	6 3/4	Lancaster, staple.....	6 3/4
Lancashire.....	6 3/4	" fancies.....	7
Normandie.....	7 1/4	" Normandie.....	8
Renfrew Dress.....	7 1/4	Westbrook.....	8
Toil du Nord.....	10 @ 10 1/4	".....	10
Amoskeag.....	7	York.....	6 3/4
" AFC.....	10 1/4	Hampton.....	6 3/4
Persian.....	8 3/4	Windermeer.....	5
Bates.....	6 3/4	Cumberland.....	5
Warwick.....	8 3/4	Essex.....	4 3/4

## CARPET WARP.

Peerless, white.....	18	Peerless colored.....	20 1/4
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## GRAIN BAGS.

Amoskeag.....	17	Valley City.....	16
Harmony.....	16 1/4	Georgia.....	16
Stark.....	20 1/4	Pacific.....	14 1/4
American.....	16 1/4		

## THREADS.

Clark's Mile End.....	45	Barbour's.....	88
Coats, J. & P.....	45	Marshall's.....	88
Holyoke.....	22 1/4		

## KNITTING COTTON.

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

## CAMBRICS.

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

## RED FLANNEL.

Fireman.....	32 1/4	T W.....	32 1/4
Creedmore.....	27 1/4	F T.....	32 1/4
Talbot XXX.....	30	J R F, XXX.....	35
Nameless.....	27 1/4	Buckeye.....	32 1/4

## MIXED FLANNEL.

Red & Blue, plaid.....	40	Grey S R W.....	17 1/4
Union R.....	22 1/4	Western W.....	18 1/4
Windsor.....	18 1/4	D R P.....	18 1/4
6 oz Western.....	21	Flushing XXX.....	23 1/4
Union B.....	22 1/4	Manitoba.....	23 1/4

## DOMET FLANNEL.

Nameless.....	8 @ 9 1/4	".....	9 @ 10 1/4
".....	8 1/4 @ 10	".....	12 1/4

## CANYASS AND PADDING.

Slate.	Brown.	Black.	Slate.	Brown.	Black.
9 1/4	9 1/4	9 1/4	13	13	13
10 1/4	10 1/4	10 1/4	15	15	15
11 1/4	11 1/4	11 1/4	17	17	17
12 1/4	12 1/4	12 1/4	20	20	20

## DUCKS.

Severin, 8 oz.....	9 1/4	West Point, 8 oz.....	10 1/4
Mayland, 8 oz.....	10 1/4	" 10 oz.....	12 1/4
Greenwood, 7 1/2 oz.....	9 1/4	Raven, 10 oz.....	13 1/4
Greenwood, 8 oz.....	11 1/4	Stark.....	13 1/4

## WADDINGS.

White, doz.....	25	Per bale, 40 doz.....	\$7 50
Colored, doz.....	20		

## SILKES.

Slater, Iron Cross.....	8	Pawtucket.....	10 1/4
" Red Cross.....	9	Dundie.....	9
" Best.....	10 1/4	Bedford.....	10 1/4
" Best A A.....	12 1/4	Valley City.....	10 1/4

## CORSETS.

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

## SEWING SILK.

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

## HOOKS AND EYES—PER GROSS.

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

## PINS.

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

## COTTON TAPE.

No 2 White & Bl'k.....	12	No 8 White & Bl'k.....	30
" 4.....	15	" 10.....	23
" 6.....	18	" 12.....	26

## SAFETY PINS.

No 2.....	28	No 3.....	36
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## NEEDLES—PER M.

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

## TABLE OIL CLOTH.

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

## WHOLESALE.

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

Send for circular and price list.

Smith & Sanford,

GRAND RAPIDS.

Grand Rapids Fire Insurance Co.

CASH CAPITAL - \$200,000.00

Fair Rates.

Prompt Settlements.

Call on our agent in your town.

JULIUS HOUSEMAN, President.

S F. ASPINWALL, Secretary.

J.&P.COATS'



BEST SIX-CORD

Spool Cotton

IN

WHITE, BLACK AND COLORS,

FOR

Hand and Machine Use.

FOR SALE BY

P. STEKETEE & SONS.

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of Staple and Fancy

Dry Goods

NOTIONS AND HOLIDAY GOODS.

Manufacturers of

Shirts, Pants, Overalls, Etc.

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

48, 50 and 52 Ottawa St., GRAND RAPIDS, MICH.

P. STEKETEE & SONS,

WHOLESALE

Dry Goods and Notions.

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

Floor Oil Cloth in all widths and qualities. Rugs in new designs.

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

WADDINGS, BURLAP, TWINE, BATTS and COMFORTS.

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







# The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

## Retail Trade of the Wolverine State.

Tradesman Company, Proprietor.

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

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, NOVEMBER 5, 1890.

### IN A DILEMMA.

The New York State authorities have notified the Sugar Trust that they do not consent to any of the devices by which it has been trying to evade the force of the adverse decision of the Superior Court, and that they must take steps for the appointment of receivers for each of the companies which united to organize the trust. The first plan submitted to the Attorney General of the State was the organization of a new corporation under the general laws of the state, which might take over the property held by the Trust both within the State and elsewhere. This seemed feasible under the laws of New York, but it was prescribed that the amount of capital should correspond exactly to that actually paid up by the stockholders of the old companies. This would have suited the New Yorkers exactly, as they had been obliged to allow the New England refineries a share in the organization much in excess of their paid-up capital in order to induce them to join it. But the New Englanders refused to accede to any such plan, and as the Attorney General would not consent to the injection of this "water" into the stock of the new concern, the plan fell to the ground. The next plan was to organize under the laws of New Jersey; but the Attorney General refused to assent to the transfer of the control of New York corporations to a foreign corporation of any kind. He has to protect the interests not only of the stockholders, but of the holders of the certificates issued by the Trust, and sold like any other securities. These have tangled up the question of the final settlement, and it now looks as though the New York refineries would have to be responsible for the whole volume of these, as the law cannot reach corporations outside the State.

It is reported that Spreckles is making arrangements for the erection of an immense anti-trust sugar refinery in New York.

Jay Gould is credited with saying: "I expect money will be a drug this winter. There should be no trouble about funds in this country as the season advances." It is to be hoped that the Wizard of Wall Street is sincere in what he says.

Judge Wheeler, of the United States District Court, at Rutland, Vt., has decided that the law prohibiting the mailing of envelopes having on the outside words calculated to reflect injuriously on the character of any one, is violated by sending through the mails letters contained in envelopes bearing the words "Excelsior Collection Agency," printed in large letters across the upper half of the envelope. This decision is a sweeping one, as it will prevent any collection

agency from using its name on the envelope.

The proverbial carelessness of the Western Union Telegraph Co. has met a deserved rebuke at the hands of the Supreme Court of North Carolina. The suit was brought by J. T. Young, of Craven county. It appears that Young's wife went to Greenville, South Carolina, and there became severely ill. Her husband was telegraphed for, but the telegram was not delivered until six days later. Meanwhile Mrs. Young died and was buried, Young not knowing of either fact until all was over. The Superior Court overruled the demurrer of the Western Union Telegraph Co. and held that the action was properly laid and that the plaintiff was entitled to damages. The defendant, without waiting for the case to come to trial, appealed to the Supreme Court, which promptly sustained the opinion of the Superior Court.

Business men, as a class, are proverbially remiss in neglecting the primary work in political matters, while the latter part of the campaign finds them devoting altogether too much time to insignificant discussions and unnecessary absences from home, often to the serious neglect of their own business. No part of any political campaign is so important as the selection of delegates and candidates. If we make the best possible selection of men, the battle is more than half won. To do this it is necessary for every one interested to give both their presence and voice at the primary meetings, that the choice may, so far as possible, meet with the approval of decent people. If any neglect of business must come, let it be during the last half of the campaign, at a time of the year when absence from business not only entails serious losses, but also disappointment and loss to patrons. "The eye of the master is worth both his hands."

### Typographical Blunders.

GRAND RAPIDS, Nov. 3.—In the article upon the growth of the jobbing grocery trade, published in THE TRADESMAN of two weeks ago, the following typographical errors occur: "Launching out into the wholesaling of groceries exclusively until about seven years" should read "seventeen years;" also where it reads "the proprietors or partners of which did more or less of their own trading" should read "their own traveling." Your type makes the writer say a "car load of salt would cost \$2.25." It should read "\$225." However, it may be admitted, without disputing the fact, that the readers of THE TRADESMAN are of the most intelligent class and could of themselves distinguish the difference between a typographical error and an inexcusable blunder.

JOHN CAULFIELD.

### More Openings at Shipshewana.

SHIPSEWANA, Ind., Nov. 1.—We all feel very thankful to THE TRADESMAN for securing us a good clothier, who will open up his stock here next week.

We need another grain and produce buyer, as the producing capacity of the country roundabout is greater than one buyer can manage.

A flouring mill would do well here, as the farmers would patronize such an institution liberally.

We need a jeweler, a photographer and a local newspaper, and would accord all of these enterprises a cordial support.

Full information will be given any enquirer on application. POSTMASTER.

The charter of the First National Bank of Mason having expired, the institution has been re-organized as the First State Savings Bank of Mason. H. L. Henderson, who was cashier of the old bank, becomes president of the new institution.

### Odd Places of Business.

Written for THE TRADESMAN.

Forty years ago last summer a canal boat was fitted up as a dry goods store and made rather irregular trips during the season on the Erie canal, between Troy and Buffalo. In shape and build, it was what is known as a line-boat. About one-eighth of its length at the bow was partitioned off for a living room and berths for sleeping, while the remainder was shelved up all around, with drawers beneath, similar to stores on land. Across the boat, near the partition, and the entire length on one side, was a handsomely finished counter. The several "towing companies" having horses to let expressly for the purpose of towing boats, it was comparatively easy and cheap to have the boat drawn from one point to another, as desired. This floating dry goods and notion house would tie up at a convenient spot on the heelpath side of the canal in any village along its route and remain from two days to two weeks, according as trade would warrant. The firm were both retailers and jobbers and, as there were then few (if any) commercial travelers on the road, many a merchant was pleased to see the boat and to replenish a low stock of goods with no additional expense for freight or boxing. It may be added that this store was literally "packed" with goods and—during an afternoon in many places—with ladies also. If I am not mistaken, butter, eggs and cheese were all taken at this store in exchange for goods. As this boat was taken down the Hudson river to New York City on these trips, new stock could be purchased often and the farmers' products disposed of at the best prices obtainable anywhere. In the main, this was a pleasant and quite profitable way of doing business.

A man by the name of Breed, of Buffalo, a few years later fitted up a book store on wheels and purchased a splendid span of heavy horses to place before it, with the remark that he should wear out that vehicle traveling about and selling books in Canada. This wagon was in size and shape not unlike some of the handsome circus wagons of to-day, although not so heavy. The main part of the large box, with doors opening from its roof, was constructed for carrying the goods in stock—books and stationery—in packages as purchased. Doors on the sides and rear end of this body were hung upon hinges near the roof and opened upward from the wagon bed and were quickly and easily fastened in place at the ends. Well-made shelves, ten to twelve inches in depth, were then revealed, all filled with handsomely bound volumes as in any first-class book store. In truth, these books were nearly all standard publications and included bibles, dictionaries, English reprints, etc. Beneath these shelves all around was a row of shallow drawers of convenient sizes for receiving stationery and notions. Still beneath the drawers a nicely finished counter, eighteen inches in width, was drawn out to place, and hinged supports dropped in position to hold it firmly. In front was the driver's seat, roofed and tightly enclosed on three sides, with a water-proof apron in front. When all closed and on the road, this traveling store was veritably waterproof. In fair weather, Breed would drive up in front of a hotel or other public place in a village, unhitch, put out his horses and, when ready for business,

open up his doors (which formed a grateful shade in a hot day) pull out the counters and would soon be surrounded by customers. The vehicle was in that condition for business very attractive in all country towns and cross-roads. He would frequently drive long distances into quite new sections of country, where books were scarce and high, and here he usually reaped an abundant harvest. His average daily sales were from \$30 to \$40. After following the business five or six years, it is said he sold out the store to advantage within the province, and not many years ago he was the wealthy proprietor of a large book and stationery establishment in Buffalo.

A Chinaman in San Francisco was the owner of a small tobacco store and cigar factory on wheels, so small and light that one horse could draw it from place to place, as desired. It was about 8 x 10 feet and finished in the oriental style of architecture, with a really pretty pagoda roof. He had what he called "a home lot," upon which it usually stood, but upon the occasion of any unusual gathering in the city, such as fairs, public meetings, or out-door exhibitions, he would promptly secure an 8 x 10 bit of ground for the time being and move store and stock thereon in short order. I think he was not permitted to manufacture, except when the building stood on the home lot. He was an industrious heathen—nearly always found at work—and sold a far better cigar than many other dealers for the same price. He had one peculiar trait which I distinctly recall, that it would be well to imitate—he possessed a most extraordinary amount of suavity; in fact, every one noticed and admired it and went far out of their way to buy his tobaccos. It was said that he had studied how to be polite and obliging on purpose that he might be more successful in business. He had many well known characteristics which must have been acquired in this country. He was often found with an open book before him while at work. On one page it was in Chinese characters and on the opposite it was in English. The book—which I was permitted to look at—was made up of short sentences, mostly questions and answers which would naturally be used in commercial business and conversation. F.

### 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.	107
Grand Rapids Packing and Provision Co.	102
Grand Rapids Fire Insurance Co.	115
Grand Rapids Electric Light and Power Co.	75
Grand Rapids Savings Bank	120
Grand Rapids Chair Co.	110
Grand Rapids National Bank	110
Grand Rapids Felt Boot Co.	135
Grandville Avenue Plank Road Co.	107
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

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



## 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 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. Paper—"The Lard Bill now before Congress," by H. C. Bannard, Chicago.
7. Paper—"How to Secure Manufacturing Enterprises," 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 Persistency," by Julius Schuster, Kalamazoo.
5. Unfinished business.
6. Election of officers.
7. Report of Committee on Resolutions.
8. Adjournment.

## A Mixed Collision.

A drummer for a Buffalo house had observed that he meant to buy an accident insurance policy, but forgot it, when the agent for a Wisconsin windmill replied:

"I had a little experience that way about ten years ago, and since I got well I prefer to travel on my shape, watched over more or less by Providence."

Of course, we all wanted to hear the particulars, and he kindly continued:

"It was on the Illinois Central. I got an accident policy in Chicago, and started out feeling that I had done a correct thing. Six hours later, just as the porter was making up the first berth, we struck a horse on the track and half the train went into the ditch."

"You were in the half?" queried one of the group.

"Of course. Our car turned completely over and fell or rolled down a bank twelve feet high."

"And all the passengers were killed or hurt?"

"No, sir, not a person was killed, and I was the only one out of twenty who was hurt. I had my skull fractured, my leg broken, five teeth knocked out, and a foot smashed, and not another person could show a scratch."

"How do you account for it?"

"I was the only one with a policy."

"But that couldn't account for it."

"Well, then, all the others had just accepted and were reading tracts just handed them by a roving evangelist. I didn't take one."

"But that wouldn't explain it, either," persisted the other.

"Oh, well, then, I had just called a chap with whom I was playing euchre a liar, and I think he and I and the collision got mixed up. However, there was a mistake in the date of the policy, and I got no benefit, and I want nothing more to do with such insurance. Makes a policy holder too reckless with his mouth."

## How to Get Rich.

From the Boot and Shoe Weekly.

The average millionaire, when requested to indicate the particular qualification necessary to bring affluence, usually brings up the old chestnuts of industry, frugality, courtesy to customers, etc. Of course, everybody knows that these virtues are necessary to any man's success. Alone they will avail very little.

Few men are willing to give the real reason or reasons for their success in life, even if they know it themselves. Not many are as candid as the Lynn shoe manufacturer, who some time ago, when asked by a well-known Boston jobber how he got to be worth a million dollars, looked his inquirer in the face for a moment, and said: "By kicking out of my reach every obstruction that stands in the way of making honest dollars."

Besides being economical and honorable in all dealings, men must know how to get rid of the obstructions which are constantly arising in the path of every successful man, no matter what kind of business he pursues.

## Wall Paper and Window Shades.

House and Store Shades Made to Order.

NELSON BROS. & CO.,

68 MONROE STREET.

## RUBBERS

WALES GOODYEAR'S,

First Quality.

WOONSOCKETS,

First Quality.

CONNECTICUTS,

Second Quality.

RHODE ISLANDS,

Second Quality.

HOMER RUBBER CO.,

Third Quality.

Write for Discounts.

G. R. MAYHEW, - Grand Rapids



## Spring &amp; Company,

IMPORTERS AND WHOLESALE DEALERS IN

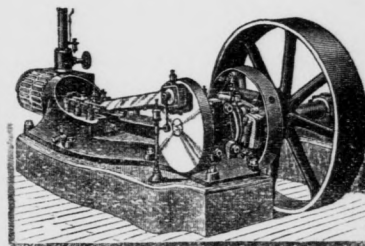
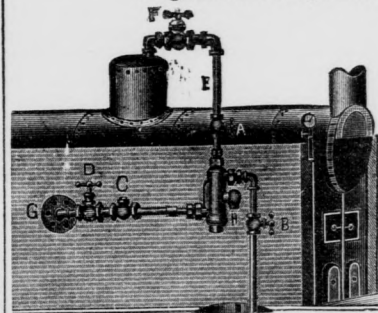
Dress Goods, Shawls, Cloaks, Notions, Ribbons, Hosiery, Gloves, Underwear, Woolens, Flannels, Blankets, Gingham, Prints and Domestic Cottons.

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

## Spring &amp; Company.

## BROWN &amp; 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



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

This Beautiful Rug, given with each gross of French Toilet, per gross, \$20, or Eclipse Safety Barrel, per gross, \$22.

Best Dressing and Best Package.



**Drugs & Medicines.****State Board of Pharmacy.**

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

**Michigan State Pharmaceutical Ass'n.**

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

**Grand Rapids Pharmaceutical Society.**

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

**Grand Rapids Drug Clerks' Association.**

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

**Detroit Pharmaceutical Society.**

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

**Muskegon Drug Clerks' Association.**

President, C. S. Koon; Secretary, A. T. Wheeler.  
Next meeting—Nov. 14.

**Life Hung in a Balance.**

Written for THE TRADESMAN.

I am a telegraph operator and druggist. At one time in my life I was at work in San Francisco, in a drug store. A branch office of the Western Union Telegraph Co. had been opened in one of our rooms in the rear of the store, which was located about two miles from the main city office. The stock of goods being strictly in the drug line and nothing else, even one man could, if necessary, attend to customers, and, being within a few feet of the instruments in the back room, could answer its calls at the same time. An old Morse register, instead of a sounder, was used for receiving, as being more convenient, for it was only necessary to start the clock work and give the signal letters, "G. A." (go ahead), and go on with your work, and half a dozen messages could be sent you, if required, and could be taken off and delivered at leisure. The building was narrow but deep and there were two bed rooms back of the room in which the instrument was located. The first one, with a wide open archway instead of a door between the two, was occupied by the proprietor of the store, a bachelor and Russian gentleman by the name of Hollman, and one of the warmest and best friends I ever had. The room still in the rear of this was mine, separated from the others by a hall running across the building and a door between, which we generally left slightly ajar, that I might hear the calls, if any came during the night, as I was the night operator. However, it was only in urgent cases that we were called after 10 o'clock.

In the "wee sma' hours" of one hot summer night—probably 2 o'clock—I was awakened out of a half conscious idea that I was wanted by a rapid and nervous call which I readily distinguished was an alarm of fire from the main office. Not wishing to disturb my friend at this unreasonable hour, I partially dressed myself and walked out as gently as possible in my bare feet and without a light, answered the summons and was just tip-toeing across the carpet of Hollman's room, within a few feet of his bed, when a sharp loud "Ha!" brought me to a stand instantly. Turning my eyes toward the bed, I saw by the dim light of the moon that came through the blinds of a window, the outline of Mr. H—, facing me and sitting bolt upright in bed, with his revolver in one hand. Fortunately I did not hesitate one instant.

"What is the matter?" I asked, my blood fairly freezing in its course from the thought that the man might be insane.

"O, my God! is it you?" was his an-

swer. Both arms then dropped and he fell back on his pillow as if dead. I rushed to the bed, but for a few moments he could not speak to me. By this time I had a light and the expression of that pale face I shall never forget, as he said, "One moment more and I should have committed an act which would have haunted me to my dying hour! I was just pressing my finger upon the trigger as you spoke. My involuntary warning word of two letters alone saved your life. You came creeping across the room so cat-like, with one arm extended in which imagination pictured a knife in the hand of some burglar and assassin who was approaching my bed. Your steps in the office had first attracted my attention, when I grasped my revolver and sat up in a listening attitude. Never, never again pass my bed at night without waking me."

He arose and dressed himself and there was no more sleep for us that night. The writer's only apology for inflicting this incident upon the readers of THE TRADESMAN is the hope that it may be a lesson to the thousands who sleep in their places of business all over the land, never under any circumstances to take the risk of using firearms without the most convincing proof that it is not a friend instead of an enemy. H.

**Should Draw the Lines Closer.**

"What is business coming to?" remarked a retail druggist the other day, "when dry goods, hardware and grocery stores will persist in selling our sundries at actual cost, purposely to draw trade in their legitimate lines. I can't turn my store into a junk shop and deal out napkins, cheese and nails at cost, on purpose to get even with them, and yet almost daily I am accused of charging exorbitant prices and lose sales because people can buy the same thing across the street at a dry goods store for a quarter or third less money. Business was not always done in that way and I am strongly inclined to believe the day is not far distant when jobbers will find it to their interest to draw the lines of trade a little closer to legitimate dealers and emphatically frown down this species of piracy."

**Muskegon Drug Clerks' Association.**

The regular semi-monthly meeting of the Muskegon Drug Clerks' Association was held in the Hotel Cadillac parlors on the evening of Oct. 28. J. F. Peppier was appointed Critic. The final report of the retiring Secretary was read and approved. He then bade adieu to the office with an appropriate address. Officers for the ensuing term were then installed in office as follows:

President—C. S. Koon.

Vice-President—Nick Miller.

Secretary and Treasurer—A. T. Wheeler.

Excellent addresses were delivered by the new, as well as by the retiring, officers.

Discussions upon the paper upon "Dialysis," by A. T. Wheeler, were postponed until the next meeting, at which time also a paper upon "Percolation and Repercolation," by J. T. Peppier, will be read and discussed. The Critics report was read, and accepted, and the meeting adjourned until Tuesday, Nov. 14, 1890.

A. T. WHEELER, Sec'y.

**A College of Pharmacy at Detroit.**

Geo. S. Davis, of Parke, Davis & Co., proposes to establish a College of Pharmacy in connection with the Detroit College of Medicine. He will supply an outfit to cost about \$2,000 and will keep it in good repair for an indefinite period. Two chemists, from Parke, Davis & Co's laboratory, will act as professors.

**WILD SQUEEZELEM.**

Some of the Wonderful Properties of the New Preparation.

Written for THE TRADESMAN.

The following letter explains itself:

SWEETWATER, Neb., Oct. 20, 1890.

DEAR MR. DIOICA—Yewr Wild Squezelem cum all rite by the express and now I must tell yew what it done. But firstly, say! did you know what it duz tew animils? They air scart tew deth or sot crazy by the smel of it, and sech a time as we've had yew never see. Yew don't say nothin' about anamils on the bottle, so I consated yew didn't no nothin how it effected 'em. Yew see I've bin usin the Squezelem on my cousin's baby's club foot according to directions and the baby's better—the foot, I mean—and jest as I got thru yesterday and had-dent washed my hands, Johnson's ole cow, that can lift a gate off its hinges in a twink of yer eye, broke into a shed to git at our cabbages. I dropped every thing and run. As I put my head in the door that confounded ornery cow got a smel of the Squezelem on my hands. Land o' massy! She give one snort and went past me, hed and tail both up and on the keen run, and the last seen of her she was goin' over the hill, tail a flyin', about a mile an' a quarter north o' here. I tell you, Dioica, it's one o' the wonders o' this world, and bound to make a stir.

O, yes! I must tell you of Miss Jenkins' trip tew the village sense that cow trouble happened. Miss Jenkins, yew no, has an old kanser on her somewheres, and heerd in the paper about yewr Squezelem, so she bundled up and took a big role o' butter and six duzen aigs, hitched up the ole white mare and started. She'd heerd things wuz high, on account o' the Makinly bill, and the groceryman offered her 26 cents a dozen for the aigs and 15 cents a pound for the butter. She sed she was mad as a wet hen in a minnit and asked him why if the Makinly bill made aigs high, it didn't serve butter the same way. He said he didn't no unless the canucks were smuglin' in all the butter they made, fer it was mighty plenty jest now. "If ye don't give me 25 cents all round I'll jest take my aigs and butter both hum agin," she said tew him, but he wouldn't dew it, and so she packed 'em in the buggy agin, pade cash for a bottle of Squezelem and a few other things and started fer hum. The road want very smooth and in going down a hill pretty fast the cork flew out o' that Squezelem o' yourn. The ole mare stopped jest long enuf tew look round and git a sniff o' that medicine; then she took the bridle bits in her teeth and started. Ther' want any whoa tu her. Miss Jenkins dropt the lines and hung on with both hans and twan't many minnits afore the aigs was all bustid and flyin all over Miss Jenkins' back. Purty soon butter and aigs was well mixt, reddey fer cake. Sich a ride as that woman had! She never knowed what the matter was till I told her about the ole cow. It took three men to quiet and onharness that mare, when she stopt in the barnyard. I don't know but Miss Jenkins will sue yew fur damages. She's made all over, you bet. Mebby you'll hear from me agin. Yewrn amazinly,

JERUSHY DODGE.

**The Drug Market.**

Foreign quinine a trifle lower, but very firm. Opium is steady. Morphia is unchanged. Castor oil has declined. Linseed oil is lower. Nitrate silver is lower. Carbonate of ammonia has advanced. Prussiate of potash has declined. Arnica flowers are firm and advancing. Quicksilver is lower. Hops have advanced. Cocaine has advanced. Salacine is higher. Sugar of milk has advanced. Balsam peru is higher. Oil erigeron has advanced. Oil pennyroyal is higher.

**Good Words Unsolicited.**

A. T. Burnett, general dealer, Cross Village: "Enclosed find \$1 for THE TRADESMAN another year. Can't keep store without it."

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 KAW 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.

**CINSENC ROOT.**

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists,  
GRAND RAPIDS.

**THE MOST RELIABLE FOOD**

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

**Eaton, Lyon & Co.,**

School Supplies,  
Miscellaneous Books  
School Books,  
Stationery.

Our Fall Line Now Ready

EATON, LYON & CO.,

20 and 22 Monroe St., Grand Rapids.



## Wholesale Price Current.

Advanced—Carb Ammonia, Balsam Peru, Oil Erigeron, Chloroform, Hops, Sugar Milk, Salacine,  
Oil Pennyroyal.  
Declined—Castor Oil, Prussiate Potash, Nitrate Silver, Quicksilver, Linseed Oil.

<b>ACIDUM.</b>		Cubebae.....	13 50@14 00
Aceticum.....	80 10	Exechthitos.....	90@100 00
Benzolcum German.....	80@100 00	Erigeron.....	1 90@2 10
Boracie.....	30 38	Gaultheria.....	2 00@2 10
Carbolicum.....	30 38	Geranium, ounce.....	75 75
Citricum.....	50 55	Gossipii, Sem. gal.....	50 75
Hydrochlor.....	30 5	Hedeoma.....	1 85@2 00
Nitrosum.....	10 12	Juniperi.....	50 75
Oxalicum.....	11 13	Lavandula.....	90 75
Phosphorium dil.....	1 40@2 10	Limonia.....	1 50@2 20
Salicylicum.....	1 13@ 5	Mentha Piper.....	2 75@3 75
Sulphuricum.....	1 40@1 60	Mentha Verid.....	2 50@2 60
Tannicum.....	1 40@1 60	Morruhae, gal.....	80@1 00
Tartaricum.....	40 42	Myrica, ounce.....	60 50
<b>AMMONIA.</b>		Olive.....	90 75
Aqua, 16 deg.....	3 1/2@ 5	Pice Liquida, (gal. 35).....	10 12
" 20 deg.....	5 1/2@ 7	Ricini.....	1 10@1 25
Carbonas.....	12 14	Rosmarini.....	75 75
Chloridum.....	12 14	Rosae, ounce.....	60 00
<b>ANILINE.</b>		Succini.....	40 45
Black.....	2 00@2 25	Sabina.....	90 75
Brown.....	2 00@2 25	Sassafras.....	3 50@7 00
Red.....	2 50@3 00	Sinapis, ess. ounce.....	65 65
Yellow.....	2 50@3 00	Tiglli.....	40 50
<b>BACCAR.</b>		Thyme.....	40 50
Cubae (po. 1 50).....	1 60@1 75	" opt.....	60 60
Juniperus.....	80 10	Theobromas.....	15 20
Xanthoxylum.....	25 30	<b>POTASSIUM.</b>	
<b>BALSAMUM.</b>		Bi Carb.....	15 18
Copaiba.....	60 65	Bichromate.....	13 14
Peru.....	40 40	Bromide.....	37 40
Terabin, Canada.....	35 40	Carb.....	12 15
Tolutan.....	45 50	Chlorate, (po. 16).....	14 16
<b>CORTEK.</b>		Cyanide.....	50 50
Abies, Canadian.....	18 18	Iodide.....	2 80@2 90
Cassiae.....	11 11	Potassa, Bitart. pure.....	30 33
Cinchona Flava.....	18 18	Potassa, Bitart. com.....	15 15
Euonymus atropurp.....	12 12	Potass Nitras, opt.....	80 10
Myrica Cerifera, po.....	20 20	Potass Nitras.....	70 9
Prunus Virgin.....	12 12	Prussiate.....	30 33
Quillaja, grd.....	12 12	Sulphate po.....	15 18
Sassafras.....	12 12	<b>RADIX.</b>	
Ulmus Po (Ground 12).....	10 10	Aconitum.....	20 25
<b>EXTRACTUM.</b>		Althae.....	25 30
Glycyrrhiza Glabra.....	24 25	Anchusa.....	15 20
" po.....	35 35	Arum, po.....	20 25
Haematox, 15 lb. box.....	13 14	Calamus.....	20 25
" 1/2 s.....	14 15	Gentiana, (po. 15).....	10 12
" 1/4 s.....	16 17	Glycyrrhiza, (pv. 15).....	10 18
<b>FERRUM.</b>		Hydrastis Canaden.....	40 40
Carbonate Precip.....	15 15	" (po. 45).....	15 20
Citrate and Quina.....	40 50	Heliole, Ala, po.....	15 20
Citrate Soluble.....	40 50	Inula, po.....	15 20
Ferrocyanidum Sol.....	40 50	Ipecac, po.....	2 40@2 50
Solut Chloride.....	15 15	Iris plox (po. 20).....	19 20
Sulphate, com'l.....	1 1/2@ 2	Jalapa, pr.....	65 70
" pure.....	7 7	Maranta, 1/4 s.....	65 70
<b>FLORA.</b>		Podophyllum, po.....	15 18
Arnica.....	20 22	Rhei.....	75 75
Anthemis.....	20 25	" cut.....	75 75
Matricaria.....	25 30	" pv.....	75 75
<b>FOLIA.</b>		Spigelia.....	48 53
Barosma.....	20 22	Sanguinaria, (po. 25).....	40 45
Cassia Acutifol, Tin.....	25 28	Serpentaria.....	40 45
" nively.....	25 28	Senega.....	50 55
Salvia officinalis, 1/4 s.....	12 15	Similax, Officialis, H.....	40 40
and 1/2 s.....	12 15	Scilla, (po. 35).....	10 12
Ura Ursi.....	8 10	Symplocarpus, Foti.....	40 45
<b>GUMMI.</b>		" dus, po.....	15 20
Acacia, 1st picked.....	21 00	Valeriana, Eng. (po. 30).....	15 20
" 2d.....	20 20	" German.....	15 20
" 3d.....	20 20	Zingiber a.....	10 15
" sifted sorts.....	20 20	Zingiber j.....	22 25
" po.....	75 100	<b>SEMEN.</b>	
Aloe, Barb. (po. 60).....	50 60	Anisum, (po. 20).....	15 15
" Cape, (po. 20).....	12 12	Apium (graveolens).....	15 18
" Socotri, (po. 60).....	50 50	Bird, Is.....	40 6
Catechu, Is, (1/4 s, 14 1/4 s, 16).....	20 30	Carui, (po. 18).....	8 12
Ammonia.....	25 30	Cardamon.....	1 00@1 25
Assafoetida, (po. 30).....	50 55	Corlandrum.....	10 12
Benzolcum.....	50 55	Cannabis Sativa.....	3 1/2@ 4
Camphore.....	35 40	Cydonium.....	75 100
Euphorbium po.....	35 40	Chenopodium.....	10 12
Galbanum.....	80 95	Dipteris Odorata.....	2 00@2 25
Gamboge, po.....	80 95	Foeniculum.....	60 8
Gualacum, (po. 50).....	40 40	Foenugreek, po.....	60 8
Kino, (po. 25).....	20 20	Lini.....	4 4 1/2
Mastic.....	80 80	Lini, grd. (bbl. 3 1/2).....	4 4 1/2
Myrrh, (po. 45).....	3 10@3 25	Lobelia.....	35 40
Opil, (po. 4 75).....	3 10@3 25	Phalaris Canarian.....	3 1/2@ 4 1/2
Shellac.....	25 40	Rapa.....	60 7
" bleached.....	30 35	Sinapis, Albu.....	80 9
Tragacanth.....	30 35	" Nigra.....	11 12
<b>HERBA—In ounce packages.</b>		<b>SPIRITUS.</b>	
Absinthium.....	25 25	Frument, W. D. Co. 2.....	00 2 50
Eupatorium.....	20 20	" D. F. R.....	1 75@2 00
Lobelia.....	25 25	Juniperis Co. O. T.....	1 75@1 75
Majorum.....	25 25	Saacharum N. E.....	1 75@2 00
Mentha Piperita.....	25 25	Spt. Vini Galli.....	1 75@2 00
" Vir.....	25 25	Vini Oporto.....	1 25@2 00
Rue.....	30 30	Vini Alba.....	1 25@2 00
Tanacetum, V.....	22 22	<b>SPONGES.</b>	
Thymus, V.....	25 25	Florida sheeps' wool.....	2 25@2 50
<b>MAGNESIA.</b>		Nassau sheeps' wool.....	2 00
Calcined, Pat.....	55 60	Velvet extra sheeps'.....	1 10
Carbonate, Pat.....	20 22	wool carriage.....	85
Carbonate, K. & M.....	20 25	Extra yellow sheeps'.....	65
Carbonate, Jennings.....	35 36	Grass sheeps' wool car.....	75
<b>OLEUM.</b>		Hard for slate use.....	1 40
Absinthium.....	5 00@5 50	Yellow Reef, for slate.....	1 40
Amygdalae, Dulc.....	45 75	<b>SYRUPS.</b>	
Amygdalae, Amarae.....	8 00@8 25	Accacia.....	50 50
Anisi.....	2 00@2 10	Zingiber.....	50 50
Aurant Cortex.....	2 50	Ipecac.....	50 50
Bergamli.....	3 25@4 00	Ferri Iod.....	50 50
Cajuputi.....	90 100	Aurant Cortex.....	50 50
Caryophylli.....	1 25@1 30	Rhei Arom.....	50 50
Cedar.....	35 65	Similax Officialis.....	50 50
Chenopodii.....	60 75	" Co.....	50 50
Cinnamon.....	1 40@1 50	Senega.....	50 50
Chironella.....	40 45	Scilla, (po. 35).....	10 12
Conium Mac.....	35 65	" Co.....	50 50
Copaiba.....	1 20@1 30	Tolutan.....	50 50
		Prunus virg.....	50 50

Morphia, S. P. & W.....	2 60@2 85	Seidlitz Mixture.....	25 25	Linseed, boiled.....	61 64
S. N. Y. Q. &.....	2 60@2 85	Sinapis.....	18 18	Neat's Foot, winter.....	50 69
C. Co.....	2 50@2 75	" opt.....	30 30	strained.....	50 69
Moschus Canton.....	40 40	Snuff, Maccaboy, De.....	35 35	Spirits Turpentine.....	46 50
Myristica, No. 1.....	70 75	" Voes.....	35 35	<b>PAINTS.</b>	
Nux Vomica, (po. 30).....	10 10	Snuff Scotch, De. Voes.....	35 35	Red Venetian.....	1 1/2@2 3
Os. Sepia.....	33 38	Soda Boras, (po. 13).....	12 13	Ochre, yellow Mars.....	1 1/2@2 3
Pepsin Sacc. H. & P. D.....	2 00	Soda et Potass Tart.....	30 33	" Ber.....	1 1/2@2 3
" Co.....	2 00	Soda Carb.....	1 1/2@ 2	Putty, commercial.....	2 1/2@2 3
Picis Liq. N. C., 1/4 gal.....	2 00	Soda, Bi-Carb.....	5 5	" strictly pure.....	2 1/2@2 3
doz.....	2 00	Soda, Ash.....	3 1/2@ 4	Vermilion Prime Amer.....	13 16
Picis Liq., quarts.....	2 00	Soda, Sulphas.....	2 2	ican.....	13 16
doz.....	2 00	Spts. Ether Co.....	50 55	Vermilion, English.....	8 88
Pil Hydrarg. (po. 80).....	2 50	" Myrcia Dom.....	2 25	Green, Peninsular.....	70 75
Piper Alba, (po. 22).....	15 15	" Myrcia Imp.....	2 30	Lead, red.....	7 1/2
Piper Alba, (po. 65).....	35 35	" Vini Rect. bbl.....	2 33	" white.....	7 1/2
Pix Burgun.....	7 7	Less 5c gal, cash ten days.....	2 33	Whiting, white Span.....	7 1/2
Plumbi Acet.....	14 15	Strychnia Crystal.....	2 10	Whiting, Gilders.....	7 1/2
Pulvis Ipecac et opil.....	10 20	Sulphur, Subl.....	2 1/2@3 1/4	White, Paris American.....	1 00
" S. German.....	38 38	" Roll.....	2 1/2@3 1/4	Whiting, Paris Eng.....	1 00
Rubia Tincturum.....	12 14	Tamarinds.....	8 10	Pioneer Prepared Paint.....	20 21
Saccharum Lactis pr.....	40 40	Terebenth Venice.....	28 30	Swiss Villa Prepared.....	1 40
Salacin.....	2 40@2 50	Theobromae.....	55 60	Paints.....	1 00@1 20
Sanguis Draconis.....	40 50	Vanilla.....	9 00@10 00	<b>VARNISHES.</b>	
Santonine.....	24 50	Zinci Sulph.....	7 8	No. 1 Turp Coach.....	1 10@1 20
Sapo, W.....	12 14	<b>OILS.</b>		Extra Turp.....	1 60@1 70
" M.....	10 12	Whale, winter.....	70 70	Coach Body.....	2 75@3 00
" G.....	15 15	Lard, extra.....	55 60	No. 1 Turp Furn.....	1 00@1 10
		Lard, No. 1.....	45 50	Eutra Turk Damar.....	1 55@1 60
		Linseed, pure raw.....	58 61	Japan Dryer, No. 1.....	70 75

# 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. &amp; C.

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.

## Sell Your Own Goods.

From Hardware.

"There are travelers and travelers," it has been truly said; and we might repeat the words a dozen times and not yet represent all the different kinds of commercial salesmen on the road to-day. If, in devoting a little attention to the drummers, we hurt anyone's feelings, we want them to step right up and say so.

Sell your own goods for your own firm and let opposition alone. There is, perhaps, no more pernicious habit among traveling men than that of crying down other travelers or opposition houses. Any buyer of ordinary intelligence understands the motive that prompts the words; and, if he believes them all, he not only takes a large grain of salt with them, but is tempted to distrust the backer in what he says about his firm and his own goods. We have heard of instances where the customers not only did not believe the stories, but actually put off buying until the scandalized firm's representative had called upon them, in order that they might judge for themselves whether the stories had any truth in them or not. In this way the malicious traveler gave his opposition a free advertisement, when, by keeping quiet, he could have sold his own goods instead.

First-class travelers will, perhaps, feel hurt at these remarks, but they need not, for the cap does not fit their heads. Tricks of this kind are only practiced by fifth-rate men. We have heard of many cases of this kind lately, and would warn the trade against such men.

## The Potato Market.

Potato buyers are still as active as ever, but the inability to secure any where near enough cars to move the crop is causing serious inconvenience. Some handlers claim that if the necessary number of cars could be secured the influx of potatoes into the principal consuming markets would cause a break in the price, but this opinion is not maintained by all the shippers who continue to pay from 50 to 55 cents for good stock so long as they can secure cellars, warehouses and cars in which to deposit their purchases.

## The Grocery Market.

Sugars are a little lower, the market being dull and steady. The feature of the week has been the advance in starch by the combination known as the National Starch Manufacturing Co. It is  $\frac{1}{2}$ c on bulk,  $\frac{1}{4}$ c on gloss and  $\frac{1}{2}$ c on corn. T. Kingsford & Sons have advanced  $\frac{1}{4}$ c on gloss and  $\frac{1}{2}$ c on corn. New prunes are expected to arrive in about two weeks. They will be worth 9 $\frac{1}{2}$ c.

Candy has been advanced all along the line, all the manufacturers within a certain radius having joined hands to maintain prices.

## Half Fare to Grand Rapids.

Half fare rates have been arranged for next week by the managers of the Masonic Fair, over the following roads:

Tuesday—G. R. &amp; I.

Wednesday D. L. &amp; N.

Thursday—M. C., L. S. &amp; M. S., and D., G. H. &amp; M.

Friday—C. &amp; W. M.

Tickets will be good going on date of sale and good to return the same day and day following.

This will afford merchants an excellent opportunity to visit the city at the reduced rate and place their orders for holiday goods.

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.

## Interview with a Merchant from the "Up Country."

Written for THE TRADESMAN.

A certain merchant from away "up North," came to town one day last week. I knew him well. His general character was good, but there was a first-class hook and line fisherman lost to the world when he made a "bee" and put up his log store, with dwelling rooms above. His will never be a model store, but as his expenses are merely nothing and his profits large, he will generally pay cash and his credit will be good. I took him gently by the hand, looked mildly and calmly into his face, welcomed him to this free-hearted city and—well, I interviewed him; and this is what he said:

"My mercurial friend, I am glad to see you looking so fine and so fat. I have arrived in your big village to lay in supplies of dry goods, groceries, boots and shoes and"—he looked cautiously around about thirty seconds and then in a lower voice and with a beautiful smile over the greater part of his face added—"a small supply of 'local option.' You understand? The ager gits right down to bizness up north, and medicine must be had. My store is the only one within five miles and there is no druggery within ten. I keep some quinine, paregoric and camphor, but my neighbors and the hunters what come along allow that quinine is dangerous sense a State officer made a fuss about my sellin' it at all, so we get along with local option. You see, I am the 'local' and the people have the 'option.'"

Still retaining his grasp upon my hand, he continued: "Lo! winter will soon spread her cloak over us. The drafts of Uncle Boreas will rush down upon us from the 'Soo' and Lake Superior and chill us like a driving snow storm through a broken window pane, while we are hastily changing our soiled seclusion. The dry and seriously faded leaf rustles under the tread of our heavy boots and the tree which was lately so lovely extends its naked arms and nods in the wind, as if beckoning some one to bring back its underclothing and a winter overcoat. Pumpkin pies will soon be ripe and parin' bee's and sich will be meller. Spellin' schools and huskin's and red ears of corn and bussin' bees will all be numerous. But why speak of these things that bring up the past, when we were young and had chapped feet, and a woolen string tied around several sore toes? The turkeys begin to step gently and carefully and are more suspicious than they were two months ago. They also held a mass meetin' out back of the barn last week and sence then have roasted high in the poplars. Only day before yesterday one of them told me to 'quit' several times, when I had done nothin', even to offend a chicken. The squirrels have been busy with their harvestin' and the small hen-hawk, also. The sly old muskrat has his house nearly completed and is only waitin' for a heavy freeze, and the sound of the small boy's skate near his door, when he will take possession, close the winders, and start up the furnace. Lucky for that old rat if before that time his best dress overcoat is not stolen from his back, and found lying with those of his relations in the back room of some country store. But, as I said, why should we dwell on this subject? Life is short, and the train goes at 10:30 to-night. I must get all my truck ready to ship to-day. Lemme see," and he looked over his memo-

randum book, "candy, nuts, raisins, currants, figs, merlasses. You see the kids and the wimmen folks like sweet goods, and come toward Christmas all these things are wanted and I must lay in a good stock. If I can sell a few more carloads of railroad ties and telegraph poles, I shall run down agin once more this year. Good bye." X X X

## PRODUCE MARKET.

Apples—Green, \$3.50 for winter grades and \$2.75 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@18c 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 Cherry are held at \$8.50. The market is firm.

Eggs—The market is firm, dealers paying 20c for fresh and holding at 22c. Cold storage and pickled stock find moderate call 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 35@40c per 9-lb basket.

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

Maple Syrup—75@85c per gal.

Onions—The market is firm, dealers paying 75c and holding at 80@85c.

Potatoes—The activity in the market still continues, but the inability of shippers to get enough cars to move their purchases serves to prevent much fluctuation in price.

Sweet Potatoes—Baltimore, \$2.75 per bbl; Jersey, \$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 75  
Clear, fat back, 13 25  
Boston clear, short cut, 13 50  
Clear back, short cut, 13 50  
Standard clear, short cut, 13 50

## SAUSAGE—Fresh and Smoked.

Pork Sausage, 7  
Ham Sausage, 9  
Tongue Sausage, 9  
Frankfort Sausage, 8  
Bologna Sausage, 5  
Bologna, straight, 5  
Bologna, thick, 5  
Head Cheese, 5

## LARD—Kettle Rendered.

Tierces, 7  
Tubs, 7  
50 lb. Tins, 7 $\frac{1}{2}$

## LARD—Family

Tierces, 6  
30 and 50 lb. Tubs, 6 $\frac{1}{2}$   
3 lb. Pails, 30 in a case, 6 $\frac{1}{2}$   
5 lb. Pails, 12 in a case, 6 $\frac{1}{2}$   
10 lb. Pails, 6 in a case, 6 $\frac{1}{2}$   
20 lb. Pails, 4 in a case, 6 $\frac{1}{2}$   
50 lb. Cans, 6 $\frac{1}{2}$

## 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 30 lbs., 9 $\frac{1}{2}$   
" " 16 lbs., 10  
" " 12 to 14 lbs., 10 $\frac{1}{2}$   
" picnic, 10  
" best boneless, 10  
Shoulders, 7  
Breakfast Bacon, boneless, 8  
Dried beef, ham prices, 9  
Long Curls, heavy, 6  
Briskets, medium, 6 $\frac{1}{2}$   
" light, 6 $\frac{1}{2}$

## FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:

## FRESH FISH.

Whitefish, 7 $\frac{1}{2}$   
" smoked, 8  
Trout, 8  
Halibut, 7 $\frac{1}{2}$   
Clisoes, 15  
Flounders, 9  
Bluefish, 10  
Mackerel, 25  
California salmon, 10  
Standards, per gal., 22  
Selects, 25

## OYSTERS—Bulk.

Standards, per gal., 21  
Selects, 25

## OYSTERS—Cans.

Fairhaven Counts, 235  
F. J. D. Selects, 235  
Selects, 235  
F. J. D., 235  
Anchors, 231  
Standards, 219

## FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass, 4 @ 6 $\frac{1}{2}$   
" hind quarters, 5 $\frac{1}{2}$  @ 5  
" fore, 5 @ 3 $\frac{1}{2}$   
" loins, No. 3, 7 $\frac{1}{2}$  @ 8 $\frac{1}{2}$   
" ribs, 7 @ 8  
" rounds, 5 @ 6  
" tongues, 4 $\frac{1}{2}$  @ 4 $\frac{1}{2}$

Hogs—Dairy is in good demand at 16@18c 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.

## CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

## STICK CANDY.

Standard, per lb., 9  
" H. H., 9  
" Twist, 9  
" pails or packages, net weight, 9 $\frac{1}{2}$   
" 240-lb. bbls, 9  
Boston Cream, 11 $\frac{1}{2}$   
Cut Loaf, 10 $\frac{1}{2}$   
Extra H. H., 11

## MIXED CANDY.

Standard, per lb., 8 $\frac{1}{2}$   
Leader, 8 $\frac{1}{2}$   
Special, 9  
Royal, 9  
Nobby, 9 $\frac{1}{2}$   
Broken, 9 $\frac{1}{2}$   
Midget, 10  
English Rock, 10  
Conserves, 10  
Cut Loaf, 10  
Ribbon, 10  
Broken Taft, 10  
Peanut Squares, 10 $\frac{1}{2}$   
Extra, 11  
Kindergarten, 11  
French Creams, 12  
Valley Creams, 13

## FANCY—In 5 lb. boxes.

Lemon Drops, 65  
Sour Drops, 65  
Peppermint Drops, 75  
Chocolate Drops, 75  
H. M. Chocolate Drops, 90  
Gum Drops, 40@50  
Licorice Drops, 1 00  
A. B. Licorice Drops, 80  
Lozenges, plain, 70  
" printed, 75  
Imperial, 70  
Mottos, 75  
Cream Bar, 65  
Molasses Bar, 65  
Caramels, 10@18  
Hand Made Creams, 9@1 00  
Plain Creams, 80  
Decorated Creams, 1 00  
String Rock, 75  
Burnt Almonds, 1 00@1 10  
Wintergreen Berries, 70

## FANCY—In bulk.

Lozenges, plain, in pails, 12  
" printed, in pails, 13  
Chocolate Drops, in pails, 13  
Gum Drops, in pails, 6  
Moss Drops, in pails, 11  
Sour Drops, in pails, 11  
Imperial, in pails, 12

## ORANGES.

Jamaica, Bbl, 2  
" Box 176, 2  
Florida, 4 50

## LEMONS.

Messina, choice, 300, 2  
" 300, 2  
" fancy, 300, 8 00  
Malaga, 6 50

## OTHER FOREIGN FRUITS.

Figs, Smyrna, new, fancy layers, 18@19  
" " choice, 16  
" " " 2-lb., 14  
" Fard, 10-lb. box, 10  
" 50-lb., 8  
" Persian, 50-lb. box, 6 7

## NUTS.

Almonds, Tarragona, 217  
" Ivaca, 217  
" California, 2  
Brazil, 16 $\frac{1}{2}$   
Walnuts, Grenoble, 17 $\frac{1}{2}$   
" Marbot, 13 $\frac{1}{2}$   
" Naples, 17  
" Chili, 12  
Table Nuts, No. 1, 16  
" No. 1, 15  
Pecans, Texas, H. P., 14  
Cocoanuts, full sacks, 5 00

## PEANUTS.

Fancy, H. P., Bell, 10 $\frac{1}{2}$   
" " Roasted, 12 $\frac{1}{2}$   
Fancy, H. P., Stars, 9 $\frac{1}{2}$   
" " Roasted, 11  
Choice, H. P., Ex Prince, 9 $\frac{1}{2}$   
" " Roasted, 11  
Fancy, H. P., Steamboats, 9 $\frac{1}{2}$   
" " Roasted, 11

Order a Case of the  
**Reward Baking Powder.**  
Packed Two Dozen 1-lb Cans. With Two Dozen, One Yellow GLASS Oil Can,  
"THE PEARL."  
**ARCTIC MANUFACTURING COMPANY,**  
GRAND RAPIDS, MICH.



## Wholesale Price Current.

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

<b>APPLE BUTTER.</b>	
Chicago goods.....	
<b>AXLE GREASE.</b>	
Frazer's.....	\$2.40
Aurora.....	1.75
Diamond.....	1.75
Wise's.....	2.25
<b>BAKING POWDER.</b>	
Thepure, 10c packages.....	\$1.20
" 1/2 lb.....	1.50
" 6 oz.....	2.25
" 1/2 lb.....	2.75
" 12 oz.....	4.20
" 1 lb.....	5.40
" 5 lb.....	26.00
<b>Less 20 per cent. to retailers.</b>	
Absolute, 1/2 lb. cans, doz.....	1.00
" 1 lb.....	1.90
" 5 lb.....	3.50
Aeame, 1/2 lb. cans, 3 doz.....	1.50
" 1 lb.....	1.50
" bulk.....	40
Telfer's, 1/2 lb. cans, doz.....	25
" 1 lb.....	1.85
" bulk.....	85
Arctic, 1/2 lb. cans.....	60
" 1 lb.....	1.20
" 5 lb.....	2.00
Red Star, 1/2 lb. cans.....	9.60
" 1 lb.....	1.50
" bulk.....	1.50
<b>BATH BRICK.</b>	
English, 2 doz. in case.....	80
Bristol, 2 ".....	75
American, 2 doz. in case.....	70
<b>BLUING.</b>	
Gross.....	
Arctic, 4 oz ovals.....	4.00
" 8 oz.....	7.00
" pints, round.....	10.50
" No. 2, sifting box.....	2.75
" No. 3.....	4.00
" No. 5.....	8.00
" 1 oz ball.....	4.50
<b>BROOMS.</b>	
No. 2 Hurl.....	1.75
No. 1.....	2.00
No. 2 Carpet.....	2.00
No. 1.....	2.25
Parlor Gem.....	2.50
Common Whisk.....	90
Fancy.....	1.20
Mill.....	3.25
Warehouse.....	2.75
<b>BUCKWHEAT FLOUR.</b>	
Rising Sun.....	6.00
York State.....	
<b>CANDLES.</b>	
Hotel, 40 lb. boxes.....	10
Star, 40 ".....	9 1/2
Paraffine.....	11
Wickling.....	25
<b>CANNED GOODS—Fish.</b>	
Clams, 1 lb. Little Neck.....	1.10
Clam Chowder, 3 lb.....	1.10
Cove Oysters, 1 lb. stand.....	1.15
" 2 lb.....	2.20
Lobsters, 1 lb. picnic.....	1.90
" 1 lb. stand.....	2.05
" 2 lb. stand.....	2.50
" 2 lb. Star.....	3.25
Mackerel, in Tomato Sauce.....	2.25
" 1 lb. stand.....	2.00
" 2 lb. stand.....	2.00
" 2 lb. in Mustard.....	2.25
" 3 lb. soured.....	
Salmon, 1 lb. Columbia.....	1.75 @ 1.90
" 1 lb. Alaska.....	@ 1.60
Sardines, domestic.....	@ 8
" Mustard.....	@ 10
" Imported.....	@ 11
" spiced.....	@ 10
Trout, 3 lb. brook.....	2.50
<b>CANNED GOODS—Fruits.</b>	
Apples, gallons.....	2.50
Apricots.....	1.20
Blackberries.....	1.20
Cherries, red.....	1.20
" pitted.....	1.40
Damsons.....	1.50
Egg Plums.....	1.50
Gooseberries.....	1.25
Green Gages.....	1.10
Peaches, pie.....	1.90
" seconds.....	2.30
" stand.....	2.65
" California.....	2.85
Pears.....	1.50
Pineapples, common.....	1.25
" sliced.....	2.50
" grated.....	2.75
Quinces.....	1.10
Raspberries, black.....	1.30
" red.....	1.40
Strawberries.....	1.35
Whortleberries.....	1.40
<b>CANNED GOODS—Vegetables.</b>	
Beans, soaked Lima.....	35
" Green Lima.....	@ 60
" String.....	@ 90
" Stringless.....	90
" Lewis' Boston Baked.....	1.40
Corn, stand. brands.....	1.00 @ 1.25
Peas, soaked.....	75
" marrowfat.....	@ 30
" stand June.....	@ 1.40
" sited.....	@ 1.75
" fine French.....	3.10
Mushrooms.....	1.80
Pumpkin.....	@ 21.00
Squash.....	1.10
Succotash, soaked.....	85
" standard.....	1.30
Tomatoes, stand br'ds.....	1.05 @ 1.10
<b>CHOCOLATE—BAKER'S.</b>	
German Sweet.....	32
Premium.....	34
Pure.....	38
Breakfast Cocoa.....	40
Broma.....	37
<b>CHICORY.</b>	
Bulk.....	6
Red.....	7 1/2
<b>CHEESE.</b>	
Fancy Full Cream.....	11 @ 1 1/4
Good.....	@ 10 1/4
Part Skimmed.....	8 @ 9
Sap Sago.....	@ 22
Edam.....	@ 1.00
Swiss, imported.....	24 @ 25
" domestic.....	15 @ 16
<b>CHEWING GUM.</b>	
Rubber, 100 lumps.....	30
" 200 ".....	40
Spruce, 200 pieces.....	40
<b>CATSUP.</b>	
Snider's, 1/2 pint.....	1.35
" pint.....	2.30
" quart.....	3.50
<b>CLOTHES PINS.</b>	
5 gross boxes.....	@ 15
<b>COCOA SHEETS.</b>	
Bulk.....	4 @ 4 1/4
Pound packages.....	@ 7
<b>COFFEE EXTRACT.</b>	
Valley City.....	75
Felix.....	1.15
Hummel's.....	65
<b>COFFEE—Green.</b>	
Rio, fair.....	@ 21
" good.....	@ 21
" prime.....	@ 22
" fancy, washed.....	@ 24
" golden.....	@ 24
Santos.....	@ 23
Mexican & Guatemala.....	@ 24
Jaya, Interior.....	@ 24
" Mandheling.....	@ 26
Peaberry.....	@ 24
Mocha, genuine.....	@ 23
" To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15 per cent. for shrinkage.	
<b>COFFEES—Package.</b>	
Bunola.....	24 1/2
" in cabinets.....	25 1/2
McLaughlin's XXXX.....	25 1/2
" in cabinets.....	26 1/2
Durham.....	25
<b>CLOTHES LINES.</b>	
Cotton, 40 ft..... per doz.	1.35
" 50 ft.....	1.50
" 60 ft.....	1.75
" 70 ft.....	2.00
" 80 ft.....	2.25
Jute.....	1.00
" 72 ft.....	1.15
<b>CONDENSED MILK.</b>	
Eagle.....	7.50
Anglo-Swiss.....	6.00 @ 7.70
<b>COUPONS.</b>	
" Superior.....	
\$1. per hundred.....	2.50
\$2. ".....	3.00
\$5. ".....	4.00
\$10. ".....	5.00
\$20. ".....	6.00
<b>" Tradesman.</b>	
\$1. per hundred.....	2.00
\$2. ".....	2.50
\$5. ".....	3.00
\$10. ".....	4.00
\$20. ".....	5.00
<b>Subject to the following discounts:</b>	
200 or over.....	5 per cent.
500 ".....	10 "
1000 ".....	20 "
<b>CRACKERS.</b>	
Kenosha Butter.....	7 1/2
Seymour.....	5 1/2
Butter.....	5 1/2
" family.....	5 1/2
" basic.....	6 1/2
Boston.....	7 1/2
City Soda.....	7 1/2
Soda.....	6
S. Oyster.....	5 1/2
City Oyster, XXX.....	5 1/2
<b>CREAM TARTAR.</b>	
Strictly pure.....	38
Grocers'.....	25
<b>DRIED FRUITS—Domestic.</b>	
Apples, sun-dried.....	@
" evaporated.....	@ 13
Apricots.....	@ 21
Blackberries.....	@ 21
Peaches.....	@ 16 1/2
<b>DRIED FRUITS—Prunes.</b>	
Turkey.....	@ 7 1/2
Bosnia.....	@ 8 1/2
<b>DRIED FRUITS—Peel.</b>	
Lemon.....	18
Orange.....	18
<b>DRIED FRUITS—Citron.</b>	
In drum.....	@ 18
In boxes.....	@ 20
<b>DRIED FRUITS—Currants.</b>	
Zante, in barrels.....	@ 5 1/2
" in 1/4-bbls.....	@ 5 1/2
" in less quantity.....	@ 6
<b>DRIED FRUITS—Raisins.</b>	
Valencia.....	@ 8 1/2
Ondara.....	@ 9 1/2
Sultanas.....	@ 12
London Layers, Call.....	2.60 @ 2.75
Mus'els, Cal., 2 crown.....	@
" 3 ".....	@ 2.35
<b>FARINACEOUS GOODS.</b>	
Farina, 100 lb. kegs.....	04
Hominy, per bbl.....	4.00
Macaroni, dom 12 lb box.....	50
" imported.....	@ 11
Pearl Barley.....	@ 3
Peas, green.....	@ 1.10
" split.....	@ 3
Sago, German.....	@ 6
Tapoca, fl'k or p'rl.....	@ 7
Wheat, cracked.....	@ 5
Vermicelli, import.....	@ 11
" domestic.....	@ 10
<b>FISH—SALT.</b>	
Cod, whole.....	5 @ 6
" boneless.....	6 1/2 @ 8
Mack. sh's, No. 2, 1/2 bbl.....	12.00
" 12 lb kit.....	1.30
" 10 ".....	1.20
<b>HERRING, round, 1/2 bbl.</b>	
" glibbed.....	2.90
" Holland, bbls.....	12.00
" kegs, 75 @ 80.....	
" Scaled.....	@ 20
Trout, 1/2 bbls.....	@ 25
10 lb. kits.....	75
White, No. 1, 1/2 bbls.....	@ 50
" 12 lb. kits.....	1.00
" 10 lb. kits.....	80
" Family, 1/2 bbls.....	3.00
" kits.....	65
<b>FLAVORING EXTRACTS—Jennings.</b>	
2 oz folding box.....	1.25
3 oz.....	1.50
4 oz.....	2.00
6 oz.....	3.00
8 oz.....	4.00
<b>GUN POWDER.</b>	
Kegs.....	5.50
Half kegs.....	3.00
<b>HERBS.</b>	
Sage.....	15
Hops.....	25
<b>JELLIES.</b>	
Chicago goods.....	5 1/4
<b>LAMP WICKS.</b>	
No.....	30
No. 1.....	40
No. 2.....	50
<b>LICORICE.</b>	
Pure.....	30
Calabria.....	25
Sicily.....	18
<b>CONDENSED, 2 doz.</b>	
No. 9 sulphur.....	2.00
Anchor parlor.....	1.70
No. 2 home.....	1.10
Export parlor.....	4.00
<b>MOLASSES.</b>	
Black Strap.....	17
Cuba Baking.....	22
Porto Rico.....	20 @ 33
New Orleans, good.....	35
" choice.....	40
" fancy.....	50
One-half barrels, 3c extra.....	
<b>OATMEAL.</b>	
Barrels.....	6.50
Half barrels.....	3.35
<b>ROLLED OATS.</b>	
Barrels.....	6.50
Half bbls.....	3.35
<b>PICKLES.</b>	
Michigan Test.....	9 1/4
White.....	10
<b>PICKLES.</b>	
Medium.....	88.00
" 1/2 bbl.....	4.25
Small, bbl.....	9.00
" 1/2 bbl.....	4.75
<b>PICES.</b>	
Clay, No. 216.....	1.75
" T. D. full count.....	1.75
Cob, No. 3.....	1.25
<b>RICE.</b>	
Carolina head.....	7
" No. 1.....	6 1/2
" No. 2.....	6
Japan, No. 1.....	6
" No. 2.....	6
<b>SCALES—Perfection.</b>	
Tea, 2-lb. tin scoop.....	\$ 6.50
" brass.....	7.25
" 5-lb. tin scoop.....	8.75
" brass.....	8.75
Grocers', 1-lb. tin scoop.....	11.00
" brass.....	12.25
" 22-lb. tin.....	13.25
" brass.....	14.75
<b>SCOTCH, in bladders.</b>	
Maccaboy, in jars.....	37
Kitchen, 3 doz. in box.....	2.50
Hand 3 ".....	2.50
<b>SNIDER'S TOMATOES.</b>	
Spices—Whole.....	2.40
Allspice.....	10
Cassia, China in mats.....	8
" Batavia in bund.....	15
" Saigon in rolls.....	35
Cloves, Amboyna.....	22
" Zanzibar.....	16
Mace Batavia.....	80
Nutmegs, fancy.....	80
" No. 1.....	75
" No. 2.....	65
Pepper, Singapore, black.....	16
" white.....	26
" shot.....	20
<b>SPICES—Ground—In Bulk.</b>	
Allspice.....	15
Cassia, Batavia.....	20
" and Saigon.....	25
" Saigon.....	42
Cloves, Amboyna.....	26
" Zanzibar.....	20
Ginger, African.....	12 1/2
" Cochin.....	15
" Jamaica.....	18
Mace Batavia.....	80
Mustard, English.....	22
" and Trie.....	25
Nutmegs, No. 2.....	18
Pepper, Singapore, black.....	16
" white.....	26
" Cayenne.....	25
<b>SUGARS.</b>	
Cut Leaf.....	@ 7 1/2
Cubes.....	@ 7 1/2
Powdered.....	@ 7 1/2
Standard.....	@ 7 1/2
" Fine.....	@ 7 1/2
Confectioners' A.....	6 1/2 @ 6.50
White Extra C.....	@ 6 1/2
Extra C.....	@ 6
C.....	@ 5 1/2
Yellow.....	@ 5 1/2
Dark Molasses.....	@ 5 1/2
<b>SOAP.</b>	
Detroit Soap Co.'s Brands.	
Superior.....	3.30
Queen Anne.....	3.85
German Family.....	3.00
Mottled German.....	3.00
Old German.....	2.70
U. S. Big Bargain.....	2.00
Frost, Floater.....	3.75
Cocoa Castle.....	3.00
Cocoa Castle, Fancy.....	3.36
Allen B. Wrisley's Brands.....	
Old Country, 80.....	3.20
Uno, 100.....	3.50
Bouncer, 100.....	3.00
<b>SALT.</b>	
Common Fine per bbl.....	@ 95
Solar Rock, 56 lb. sacks.....	27
28 pocket.....	1.75
60 ".....	2.00
100 ".....	2.15
Ashton bu. bags.....	75
Higgins.....	75
Warsaw.....	35
" 1/2 bu.....	1.50
Diamond Crystal, cases.....	1.50
" 28-lb sacks.....	25
" 56-lb.....	50
" 60 pocket.....	25
" 28 ".....	2.10
" barrels.....	1.75
<b>SALERATUS.</b>	
Church's, Arm & Hammer.....	5 1/2
Dwight's Com.....	5 1/2
Taylor's.....	5 1/2
DeLand's Cap Sheaf.....	5 1/2
" pure.....	5 1/2
Our Leader.....	5
<b>STRUPS.</b>	
Corn, barrels.....	24
" one-half barrels.....	36
Pure Sugar, bbl.....	30 @ 40
" half barrel.....	32 @ 42
<b>SWEET GOODS.</b>	
Ginger Snaps.....	8
Sugar Creams.....	8 1/2
Frosted Creams.....	8
Graham Crackers.....	8
Oatmeal Crackers.....	8
<b>SHOE POLISH.</b>	
Jettine, 1 doz. in box.....	75
<b>TEAS.</b>	
<b>JAPAN—Regular.</b>	
Fair.....	@ 30
Good.....	@ 32
Choice.....	@ 34
Choicest.....	@ 36
Dust.....	@ 10 @ 14
<b>SUN CURED.</b>	
Fair.....	@ 30
Good.....	@ 32
Choice.....	@ 34
Choicest.....	@ 36
Dust.....	@ 10 @ 14
<b>BASKET FIRED.</b>	
Fair.....	@ 30
Choice.....	@ 32
Choicest.....	@ 34
Extra choice, wire leaf.....	@ 40
<b>GUNPOWDER.</b>	
Common to fair.....	25 @ 35
Extra fine to finest.....	45 @ 65
Choicest fancy.....	75 @ 85
<b>OLONG.</b>	



# Popular Goods for the Holidays!

## TO THE TRADE:

Perhaps in no line of merchandise are there combined so many useful and desirable articles for the Holidays as can be found in the

## Extra Large Assortment

Shown by us this season. We have spent months of labor and travel in gathering from every leading factory at home and abroad the cream of their wares for our home trade.

Our lines are the useful ones needed in every family.

Our selections have been made along the lines of inexpensive necessities for the home and fireside.

Our prices are at the bottom—no advances, even where combinations and extraordinary demands have forced a rise at the factories. We bought our goods early in anticipation of a rising market and we are prepared to give our customers a benefit.

## ***This Is No Idle Talk.***

Values are rising and if you have watched the markets you know it.

Our lines have reached such proportions that you can select your complete assortment of us, and we shall be pleased to sell you your stock of this line.

If you have not received our illustrated catalogue No. 103, we will send it on request. Our complete Holiday catalogue will be ready in a few days. Please write for it, if not received.

## CALL AT OUR WHOLESALE SAMPLE ROOM,

Only one block from Union Depot, where you will feel well repaid in looking over our line in person, as there are always many of the choicest sellers that cannot be understood or even shown in type.

Do not delay. Call early as possible, before our assortments are broken.

Yours Respectfully,

Library Lamps,  
Piano Lamps,  
Banquet Lamps,  
Parlor Lamps,  
Rochester Lamps,  
Kitchen Lamps,  
Mill Lamps,  
Street Lamps, Etc., Etc.

Tea Sets,  
Dinner Sets,  
Toilet Sets,  
Rose Jars,  
Motto Teas,  
Shaving Mugs,  
Novelties in China,  
Bread and Milk Sets,  
Plate Sets, Etc., Etc.

Locomotives,  
Steamboats,  
Sail Vessels,  
Horse Cars,  
Iron Wagons,  
Railroads,  
Sawmills,  
Steam Pumps,  
Fire Engines,  
Hook & Ladder Wagons,  
Etc., Etc.

Modern Glassware,  
Fancy Water Sets,  
Opalescent Water Sets,  
Richly Gilt Water Sets,  
Condiment Sets,  
Ruby Glassware,  
New Designs and Rich Effects  
in all table wares, etc.

Picture A B C Blocks,  
Games for 1890,  
McLaughlin's Books,  
Standard Novels,  
Child's Reading Books,  
Papeteries—New Designs,  
Novelties in Brass,  
Perfumery,  
Fancy Soaps,  
Mechanical Toys,  
Etc., Etc.

Special Department of  
Fine Bisque Dolls,  
Kid Body Dolls,  
Papa—Mama Dolls,  
Fancy Dressed Dolls,  
Washable, Bisque, and  
China Babies,  
Show Dolls,  
Dolls' Furniture,  
Children's Furniture,  
Etc., Etc.

H. LEONARD & SONS, Grand Rapids, Mich.



## Resolved to Be a "Kicker."

"You saw that fashionable looking young man wearing a silk hat who entered the store as we came out," said a well to do acquaintance of mine, as we stepped outside a gentlemen's furnishing store the other day. "Well, he works in one of the railroad offices at \$40 a month, wears better clothes than I do and stands off every one he deals with, until the last minute, and he can buy goods 10 per cent. less than I can when I pay cash."

"How is that?" I asked, with much surprise. "I always supposed the cash buyer had the advantage every time."

"Well, that's where you are fooled," my friend replied. "This young man's parents are wealthy, therefore he is considered good for any reasonable amount, and is allowed to run up bills accordingly. In his case, it is assumed that this 'limb' will some time pay, even if he is assisted by his maternal parent, to protect the credit of the family tree. He invariably 'kicks' on the price of everything and generally gets a reduction. Then, when his bill is presented, he makes another 'roar' and wants something off for cash, as he terms it, and he not infrequently gets it. I know it to be a fact that when he paid a bill of \$75 a short time ago, the proprietor of that store presented him with the very hat you saw him have on, and it is no uncommon occurrence for him to be allowed a selection from a choice lot of neckwear or handkerchiefs on such occasions. But such is the competition in trade now and the pulling and hauling to get all there is from your neighbor in every kind of business, that modesty and diffidence with a buyer don't count at all. It is the 'kicker' who gets the advantage every time. I go into a store, order what I want and pay for it without a word, and I have known instances where I paid more for the same goods than others who wrangled over the price and then had it put on the slate. It seems to be human to impose on good nature, and I have made up my mind to become a 'kicker' from this time on."

And away my friend went down the street to register his first kick on the price of a ton of coal.

Charlotte—John L. Dolson is succeeded by J. L. Dolson & Sons in the manufacture of patent seat fasteners.

## Crockery &amp; Glassware

LAMP BURNERS.	
No. 0 Sun.....	45
No. 1 ".....	50
No. 2 ".....	75
Tubular.....	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.....	1 75
No. 0 Sun.....	1 88
No. 1 ".....	2 70
No. 2 ".....	2 25
First quality.....	2 40
No. 0 Sun, crimp top.....	2 60
No. 1 ".....	2 80
No. 2 ".....	3 80
XXX Flint.....	3 70
No. 0 Sun, crimp top.....	4 70
No. 1 ".....	4 70
No. 2 ".....	4 70
Pearl top.....	1 25
No. 1 Sun, plain bulb, per doz.....	1 50
No. 2 ".....	1 35
No. 1 crimp, per doz.....	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).....	65
" 1 ".....	78
FRUIT JARS.	
Mason's, Boyd's or Rowley's caps.....	50
Pints.....	00
Quarts.....	00
Half-gallons.....	00
Quotations on fruit jars and lamp chimneys are f. o. b.	



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

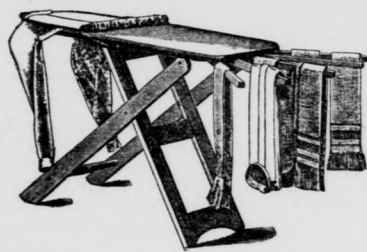
ALEXIS GODILLOT, JR.

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

THURBER, WHYLAND & CO.,

West Broadway, Reade & Hudson Streets.  
New York City

## 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.

## 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.

## Grand Rapids &amp; Indiana.

In effect October 5, 1890.

TRAINS GOING NORTH.

For	Arrive from	Leave going
For Saginaw, solid train.....	5:15 a m	7:30 a m
For Traverse City & Mackinaw.....	9:30 a m	7:05 a m
For Saginaw, solid train.....	11:30 a m	11:30 a m
For Cadillac.....	2:15 p m	4:30 p m
For Mackinaw.....	8:30 p m	5:00 p m
From Kalamazoo.....	3:55 p m	10:30 p m

TRAINS GOING SOUTH.

For	Arrive from	Leave going
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	11:45 a m
For Fort Wayne and the East.....	2:00 p m	2:00 p m
For Cincinnati.....	5:30 p m	6:00 p m
For Kalamazoo and Chicago.....	10:50 p m	11:30 p m
From Saginaw.....	12:30 p m	12:30 p m

Trains marked (1) run daily (2) daily except Sunday. Sleeping and parlor car service: North—11:30 a m train, parlor chair car for Mackinaw; 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 &amp; 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 &amp; Milwaukee.

GOING WEST.	Arrives.	Leaves.
*Morning Express.....	12:50 p m	1:00 p m
*Through Mail.....	5:50 p m	5:10 p m
*Grand Rapids Express.....	10:25 p m	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.....	10:10 a m	6:50 a m
*Through Mail.....	10:10 a m	10:20 a m
*Evening Express.....	3:35 p m	3:45 p m
*Night Express.....	9:50 p m	10:55 p m

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 10:25 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, 33 Monroe St., and at the depot. JAS. CAMPBELL, City Passenger Agent.

## Toledo, Ann Arbor &amp; Northern.

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

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

CHICAGO & WEST MICHIGAN RAILWAY.  
Fruit Belt Line.

DEPART.	Arrives.
Mail and Express for Big Rapids, Ludington, Manistee & Traverse City.....	*7:25 a m
Express for Chicago and Muskegon.....	10:00 a m
Fast Mail for Chicago.....	11:00 p m
Express for Muskegon and Hart.....	11:30 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.....	15:05 p m
Ex. for Grand Haven & Muskegon.....	18:40 p m

ARRIVE.	Leaves.
Night Express from Chicago.....	*6:30 a m
Night Express from Indianapolis.....	16:30 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.....	13:55 p m
Express from Grand Haven.....	15:50 p m
Fast Express from Chicago.....	10:15 p m
Ex. from Muskegon and Pentwater.....	15:50 p m
Ex. from Baldwin and Traverse City.....	15:40 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 5:15 p m train has through free parlor car to Manistee via M. & N. E. R'y. For tickets and information, apply at Union Ticket Office, 67 Monroe street, and Union Depot.

Gen. Pass. & Ticket Agt., Grand Rapids.

DETROIT, LANSING & NORTHERN R. R.  
Lansing Route.

DEPART.	Arrives.
Express for Saginaw and Bay City.....	*7:30 a m
Mail for Lansing, Detroit and East.....	*7:25 a m
Express for Lansing, Detroit and East.....	11:30 p m
Mail for Alma, St. Louis and Saginaw.....	*4:30 p m
Fast Ex. for Detroit, New York, Boston.....	*6:25 p m

ARRIVE.	Leaves.
Mail from Saginaw and Bay City.....	*11:45 a m
Mail from Lansing, Detroit and East.....	*12:10 a m
Fast Express from Lansing and East.....	*5:05 p m
Express from Lansing and Detroit.....	*9:50 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

\*Daily. All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit. Parlor cars run on Day Express and Grand Rapid Express to and from Detroit. FRED M. BRINGS, Gen'l Agent, 85 Monroe St. G. S. HAWKINS, Ticket Agent, Union Depot. GEO. W. MUNSON, Union Ticket Office, 67 Monroe St. O. W. RUGGLES, G. P. & T. Agent, Chicago.

CUTS for BOOM EDITIONS  
—OR—  
PAMPHLETS

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

## EDMUND B. DIKEMAN

THE GREAT

Watch Maker  
AND  
Jeweler,  
44 CANAL ST.,  
Grand Rapids - Mich.

## WANTED.

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

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

EARL BROS.,  
COMMISSION MERCHANTS

157 South Water St., CHICAGO.  
Reference: FIRST NATIONAL BANK, Chicago.  
MICHIGAN TRADESMAN, Grand Rapids.

## 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 RAPIDS, MICH.

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ELECTROTYPERS  
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AND LEADS SUGS BRASS RULE  
WOOD & METAL FURNITURE  
Box Wood  
MAPLE. ERICST GRAND RAPIDS MICH.



The Changes of Seventy Years.

Written for THE TRADESMAN.

Does the reader ever stop to think of the past—say seventy years ago—as he takes a walk around any city and halts in front of the various store windows? What a magical change has taken place! None but the aged can realize this in all its wonderful imitations. To the external vision, hardly a shadow of the past is perceptible. The store itself has been touched by the wand of a fairy and transformed into a palace of beauty. The windows are bright with the brilliant display of goods, each seemingly more beautiful than the other. Let us walk within. No dark and dingy room, dimly lighted by an 8x10 window pane or a tallow candle is here. Walls of purest crystal admit the softened rays of sunlight through mediums grateful to the eye, while at night the shaded glare of the lightning fills the room. Beneath our feet, mats and rugs and carpets of the orient deaden the sound of our footsteps, and in mid-winter the balmy air of June enters from some invisible aperture for our comfort and happiness. And what mountains of goods in these stores, systematically piled beneath the lofty ceilings! It suggests a new and superior world to be fed, clothed and supplied. Here, again, are the wide open doors of a grocery establishment, five stories in height, and filled from basement to attic. Step into the elevator a moment and merely glance at the contents of each floor. Here you see a stock of goods which would have been an actual curiosity to any one on this continent seventy years ago. Many of the goods then sold, and which are now in this stock, would not be recognized even

by our grand parents, so changed in appearance and improved are they in their new dress. Walk farther on. Here is this store in the broadest contrast with the past in the display of ladies' ready-made wearing apparel—all unknown seventy years ago—novel in style and elegance, and bewildering in their beauty. Next door to this is a book store. It bears some resemblance to those of the past, but the paper and bindings of these volumes, the genius of science and art could not have produced in 1820. Here we pass a drug store. What a change in it in seventy years! The "doctor's shop" then stood in its place, as its modest and unpretending predecessor. The various aids to the more perfect and rapid transaction of mercantile business has been equally progressive. Elevators have taken the place of stairs; young ladies and type writers have crowded out the prosy old letter writers; speaking tubes and telephones have nearly supplanted the errand boys; cables and telegraphs have kept pace with the growth of the mails; fast trains do the work formerly covered by stages and coaches. We live in a fast age, but are we any happier than our predecessors of seventy years ago? A. S. M.

The Grocer's Recompense.

A grocer works fifty-two weeks per year; that's labor. Once in a while somebody pays him for his goods; that's capital. Once in a while some son of a gun of a dead-beat runs up a big bill and vanishes without paying it; that's anarchy. Later on justice will overtake the last named creature, for there is a place where he will get his just deserts; that's hell.

RINDGE, BERTSCH & CO.,

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



We ask the trade to examine our line of Lumbermen's Socks. All the staple kinds, men's and boys', at popular prices; also the best line of Felt Boots made, in prices from \$9 to \$14. We can show you a fine line of Beaver Shoes and Slippers, foxed and plain, turns and M. S. Agents for the Boston Rubber Shoe Company.

S. K. BOLLES.

E. B. DIKEMAN.

S. K. Bolles & Co.,

77 CANAL ST., GRAND RAPIDS, MICH.

Wholesale Cigar Dealers.

"TOSS UP!"

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



SEND FOR PRICE LIST.

Holdfasts.

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

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,

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No Connection with Any Cracker Trust.

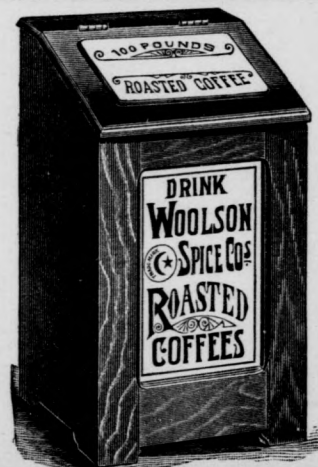
DON'T SCATTER YOUR FIRE, OR WASTE COSTLY AMMUNITION  
UNNECESSARILY--DECIDE UPON WHAT YOU WANT, THEN REACH FOR IT.



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.