

himself and wife, one daughter of eighteen years and two sons, respectively twenty and sixteen years of age. They were all Scandinavians by birth, except one boy, but were now all well educated, thoroughly Americanized, and intensely loyal to the land of their adoption. Magnussen's store stood upon the southwest corner of 160 acres of land owned by himself and in the angle where two wagon roads—one a sectional line—crossed the other. As before stated, it was built of brick, and placed upon a solid wall of stone for its foundation, with a cellar or basement ten feet deep, beneath the entire building, which was 18x46 feet. On the North end, was a large and easy entrance to this cellar, whose floor was dry the year round. The roof was flat and was covered with tin and painted, as shingles were hardly obtainable at the time, and as extensive prairie fires were frequent in that new region, Mr. Magnussen thoughtfully concluded to have one building as nearly fire proof as possible, in case it became necessary for the protection of his own and his neighbors' families.

The Magnussen family had been on the most friendly terms with the Indians in this region for years. The red men were remnants of the Sioux and Pottawotamie tribes, at that time on large reservations of their own. They were the wards of the nation and were paid their annuities about the first of May in each year. Nearly all the merchants throughout the region near the boundaries of the reservations gave the Indians with whom they were acquainted more or less credit in small sums, which was usually settled in some manner two or three times a year. Wild game and furs of various kinds were taken in pay for goods and sent eastward for a market. Carl Magnussen had not a known enemy among the Indians, but he had very many good friends, who he felt confident would, if necessary, fight in his behalf. The entire family of Magnussens were actuated by a high sense of honor in dealing with these savages; treating them as they would children, never taking the least advantage nor charging them a penny more than they did their best white customers. It was not unusual for Mr. M. to make some of them small presents, and that they were appreciated was shown by the many attempts to return the favors. If ducks or deer were plenty, the Magnussen larder contained a supply, and no Indian was ever allowed to go from their door without food, if it were known he was hungry. It was by no means unusual to see Mr. M. hand a paper of smoking tobacco and a clay pipe to half a dozen Indians about to leave for home on a cold winter day, and for fear a storm might force them to camp over night, he would add a bag of crackers, some dry fish and a few ounces of ground coffee, that they might have some of their favorite beverage, if not too lazy to build a fire by the wayside.

The sun was just setting on that bright summer day mentioned in the opening of this narrative. To hundreds of happy people in that new region it was setting for the last time. The stillness in the sparsely settled country seemed but the presage of the coming storm. Nature was robed in her richest dress. Some of the harvest had been gathered. Some of the grass had been cut and cured, but much more was yet ready for the scythe. The scattered families in the neighbor-

hood of Magnussen's store had been warned by him that trouble with the dissatisfied Indians was impending and several of them at once sought protection in this only possible place of safety near them. A few could not be made to believe there was personal danger and refused to abandon home, stock and crops to the mercy of the savages. The little store was at this hour a fortress in earnest, and thirty-four men, women and children were within the building. The front windows of the store, unlike those of to-day, were comparatively small, and heavy wooden shutters closed over them at night. They were now closed and securely fastened, the outside well covered with heavy sheet iron, except small openings at the top to admit light and air. A span of horses and one cow had been led into the basement and supplied with food for a siege. Among those who were therein assembled were five "boys in blue," to participate in their first battle with a more relentless and demoniac foe than they ever expected to meet. They were just in from a camp of raw recruits for the army, to take a farewell vacation with families and friends. All had been actively busy during the afternoon and the appearance of the store was suggestive of a camp of immigrants. Two cook stoves had been set up and quantities of provisions and water brought into the basement. Loopholes had been made in different parts of the building, many of them close beneath the roof, that the Indians might be kept away from close contact with the building, if possible. As darkness began to settle over the land, the distant horizon to the North and Northeast was lighted up here and there, as if from the burning of the tall, dry grass. This light also served to reveal any moving objects on the land at long distances away. Shortly after dark, Indians were seen moving rapidly but cautiously toward the store. As they came nearer—stopping occasionally to take a view of the premises—it was noticed that they had no guns and one or two carried a white cloth fastened to a short stick, occasionally held aloft and moved back and forth. Now and then they stood apart from each other and raised their hands, as if endeavoring to attract closer attention. As no answering signals were made in return, they seemed careful to keep out of the range of shots from the store, but were not as particular regarding the house. While one of them watched the store building, the others—three in number—began rounding up the horses, cattle, sheep and pigs belonging to Magnussen, which were standing or lying scattered about on the open prairie, and drove them off toward the Southwest. It was impossible to account for their strange actions, particularly as they offered no violence to any of the outbuildings or the house, which latter building they could have set on fire had they desired, under the cover of darkness. None of the grass round about was fired by them, as was expected, and the increasing darkness prevented any of the little garrison recognizing whether they were friends or foes. They departed with all the haste which the stock could be forced to make.

[CONCLUDED NEXT WEEK.]

Howard City—Barr Bros. have leased the building formerly used as a creamery and organized the Barr Cabinet Co., to engage in the manufacture of fancy brackets, ottomans, stands, etc.

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

OFFICE—19 and 21 Waterloo St. Telephone No. 319. WORKS—On C & W. M. and G. R. & I. R. R., one mile north of Junction. Telephone No. 611-3R

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

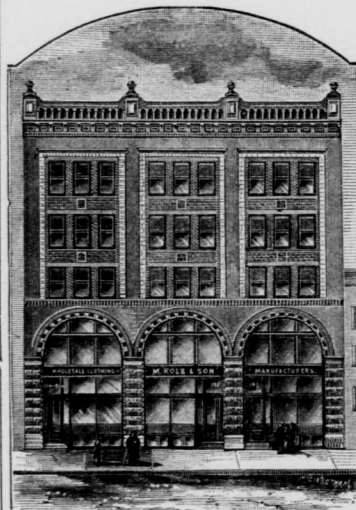
ESTABLISHED NEARLY 30 YEARS.

Michael Kolb & Son.,

ONE OF THE OLDEST AND MOST RELIABLE

Wholesale Clothing Manufacturers,

ROCHESTER, N. Y.



Instead of closing out our entire line of winter goods to one or two large merchants, we give every retailer an opportunity to secure great bargains in Chevoit, Kersey, Melton, Chinchilla and other material Overcoats, Ulsters, Pea Jackets and Vests. Also elegant Chevoit, Cassimere, Fancy Worsted and other suits in Cut-Away Frocks, Single and Double-Breasted Sacks, Prince Albert Coats and Vests and a few bargains in Pants.

Our representative, **WILLIAM CONNOR**, will be at Sweet's Hotel, Grand Rapids, Mich., on Thursday and Friday next, Nov. 13 and 14. Call and inspect these bargains. No better make or fitting in the market. Expenses allowed.

Any Merchant writing at any time to **WILLIAM CONNOR**, Box 346, Marshall, Mich., where he resides, wishing him to call upon them, he will gladly do so, and if he does not have what the merchant requires, there will be no harm done.

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.

A Carnival During Fair Week.

E. B. Dikeman makes a good suggestion in connection with the next annual fair, which the merchants of Monroe and Canal streets would do well to consider. He proposes that a carnival be held on the Wednesday evening of fair week, during which time the two streets be illuminated as Canal street was on the occasion of the christening of the new pavement; that trade displays on vans and wagons be made for an hour, after which a thousand maskers be given the right of way. Such an entertainment would be new to most of the strangers who visit Grand Rapids on the occasion of a fair and would add largely to the pleasure of the exhibition. The cost would probably not exceed \$1,000, as the expense of the Canal street "blow-out" was only \$310, and the expenditure would give the city one of the best advertisements she ever had. Mr. Dikeman is satisfied that all the manufacturers and jobbers would gladly avail themselves of an opportunity to advertise their lines before so large a crowd and the retail dealers on the two streets would jump at a chance to contribute to a common fund to supply the necessary illumination.

In this connection, it may be stated that a movement is on foot among the directors of the West Michigan Fair Association to secure a lease of the Comstock property, float bonds to a sufficient amount to erect the necessary buildings and resume the holding of the fairs for which this society has acquired a well-merited reputation. The gentlemen who are identified in this movement assert that the sentiment against the site selected by the directors of the Kent county

society is so strong as to warrant them in taking this step. A meeting in furtherance of this project is to be held in this city to-day.

Some Reasons Why Merchants Should Take "The Tradesman."

Every retail merchant should take **THE TRADESMAN** because it is his organ and is devoted especially to his interest.

It watches the markets in his interest and informs him of those matters which are to his personal advantage.

It gives timely warning of contemplated changes in prices, to the end that full stocks may be purchased when an advance is imminent, and small purchases made when a decline is likely to occur.

It is the uncompromising foe of trusts, pools and combinations and is always alert to devise methods to controvert the influence of the bloodsuckers of trade.

Its reading matter pertains almost exclusively to mercantile affairs, making the paper of more value to him than any other journal.

It contains more strictly original matter than any other paper of its class.

Every wholesale merchant should take **THE TRADESMAN** because it gives him especial information regarding the movements, the changes and new establishments of the retailers throughout this territory.

Cheaper to Borrow.

Mrs. Bingo—I want to get some pie plates.

Salesman—Yes, ma'am. How will these do? I just sold half a dozen to your next door neighbor.

Mrs. Bingo—If that's the case, I guess I won't need any.

BANKRUPT SALE POTATOES!

Of Sporting Goods.

Having bought the entire stock of **Spalding & Co.**, 100 Monroe St., of the assignee, it must be sold out at once at way below wholesale prices. Avail yourselves of this opportunity.

C. B. JUDD.

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.*

SEEDS AND GRAIN

Mention this paper.

W. H. MOREHOUSE & CO.
Wholesale Dealers in
GRAIN, CLOVER and TIMOTHY
Hungarian, White Clover, Red Top,
Millet, Alfalfa or Lucerne, Blue Grass,
Orchard Grass, Lawn Grass, POPCORN, etc.
CHOICE CLOVER and TIMOTHY SEEDS
a specialty.
Orders for purchase or sale of Seeds for future delivery
promptly attended to. Correspondence solicited.
Warehouses—325 & 327 Erie St. } **TOLEDO, OHIO.**
Office—46 Produce Exchange, }

HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY,

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.

WANTED!

Potatoes and Onions in Car Lots.

GRAND RAPIDS FRUIT AND PRODUCE CO.,
GRAND RAPIDS.

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.

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.

AMONG THE TRADE.

AROUND THE STATE.

Rockford—Grummett & Stevens have opened a meat market.

Sturgis—Dale & Gephart succeed C. E. Tracy in the meat business.

Sturgis—S. G. Newman has sold his grocery stock to J. C. Keim.

Adrian—Geo. A. Young has sold his grocery stock to Jas. Metcalf.

Sturgis—M. D. Crandall has sold his grocery stock to C. H. Beecher.

Lowell—A. B. Johnson has sold his grocery stock to Frank B. Clark.

Dundee—Geo. W. Barton succeeds Collins & Wright in the meat business.

Millington—Thos. M. Maisey has removed his bakery business to Gladwin.

Bellevue—I. D. Brackett has sold his clothing and grocery stock to John Evans.

High Bridge—Geo. H. DeBois has arranged to open a grocery store in the near future.

Union City—Mrs. N. Vosburgh succeeds Mrs. G. W. Carpenter in the millinery business.

Eldridge—Julia E. Tennant has opened a grocery store at the former stand of Jesse M. Tennant.

Muskegon—Boyce Bros. have sold their meat market on Pine street to E. H. Norton, late of Shelby.

Petoskey—Bower & Barber have purchased the L. J. Fasquelle drug stock of John J. Dodds, the mortgagee.

Pierson—C. E. Coburn has moved his grocery stock into his new store building, 20 x 52 feet in dimensions.

Wayland—E. H. Morse is manager of the new drug store recently opened by Dr. A. Hanlon, of Middleville.

Saginaw—R. M. Robins has sold his grocery stock to Charles Robins—not C. R. Tobias, as previously stated.

Plainwell—J. A. Sidle has sold his grocery stock to Burt Granger, who will continue the business at the same location.

Belding—J. B. Vincent has sold his dry goods and grocery stock to Willis D. Sinclair, who will close out the dry goods.

Cassopolis—H. J. Webb has sold his drug stock to his clerk, O. E. Wood, who will continue the business at the old location.

Muskegon—The Viaduct Drug Store has been opened at the corner of Washington avenue and Beidler street under the management of Garrett Van Arkel.

Palo—C. B. Johnson has sold his drug stock to C. H. Mandeville. He will continue the grocery and book and stationery business, adding thereto a stock of crockery and glassware.

Sebewa—P. F. Knapp's general stock was completely destroyed by fire on the 11th. The loss is estimated at \$8,000, partially covered by insurance. The fire was of incendiary origin.

Nashville—Col. M. B. Houghton, John C. Houghton and Judd E. Houghton will form a copartnership under the style of M. B. Houghton & Sons and embark in the cigar and tobacco business here about Jan. 1.

Galesburg—The Masonic fraternity is building a two-story brick block, 28x100 feet in dimensions. The upper floor will be occupied by the owners as a lodge room and the ground floor will be used as a public hall.

Owosso—D. R. Salisbury has purchased the boot and shoe business of his brother, J. F. Salisbury, and will consolidate the

stock of his Lansing and Owosso stores, and will continue the business at the old stand in this city.

Woodland—H. C. Carpenter is arranging to build a two-story brick block early in the spring. Of the four stores in the block, H. C. Carpenter & Son will occupy two with their hardware, C. C. Deane one with his clothing stock and Frank Aspinwall one with his cigar and confectionery stock.

Martin—The P. of I. Stock Co. has been organized by three or four business men and about 100 farmers, with a capital stock of \$5,000, of which \$3,500 is paid in. Wm. H. Hooper is President, N. A. Campbell, Vice-President, and C. C. Murray Secretary and Treasurer. The company will carry a general line and sell goods on 10 per cent.

MANUFACTURING MATTERS.

Lake Brewster—Chas. E. Brewster is rebuilding his sawmill, recently destroyed by fire, and expects to start up again by Dec. 1.

Saginaw—Brown & Ryan will put in 10,000,000 feet of pine, hemlock and hardwood logs this winter, which will be manufactured here.

Alpena—The Morse Manufacturing Co. has sold its sawmill and water power to the Alpena Water Co. The Morse company will operate the mill during the season of 1891. The consideration was \$29,000.

Aarwood—A. Newell & Son are over-run with business in their custom saw and planing mill and are looking up a larger power, contemplating putting in an addition of a forty-horse-power engine and boiler.

Ionia—J. E. Just, C. J. Rumsey and L. B. Townsend, who recently purchased the plant of the defunct Capital Wagon Works, at Lansing, are negotiating with the business men of this city and Belding, with a view to removing the factory to one place or the other. It is proposed to organize a stock company, with a capital of \$100,000, \$30,000 of which the present owners of the plant will take for their interest. Both towns are awake on the subject, and lively bidding for the enterprise is anticipated.

VISITING BUYERS.

Wm. De Pree, Leeland	M V Gundrum, Leroy
I A Woodard, Ashland	A Norris & Son, Cassovia
W R McMurray, Ada	B S Holly, Woodland
F Narrengang, Byron Center	C A Dimling, Brutus
Carrington & North, Bailey	J D Noah, Moline
L Day, Grandville	Frank Narrengang,
N B Granger, Plainwell	Byron Center
J S Barker, Morley	Henry Meljerling, Jamestown
C M Edick, Benton Harbor	W D Struik, Byron Center
H Van Noord, Jamestown	John Meyers, Noordeloos
L Cook, Bauer	John De Vries, Jamestown
Smallegan & Packard,	L A Knowles, Stetson
Forest Grove	W L Hazlett, Wayland
J M Westover, Fruitport	T Van Eenennaam, Zeeland
J M Cloud, Cadillac	W R Lawton, Berlin
J Raymond, Berlin	G Ten Hoer, Forest Grove
J C Morris, Mulliken	John Damstra, Gitchell
G A Ball, Brighton	L L Thomas, Cannonsburg
A R McKinnon, Shelby	H Van Nord, Jamestown
John H Miller, Muskegon	Paul J Tanis, Muskegon
F N Comwell, Griswold	J W Mead, Berlin
W N Hutchinson, Grant	J V Crandall & Co., Sand Lk
A W Fenton, Bailey	M E Slemmons & Co., Edmore
C H Deming, Dutton	G B Nichols, Martin
A C Wait, Coat's Grove	A Shoak, Coral
E Steketee, Holland	Geo J Stevens, Bangor
Maston & Hammond,	David Holmes, Woodville
Grandville	J B Watson, Coopersville
Kohlenstein Bros.,	R A Hastings, Sparta
Caledonia	Thos. Heffernan, Beldwin
J H Manning, Ashland	L M Wolf, Hudsonville
J W Colburn & Bro.,	G Tenhoor, Forest Grove
Caledonia	Neal McMillan, Rockford
J R Harrison, Sparta	A J White, Bass River
Mrs. G Mueller, Muskegon	Stone & Hall, Vermontville
John Giles & Co., Lowell	Osborn & Hammond,
Geo Schlichtel, New Salem	Luther
Mrs R. Burbank, Spring Lk	Frank Cornell, Sebewa
J A Woodard, Lake Pk	Stone & Hall, Muskegon
Jorgensen & Hemmingsen,	Lamoureux & Beerman,
Ashland	Fruitport
O P De Witt, St. Johns	A G Bush, Clarksville
P H Kimart, Orange	M McCulloch, Berlin
O Green, Martin	S J Koon, Lisbon
J Ensing, Kalamazoo	Hessler Bros., Rockford
H Freeman, Mancelona	Geo P Stark, Cascade
Williams & Kerry	L Cook, Bauer
Reed City	Wm VerMeulen, Beaver Dam
J L Farnum, Mancelona	F Narrengang, Byron Cent'r
D D Harris, Shelbyville	E S Botsford, Dorr
Geo E Burley, Canada Cors	Carrington & North, Trent
Burs & Son, Sullivan	Alex Denton, Howard City
Monroe & De Haven,	A Purchase, So Blendon
Bangor	O Rodenbaugh of E. Bros.,
Dr. W H Andrews, Fennville	Mancelona
Mills & Mills, Ashland	R Osterhof, Ferryburg
S K Northam, Traverse Cy	G H Remington, Bangor
F D Cleveland, Shepardsville	P of I Stock Co., Martin
Henry Roe, Nashville	C E Coburn, Pierson

The Gentlemanly Bank Teller.

From the Boston Post.

It always amuses me when I receive a notice to the effect that my bank account is overdrawn (and, by the way, I trust that I shall fall in nobody's estimation through the frank admission that I am sometimes overtaken by this misfortune). The manner of it is this: A messenger, not the postman, brings me a letter couched in the following terms:

DEAR SIR:—I make your account overdrawn \$575.84 (it is usually a little less than that), and I think the mistake is yours.

Yours truly,

Teller.

The politeness of this pleases me very much. Of course the teller knows that the mistake is mine, but, with a kind of Chinese civility, he puts the unpleasant fact in the form of a mere opinion. Perhaps this considerate formula has come down as a tradition in banks from the old and courtly days. It only remains to add that my bank account is overdrawn, not because my resources are straitened, but because I have such a lavish, careless, munificent way of throwing my money about.

L. Perrigo, manufacturing chemist at Paw Paw, was in town last Friday.

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

Galesburg—Barlow & Youmans have begun the erection of a windmill factory near the depot.

Menominee—The Kirby-Carpenter Co.'s three sawmills cut a total of 500,000 daily when in full operation. During October the company made its largest month's rail shipments, and now has 45,000,000 feet in pile.

West Bay City—The sawmill property of L. L. Hotchkiss & Co. has been sold to the Kern-Heisner Manufacturing Co. for \$40,000. The company has been incorporated with a capital stock of \$50,000, and will build a stave mill, and a sawmill to contain two bands.

ESTABLISHED 1874.

I offer to the trade of Western Michigan, at prices that will compare favorably with any house in the trade, a complete stock of every article pertaining to the drug business, a large and well selected line of Druggists' and Stationers' Sundries, a magnificent assortment of

Holiday Goods

Comprising the latest novelties in *Plush, Metal and Leather Fancy Goods, European Pottery, Albums, Dolls, Toys and Games* in endless variety.

Many years of experience in purchasing goods especially adapted to the trade of Western Michigan enable us to bring together a collection of saleable and

Popular Priced

Articles not to be seen elsewhere, and with greatly increased facilities, we have outdone all previous efforts for the present season. Dealers who are looking for something new, will find it to their interest to call and look over our samples before placing their orders. Orders by mail for any goods in our line will receive prompt attention.

Fred Brundage,

21, 23, 25 and 27 Terrace St., MUSKEGON, MICH

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.

P. B. OYSTERS. P. B.

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

THE PUTNAM CANDY CO.

GRAND RAPIDS GOSSIP.

Zalsman Bros. have engaged in the grocery business at Holland. The Olney & Judson Grocer Co. furnished the stock.

Geo. Coons, Chas. H. Pierce and John Westervelt have formed a copartnership under the style of Geo. Coons & Co. and engaged in the grocery business at Alba. Lemon & Peters furnished the stock.

It is reported that the new Peoples Savings Bank has secured a lease of the store at the corner of Monroe and North Ionia streets, now occupied by C. B. Judd and W. R. Cushman, and will take possession of the same about the first of the year.

John B. Hughes uttered three chattel mortgages last week—\$2,150 to Henry B. Grady, \$1,875 to Henry A. Britt and \$1,000 to Edmund M. Staher. The mortgages cover his saloon property on North Ionia street, his half interest in the saloon on Pearl street and his horse and two carriages. The unsecured creditors also hold claims to the amount of nearly \$5,000. The failure is attributed to Hughes' extravagance in fitting up his places of business.

Stimulated by the success of the Michigan Trust Co., it is reported that a number of local capitalists are considering the plan of inaugurating another institution of that character, using the present plant of the Grand Rapids Safety Deposit Co. as a nucleus. Sidney F. Stevens, Treasurer of the Deposit Co., would neither affirm nor deny the truth of the report, when questioned in regard to the matter, which gives ground for the belief that negotiations are now in progress with the prime movers of the proposed undertaking.

Gripsack Brigade.

C. F. Williams, traveling representative for L. Perrigo & Co., of Paw Paw, put in Sunday with friends here.

Chas. Livingston has pulled off the road and embarked in the real estate business as a member of the firm of Hogadone, Moorman & Co.

Chas. G. McIntyre has gone on the road for Wm. Taylor, Son & Co., wholesale dry goods dealers of Cleveland. He covers the same territory he did for F. A. Wurzburg & Co.

Judd E. Houghton, traveling representative for P. Lorillard & Co., is accompanying Byron S. Davenport on his rounds this week. Dealers on the line of march would do well to take to the woods.

C. H. Brown, traveling representative for Martin Maier & Co., of Detroit, died on the 6th and was buried on the 9th. He was a member of the Michigan Commercial Travelers' Association and the Detroit members attended in a body.

M. J. Matthews, Secretary of the Michigan Commercial Travelers' Association, returned to Detroit Monday, having secured about a dozen applications for membership as the result of a four days' stay here.

Association Notes.

Owosso Times: "The Business Men's Association is agitating the question of more grain elevators for Owosso and is endeavoring to have the railroad companies erect them."

Traverse City will send three delegates to the State convention.

Those who propose attending the State convention should not fail to send to the Secretary for reduced rate certificates previous to the meeting.

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.

MUST BE SOLD ON ACCOUNT OF FAILING health, a No. 1 stock of boots, shoes and rubbers, groceries and provisions; best location and good trade; easy terms and a big bargain. For particulars see Rindge, Hertsch & Co., Olney & Judson Grocer Co., Grand Rapids, or address Lock Box 25, Harbor Springs, Mich. 143

WANTED—SITUATION IN GROCERY BY AN experienced grocery clerk twenty-one years old; best of references. Address No. 114, care Michigan Tradesman. 144

FOR SALE—DRUG STOCK AND FIXTURES—GOOD business; established six years; will sell at inventory. O. H. Richmond & Co., Grand Rapids, Mich. 140

FOR SALE OR EXCHANGE—A GOOD HOME IN Charlotte for grocery stock; any location. Address J. D. Burkhead, 694 South Madison, Grand Rapids. 142

CLOTHING MEN—ATTENTION—NEW STORE VERY centrally located in one of the smartest villages in Michigan can be had for the clothing business; rent reasonable. Address 139, care Michigan Tradesman. 139

FOR SALE—WELL-SELECTED DRUG STOCK AND new fixtures in desirable location in this city; will sell at invoice on reasonable terms; reason for selling, owner has other business. L. M. Mills, 54 South Ionia street, Grand Rapids. 135

FOR SALE OR RENT—IN ORDER TO GIVE MORE attention to my jobbing trade, I will sell my retail store at 45 South Division street, Grand Rapids; store is near Monroe street and has done a successful flour, feed and grain business for the past fifteen years; will sell store to make good investment or will rent for term of years; a good chance for the right man. For particulars address Thos. E. Wykes, Grand Rapids. 134

FOR SALE—SHOE STOCK. J. E. FOSTER, DOWA- glac, Mich. 136

WANTED—TO PURCHASE STOCK OF MERCHAN- dise, hardware, groceries, boots and shoes; send particulars. Address Box 67, Salem, Neb. 137

FOR SALE OR EXCHANGE—INTEREST IN SAWMILL and planer, store or orange grove in Florida to right party who will take charge of same. Also house and lot and small farm in Michigan for larger farm or stock of goods. Smith & Co., Hanover, Mich. 132

TO EXCHANGE—I HAVE \$40,000 IN FARMS AND city property to exchange for merchandise in stocks of \$1,000 or upwards. G. W. Watrous, Lansing, Mich. 130

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

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

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

FOR SALE—STOCK OF HARDWARE AND BUILD- ing 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—POSITION BY REGISTERED PHARMA- cist; four years' practical experience. Address Box 170, Bangor, Mich. 141

WANTED—BY A YOUNG MARRIED MAN OF THREE years' experience, position as clerk and bookkeeper in some general store in small town to 2,000 inhabitants. Address, G. C., Box 153, Lowell, Mich. 119

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

MISCELLANEOUS.

WANTED—A SECOND-HAND SAWMILL, WITHOUT power; must be cheap for spot cash; give description, condition and price f. o. b. cars. Chas. E. Brewster, Lake Brewster, Mich. 138

WANTED—5,000 BUSHELS OF NEW CLOVER SEED; state price and how much you have for sale. Gooding & Son, Gooding, Mich. 133

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

ABOLISH THE PASS BOOK AND SUBSTITUTE THE Tradesman Coupon, which is now in use by over 5,000 Michigan merchants—all of whom are warm in praise of its effectiveness. Send for sample order, which will be sent prepaid on receipt of \$1. The Tradesman Company, Grand Rapids. 564

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

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.

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.

The P. B. Cough Drops

HAVE NO EQUAL. SOLD EVERYWHERE. MANUFACTURED BY PUTNAM CANDY CO.

The P. B. Cough Drops

ARE PURE, CLEAN AND HIGHLY MEDICATED. MANUFACTURED BY PUTNAM CANDY CO.

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 & Company,

Manufacturers of

Show Cases

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.

63 and 65 Canal St., - GRAND RAPIDS.

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

FLOUR SACKS, GROCERY BAGS, TWINE AND WOODEN WARE.

Houseman Block,

Grand Rapids, Mich.

Dry Goods.

The Value of Good Light.

Written for THE TRADESMAN.

I plead for light—more light in dark stores. I am satisfied that our suburban and village merchants do not sufficiently appreciate the value of a well-lighted store. People are like flies and moths—they are attracted by light. Did you never observe how people will walk by a dimly-lighted store and stop at the one most brilliantly lighted? It is no apology for darkness that you have no gas works or electric plants near you. The cheapest of all good lights now is kerosene oil, and the improvement in lamps to burn it is such that a gallon consumed every night will light a store room 25x80 equal to the noonday sun. Ten cents a day for oil. Think of it. Sixty cents a week for light! It is not probable you burn half that now, or your store would attract more people. Two quarts a day in an ordinary country store will answer very well—and you cannot afford to burn less—and will, in the course of the season, pay for itself many times over. Under no circumstances can you afford to light your store poorly. Two or three sales in an evening will pay for your extra oil and eventually add a large interest to the investment.

I took a walk the other evening in the suburbs of a city not a thousand miles away and some of the stores I passed reminded me of the days of tallow candles. Only a faint glimmering light emanated from the antiquated lamps standing on showcases and barrels. The night was moonless and starless, with a drizzling rain coming down, and, consequently, nobody out—no trade. That is just the reason there should have been a better light than usual. It will be noticed by the few who are on the street, and they will take special pains to go past your door—if they do not call—as they can see better to avoid the mud and storm and should they not stop, ten to one but they will notice something in the bright window which they will send for within twenty-four hours. At such a time that extra well-lighted store will be noticed by your neighbors at home, a block or more away. Dark, stormy nights, when you do not expect much trade, are just the times to advertise, and a brilliantly lighted store will do it. Where is it you find the crowds of people walking, to see and be seen, on any pleasant evening, if dark? It is on any of the main streets of a village or city, simply because they are usually best lighted. Those merchants know the value of good lights. It will tell you at once whether the best-lighted stores will pay, by noticing the fact that the most people walk on the side of any street having the most brilliant lights and they go slower, and stop oftener to feast the eyes upon the goods they can see so plainly. The very last economy a merchant should practice is economy in light. A dirty store is inexcusable, but a dark and dingy one is worse. Get plenty of lamps and use plenty of oil—if you burn oil—and continue the brilliant light until, if possible, your place of business would be easily recognized by a stranger, on that account. X.

Plainwell—J. W. Shepard and H. E. Buxton have formed a copartnership under the style of Shepard & Buxton and engaged in the grocery business.

Prices Current.

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

XMAS GOODS

IN HANDKERCHIEFS, MUFFLERS, GLOVES, NECKWEAR,
TABLE COVERS, NAPKINS, SPLASHERS, APRONS, DOLLS,
PERFUMES, JEWELRY, CLOCKS, POCKETBOOKS, KNIVES,
FANCY SOAPS, FANCY CASES, PAPETERIES, AND A
COMPLETE LINE OF FANCY NOTIONS.

P. STEKETEE & SONS,

IMPORTERS AND JOBBERS,

81 and 83 MONROE ST.

10, 12, 14, 16, 18 FOUNTAIN ST.,

GRAND RAPIDS, MICH.

J.&P.COATS'

BEST
SIX-CORD
Spool Cotton

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

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of Staple and Fancy

Dry Goods

NOTIONS AND HOLIDAY GOODS.

Manufacturers of

Shirts, Pants, Overalls, Etc.

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

48, 50 and 52 Ottawa St.,

GRAND RAPIDS, - - MICH

WHOLESALE.

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

Send for circular and price list.

Smith & Sanford,

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.

HARDWARE.

The Latest Fad.

Men in all walks of life have fads, but traveling men, probably have the "most complete line," and some one of the "boys on the road" are always on the *qui vive* to inaugurate some new idea and to get his fellow drummers infatuated with it. While riding on a Boston street car recently a reporter inadvertently was made acquainted with the latest. This is how it happened:

Two well dressed gentlemen occupied a seat immediately in front of the reporter, and when the conductor's salutation of "fares, please," reached their ears the one who afterwards turned out to be a drummer pulled forth a roll of money, and tendered a \$2 bill to the railway official, and said: "Two out."

The conductor thought the man was trying to give him "a roast."

"I have some change," said the friend. "Never mind, take it out of this."

The conductor looked volumes, but said nothing, and the traveling man received a handful of small change.

"What did you do that for?" asked the companion of the man who paid.

After carefully picking out the 10 cent pieces and putting them in a separate pocket, the traveling man said:

"It's the latest. Haven't you heard of it? It is the 10 cent fad. All the boys on the road have got it."

"How does it go?" asked the friend.

"We spend a great deal, and this is one way in which we can save money. I save every 10 cent piece I can get a hold of. If I want a cigar or a drink, and only have a dime in change, I either go without or break a bill. In either case, I hold on to all the dimes I receive in change. I caught onto the wrinkle about two months ago, and in this way have managed to put away a good many dollars that I would otherwise have spent. If you want to save your cash just try it. You will never miss a dime, and ten of them make a dollar."

Failed to Grasp the Situation.

Hunter—Did you see a fox and a dog cross the road here about twenty minutes ago?

Countryman—Yes, sir, I should say it was just about that time when they crossed.

"Well, how were they making it?"

"It were a pretty close run, sir. If anything, I should say the dog were a little ahead."

Caro—A. D. Moreland succeeds Moreland Bros. in the agricultural implement business.

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.,

Lehigh Ave. and American St., Philadelphia, Pa.

OR TO JOHN H. GRAHAM & CO.,

113 Chambers St., New York.

Prices Current.

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

AUGURS AND BITS.	dis.
Snell's.....	60
Cook's.....	40
Jennings' genuine.....	25
Jennings' imitation.....	50&10

AXES.	
First Quality, S. B. Bronze.....	\$ 8 50
" D. B. Bronze.....	12 50
" S. B. S. Steel.....	9 50
" D. B. Steel.....	14 00

RAILROADS.	
Railroad.....	\$ 14 00
Garden.....	net 30 00

BOLTS.	
Stove.....	50&10
Carriage new list.....	70
Plow.....	40&10
Sleigh shoe.....	70

BUCKETS.	
Well, plain.....	\$ 3 50
Well, swivel.....	4 00

BUTTS, CAST.	
Cast Loose Pin, figured.....	70&10
Wrought Narrow, bright fast joint.....	60&10
Wrought Loose Pin.....	60&10
Wrought Table.....	60&10
Wrought Inside Blind.....	60&10
Wrought Brass.....	75
Blind, Clark's.....	70&10
Blind, Parker's.....	70&10
Blind, Shepard's.....	70

BLOCKS.	
Ordinary Tackle, list April 17, '85.....	40

CRADLES.	
Grain.....	dis. 50&10

CROW BARS.	
Cast Steel.....	per lb 5

CAPS.	
Ely's 1-10.....	per m 65
Hick's C. F.....	" 60
G. D.....	" 35
Musket.....	" 60

CARTRIDGES.	
Rim Fire.....	50
Central Fire.....	dis. 25

CHISELS.	
Socket Firmer.....	70&10
Socket Framing.....	70&10
Socket Corner.....	70&10
Socket Slicks.....	70&10
Butchers' Tanged Firmer.....	40

COMBS.	
Curry, Lawrence's.....	40
Hotchkiss.....	25

CHALK.	
White Crayons, per gross.....	120 12 1/2 dis. 10

COPPER.	
Planished, 14 oz cut to size.....	per pound 31
" 14x52, 14x56, 14x60.....	28
Cold Rolled, 14x56 and 14x60.....	28
Cold Rolled, 14x48.....	28
Bottoms.....	30

DRILLS.	
Morse's Bit Stocks.....	50
Taper and straight Shank.....	50
Morse's Taper Shank.....	50

DIPPING PANS.	
Small sizes, ser pound.....	07
Large sizes, per pound.....	6 1/4

ELBOWS.	
Com. 4 piece, 6 in.....	doz. net 75
Corrugated.....	dis. 20&10&10
Adjustable.....	dis. 40&10

EXPANSIVE BITS.	
Clark's, small, \$18; large, \$36.....	30
Ives', 1, \$18; 2, \$24; 3, \$30.....	25

FILES—New List.	
Diston's.....	60&10
New American.....	60&10
Nicholson's.....	60&10
Heller's.....	50
Heller's Horse Rasps.....	50

GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 18.....	18
Discount, 60.....	

GAUGES.	
Stanley Rule and Level Co.'s.....	50

HAMMERS.	
Maydole & Co.'s.....	dis. 25
Kip's.....	dis. 25
Yerkes & Plumb's.....	dis. 40&10
Mason's Solid Cast Steel.....	30c list 60
Blacksmith's Solid Cast Steel, Hand.....	30c 40&10

HINGES.	
Gate, Clark's, 1, 2, 3.....	dis. 60&10
State.....	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer.....	3 1/4
Screw Hook and Eye, 1/2.....	net 10
" " " 3/4.....	net 8 1/4
" " " 1.....	net 7 1/4
" " " 1 1/4.....	net 7 1/4
Strap and T.....	dis. 70

HANGERS.	
Barn Door Kidder Mfg. Co., Wood track.....	50&10
Champion, anti-friction.....	60&10
Kidder, wood track.....	40

HOLLOW WARE.	
Pots.....	60
Kettles.....	60
Spiders.....	60
Gray enameled.....	40&10

HOUSE FURNISHING GOODS.	
Stamped Tin Ware.....	new list 70
Japanned Tin Ware.....	25
Granite Iron Ware.....	new list 33 1/2&10

WIRE GOODS.	
Bright.....	70&10&10
Screw Eyes.....	70&10&10
Hook's.....	70&10&10
Gate Hooks and Eyes.....	70&10&10

LEVELS.	
Stanley Rule and Level Co.'s.....	dis. 70
KNOS—New List.	
Door, mineral, jap. trimmings.....	dis. 55
Door, porcelain, jap. trimmings.....	55
Door, porcelain, plated trimmings.....	55
Door, porcelain, trimmings.....	55
Drawer and Shutter, porcelain.....	70

LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list.....	dis. 55
Mallory, Wheeler & Co.'s.....	55
Branford's.....	55
Norwalk's.....	55

MATTOCKS.	
Adze Eye.....	\$16.00, dis. 60
Hunt Eye.....	\$15.00, dis. 60
Hunt's.....	\$18.50, dis. 30&10.

MAULS.	
Sperry & Co.'s, Post, handled.....	dis. 50

MILLS.	
Coffee, Parkers Co.'s.....	dis. 40
" P. S. & W. Mfg. Co.'s Malleables.....	40
" Landers, Ferry & Co.'s.....	40
" Enterprise.....	25

MOLASSES GATES.	
Stebbin's Pattern.....	dis. 60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	25

NAILS.	
Steel nails, base.....	1 95
Wire nails, base.....	2 45
Advance over base:	
Steel.....	Base 10
Base.....	Base 10

WRENCHES.	
10.....	30
12.....	30
14.....	30
16.....	30
18.....	30
20.....	30
22.....	30
24.....	30
26.....	30
28.....	30
30.....	30
32.....	30
34.....	30
36.....	30
38.....	30
40.....	30
42.....	30
44.....	30
46.....	30
48.....	30
50.....	30
52.....	30
54.....	30
56.....	30
58.....	30
60.....	30
62.....	30
64.....	30
66.....	30
68.....	30
70.....	30
72.....	30
74.....	30
76.....	30
78.....	30
80.....	30
82.....	30
84.....	30
86.....	30
88.....	30
90.....	30
92.....	30
94.....	30
96.....	30
98.....	30
100.....	30

PLANES.	
Ohio Tool Co.'s, fancy.....	dis. 240
Sciota Bench.....	240
Sandusky Tool Co.'s, fancy.....	240
Bench, first quality.....	240
Stanley Rule and Level Co.'s, wood.....	240

PANS.	
Fry, Acme.....	dis. 60-10
Common, polished.....	dis. 70

RIVETS.	
Iron and Tinned.....	40
Copper Rivets and Burs.....	50

PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27.....	10 30
"B" Wood's pat. planished, Nos. 25 to 27.....	9 30
Broken packs 1/2 c per pound extra.....	

ROPES.	
Sisal, 1/2 inch and larger.....	10
Manilla.....	15

SQUARES.	
Steel and Iron.....	dis. 75
Try and Bevels.....	60
Mitre.....	20

SHEET IRON.	
Nos. 10 to 14.....	Com. Smooth. Com. 24 20 23 10
Nos. 15 to 17.....	4 20 3 20
Nos. 18 to 21.....	4 20 3 20
Nos. 22 to 24.....	4 20 3 20
Nos. 25 to 28.....	4 40 3 40
No. 27.....	4 60 3 60
wide not less than 2-10 extra.....	

SAND PAPER.	
List acct. 19, '86.....	dis. 40&10

SASH CORD.	
Silver Lake, White A.....	list 50
" Drab A.....	" 55
" White B.....	" 50
" Drab B.....	" 55
" White C.....	" 35
Discount, 10.....	

SASH WEIGHTS.	
Solid Eyes.....	per ton \$25

SAWS.	
" Hand.....	dis. 20
Silver Steel Dia. X Cuts, per foot.....	70
Special Steel Dex X Cuts, per foot.....	50
Special Steel Dia. X Cuts, per foot.....	30
Champion and Electric Tooth X Cuts, per foot.....	30

TRAPS.	
Steel, Game.....	dis. 60&10
Oneida Community, Newhouse's.....	35
Oneida Community, Hawley & Norton's.....	70
Mouse, choker.....	18c per doz.
Mouse, delusion.....	\$1.50 per doz.

WIRE.	
Bright Market.....	dis. 65
Annealed Market.....	70-10
Coppered Market.....	60
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed, Fence, galvanized.....	3 60
Barbed, Fence, painted.....	3 60

HORSE NAILS.	
Au Sable.....	dis. 25&10 25&10&5
Putnam.....	dis. 05
Northwestern.....	dis. 10&10

MISCELLANEOUS.	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75&10

METALS.	
Pig Tin.....	28c
Pig Large.....	30c
Pig Bars.....	30c

ZINC.	
Duty: Sheet, 2 1/2 c per pound.....	7 1/2
660 pound casks.....	7 1/2
Per pound.....	7 1/2

SOLDER.	
1/2 1/2.....	18
Extra Wiping.....	15

The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

ANTIMONY.	
Cookson.....	per pound 16
Hallett's.....	" 13

TIN—MELYN GRADE.	
10x14 IC, Charcoal.....	\$ 7 00
14x20 IC, ".....	7 10
10x14 IX, ".....	8 75
14x20 IX, ".....	8 75
Each additional X on this grade, \$1.75.	

TIN—ALLAWAY GRADE.	
10x14 IC, Charcoal.....	\$ 6 25
14x20 IC, ".....	6 25
10x14 IX, ".....	7 75
14x20 IX, ".....	7 75
Each additional X on this grade \$1.50.	

ROOFING PLATES.	
14x20 IC, " Worcester.....	6 25
14x20 IX, " ".....	7 75
20x28 IC, " ".....	13 00
14x20 IC, " Allaway Grade.....	5 50
14x20 IX, " ".....	7 00
20x28 IC, " ".....	11 50
20x28 IX, " ".....	14 50

BOILER SIZE TIN PLATE.	
14x28 IX.....	\$14 00
14x31 IX.....	15 50
14x56 IX, for No. 8 Boilers.....	per pound 10
14x60 IX, " " " ".....	" 9

Du Pont's Powder.

Rifle, Eagle Ducking,
Choke Bore, Blasting,
Crystal Grain.

We have been appointed Wholesale Selling Agents for Western Michigan. If the jobber of whom you buy will not supply you, order of us direct.

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

The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

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 19, 1890.

The narrative begun on the first page this week is substantially founded on facts, several persons now residing in this city having furnished the necessary data.

An interesting article on kleptomania is in preparation for next week's paper. It treats the subject from the standpoint of the dealer and embodies the experience of leading Grand Rapids merchants, as well as the life long observations of the writer.

RANDOM REFLECTIONS.

The merchant or his clerk is not always to be censured for being a little cross—in fact, for speaking his mind plainly but kindly to a customer who is either too wilful and thoughtless or too ignorant to handle goods as a lady or gentleman should. I saw a man ask to look at some pocket knives the other day—he did not say he wished to buy any—in a first-class store where, if he had any sense, he would know that it was only necessary to ask for a good knife and he would get it, or a cheap one and he could have that, but, instead, he wanted to handle them all over. He commenced by opening the blades of each one in turn and, taking the bright polished blade of one between his moist thumb and finger and rubbing it back and forth caressingly for a moment—it was so smooth, you know—he then coolly raised it to his open mouth and exhaled upon it several times. The gentleman in attendance, who was first nervous at the manipulation by the hands, now paled at this last action and said: "My friend, do you not know that moisture will rust and injure fine cutlery? Why do you breathe upon the blade?" "O," replied the man, "didn't you know that was the best test for good stuff in a knife? If that is good steel, that breath o' mine 'll go off on a run, but if it's poor stuff, it goes off very slow." I instinctively looked around for the fool-killer, but, unfortunately, he was out of town.

From some cause there are a class of merchants, or, rather, a certain number from all classes, who are dissatisfied with the amount of business they are doing, in their particular line. If a dry goods store, for instance, the proprietor adds a small line of groceries, such as are easily and quickly handled and—being put up in packages—upon which he can suffer no loss in weight. Now and then the druggist dabbles a little in groceries, perhaps confectionery and stationery also. The grocer, feeling a little jealous that he is hardly getting his share of the trade, adds a few articles outside of groceries to his stock, and all are led to believe it is a more or less profitable way of doing business. The real tendency of the over-competition in the retail trade, in this bustling, hur-

ing age, is to go backward instead of forward. Very many stores are rapidly becoming the general stores of a century ago, in which everything, from a needle to a ship's anchor, including all food and clothing, was kept or represented. One of the most disagreeable features of such unfriendly competition is that a leader is made upon the very article, perhaps, that your next door neighbor is selling as a staple and upon which a fair profit should be made; but in selling this at just what it cost, all parties are forced to the alternative of handling the article—if at all—without the least remuneration or offending a good customer by what, to him, seems an overcharge. The true remedy is not plain. How or in what way this kind of business will end is difficult to foretell, but the assertion may be ventured that one of two things will happen—a real return to the old-time general store or a thorough weeding out on the line of "Darwin's survival of the fittest," which, in trade and negro parlance, is "de longest pole knocks de persimmons."

Communication from President Whitney.

It being desirable that a great deal be done in a short time at the coming convention of the Michigan Business Men's Association, at Grand Rapids, I suggest that local associations and individuals having subjects they would like to present at said meeting have the subject matter embodied in as compact form as possible as resolutions, questions, etc., and written out, that they may be presented at the opening of the session and referred to the appropriate committees and placed upon the order of business for consideration. Such resolutions may be forwarded by mail to Secretary Stowe, in case the local organization is not represented or the individual presenting the matter cannot attend.

I would particularly invite resolutions, suggestions, etc., upon the matter of business men's organizations—their scope and field of operating, the means to be used and the results to be obtained. Questions relating to insurance, legislation, trade interests, transportation and other matters that affect the interests of business men should receive attention.

A word to the wise is sufficient and I trust the above request will receive due attention. C. L. WHITNEY, Pres.

Wool Strong—Hides Lower—Tallow Steady.

The wool market remains strong, with light sales. Sellers are still busy grading, to fill previous sales. Many lots are withdrawn from the market, anticipating still higher prices, which, on the present outlook, will not soon be realized. Manufacturers are well supplied with both wool and orders for cloths and are free buyers if the price is not advanced. Some grades are scarce, being closely picked up and all assortments broken.

Hides are lower, dull and drooping. There is no market to quote and sales can be made only as one coaxes the tanner to buy at an extremely low price. Brokers say they will submit any offer made, but can not say what price will be accepted by seller. Bottom has not been reached yet.

Tallow is in fair demand, with price slightly lower. The market can be said to be steady and good.

Good Words Unsolicited.

J. A. & J. A. Rose, grocers, Ovid: "Got to have it."

C. L. Martin & Co., druggists, Elk Rapids: "Cannot do business without THE TRADESMAN."

Galesburg—L. L. Bowen has opened a grocery store.

A GREAT AMERICAN MAGAZINE.

The Success of "The Century" and Its Plans for 1891.

The Century Magazine is now so well-known that to tell of its past success seems almost an old story. The N. Y. Tribune has said that it and its companion, St. Nicholas for Young Folks, issued by the same house, "are read by every one person in thirty of the country's population"—and large editions of both are sent beyond the seas. It is an interesting fact that a few years ago it was found that seven thousand copies of The Century went to Scotland—quite a respectable edition in itself. The question in England is no longer "Who reads an American book?" but "who does not see the American magazines?"

A few years ago The Century about doubled its circulation with the famous War Papers, by General Grant and others, adding many more readers later with the Lincoln History and Kennan's thrilling articles on the Siberian Exile System. Our great feature of 1891 is to be

"THE GOLD HUNTERS OF CALIFORNIA," describing that remarkable movement to the gold fields in '49, in a series of richly illustrated articles written by survivors, including the narratives of men who went to California by the different routes, accounts of the gold discoveries, life in the mines, the work of the vigilance committees (by the chairman of the committees) etc., etc. General Fremont's last writing was done for this series. In November appears the opening article, "The First Emigrant Train to California"—crossing the Rockies in 1841—by General Bidwell, a pioneer of pioneers. Thousands of American families who had some relative or friend among "the Argonauts of '49" will be interested in these papers.

MANY OTHER GOOD THINGS ARE COMING—the narrative of an American's travels through that unknown land Tibet (for 700 miles over ground never before trod by a white man); the experiences of escaping War-Prisoners; American Newspapers described by well-known journalists; accounts of the great Indian Fighters, Custer and others; personal anecdotes of Lincoln, by his private secretaries; "The Faith Doctor," a novel by Edward Eggleston, with a wonderfully rich programme of novelties and stories by most of the leading writers, etc., etc.

It is also announced that The Century has purchased the right to print, before its appearance in France or any other country, extracts from advance sheets of the famous Talleyrand Memoirs, which have been secretly preserved for half a century—to be first given to the world through the pages of an American magazine. All Europe is eagerly awaiting the publication of this personal history of Talleyrand—greatest of intrigues and diplomats.

The November Century begins the volume, and new subscribers should commence with that issue. The subscription price (4.00) may be remitted directly to the publishers, The Century Co., 33 East 17th St., New York, or single copies may be purchased of any newsdealer. The publishers offer to send a free sample copy—a recent back number—to any one desiring it.

Meeting of Traveling Men.

A well-attended meeting of Grand Rapids traveling men was held at Sweet's Hotel Sunday noon. The meeting was called to order by H. S. Robertson, President of the Grand Rapids Traveling Men's Association, when an informal address on the benefits of life insurance in general and the advantages of a policy in the Michigan Commercial Travelers' Association in particular, was made by M. J. Matthews, Secretary of the organization named. The address was well received and resulted in the addition of several new members.

The following letters were read by the chairman:

GRAND RAPIDS, NOV. 12, 1890.

H. S. Robertson, Pres.:
DEAR SIR—Your letter, under date of Nov. 10, addressed to Capt. H. N. Moore, tendering, in the name of the traveling men of the city of Grand Rapids, the offer to furnish a room in the Masonic Home, was handed to me with a request,

in behalf of our Board of Trustees, that I say to you how grateful we are for your kindly action in this matter.

We accept the offer, in the spirit in which it is made, and assure you we feel deeply obligated for this generous move on the part of the Grand Rapids Traveling Men's Association.

It is the prayer of one and all that no member of the Association may ever have occasion to use the room so dedicated, but, should the contrary be the case, we hope to make his stay there as pleasant as possible and his heart as light as your generosity merits.

We will, in the future, consult further with you and others in this matter as to selection of room, etc., also the inscription you desire placed upon the door thereof.

"What you give may you find again, and, when found, may it be multiplied many times to you and yours." Very truly yours,

WM. P. INNES, Sec'y.

GRAND RAPIDS, NOV. 12, 1890.

H. S. Robertson, Pres.:

DEAR SIR—The preamble and resolution adopted by your Association Nov. 8. In reference to the Union Benevolent Association Home and Hospital are at hand. I desire to say, in behalf of the Trustees of said institution, that under the present rules of the Home and Hospital, all is granted that you ask for. No one is debarred or ever has been from any of the privileges or advantages of the Hospital.

The room you so generously furnished at the Hospital is at your service at any time you may wish to occupy it, with the privilege of choosing your own physician, and the Trustees respectfully invite all members of your fraternity to make the Home and Hospital their refuge when sick and in need of good care.

Respectfully yours, CHAS. SHEPARD, Pres.

J. N. Bradford then offered a resolution, endorsing W. G. Hawkins for the position of Warden of the Ionia House of correction. The resolution was adopted, but not unanimously, and created so much ill feeling that the motion was reconsidered and the resolution withdrawn. An adjournment was then taken and an opportunity given those opposed to the resolution to retire, when it was adopted informally, in the following form:

WHEREAS, It has come to our knowledge that an honored and respected traveling man, in the person of W. G. Hawkins, has entered the field as a candidate for the wardenship of the Ionia House of Correction; and

WHEREAS, We believe him to be an honest and capable person for the position; therefore Resolved, That the traveling men of Grand Rapids, at an informal meeting held at Sweet's Hotel, Nov. 16, endorse him for the position named and petition Governor-elect Winans to appoint him.

FINANCIAL.

Local Stock Quotations.

Reported by The Michigan Trust Company.

Anti-Kalsomine Co.	150
Alpine Gravel Road Co.	77
Aldine Manufacturing Co.	60
Belknap Wagon & Sleigh Co.	100
Canal Street Gravel Road Co.	80
Fifth National Bank	100
Fourth National Bank	100
Grand Rapids Brush Co.	85
Grand Rapids Packing and Provision Co.	102
Grand Rapids Fire Insurance Co.	115
Grand Rapids Electric Light and Power Co.	75
Grand Rapids Savings Bank	120
Grand Rapids Chair Co.	110
Grand Rapids National Bank	135
Grand Rapids Felt Boot Co.	107
Grandville Avenue Plank Road Co.	150
Kent County Savings Bank	125
Michigan Barrel Co.	100
New England Furniture Co.	95
National City Bank	132
Old National Bank	132
Plainfield Avenue Gravel Road Co.	25
Phoenix Furniture Co.	60
Sligh Furniture Co.	85
Street Railway Co. of Grand Rapids	40
Walker Gravel Road Co.	80
Peninsular Club 4 per cent. Bonds	75

Financial Miscellany.

The Whiskey Trust has declared a monthly dividend of $\frac{1}{2}$ per cent.

The stockholders in the Corn Exchange National Bank of Chicago recently paid in 40 per cent. for the surplus fund, which is now \$1,000,000, the same as the capital.

If consolidation and absorption continue at the present rate, it is estimated that within twenty years 90 per cent. of the railroads will be owned by about a dozen companies.

The Chicago Brewing and Malting Co. has declared a dividend equal to 15 per cent. per annum, payable December 3, for the period from June 3 to December 3, equal to \$3.37 $\frac{1}{2}$ per share.

The annual report of the American Cotton Oil Co. for the year ending August 31 shows a gross business of the year of \$23,750,000, but a loss on the year's operations of \$1,741,000.

Thetford—A. H. Black has sold his general stock to M. L. Miller, formerly of Flint.

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.

AFTERNOON SESSION—1:30 O'CLOCK SHARP.

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.

EVENING SESSION—7:30 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.
1. Report of Committee on President's address.
2. Report of Committee on Secretary and Treasurer's reports.
3. Paper—"Fire Insurance Problems," by B. D. West, Manager Michigan Inspection Bureau.
4. Address—"What I Know about Oil Wells," by H. H. Pope, Allegan.
5. Paper—"The Value of Persistency," by Julius Schuster, Kalamazoo.
6. Unfinished business.
7. Election of officers.

8. Report of Committee on Resolutions.

9. Adjournment.

Slightly Incorrect.

The last issue of the *Chicago Grocer* contains the following:

The Traveling Men's Association of Michigan met at Grand Rapids last week and resolved to build a \$100,000 hotel at Petosky.

There is no organization known as the Traveling Men's Association of Michigan.

No convention of traveling men has been held at Grand Rapids for three years.

No resolution to build a hotel at Petoskey—not Petosky, as spelled by the *Grocer*—has been adopted by the traveling men of any city.

With these few exceptions, the statements made by the *Grocer* are correct.

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.

Furniture

—AT—

Nelson,
Matter
& Co.'s

Styles New, Cheap,
Medium and Expensive.

Large Variety.
Prices Low.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

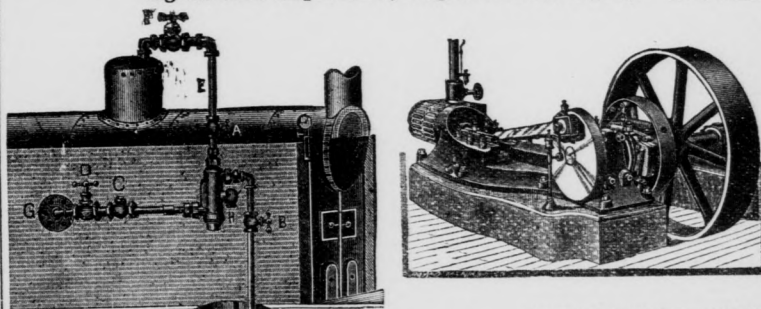
Dress Goods, Shawls, Cloaks,
Notions, Ribbons, Hosiery,
Gloves, Underwear, Woolens,
Flannels, Blankets, Gingham,
Prints and Domestic Cottons

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

Spring & Company.

BROWN & SEHLER,

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



Corner West Bridge and North Front Sts.,

GRAND RAPIDS, MICH

REDUCED PRICES

ARCTIC BAKING POWDER.

1-4 lb. Cans per Dozen,	60
1-2 " " " "	1 20
1 " " " "	2 00
3 " " " "	9 60

Arctic Manufacturing Company, Grand Rapids.

RUBBERS

WALES GOODYEAR'S,

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

Write for Discounts.

G. R. MAYHEW, - Grand Rapids



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. Parkhill, Owosso.
Three Years—Jacob Jenson, Muskegon.
Four Years—James Vernon, Detroit.
Five Years—Ottmar Eberbach, Ann Arbor.
President—Jacob Jenson, Muskegon.
Secretary—Jas. Vernon, Detroit.
Treasurer—Geo. McDonald, Kalamazoo.
Meetings for 1891—Saginaw, second Tuesday in January; Grand Rapids, first Tuesday in March; Ann Arbor, first Tuesday in May; Detroit, first Tuesday in July; Upper Peninsula, first Tuesday in September; Lansing, first Tuesday in November.

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. Vernon, 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.

The Practical with the Theoretical.

Written for THE TRADESMAN.

"You never told me, Tom, about your mercantile venture in the root and herb line. I heard something about it at the time, but it was so long ago that I have forgotten. How did it 'pan out,' as old miners say?"

"You've got the wrong end of the story, George. I simply went in for the practical study of botany and the teacher took the cash for the sale of our products."

"I would like to hear about it, if your time is not too valuable. I remember hearing you had a 'picnic' while engaged in it."

"I was at that time about twenty-four years old and was one of a class of five young men who agreed with our instructor to gather, prepare and make ready for market certain roots, barks, herbs, leaves, seeds and flowers indigenous to the region of the county of Elgin, Ontario. We were to have our board and lodging furnished, and small wages beside. The instructor was also to furnish everything we required in the prosecution of the work—text books, tools, horses and wagon, etc. We were expected to spend the summer and autumn in the woods and fields when the weather would permit. The only 'picnic' about it was that we seldom ate a warm dinner, except on Sundays, as our lunch basket was always ready and bountifully filled when we started out, and it occasionally happened that we camped out over night, if far from home. The radius of our field of labor—three miles from the north shore of Lake Erie being the center—was from eight to ten miles. The country was then almost a wilderness, but there were a large number of small, neglected clearings where comfrey, digitalis, spike-nard, lobelia and scullcap flourished in abundance, undisturbed. It was, as I now remember it, a veritable botanist's paradise. Our books always went with us, and about one-half the time in the heat of the day we were engaged in study and comparing notes. The doctor reviewed our work at night. Our teacher, Dr. Isaac K. Eves, was what was known as a Reformed Quaker, which meant that while holding strictly to all their best religious tenets, he went beyond and adopted more widely liberal views of his own. He also possessed many very peculiar characteristics, but, withal, was one of the best of men. He was an educated Thompsonian physician, of the more modern and liberal school, and was very successful in his practice. He must have stood fully six feet high in his

stockings; well formed—if I except high cheek bones—straight as an Indian, jet black hair and dark complexion, and a stranger who did not hear him speak might well take him for an Indian chief, more especially when as in winter he often wore a large white overcoat made from a fine Indian blanket. He was sometimes known as the 'Indian doctor,' by which appellation he felt honored. His brief but expressive sayings were often the text for a splendid sermon. One day while half dozing in his chair, as I was engaged in reading, he suddenly started up and said: "Tom, which would you rather be—at the head of a mouse or the tale of a rat?" What a wide and extended meaning in that brief sentence! It might be interpreted, would I choose the lowest office under the president of a great nation, or be the owner of a grocery store with one or two clerks for my assistants. But to return to botany: Dr. E. had contracts with wholesale drug stores in the eastern American cities and in Montreal where they were glad to receive all the medicines furnished in good order. We were required to gather each in its proper season. First, in the early spring our attention was directed to flowers, of which the American dogwood (*Cornus Florida*) was wanted in large quantities. These were gathered in the cool or cloudy days, if possible, and carefully dried in the shade before packing. Rather later, the barks were gathered, of which the slippery elm (*Ulmus Fulva*) was largely required. Sassafras, poplar and wild cherry barks also received our attention. A description of gathering and preparing one kind will, in a measure, apply to each: The trees being felled and branches removed, the trunk was ready for the work of the entire class. We chose the largest and oldest elm trees growing on the highest lands, sometimes devoting an entire week upon one such tree, first carefully removing the 'ross' or rough external bark from the surface; then, as the bark would peel easily, it was quickly removed and cut into strips and taken to the drying room where, by the aid of a cutting box, it was chopped into bits the size of Indian corn, then thoroughly dried in the shade and taken to the mill to be ground—the miller refused to bolt it—and it was then sifted by hand, the fine flour being afterward packed into two and four ounce squares or cubes and labeled. The coarser or fibrous portion was shipped in bulk. Occasionally an order came for a thousand pounds in twenty-four inch strips of the dry crude bark. Roots were dug in the early spring or after the top was dead in the autumn. They, of course, had to be carefully washed before drying. Lobelia and scullcap were gathered when fully matured but before any frost had touched them, as it was important not only to have the full strength of the leaves but to save the seeds, also. We sent over fifty different kinds of medicines to market during that season and we all look back upon that time as among the happiest years of our lives. It was not a thoroughly scientific knowledge of botany that we obtained, but a knowledge of far greater practical value to some of us who engaged in the drug business afterward. Such an education enables one to not only tell the kind and species of medicine at a glance, but also to judge instantly as to its quality and whether inert and worthless by improper

curing. Two of the class afterward made a specialty of botanic medicines in their drug stores, and had the almost exclusive sale in that branch in their respective localities."

Result of the Lansing Session.

The following is a list of the persons who passed a successful examination and were registered as pharmacists and assistant pharmacists at the recent meeting of the Board of Pharmacy at Lansing:

PHARMACISTS.

Henry Emil, Mt. Clemens; William L. Baldwin, Vassar; Edwin Ballard, Saginaw; Reuben T. Bower, Petoskey; David C. Burley, Port Huron; Cornelius Chudzinski, Saginaw; Charles W. Cook, Grand Rapids; Andrew R. Cunningham, Portland; Walter L. Day and James W. Downey, Detroit; Andrew H. Elliot, Harrison; Theron Forbes, Middleville; Frederick Fox, Marlett; Albert J. Gies, Detroit; Ernest W. Goff, Tecumseh; Mac Herriman, Cadillac; Charles C. Hessey, Bangor; John W. Hoffman, William E. Johnson, Walter E. Judge, Oscar Karlsen, Detroit; Albert W. Lindbohm, Hancock; John W. Luckham, Sarnia, Ont.; Albert I. Luke, Detroit; Harry D. Luke, Wingham, Ont.; Charles W. Morse, Dowagiac; William W. Monger, Portland; Lorenzo E. Norton, Hesperia; Edwin F. Owen, Petersburg; Julius F. Peppler, Muskegon; Harry T. Richter, Tecumseh; Milton H. Robertson, Otto Schmidt, Detroit; James N. Taggart, Pottsville; Harry Thorp, Warren, Ind.; Henry Vanderveide, Grand Rapids; William H. Vaughan, Oscoda; Wilford W. Wells and John A. West, Detroit; Charles Williams, Ann Arbor; Franklin S. Wilson, Mt. Clemens; Grant W. Woolsten, Jackson and Edward Young, Detroit.

ASSISTANT PHARMACISTS.

Clement A. Davis, Grand Ledge; Evard W. Decker, Harry Dolson and Charles R. H. Fischer, Saginaw; Frank N. Fisk, Edwardsburg; Arthur B. Fleischer, Saginaw; Walter J. Foster, Bath; Hart P. French, Mulliken; W. F. Gallinger, North Branch; Edward J. Garner, Petoskey; Albert N. Harris, Frank L. Hayes, Detroit; Eugene Hume, Owosso; Henry I. Isbell, White Pigeon; Joseph S. Kirchner, Detroit; Addison L. Kirtland, Lakeview; William F. Knapp, Monroe; Henry B. Longyear, Mason; Uno N. Montin, Hancock; Wallace E. Newark, Brookfield; Charles L. Osborne, Vandalia; William T. A. Payne, Detroit; Herman T. Raible, Monroe; William A. Repp, Detroit; T. E. Reilly, North Branch; Henry Rickel, Grand Rapids; Charles A. Robertson, Coopersville; Hiram W. Schall, Three Rivers; Frederick C. Schirmer, Saginaw; Robert W. Shaw, Port Huron; Edwin N. Snyder, Sunfield; J. Harry Trice, New Buffalo; Henry J. Loon, Detroit; James T. Van Est, Peck; John G. Fryd, Detroit; Peter J. Dykema, Grand Rapids; Ernest R. A. Hunt, Lowell; Fred A. Pfannen-schmidt, Detroit.

Meeting of the Grand Rapids Druggists.

At the annual meeting of the Grand Rapids Pharmaceutical Society, held at THE TRADESMAN office last Thursday evening, applications for membership were received from E. A. Parkinson, 245 South Division street; S. A. Soule, 139 Monroe street; L. M. Mills, 54 South Ionia street; H. E. Grand-Girard, 128 Monroe street; John C. Dutmers, 438 South Division street. On motion of F. J. Wurzburg, all of the applicants were accepted and the Secretary authorized to cast the ballot of the Association.

The report of the Secretary-Treasurer showed a balance on hand of \$10.66. The report was adopted and the Secretary was authorized to hire a conveyance and collect the outstanding dues.

Election of officers for the ensuing year resulted as follows:

President—W. R. Jewett.
Vice President—R. A. McWilliams.
Secretary-Treasurer—F. H. Escott.
Board of Trustees—President, John E. Peck, F. J. Wurzburg, H. E. Locher, W. L. White.

On motion of W. L. White, the salary of the Secretary was fixed at the same sum paid him previous years.

John E. Peck suggested that the regular meetings of the Association be held quarterly, instead of monthly, as heretofore. As the suggestion involved a change in the constitution, written notice of such amendment was offered by W. L. White.

After a lengthy discussion on trade interests, it was decided to meet the prices on toilet articles and perfumes made by the dry goods stores.

On motion of John E. Peck, John D. Muir was authorized to procure an analysis of "Malvina" and publish it in the city papers.

The meeting then adjourned.

Six Meetings Next Year.

DETROIT, Nov. 15.—The Board of Pharmacy has decided to hold three extra meetings in 1891, which will make the meetings about as follows:

Saginaw, second Tuesday in January.
Grand Rapids, first Tuesday in March.
Ann Arbor, first Tuesday in May.
Detroit, first Tuesday in July.
Upper Peninsula, first Tuesday in September.

Lansing, first Tuesday in November.

Yours truly,

JAMES VERNOR, Sec'y.

The Drug Market.

Quinine is weak and lower for foreign. Domestic is unchanged. Opium is dull and weak. Morphia is unchanged, as yet, but will be lower soon. Nitrate silver has declined. Oil peppermint has advanced. Oil wormseed is higher. Glycerine has declined. Turpentine is higher.

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.

THE MOST RELIABLE FOOD
For Infants and Invalids.
Used everywhere, with unqualified success. Not a medicine, but a steam-cooked food, suited to the weakest stomach. Take no other. Sold by druggists. In cans, 50c. and upward. WOOLRICH & Co. on every label.

For Fall painting you have to use a

DRYER

in mixing WHITE LEAD

USE OUR

CROWN JAPAN DRYER.

We call your attention to our CROWN JAPAN DRYER, that we can guarantee equal in every respect to any on the market.

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

Put up in one gallon square cans.

Write for special prices.

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

CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists,
GRAND RAPIDS.

Wholesale Price Current.

Advanced—Oil Peppermint, Oil Wormseed, Turpentine.
Declined—German Quinine, Nitrate Silver, Glycerine.

ACIDUM.		TINCTURES.	
Aceticum.....	80 10	Aconitum Napellis R.....	60
Benzoicum German.....	80 10	Aloes.....	50
Boracic.....	30 30	Arnica.....	50
Carbolicum.....	50 55	Asafoetida.....	50
Citricum.....	30 5	Atropine Belladonna.....	50
Hydrochlor.....	10 12	Benzoic.....	50
Nitricum.....	10 12	Cantharides.....	50
Oxalicum.....	11 13	Capsicum.....	50
Phosphoricum dil.....	20	Cardamom.....	50
Salicylicum.....	1 40 1 80	Castor.....	1 00
Sulphuricum.....	1 40 1 60	Catechu.....	50
Tannicum.....	1 40 1 60	Cinchona.....	50
Tartaricum.....	40 42	Cinchona.....	50
AMMONIA.		Columba.....	50
Aqua, 16 deg.....	3 1/2 5	Conium.....	50
20 deg.....	5 1/2 5	Cubeba.....	50
Carbonas.....	15 14	Digitalis.....	50
Chloridum.....	12 14	Ergot.....	50
ANILINE.		Gentian.....	50
Black.....	2 00 2 25	Guaia.....	50
Brown.....	80 1 00	Zingiber.....	50
Red.....	45 50	Hycosamus.....	50
Yellow.....	2 50 3 00	Iodine.....	75
BACCAR.		Colorless.....	75
Cubea (po. 1 50).....	1 60 1 75	Ferri Chloridum.....	35
Juniperus.....	80 10	Kino.....	50
Xanthoxylum.....	25 30	Lobelia.....	50
BALSAMUM.		Myrrh.....	50
Copaiba.....	60 65	Nux Vomica.....	50
Peru.....	60 65	Opil.....	50
Terabin, Canada.....	35 40	Deodor.....	2 00
Tolutan.....	45 50	Aurant Cortex.....	50
CORTE.		Quassia.....	50
Ables, Canadian.....	18	Rhatany.....	50
Cassia.....	11	Rhel.....	50
Cinchona Flava.....	18	Cassia Acutifol.....	50
Euonymus atropurp.....	30	Co.....	50
Myrica Cerifera, po.....	20	Serpentaria.....	50
Prunus Virgini.....	12	Stromonium.....	60
Quillala, grd.....	12	Tolutan.....	60
Sassafras.....	10	Valerian.....	50
Ulmus Po (Ground 12).....	10	Veratrum Veride.....	50
EXTRACTUM.		MISCELLANEOUS.	
Glycyrrhiza Glabra.....	24 25	Ether, Spts Nit, 3 F.....	28 28
po.....	33 35	Alumen.....	2 1/2 3 1/2
Haematox, 15 lb. box.....	11 12	ground, (po.....	3 1/2 4
1s.....	13 14	Annatto.....	55 60
1/2s.....	14 15	Antimon, po.....	4 5
1/4s.....	16 17	et Potass T.....	55 60
FERRUM.		Antipyrin.....	1 35 1 40
Carbonate Precip.....	15	Antifebrin.....	25
Citrate and Quina.....	23 50	Argent Nitras, ounce.....	74
Citrate Soluble.....	28	Arsenic.....	7
Ferrocyanidum Sol.....	15	Balm Gilead, Bud.....	35 40
Solut Chloride.....	15 1/2 2	Bismuth S. N.....	2 10 2 20
Sulphate, com'l.....	15 1/2 2	Calcium Chlor, 1s, (1/2s.....	9
pure.....	7	11; 1/2s, 12.....	9
FLORA.		Cantharides Russian.....	1 75
Arnica.....	28 30	Capsici Fructus, af.....	16
Anthemis.....	20 25	po.....	20
Matricaria.....	25 30	B po.....	15
FOLIA.		Caryophyllus, (po. 20).....	15 18
Barosma.....	20 22	Carmine, No. 40.....	23 75
Cassia Acutifol, Tin.....	25 28	Cera Alba, S. & F.....	50 55
nively.....	25 28	Cera Flava.....	35 40
Alx.....	35 50	Coccus.....	40
Salvia officinalis, 1/2s.....	12 15	Cassia Fructus.....	20
and 1/4s.....	12 15	Centraria.....	10
Ura Ursi.....	80 10	Cetaceum.....	45
GUMMI.		Chloroform.....	60 63
Acacia, 1st picked.....	21 00	squibbs.....	1 10
2d.....	21 00	Chloral Hyd Crst.....	1 85 2 00
3d.....	21 00	Chondrus.....	20 25
sifted sorts.....	21 00	Cinchonidine, F. & W.....	15 20
po.....	75 100	German.....	50 12
Aloe, Barb, (po. 60).....	50 60	Corks, list, dis, per.....	60
Cape, (po. 20).....	50	cent.....	60
Socotri, (po. 60).....	50	Creasotum.....	50
Catechu, 1s, (1/2s, 1 1/4s,.....	10	Creta, (bbl. 75).....	2
10).....	1	prep.....	5 5
Ammoniac.....	25 30	precip.....	11
Assafoetida, (po. 30).....	15	Rubra.....	8
Benzoinum.....	50 55	Crocus.....	30 35
Camphora.....	50 52	Cudbear.....	24
Euphorbium po.....	35 10	Cupri Sulph.....	7
Galbanum.....	23 00	Dextrine.....	10 12
Gamboge, po.....	80 35	Ether Sulph.....	65 70
Gualacum, (po. 40).....	20	Emery, all numbers.....	3
Kino, (po. 25).....	20	po.....	3
Mastic.....	20	Ergota, (po. 60).....	50 55
Myrrh, (po. 45).....	20	Flake White.....	12 15
Opil, (po. 4 75).....	3 10 3 25	Galla.....	23
Shellac.....	28 40	Gambler.....	8 9
bleached.....	33 35	Gelatin, Cooper.....	90
Tragacanth.....	30 75	French.....	40 60
HERBA—In ounce packages.		Glassware flint, 70 per cent.....	90 15
Absinthium.....	25	Glue, Brown.....	13 25
Eupatorium.....	20	White.....	18 25
Lobelia.....	25	Glycerina.....	25
Majorum.....	25	Grana Paradisi.....	22
Mentha Piperita.....	23	Humulus.....	25 55
Vir.....	25	Hydraag Chlor Mite.....	21 05
Rue.....	30	Cor.....	95
Tanacetum, V.....	22	Ox Rubrum.....	15
Thymus, V.....	25	Ammoniat.....	21 25
MAGNESIA.		Unguentum.....	50 60
Calcined, Pat.....	55 60	Hydrargyrum.....	90
Carbonate, Pat.....	20 22	Icthyobolia, Am.....	25 1 50
Carbonate, K. & M.....	20 25	Indigo.....	75 100
Carbonate, Jennings.....	35 38	Iodine, Resubl.....	3 75 3 85
OLEUM.		Iodoform.....	24 70
Absinthium.....	5 00 5 50	Lupulin.....	85 100
Amygdalae, Dulc.....	45 75	Lycopodium.....	55 60
Amygdalae, Amarae.....	8 00 8 25	Macis.....	80 85
Anisi.....	2 00 2 10	Liquor Arsen et Hy.....	27
Aurant Cortex.....	2 00 2 10	drarg Iod.....	100 12
Bergamoti.....	3 25 4 00	Liquor Potass Arsenitis.....	100 12
Cajuputi.....	90 100	Magnesia, Sulph (bbl.....	14
Caryophyll.....	1 25 1 30	14).....	20 3
Cedar.....	35 65	Manna, S. F.....	60 60
Chenopodium.....	20 25		
Cinnamoni.....	1 40 1 50		
Citronella.....	45		
Conium Mac.....	35 65		
Copaiba.....	1 20 1 30		

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

---DRUGS---

Chemicals and Druggists' Sundries.

Dealers in

Patent Medicines, Paints, Oils, Varnishes.

Sole Agents for the Celebrated Pioneer Prepared Paints.

We are Sole Proprietors of

WEATHERLY'S MICHIGAN CATARRH REMEDY

We have in stock and offer a full line of

Whiskies, Brandies,
Gins, Wines, Rums.

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

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

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

GROCERIES.

Purely Personal.

Chas. B. Johnson, the Palo grocer and bookseller, was in town one day last week.

B. S. Holly, general dealer at Woodland, was in town a couple of days last week.

Phil. M. Roedel, the White Cloud general dealer and banker, was in town last Friday.

Wm. H. Hooper, President of the P. of I. Stock Co., of Martin, was in town Monday.

John Pedrick, head clerk for Monroe & DeHaven, grocers at Bangor, was in town last Friday.

J. E. Mills, of the firm of Mills & Mills, general dealers at Ashland, was in town one day last week.

F. D. Cleveland, general dealer at Shepardsville, was in town last week, for the first time in two years.

E. M. Everts, Secretary of the Bell Furniture and Novelty Co., at Nashville, was in town last Thursday.

C. L. Mauer, of the firm of M. V. Gundrum & Co., general dealers at Leroy, was in town a couple of days last week.

A. H. Perry, manager of the S. K. Northam hardware business, at Traverse City, was in town a couple of days last week.

Jas. V. Crandall, general dealer at Sand Lake, put in several days in the city last week, hovering around the Masonic Fair.

Peter Dykema, formerly with Thum Bros., has taken the position of prescription clerk for A. H. Eckerman, the Muskegon druggist.

H. E. Decker, formerly with L. M. Mills, has taken the position of prescription clerk for E. A. Parkinson, the South Division street druggist.

Sid. V. Bullock, prescription clerk for H. M. Gibbs, the Howard City druggist, is devoting a couple of weeks to the pursuit of deer and other game "up north."

Frank D. Green, formerly city salesman for Jennings & Smith, but for several years past chief clerk at the Bennett House, Galesburg, was in town several days last week.

Jno. J. Dodds, of Detroit, was in town last Thursday on his way home from Potosky, where he took possession of the Fasquelle drug stock, subsequently selling same to Bower & Barber.

O. H. Richmond, the South Division street druggist, has removed to Chicago and is reported to be coining money and fame in organizing lodges of the Order of Magi, of which he is the originator.

Bryant H. Howig, formerly proprietor of the Big Rapids Herald, but for the past ten years connected with some of the largest printing offices of Iowa, has taken the position of foreman of the printing department of the Tradesman Company.

A Dirty Grocery Store.

From the Denver Grocer.

A little hint to the retail grocer as to the condition of his store may be somewhat superfluous, considering that he is being badgered to death by every trade paper on that question. However, it occurs to us just now that we were in a grocery store yesterday, which, for dirt, disorder and general chaos was playing a most successful star engagement. It reminded us of a general store an old uncle of ours used to keep down in Maine. He did a tremendous business in his way and never found time to put things away. The result was that along

in the afternoon the codfish, dry goods, clothes lines, molasses, vinegar, vermifuge, boots, shoes, wood saws and stick candy were one conglomeration. His soda barrel and tea chest stood side by side, and in weighing out a pound of the former the residue stood equal chances of finding its way among the tea, instead of back to its rightful place. The result was that tea drawn from that particular chest presented a bright green hue, which denoted in his argument a perfectly new importation of a superfine grade. And would you believe it, a great demand arose for that particular tea and when the chest was sold out he had to purposely mix soda with the next in order to retain his customers.

The Value of Small Things.

It may be cash in every merchant's pocket to give just two minutes of his time in reading and thinking about this stickful of truth:

The amount of money that is obtained from apparently indifferent and immaterial businesses is sometimes very large. For instance, the value of the paper thrown away in some large stores is sufficient to pay a good many salaries. The managers of a large dry goods house in New York awoke to this fact when they learned that the man who had the contract for cleaning their establishments was rapidly acquiring a fortune by selling the waste materials found on the floors. He had undertaken to provide help and see that the place was cleaned nightly in return for the waste paper and pasteboard boxes. It required very little attention, as the man had a foreman to see that the work was done properly. At the expiration of his contract it was not renewed and the house now takes the profits.

The Grocery Market.

Sugars are $\frac{1}{2}$ c. lower. New Orleans goods are in market and will probably meet with a good demand as soon as cold weather comes. The raisin market is firm and prices are likely to go higher. Arbuckle has issued a circular to the trade, authorizing a cut of $\frac{1}{2}$ c on his package goods, when ordered in lots of 300 pounds. The lot must be sold to one firm and billed and shipped at one time. The P. J. Sorg Co. is out with a circular, offering a discount of 2 cents a pound from its published list on all brands of plug tobacco.

Status of the Peters Failure.

MANISTEE, Nov. 17.—Judge Judkins will hold court in chambers here next Monday for the purpose of confirming the sale of R. G. Peters' interest in the wholesale grocery firm of Lemon & Peters, at Grand Rapids.

It is understood that Mr. Peters has decided that the interests of the estate can best be managed by a receiver and that he will recommend the appointment of same at the meeting of the creditors, on Friday of this week.

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.

PRODUCE MARKET.

Apples—Green, \$3.50 for choice eating and \$3 for cooking stock. Evaporated are firm at 13c, with every indication of an advance to 15c in the near future.

Beans—The market is firmer and higher. Handlers pay \$1.75@1.80 for country picked and find no difficulty in making sales at \$2.10@2.15 for city picked.

Beets—50c per bu.
Butter—Dairy is firm and in good demand at 17@20c per lb. Creamery finds moderate sale at 25@30c.

Cabbages—50c per doz. or \$4 per 100.

Carrots—20@25c per bu.

Celery—20@25c per doz.

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

Cranberries—Michigan berries are in fair demand at \$2.75 per bu. Cape Cod commands \$10 per bbl and Bell and Cherry are held at \$9. The market is firm.

Eggs—The market is almost completely bare of fresh stock, all offerings meeting a ready demand at 25c. Cold storage and pickled stock are in good demand at 20c.

Field Seeds—Clover, mammoth, \$4.60 per bu.; medium, \$4.30@4.4. Timothy, \$1.5 per bu.

Game—Venison, 13c per lb.; Rabbits, 75c per doz.; Partridges, 25c per pair.

Grapes—All varieties are out of market, except Catawbas and Concord, 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 firmer, dealers paying 80c and holding at \$1.

Potatoes—The market is wild, but no more so than the buyers, who are crowding prices upward quite as fast as the market warrants. The anticipations excited by the attitude of the buyers has caused the farmers holding the larger lots to withdraw them from the market for the present, so they will probably not be moved until spring. Present quotations are 70@80c, with still higher prices in prospect.

Squash—1 $\frac{1}{2}$ c per lb.

Sweet Potatoes—Baltimores, \$2.75 per bbl; Jerseys, \$3.25 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, best, 13 50

SAUSAGE—Fresh and Smoked.

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

LARD—Kettle Rendered.

Tierces, 7
Tubs, 7 75
50 lb. Tins, 7 75

LARD—Family

Tierces, 6
30 and 50 lb. Tubs, 6 75
3 lb. Pails, 20 in a case, 6 75
5 lb. Pails, 12 in a case, 6 75
10 lb. Pails, 6 in a case, 6 75
20 lb. Pails, 4 in a case, 6 75
50 lb. Cans, 6 75

BEEF IN BARRELS.

Extra Mess, warranted 200 lbs., 7 00
Extra Mess, Chicago packing, 7 00
Smoked, rump butts, 9 50

SMOKED MEATS—Canned or Plain.

Hams, average 20 lbs., 9 75
" 16 lbs., 10
" 12 to 14 lbs., 10 75
" picnic, 7
" best boneless, 9 75
Shoulders, 6 75
Breakfast Bacon, boneless, 8
Dried beef, ham prices, 9
Long Curls, heavy, 6
Briskets, medium, 6 75
" light, 6 75

FISH AND OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.

Whitefish, 7 75
smoked, 8
Trout, 7 75
Halibut, 15
Clasoes, 4
Flounders, 9
Bluefish, 10
Mackerel, 25
Cod, 10
California salmon, 22

OYSTERS—Cans.

Fairhaven Counts, 35
F. J. D. Selects, 28
Selects, 25
F. J. D., 23
Anchors, 21
Standards, 19

SHELL GOODS.

Oysters, per 100, 1 25@1 50
Clams, 75@1 50

BULK GOODS.

Standards, per gal, 21 35
Selects, 21 75
Scrumps, 1 50
Clams, 1 50
Scallops, 1 50

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass, 4 @ 6 1/2
" hind quarters, 5 1/2 @ 6
" fore, 3 @ 3 1/2
" loins, No. 3, 8 @ 8 1/2
" ribs, 7 @ 8
" rounds, 5 @ 6
" tongues, 4 1/2 @ 4 3/4

Hogs, 4 1/2 @ 4 3/4
Bologna, 7 @ 8
Pork loins, 7 @ 8
" shoulders, 6 @ 8
Sausage, blood or head, 7 @ 8
" liver, 6 @ 8
" Frankfort, 6 @ 7 1/2
Mutton, 6 @ 6 1/2
Veal, 6 1/2 @ 7

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 1/2
" 24-lb. lbs, 9
Boston Cream, 11 1/2
Cut Loaf, 10 1/2
Extra H. H., 11

MIXED CANDY.

Standard, per lb, 8 1/2
Leader, 8 1/2
Special, 9
Royal, 9
Nobby, 9 1/2
Broken, 9 1/2
Midget, 10
English Rock, 10
Conserves, 10
Cut Loaf, 10
Ribbon, 10
Broken Taiff, 10
Peanut Squares, 10 1/2
Extra, 11
Kinderarten, 11
French Creams, 12
Valley Creams, 13

FANCY—In 5 lb. boxes.

Lemon Drops, 65
Lemon 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, 75
" printed, 75
Imperial, 70
Molasses, 75
Cream Bar, 65
Molasses Bar, 65
Caramels, 16@18
Hand Made Creams, 30@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, @
Box 170, @
Florida, @ 4 50

LEMONS.

Messina, choice, 360, @
" fancy, 300, @ 5 50
" 360, @ 6 00
Malaga, @

OTHER FOREIGN FRUITS.

Figs, Smyrna, new, fancy layers, 18@19
" " choice, @ 16
" " " 2-lb., @ 13
" Fard, 10-lb. box, @ 8
" 50-lb., @ 8
" Persian, 50-lb. box, 6 @ 6 1/2

NUTS.

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

PEANUTS.

Fancy, H. P., Suns, @ 8
" Roasted, @ 11
Fancy, H. P., Stars, @ 8
" Roasted, @ 9 1/2
Choice, H. P., Ex Prince, @ 8
" Roasted, @ 8 1/2
Fancy, H. P., Steamboats, @ 8 1/2
" Roasted, @ 10

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.

Wholesale Price Current.

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

APPLE BUTTER.		CHICORY.	
Chicago goods.....	1 00	Bulk.....	7 1/2
AXLE GREASE.		Red.....	6 1/2
Frazer's.....	2 40	CHEESE.	
Aurora.....	1 75	Fancy Full Cream.....	11 @ 1 1/2
Diamond.....	1 75	Good.....	10 @ 1 1/2
Wise's.....	2 25	Part Skimmed.....	8 @ 9
BAKING POWDER.		Sap Sago.....	2 25
Thepure, 100 packages.....	1 20	Edam.....	21 00
" 1/2 lb. ".....	1 56	Swiss, imported.....	24 @ 25
" 6 oz. ".....	2 28	" domestic.....	15 @ 16
" 1/2 lb. ".....	2 76	CHICKEN GUM.	
" 12 oz. ".....	4 20	Rubber, 100 lumps.....	30
" 1 lb. ".....	5 40	" 300.....	40
" 5 lb. ".....	26 00	Spruce, 200 pieces.....	40
Less 20 per cent. to retailers.		CATSUP.	
Absolute, 1/2 lb. cans, doz.....	1 00	Snider's, 1/2 pint.....	1 35
" 1/2 lb. ".....	1 90	" pint.....	2 30
" 1 lb. ".....	3 50	" quart.....	3 50
Acme, 1/2 lb. cans, 3 doz.....	45	CLOTHES PINS.	
" 1/2 lb. ".....	85	5 gross boxes.....	65
" 1 lb. ".....	1 10	COCOA SHELLS.	
" bulk.....	10	Bulk.....	4 @ 4 1/2
Telfer's, 1/2 lb. cans, doz.....	45	Pound packages.....	27
" 1/2 lb. ".....	85	COFFEE EXTRACT.	
" 1 lb. ".....	1 50	Valley City.....	75
Arctic, 1/2 lb. cans.....	1 20	Felix.....	1 15
" 1 lb. ".....	2 00	Hummel's.....	65
" 5 lb. ".....	9 60	COFFEE—Green.	
Red Star, 1/2 lb. cans.....	40	Rio, fair.....	21
" 1 lb. ".....	80	" good.....	21
" 1 lb. ".....	1 50	" prime.....	22
BATH BRICK.		" fancy, washed.....	24
English, 2 doz. in case.....	80	" golden.....	23
Bristol, 2 doz. in case.....	75	Santos.....	23
American, 2 doz. in case.....	70	Mexican & Guatemala.....	24
BLUING.		Jaya, Interior.....	24
Arctic, 4 oz. ovals.....	4 00	" Mandehling.....	27
" 8 oz. ".....	7 00	Peaberry.....	22
" pints, round.....	10 50	Mocha, genuine.....	26
" No. 2, sifting box.....	2 75	To ascertain cost of roasted	
" No. 3.....	4 00	coffee, add 1/2 c. per lb. for roast-	
" No. 5.....	8 00	ing and 15 per cent. for shrink-	
" 1 oz ball.....	4 50	age.	
BROOMS.		COFFEES—Package.	
No. 2 Hurl.....	1 75	Bunola.....	24 1/2
No. 1.....	2 00	" in cabinets.....	25 1/2
No. 2 Carpet.....	2 00	McLaughlin's XXXX.....	25 1/2
No. 1.....	2 25	Lion.....	25 1/2
Parlor Gem.....	2 50	" in cabinets.....	26
Common Whisk.....	90	Durham.....	25
Fancy.....	1 20	CLOTHES LINES.	
Mill.....	3 25	Cotton, 40 ft. per doz.....	1 35
Warehouse.....	2 75	" 50 ft. ".....	1 50
BUCKWHEAT FLOUR.		" 60 ft. ".....	1 75
Rising Sun.....	6 00	" 70 ft. ".....	2 00
York State.....	6 00	" 80 ft. ".....	2 25
CANDLES.		Jute 60 ft. ".....	1 00
Hotel, 40 lb. boxes.....	10	" 72 ft. ".....	1 15
Star.....	9 1/2	CONDENSED MILK.	
Paraffine.....	11	Eagle.....	7 50
Wicking.....	25	Anglo-Swiss.....	6 00 @ 7 70
CANNED GOODS.		COUPONS.	
FISH.		\$ 1 per hundred.....	2 50
Clams, 1 lb. Little Neck.....	1 10	\$ 2, ".....	3 00
Clam Chowder, 3 lb.....	2 10	\$ 5, ".....	4 00
Cove Oysters, 1 lb. stand.....	1 25	\$10, ".....	5 00
" 2 lb. ".....	2 25	\$20, ".....	6 00
Lobsters, 1 lb. picnic.....	1 30	"Tradesman."	
" 2 lb. ".....	2 65	\$ 1 per hundred.....	2 00
" 1 lb. Star.....	2 50	\$ 2, ".....	2 50
" 2 lb. Star.....	3 25	\$ 5, ".....	4 00
Mackerel, in Tomato Sauce.....	3 50	\$10, ".....	5 00
" 1 lb. stand.....	1 20	\$20, ".....	6 00
" 2 lb. ".....	2 00	Subject to the following dis-	
" 3 lb. in Mustard.....	3 50	counts:	
" 3 lb. soured.....	3 50	200 or over.....	5 per cent.
Salmon, 1 lb. Columbia 175 @ 1 95		500 ".....	10
" 1 lb. Alaska.....	1 60	1000 ".....	20
Sardines, domestic 1/2 lb.....	6	CRACKERS.	
" 1/2 lb. ".....	6	Kenosha Butter.....	7 1/2
" Mustard 1/2 lb.....	12	Seymour.....	5 1/2
" Imported 1/2 lb.....	11	Butter.....	5 1/2
" spiced, 1/2 lb.....	10	" family.....	5 1/2
Trout, 3 lb. brook.....	2 50	" biscuit.....	6 1/2
FRUITS.		Boston.....	7 1/2
Apples, gallons.....	2 50	City Soda.....	7 1/2
Apricots.....	1 10	Soda.....	6
Blackberries.....	1 30	S. Oyster.....	5 1/2
Cherries, red.....	1 40	City Oyster, XXX.....	5 1/2
" pitted.....	1 40	CREAM TARTAR.	
Damsons.....	1 50	Strictly pure.....	35
Egg Plums.....	1 50	Grocers.....	28
Gooseberries.....	1 10	DRIED FRUITS.	
Green Gages.....	1 50	DOMESTIC.	
Peaches, pie.....	1 85	Apples, sun-dried.....	8 @ 9
" seconds.....	2 30	" evaporated.....	13 @ 14
" stand.....	2 65	Apricots.....	20 @ 21
" California.....	2 85	Blackberries.....	10
Pears.....	1 20	Peaches.....	20 @ 22
Pineapples, common.....	1 25	PRUNES.	
" sliced.....	2 75	Turkey.....	8 1/2
" grated.....	3 00	Bosnia.....	9
Quinces.....	1 10	Lemon.....	18
Raspberries, black.....	1 30	Orange.....	18
" red.....	1 40	CITRON.	
Strawberries.....	1 25	In drum.....	18
Whortleberries.....	1 40	In boxes.....	20
MEATS.		CURRENTS.	
Corned beef.....	2 00	Zante, in barrels.....	2 5 1/2
Roast.....	1 75	" in 1/2-bbls.....	2 5 1/2
VEGETABLES.		" in less quantity.....	2 6
Beans, soaked Lima.....	85	RAISINS—California.	
" Green Lima.....	21 60	Bags.....	2 50
" String.....	90	London Layers, 2 cr'n.....	2 75
" Stringless.....	90	" fancy.....	2 75
" Lewis Boston Baked.....	1 40	Muscatsels, 2 crown.....	2 00
Corn, stand, brands.....	1 00 @ 1 25	" 3.....	2 25
Peas, soaked.....	75	Foreign.	
" marrofat.....	21 30	Valencias.....	8
" stand June.....	1 40	Ondaras.....	8 1/2 @ 9
" sifted.....	2 10	Sultanas.....	13 @ 17
" fine French.....	2 75	FARINACEOUS GOODS.	
Mushrooms.....	1 80	Farina, 100 lb. kegs.....	04
Pumpkin.....	21 00	Hominy, per bbl.....	4 00
Squash.....	1 10	Macaroni, dom 12 lb box.....	55
Succotash, soaked.....	85	" imported.....	11
" standard.....	1 30	Pearl Barley.....	2 3
Tomatoes, stand br'ds.....	21 00	Peas, green.....	21 10
CHOCOLATE—BAKER'S.		" split.....	3 1/2
German Sweet.....	32	Sago, German.....	5
Premium.....	34	Taploca, fl'k or p'l.....	5
Pure.....	38	Wheat, cracked.....	5
Breakfast Cocoa.....	40		

STARCH—Combination Prices.

Lump In Bulk.

Large boxes and barrels..... 4 1/2

12-lb boxes..... 5 1/2

Gloss..... 6 1/2

1-lb packages..... 6 1/2

3-lb "..... 6 1/2

6-lb "..... 7

20-lb boxes..... 7

40-lb "..... 6 1/2

Lots of 200 lbs., freight paid.

Lots of 500 lbs., freight paid and

5 per cent. discount.

Goods made by manufacturers

not in the trust are sold from

1/2 @ 1/2 lower.

SNUFF.

Scotch, in bladders..... 37

Maccaboy, in jars..... 35

French Rappee, in jars..... 43

SOAP.

Detroit Soap Co.'s Brands.

Superior..... 3 30

Queen Anne..... 3 35

German Family..... 3 00

Mottled German..... 3 00

Old German..... 3 00

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 30

Uno, 100..... 3 50

Bouncer, 100..... 3 00

SODA.

Boxes..... 5 1/2

Kegs, English..... 4 1/2

SAL SODA.

Kegs..... 1 1/2

Granulated, boxes..... 2

SEEDS.

Mixed bird..... 4 1/2 @ 6

Caraway..... 3 1/2

Canary..... 4

Hemp..... 4

Anise..... 13

Rape..... 6

Mustard..... 7 1/2

SALT.

Common Fine per bbl..... @ 95

Solar Rock, 50 lb. sacks..... 27

28 pocket..... 1 75

100 "..... 2 15

Ashton bu. bags..... 75

Higgins "..... 35

Warsaw "..... 30

Diamond Crystal, cases..... 1 25

" 28-lb sacks..... 50

" 60 pocket..... 2 15

" 28 "..... 2 20

" barrels..... 1 75

SALERATUS.

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

SYRUPS.

Corn, barrels..... @ 24

" one-half barrel..... @ 36

Pure Sugar, bbl..... @ 30 @ 40

" half barrel..... @ 32 @ 42

SWEET GOODS.

Ginger Snaps..... 8

Sugar Creams..... 8 1/2

Frosted Creams..... 8

Graham Crackers..... 8

Oatmeal Crackers..... 8

SHOE POLISH.

Jetline, 1 doz. in box..... 75

TEAS.

JAPAN—Regular.

Fair..... @ 20

Good..... @ 22

Choice..... @ 24

Choicest..... @ 26

Dust..... @ 10 @ 14

SUN CURED.

Fair..... @ 20

Good..... @ 22

Choice..... @ 24

Choicest..... @ 26

Dust..... @ 10 @ 14

BASKET FIRED.

Fair..... @ 20

Choice..... @ 22

Choicest..... @ 24

Extra choice, wire leaf..... @ 40

GUNPOWDER.

Common to fair..... @ 25

Extra fine to finest..... @ 50

Choicest fancy..... @ 75

OOLONG.

Common to fair..... @ 25

Superior to fine..... @ 30

Fine to choicest..... @ 55

IMPERIAL.

Common to fair..... @ 20

Superior to fine..... @ 30

YOUNG HYSON.

Common to fair..... @ 18

Superior to fine..... @ 30

ENGLISH BREAKFAST.

Fair..... @ 25

Choice..... @ 30

Best..... @ 55

Tea Dust..... @ 10

TOBACCOS—Fine Cut.

D. Scotten & Co.'s Brands.

Hiawatha..... 62

Sweet Cuba..... 36

TOBACCOS—Plug.

Jas. G. Butler & Co.'s Brands.

Something Good..... 37

Peach Pie..... 34

"Tobacco"..... 35

TOBACCOS—Smoking.

Hector..... 17

Plow Boy, 2 oz..... 32

" 4 oz..... 31

" 15 oz..... 32

VINEGAR.

NEW YORK TRIBUNE. 1891.

The Tariff and the Farmer.

The Tribune will devote much space during 1891 to the Tariff as it affects the Farmer and the Mechanic. Hon. Roswell G. Horr, of Michigan, has been added to the Tribune's staff of Tariff writers for this purpose. He will, through the columns of The Tribune, devote himself to this topic, and will invite and answer questions upon points which perplex the American Farmer and Mechanic. He will also, so far as other duties will allow, attend Farmers' Institutes and agricultural gatherings the coming winter and spring, and expound the principles of the Tariff.

Those who desire the presence of Mr. Horr at Farmers' Institutes, etc., are invited to communicate promptly with The Tribune.

Young Men who wish to Succeed.

Many a man feels the lack of early direction of his energies and early inculcation of the maxims which promote the formation of character and success in after life. Every such man would gladly see the young men of to-day better guided in youth than he was. The Tribune has planned the following series of valuable articles, which will appear in this paper only:

What shall I do? By S. S. Packard, President of Packard's Business College.

Suggestions for the Boys on the Farm who are Ambitious. By the Hon. J. H. Brigham, of Delta, Ohio, Master of the National Grange.

Education without the Help of a College. By President C. K. Adams, of Cornell University.

A Continuation of "How to Win Fortune." By Andrew Carnegie, whose remarkable article of last Spring was so full of encouragement to poor men.

Multiplicity of Paying Occupations in the United States. By the Hon. Carroll D. Wright, Commissioner of the Department of Labor.

A Talk with American Boys. By P. T. Barnum, of Bridgeport, Conn., the great American showman, temperance lecturer, traveler and writer.

Examples in the History of our own Country. By Gen. A. S. Webb, the gallant soldier of Gettysburg and Spottsylvania and College president.

Importance of Good Manners. The views of Ward McAllister.

A College Education good for all; what is best for those who cannot get it. By President William Pepper, University of Pennsylvania.

The Tribune will print from week to week, well-considered answers to any questions which young men or women, in any part of the country, may ask.

Vital Topics of the Day.

Present Needs and Future Scope of American Agriculture. By the Hon. Jeremiah Rusk.

Proper Function of the Minority in Legislation. By the Hon. Julius C. Burrows, Kalamazoo.

Village Improvement Associations, their practicability in Rural Districts, with the story of Eastford Village. By the Hon. B. G. Northrop, of Clinton, Conn.

Principle in Politics and the Virtue of Courage. By the Hon. James S. Clarkson, of Iowa.

Influences of the Labor Movement upon Human Progress. By Samuel Gompers, President of the American Federation of Labor.

America's Suburban and Rural Homes. By George Falsner, of New York.

Warehousing for Farm Products. By L. L. Polk, President of the National Farmers' Alliance.

Glaciers of the United States. By Professor Israel C. Russell, of the United States Geological Survey and explorer of Alaska.

Other Features.

During 1891 The Tribune will print a valuable series of articles, written by its own traveling correspondent, on the agriculture of the United States, with explanations of a large number of model farms.

A special correspondent, a practical farmer, is now in France, visiting the farms and farm-buildings of that thriftest of the agricultural nations of the world. He will report upon the dairy, grain, stock and other branches of French farming in illustrated articles.

Mrs. Annie Wittenmeyer, President of the Woman's Relief Corps, will contribute a column of notes and news to The Tribune's G. A. R. page, every week.

Admirable letters of travel in the Southern States, illustrated with pictures, will be printed, describing the South as it exists to-day.

All the regular features will be continued.

The Home Circle columns will be varied by frequent illustrated articles on home decoration, fashions and other subjects of intense interest to women. Written principally for people with little money.

Mrs. Bayard Taylor, the widow of Bayard Taylor, will write articles on Cookery. She is a remarkable housekeeper, with a scientific as well as practical knowledge of her subject.

Steinitz, the great chess champion of the world, will supply a column a week on the greatest and purest of all the games of the home.

Foreign letters, good stories, the news of the day, the best of market reports, book reviews and literary news, witty jokes, etc., etc.

The Tribune is printed in large type and broad columns, and is the easiest paper to read in the country.

Premiums.

Premium List for 1891, containing many new and useful articles, will be sent to any applicant, free.

Prizes for Large Clubs.

Club raisers are invited to write to this office for The Tribune's new Terms to Agents.

Subscriptions.

The Weekly, \$1.00 a year; free for the rest of 1890.

Semi-Weekly, \$2.00; for the rest of 1890. Daily, \$1.00. Sunday Tribune, \$2.00. Tribune Monthly, \$2.00. Sample copies free.

THE TRIBUNE, New York.

Goods Appropriate to the Season.

Written for THE TRADESMAN.

In no respect is the shrewdness of the merchant and the progress of the times better illustrated than in the good taste now used in the display of goods appropriate to the seasons. This was once only accidental with merchants, while

now it is intentional, and each seems to vie with the other in artistic perception of effect. Contagious, you say? Yes, it is the contagion of thought. Everything that draws custom and cash is contagious in this age, and where the results are good it elevates humanity and is worthy of commendation.

Yon grocer's window reminds us that the ideas of November are here. What could be more seasonable than those fancy packages of buckwheat, canned goods, apples, pumpkins, squashes and turnips; nuts from our native and foreign forests, and baskets heaped high with popcorn in the ear? Next door the butcher displays his most tempting sausage and bacon in the most conspicuous place—fit companions for those bags of buckwheat and oatmeal. Come with me in front of this dry goods window. Here are piles of woolen dress goods, all grades, and a dazzling variety of patterns. Look inside the store. See the ladies making purchases of the latest styles and latest prices. And in this other window, what a rich display of hosiery. Even a view of it fairly causes a feeling of warmth and comfort. The merchant does not appear to be ashamed of his low prices, as the bright cards attached speak for themselves. The window of the hardware store is no longer a wilderness of fancy cutlery and curious novelties; but, instead, stands a monarch of the drawing room or kitchen, with beauty and strength combined, and with a name suggestive of its fuel and the happiness it will confer.

Here we are in front of a clothing store. How changed in appearance within the past six months! The cotton and linen goods have vanished with the fallen leaves, and overcoats, flannels, heavy Scotch goods and underclothing have taken their places. Fur caps and gloves are gradually brought into view, and thoughts of Thanksgiving, Santa Claus and the new year which is coming, steal over us, and cause us to feel perceptibly older.

H.

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 catalogue.

SHIPERS CAN SAVE TIME AND TROUBLE AND CASH. We have lately made a new Using a Removable Cover. A material Reduction in Price is gained. Write for Full Particulars. BY BARLOW'S PATENT MANUFACTURED SHIPING BLANKS. SEND FOR SAMPLE SHEET. PRICES BARLOW BROS. GRAND RAPIDS, MICH.

Grand Rapids & Indiana. In effect October 5, 1890. TRAINS GOING NORTH.

For Saginaw, solid train 5:15 a m
For Traverse City & Mackinaw 9:20 a m
For Saginaw, solid train 2:15 p m
For Cadillac 2:25 p m
For Mackinaw 2:50 p m
From Kalamazoo 3:55 p m

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

Trains marked (1) run daily; (2) daily except Sunday. Sleeping and parlor car service: North—11:30 a m train, parlor chair car for Mackinaw City; 10:30 p m train, Wagner sleeping car for Mackinaw City. South—6:30 a m train, parlor chair car for Cincinnati; 9:30 a m train, through parlor coach to Chicago; 5 p m train, Wagner sleeping car for Cincinnati; 11:30 p m train, Wagner sleeping car for Chicago.

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

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

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TRAINS GOING SOUTH.
Arrive from Leave going South.
For Cincinnati 6:00 a m
For Kalamazoo and Chicago 10:15 a m
From Saginaw 11:45 a m
For Wayne and the East 2:00 p m
For Cincinnati 5:30 p m
For Kalamazoo and Chicago 11:30 p m
From Saginaw 11:30 p m

Trains marked (1) run daily; (2) daily except Sunday. Sleeping and parlor car service: North—11:30 a m train, parlor chair car for Mackinaw City; 10:30 p m train, Wagner sleeping car for Mackinaw City. South—6:30 a m train, parlor chair car for Cincinnati; 9:30 a m train, through parlor coach to Chicago; 5 p m train, Wagner sleeping car for Cincinnati; 11:30 p m train, Wagner sleeping car for Chicago.

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

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

Detroit, Grand Haven & Milwaukee. GOING WEST. Arrives. Leaves. 12:50 p m 1:00 p m 5:00 p m 5:10 p m 10:20 p m 10:30 p m 6:40 a m 7:05 a m 7:30 a m

Detroit Express 6:50 a m has Wagner parlor and buffet car attached, and Evening Express leaving 8:45 p m has parlor car attached. These trains make direct connection in Detroit for all points East. Express leaving at 10:55 p m has Wagner sleeping car to Detroit, arriving in Detroit at 7:30 a m. Tickets and sleeping car berths secured at D. G. & M. R'y office, 25 Monroe St., and at the depot. JAS. CAMPBELL, City Passenger Agent. JNO. W. LOUD, Traffic Manager, Detroit.

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

CHICAGO & WEST MICHIGAN RAILWAY. Fruit Belt Line. DEPART.

Mail and Express for Big Rapids, Ludington, Manistee & Traverse City 7:25 a m Express for Chicago and Muskegon 7:40 a m Fast Mail for Chicago 10:00 p m Express for Muskegon and Hart 10:30 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 7:50 p m Ex. for Grand Haven & Muskegon 7:40 p m

ARRIVE. Night Express from Chicago 6:30 a m Night Express from Indianapolis 6:30 a m Ex. from Muskegon, Hart & Pentwater 10:45 a m Express from Big Rapids, Baldwin and Traverse City 12:15 p m Mail from Chicago and Muskegon 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 5:50 p m Ex. from Baldwin and Traverse City 5:40 p m Express from Traverse City 10:40 p m

*Daily. *Daily except Sunday. *Daily except Saturday. *Daily except Monday.

Through chair car for Chicago on 9:00 a m train; no extra charge for seats. Trains leaving Grand Rapids at 1:30 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 5:45 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. GEO. DEHAVEN, Gen. Pass. & Ticket Agt., Grand Rapids.

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

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

ARRIVE. Mail from Saginaw and Bay City 11:45 a m Mail from Lansing, Detroit and East 12:10 a m Fast Express from Lansing and East 5:05 p m Express from Lansing and Detroit 10:50 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 5:30 p m Day Express 11:55 a m 10:30 a m Atlantic & Pacific Express 11:15 p m 6:00 a m New York Express 5:40 p m 1:25 p m

*Daily. All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.

Parlor cars run on Day Express and Grand Rapid Express to and from Detroit. Fred M. Briggs, Gen'l Agent, 85 Monroe St. G. S. HAWKINS, Ticket Agent, Union Depot. GEO. W. MUNSON, Union Ticket Office, 67 Monroe St. O. W. RUGGLES, G. P. & T. Agent, Chicago.

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.

FIT FOR A Gentleman's Table: All goods bearing the name of THURBER, WHYLAND & CO., OR ALEXIS GODILLON, 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

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

C. R. FLETCHER & CO. ELECTROTYPERS STEREOTYPERS Photo & Zinc Engraving

ALSO LEADS SUGS. BRASS RULE Box Wood WOOD & METAL FURNITURE MAPLE. ENQUEST GRAND RAPIDS MICH.

H. LEONARD & SONS,

SPECIAL AGENTS FOR

Alfred Meakin, Tunstall, England---

White Granite, Lustre Band and "Rosaline" Patterns.

Johnson Bros., Hanley, England---

Enameled "Margaret" and Printed "Rosedale."

Haviland & Co., Limoges, France---

Choice Gold Band, White and Decorated China.

And Many Other Manufacturers of England, France and Germany.

If Any
Merchant
Handling
Our Lines

Of merchandise has not received our Illustrated Catalogue of Holiday Goods by this time, please write for it, as the omission was unintentional. And, if it is quite impossible for you to call upon us in season to secure this profitable line, please advise us and we will endeavor to make some arrangements to show them to you, or, if you will leave the selection to us or to any one of our agents with whom you are acquainted, we will use our utmost endeavors to select our choicest values.

CORRESPONDENCE
INVITED.



While
the
Michigan
Masonic
Fair

Brought us the greatest number of customers we ever had in a single week, we are pleased to state that our assortment is unbroken as yet. Some few items are naturally exhausted, but the variety is still with us. No where can you see such an assortment of wares suitable for

Holiday Lines

as we present, and without hesitation we say that it will repay such small expenditure as will be necessary to call and examine goods and prices in person.

ONE BLOCK FROM
UNION DEPOT.

H. LEONARD & SONS,

Grand Rapids, Mich.

The Introduction of Corn Flour.

Another article for grocers, and one they will take a conscious pride in selling, is certain to come into public favor soon. It is well known that the States of Nebraska and Iowa are chief among our corn producing districts. In fact, it is their great staple product and their people are making every honorable exertion to enlarge its consumption and demand, and lastly—but not less important to them—its price. Not content in attracting attention to this grain by their unique corn palaces, they have sent special agents among the nations of Europe with samples of this grain, from that in the ear to every delicate preparation of the meal ready for the *cuisine*, among them being "corn flour," a new product of the West, differing from corn meal by its finer grinding and bolting. An article in a late number of the *Omaha Bee* says: "The demand for American corn products in Europe is already in excess of the supply;" and William Hilditch, of that city, further adds in support of this statement, "For a few weeks past (Oct. 18) I have had an order for several carloads of American corn flour, without being able to execute it, although I had written to half a score of Nebraska millers, who stated they had not yet turned their attention to its manufacture." Mr. Hilditch further says: "I am in a position to make a contract for the supply of ten carloads weekly of this corn flour alone." Here, then, is an article of food which, so far as its nutrition and healthfulness are concerned, will be unequalled, and only a brief time will be required to educate a taste and preference for it among our own people. There are millions of laborers in Europe who do not know and can hardly estimate the value of this new flour, either as a luxury or a necessity in their household, which, once introduced, would create for itself a demand that would favorably affect every grower of corn in the Union. For a short time, at least, this new article of food should be put up for the market in ten to twenty pound packages, that it may more readily be intro-

duced by the grocers and given a trial by every family. As no complex machinery will be required to manufacture it, probably that already in use for other cereals may, by slight modifications, answer every purpose, making it cheaper than wheat flour and a much more hearty and strengthening food. All honor to the ingenious perseverance of those who confer this boon to mankind! H.

Manual Training School.

Chas. H. Leonard authorizes THE TRADESMAN to state that he will be one of twenty men to subscribe \$500 each for the purpose of organizing a stock company to inaugurate and maintain a manual training school. Mr. Leonard asserts that unless Grand Rapids takes some steps in this direction she will be blind to her best interests and that her manufacturers will suffer from the absence of local recruits in the skilled branches. The training school at Chicago, conducted on a stock company basis, has proved to be a remarkable success, both financially and in point of educational value, and there is no reason why Grand Rapids should not be similarly favored.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun	45
No. 1 "	50
No. 2 "	75
Tubular	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.	
No. 0 Sun	1 75
No. 1 "	1 88
No. 2 "	2 70
First quality.	
No. 0 Sun, crimp top	2 25
No. 1 "	2 40
No. 2 "	3 40
XXX Flint.	
No. 0 Sun, crimp top	2 60
No. 1 "	2 80
No. 2 "	3 80
Pearl top.	
No. 1 Sun, wrapped and labeled	3 70
No. 2 "	4 70
No. 2 Hinge, " " "	4 70
La Bastic.	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 "	1 50
No. 1 crimp, per doz.	1 35
No. 2 "	1 60
STONEWARE—AKRON.	
Butter Crocks, per gal.	06 1/2
Jugs, 1/2 gal., per doz.	75
" 1 "	90
" 2 "	1 80
Milk Pans, 1/2 gal., per doz. (glazed 66c)	65
" 1 gal., " " (" 90c)	78

Florida Oranges

We are agents for Hillyer's celebrated Stag brand, which is the finest fruit sold in Michigan.

The Putnam Candy Co.

Muskegon Cracker Co

CRACKERS, BISCUITS AND SWEET GOODS.

LARGEST VARIETY IN THE STATE

SPECIAL ATTENTION PAID TO MAIL ORDERS.

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

No Connection with Any Cracker Trust.

S. K. BOLLES.

E. B. DIKEMAN.

S. K. Bolles & Co.,

77 CANAL ST., GRAND RAPIDS, MICH.

Wholesale Cigar Dealers.

"TOSS UP!"

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

REMOVAL!

GEO. H. REEDER & CO. have removed from 24 Pearl street to 158 and 160 East Fulton street, where they have more room and better facilities for handling their increasing trade. Customers are invited to call and inspect the new quarters.

Wall Paper and Window Shades.

House and Store Shades Made to Order.

NELSON BROS. & CO.,

68 MONROE STREET.

WM. SEARS & CO.,

Cracker Manufacturers,

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

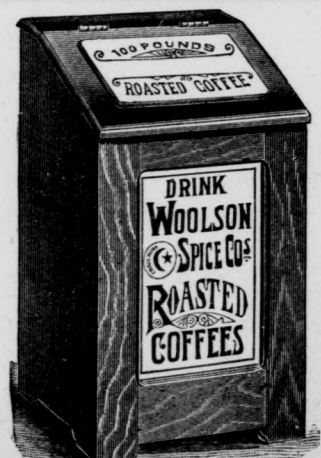
DON'T SCATTER YOUR FIRE, OR WASTE COSTLY AMMUNITION
UNNECESSARILY--DECIDE UPON WHAT YOU WANT, THEN REACH FOR IT.



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.