

Michigan Tradesman.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, DECEMBER 10, 1890.

NO. 377.

ESTABLISHED 1841.

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

For Rent by Dunton & Bates, GRAND RAPIDS, MICH.

A corner store on Cherry Street. One of the best locations in the city for a hardware store. A single store on Ionia Street. An excellent location for a restaurant or harness shop. A single or double corner store on South Division St. Good place for drug store and grocery. Low rent to good tenants. DUNTON & BATES, Rooms 13 & 14 Widdicombe Bld'g, Grand Rapids, Mich.

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It pays to illustrate your business. Portraits, Cuts of Business Blocks, Hotels, Factories, Machinery, etc., made to order from photographs.
THE TRADESMAN COMPANY,
Grand Rapids, Mich.

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SEND FOR PRICE LIST.

Daniel Lynch,

19 So. Ionia St., Grand Rapids.

BEACH'S

New York Coffee Rooms.

61 Pearl Street.

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

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

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CASH CAPITAL - \$200,000.00

Fair Rates.

Prompt Settlements.

Call on our agent in your town.

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S. F. ASPINWALL, Secretary.

ALLEN DURFEE.

A. D. LEAVENWORTH.

Allen Durfee & Co.,

FUNERAL DIRECTORS,

103 Ottawa St., Grand Rapids.

OYSTERS

We quote:

SOLID BRAND—Selects.....	24
" E. F.....	23
" Standards.....	20
DAISY BRAND—Selects.....	22
" Standards.....	18
" Favorites.....	16
Standards, in bulk, \$1.25 per gal.	

Mince Meat.

BEST IN USE.

20-lb. Pails.....	7½c per lb.
40-lb. ".....	7½c "
2-lb. Cans (usual weight), \$1.50 per doz.	
Pure Cider Vinegar, 10c per gal.	
Choice Dairy Butter, 20c.	
Sweet Potatoes, \$3 per bbl.	
Fresh Eggs, 22c.	

E. FALLAS & SON

Prop's Valley City Cold Storage,
GRAND RAPIDS, MICH

Beans and Clover Seed

Parties having beans or clover seed for sale will find a purchaser, if samples and prices are right.

We also want

Potatoes and Onions

In car lots.

We pay highest market price and are always in the market.

W. T. LAMOREAUX & CO.

128, 130 and 132 West Bridge St.,

GRAND RAPIDS, MICH.

W. C. WILLIAMS. A. S. BROOKS. A. SHELEY.

WILLIAMS, SHELEY & BROOKS

Successors to

FARRAND, WILLIAMS & CO.,

Wholesale Druggists,

AT THE OLD STAND.

Corner Bates and Larned Streets, Detroit.

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Curse of Credit

BY USING

"TRADESMAN"
OR
"SUPERIOR" Coupon Books

IT WILL PAY YOU
To Buy ALLEN B. WRISLEY'S
GOOD CHEER SOAP.
Leading Wholesale Grocers keep it.

STOREKEEPING IN '49.

Experience of a Merchant at the California Gold Diggings.

Written for THE TRADESMAN.

In any part of the world where from any cause there is a heavy tide of emigration flowing, and more particularly in mining regions where all is in the nature of a lottery, and where fortunes are made or lost in a few days or weeks, the experiences of its initial merchants and business men are often both interesting and startling. All the old methods of doing business are generally ignored and everything is made to conform to the circumstances and conditions of this new and conglomerate order of society. Here human nature asserts itself at once. The most prominent traits of individual character come upon the surface as rapidly as oil upon water and the spendthrift and miser will be known without a question. I take, for example, the most thrilling period of the gold excitement in California in 1849. The kaleidoscopic changes in conditions, in the fortunes of individuals, and in the prices of every thing—often in a single day—were so sudden, wild and startling as to seem totally incredible and to many of the present generation the statements are looked upon as fiction, unless most substantially verified; and even then *cum grano salis*.

It was at one time my good fortune, with that of half a dozen others, to listen to a recital of the experience of an old merchant who was numbered among the argonauts and who thought he saw an easier way to fortune by furnishing daily supplies to the multitude of gold seekers than by trusting the fickle goddess of fortune in the sands. James Martin, the merchant mentioned, was a young married man in the grocery trade in New Jersey, but on the first news of the discovery of gold on the Pacific coast, he converted his stock of goods and house and lot into cash; sold everything he had with the exception of his personal effects, household goods and furniture and secured a passage for himself and wife by the first out-bound ship for the harbor of San Francisco, which city was at that time hardly entitled to the dignity of a village. Fortunately, he was sufficiently thoughtful to purchase his stock of goods, which were to accompany him to his new home, in New York, investing over \$3,000 in groceries. Freight could be secured at that time at low rates, while six months and a year afterward it had quadrupled in price. Martin and his young wife had planned all their future movements before starting. They intended going directly to the mines, taking their goods with them, and opening business in close vicinity, wherever it might be, and—well, let us now listen to Martin's own words:

"Wife and I," said Mr. Martin, "bade our friends good bye one bright afternoon the last of March and went on board with all our effects, the ship sailing that night. Our route lay around Cape Horn and, after a pleasant voyage of several weeks, the ship passed in at

the Golden Gate, entering the bay and harbor of San Francisco. We found many vessels and crafts of all descriptions lying at anchor, but most of them entirely deserted, as the contagious gold fever had attacked and taken them off from captain to cook and deckhand. Several thousand people were then encamped in and around the village of San Francisco, but all were preparing to move toward the diggings, as the different localities were called, where the gold was taken out. Many of the stores in the little hamlet of San Francisco were closed and both proprietors and clerks had gone to dig for the precious metal. Save for the numbers constantly arriving, the town would have been almost deserted. We soon engaged a native, with his ox teams, to haul our goods and ourselves over the dry and dusty roads to a camp in Placer county, on the north fork of the American River, where we arrived in due time and without any loss of goods by the way. As timber was to be had for the cutting in that vicinity, my teamsters and their animals were brought into requisition, and soon I had constructed a good-sized, two-story log building and had the first floor converted into a very respectable grocery, with an apparently ample supply of goods. I had no competitor in business—if I except the dealers in liquid refreshments—nearer than five or six miles and a population of 6,000 within a radius of three miles around me, and rapidly augmenting in numbers. To fix prices as I ought upon my goods was now a most perplexing question, so before I was fairly opened for business I made a friend of a man from New York and engaged him at \$10 a day, for a few weeks to assist me. He was first to visit neighboring camps in different directions and talk with the miners and get prices of goods they were purchasing. I also personally interviewed many of those near me, who did not yet know the 'new store-keeper.' My new assistant, Mr. Strong, returned with ample information and we commenced marking our goods during the middle of the day, as during the morning and at night until a late hour we were all busy with our customers. It was truly a cosmopolitan population at that time and, seemingly, every nation was well represented, but such severe and summary punishment was visited upon offenders under the impartial code of miner's law that, as a rule, we lived in a peaceable community. In cases of theft, unless prompt restitution was made, the punishment was the same as for murder—death. The next day after the return of Mr. Strong, three of us, including my wife, took in for goods a little over \$1,800 in gold dust at \$16 an ounce. There was no coined money except what the new comers had brought with them, and for some time after we arrived paper money was not current at any price. I will give you prices of a few things, as I remember some of them well. Plug tobacco was from \$3 to \$6 a pound; fine cut chewing from \$4 to \$10; sugar (white)—\$1 per pound—(the

freight being the same on low grades, we kept none); butter (not always weak and feeble), as every pound came from the East, \$5 a pound; pork, salt or fresh, from 75 cents to \$1 a pound; lard, \$2; flour, \$1; salt, 50 cents; eggs (sea birds, no others then in the country) \$2 to \$3 per dozen. There were very few canned goods of any kind then in existence, except sardines, and those we sold in large quantities. I remember that any acid fruits or vegetables sold rapidly. For a long time I could get no vinegar, and my wife made three barrels—from what I have forgotten—of vinegar so sour that the proverbial pig would squeal if he smelled it, but it pleased the miners and it sold on the run for 50 cents a quart or \$2 a gallon. Afterward some one in Sacramento got to manufacturing vinegar there and as freights were lower we purchased it, but I shall never forget how some of the customers looked, nor what they said when we first drew from the Sacramento stock. During the hottest weather they would make five or six gallons from one of vinegar by the addition of water and then sweeten it to taste and use it for a common drink during the day, under the idea that as they required so much fluid while laboring it would be more healthful. When purchasing the vinegar they would invariably taste it, and one evening after I had filled the jugs and pails of three or four persons, and they were tasting it and looking at one another in a questioning way, two of them spoke almost at once. "See here, Mr. Storekeeper, this isn't no Mrs. Martin vinegar, no how you can fix it; you're tryin' to sell us somethin' else. That woman herself wouldn't do such a thing. You jest call her in here." Of course I called her and she came. "Is this yew're make o' vinegar ma'am?" and the speaker extended the cup toward her. "I need not taste it, boys," she smilingly replied; "no, it is not my manufacture, but the fact is I had no time to make any and we bought the best we could for you." "Thank you, ma'am, I know'd that woman would tell the truth an' now its all right; we'll make it do 'till you can make us some o' the real simon pure, Mrs. Martin." Something sour was continually wanted, and at times for months pickles could not be had and beans, which were a standard food when obtainable, had to be eaten without any acid except a few lemons occasionally brought up from Mexico. All our flour at that time was self-rising or, in other words, contained sufficient cream of tartar and bi-carbonate of soda to cause it to rise after being mixed with water and placed in a hot oven or upon a griddle. Even at the high prices obtained for goods, our sales were enormous and I had to keep two teams continually on the road between my store and San Francisco or Sacramento (as the latter place was beginning to keep supplies in larger quantities and was not half the distance away) in order to meet the demands upon me.

"About this time—six months after I put up my store—two others, one a dry goods and clothing store, located not far away; but there was room for us all, and at good round prices still. Although we merchants were not coining money as were the lucky miners, yet we were making a clean profit of from \$1,500 to \$2,000 per month and were satisfied. It was sure and constant. One hot night I started with a mule team and driver to

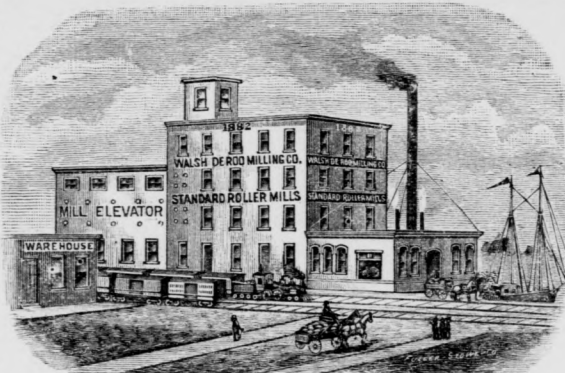
Sacramento after a load of supplies. I arrived the next morning and got loaded up so as to start on our return at about 4 p. m. and get the benefit of a cool night to travel. I had, luckily, found a small barrel of cucumber pickles, for which I paid \$100, and was looking for another one to make out my load when I saw a barrel standing on the narrow sidewalk near a store with a piece of brown paper tied around it with a string upon which had been daubed with a little black paint, 'Sowr Crowt dert cheap.' That was sufficient. I sprang from my seat in the wagon, and ran to the barrel. The head was out and it was three-fourths full of as fine sauerkraut as I ever saw. I asked a man who came to the door what he wanted for that barrel just as it was. "Seventy-five dollars," was the ready reply. I stepped inside, drew my bag of gold dust, and the amount was weighed out. We were soon on the road toward home, and I thought that barrel the prize package of the day—and it was. On my arrival at my store, the wagon was instantly surrounded by a crowd, as usual, to see what I had that was new to eat. One man caught sight of the kraut, and in an instant handed me a two-quart tin pan to fill with it. As I passed it to him, others caught sight of it and when I answered his question "How much?" with the remarks "Five dollars," a score of others answered by saying, "I want the same amount." I had spoken the price without thinking, but I thought it would do, and I asked the first man with whom I was acquainted to please hand me back his pan while I used it for a measure, and as fast as I could fill the pan and empty it they passed into the store to weigh out the price in dust and I got so near the bottom of the barrel that I had to scrape around a long time and make believe it was empty in order to save a little for my own table. How much did I make out of that barrel? Well, I don't like to tell, only this, that whenever I taste any sauerkraut since, it seems to bring that to mind and pinches my conscience a little. I lost no money on that sale, and sold the empty barrel for \$15 to a Chinese wash house.

"It would astonish you to have seen the changes which took place in our camp during the first year I was there. A mining people are generally the most visionary and uneasy persons in the world and are never satisfied with doing well, consequently they are ever ready to move on at the first rumor of richer diggings and, although new parties came, still larger numbers left. Thus in time, in place of thousands, it dwindled to hundreds and I had more leisure. I had discharged my clerk and my wife and myself managed the business. One Sunday morning I arose early—there were no Sabbath days in mining regions—and, taking my gun, told my wife I would return to breakfast at 9 o'clock and bring some rabbits for our dinner. I struck out on a rocky ridge in an opposite direction from the mines and, after walking several miles without getting a shot, sat down to rest beside a mountain rivulet whose crystal water bounded from rock to rock far above and some distance below me. Through the scattered pines around me a rabbit now and then came into view and from my rocky seat, with gun in hand, I soon secured the number I desired. As I sat near it the black

[CONCLUDED ON THIRD PAGE.]

THE WALSH--DE ROO MILLING CO.,

HOLLAND, MICH.



CORRESPONDENCE SOLICITED.

Daily Capacity.
400 Bbls.

BRANDS:
SUNLIGHT,
DAISY,
PURITY,
MORNING STAR,
IDLEWILD,
DAILY BREAD,
ECONOMY.

SPECIALTIES:
Graham,
Wheatena,
Buckwheat Flour,
Rye Flour,
Bolted Meal,
Rye Meal,
Wheat Grits,
Buckwheat Grits,
Pearl Barley,
Oat Meal,
Rolled Oats.

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.

BANKRUPT SALE

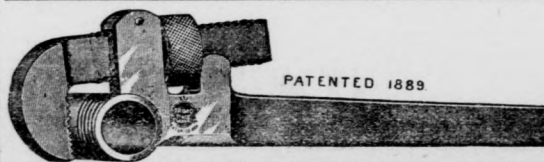
Of Sporting Goods.

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.

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

For Sale by Leading Wholesale Grocers.



TRIMO

Pipe Wrench

Made of Forged Steel and Interchangeable in all its Parts.

HESTER & FOX, - - - Grand Rapids, Mich.

STOREKEEPING IN '49.

[CONTINUED FROM SECOND PAGE]

sand in the little stream, now almost dry, attracted my attention and I at once began handling it and washing it in my drinking cup to look for gold. I obtained the color in almost any place but nothing that would pay. Leaving my game where it lay, I passed down the stream, stopping an instant here and there to test the sand. I noticed that this rivulet, like all others here at certain times in the year, was a large stream and its torrents of water had worn deep holes in the rocks where it had fallen from precipices ten to twenty feet high. It occurred to me to go to the bottom of a few such cavities, as there ought and might be gold beneath all the sand and debris. The first rocky pocket I emptied furnished me about \$5 of the precious metal, which paid me well for my fifteen minutes' work. As I passed lower down and emptied three or four more, I obtained far less, and, in one, none at all. Glancing at the sun, I saw it was yet early and, retracing my steps some distance above where my rabbits lay, I there commenced to clean out another and larger basin. Here was a surprise for me. As I learned afterward, the high water at certain times washed the banks of those mountain streams, and gravel, sand and grass came down in quantities. The surface gold had been borne along with it, but its weight was such that it seldom left the first pocket or basin where it sank, and from this largest one I washed out and tied up in a stout handkerchief a little over eighty-four ounces of gold, having a cash value of a fraction over \$1,500! Most of it was in flat and ragged pieces. Afterward I spent many an hour and wandered many miles along the banks of that stream, searching for more such bonanzas and also, if possible, to discover the fountain head from whence my previous rich find had been taken by the rushing waters, but very little rewarded my labor. Others may have been before me and taken the prize.

"The following year I bought a good home and farm near a village in the Santa Clara Valley and left the mining camps and the mercantile business to others. I prefer to spend the remainder of our lives here, although we have made one visit East and will probably make another soon."

Good Advice for the Girls Behind the Counter.

Kate Tannatt Woods, in Ladies' Home Journal.

If I were asked to give a set of rules or suggestions for girls whose days are spent behind the counter, they would read something like this:

Remember that all the time spent in the store belongs to your employer.

That courtesy behind the counter wins even the most captious customers.

That gossip about young men, or with them, is unbusiness-like, and, under the circumstances, rude.

Never attempt to instruct a customer; while you may suggest, or politely question the desirability of this or that.

Do not say, "Here, Sade, hand me your pencil," to your neighbor.

Never say, "No, we haven't got it," in a short crisp tone; far better a polite, "I am sorry to say we do not have it in stock."

Do not thrust a package at a customer as you would a pistol in the face of a highwayman.

Never throw goods with an air which seems to say "I do not care whether you buy it or not."

Remember that the purchaser often sees more in the seller than she thinks,

and refined young women have made valuable friends for life by their courtesy to an accomplished customer.

Always remember, that duty to your employer demands your best service, and duty to yourself also.

Seek to be a model saleswoman, and some one will soon recognize your merits.

Dress modestly and avoid cheap jewelry. The best ornaments are promptness, politeness, a well-modulated voice, and strict attention to duty.

Have your hair neatly combed, your teeth well brushed and your finger-nails tidy. Customers are often repelled by untidy clerks of either sex.

Remember always, that you are superior to circumstances, only when you make yourself so. The most selfish, exacting employer will gladly recognize the merits of an efficient clerk.

Frown down with womanly scorn the nonsensical title of "saleslady." It is a grand thing to be a woman any time; if you are a true and good woman, a good clerk is infinitely more respectable than a so-called "saleslady," and the term has a shoddyish ring which is totally un-American.

Out of two hundred clerks in a large establishment, the favorite with nearly all of the customers is a young woman who invariably dresses modestly in black, and has such charming manners that it is a positive pleasure to visit her department.

A Pertinent Enquiry.

CADILLAC, Dec. 5—I have been very much interested in reading the proceedings of the annual convention of the Michigan Business Men's Association, but am somewhat surprised to find so few references to the dead-beat and poor-pay customer. Is it possible that our stock of this material is running out—becoming so scarce as to be unworthy of notice in a convention of business men? GROCER.

Crockery & Glassware

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



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.

C. N. RAPP & CO.,

WHOLESALE DEALERS IN

Foreign and Domestic Fruits.

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

HEADQUARTERS FOR

ORANGES, LEMONS and BANANAS.

ALFRED J. BROWN,

SEEDSMAN AND

Fruit Commission Merchant.

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

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

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

THE ALFRED BROWN SEED STORE, Grand Rapids, Mich.

SEEDS AND GRAIN

W. H. MOREHOUSE & CO

Wholesale Dealers in

GRAIN, CLOVER and TIMOTHY

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

CHOICE CLOVER and TIMOTHY SEEDS a specialty.

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

Mention this paper.

WM. R. KEELER,

JOBBER OF

Confectionery and Fruits, Nuts and Cigars,

412 SOUTH DIVISION ST.

TELEPHONE 92-3R.

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

MOSELEY BROS.,

—WHOLESALE—

Fruits, Seeds, Oysters and Produce

All kinds of Field Seeds a Specialty.

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

26, 28, 30 and 32 Ottawa St.,

GRAND RAPIDS

In the Dealer's Own Hands.

In our opinion the three chief drawbacks of the retail trade are

Dead-beats, Peddlers and Combination Goods.

The Dead-beat can be avoided by giving no credit; the Peddler can be ostracized by enforcing the State law; and goods not controlled by trusts and combinations can be obtained by dealing with our house. Every dealer, therefore, has it in his own hands to curtail the abuses which serve to make retail trade unprofitable.

Telfer Spice Company,

GRAND RAPIDS, MICH.

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.

AMONG THE TRADE.

AROUND THE STATE.

Topinabee—Geo. H. Turner succeeds A. W. Sayles in general trade.

Union City—C. H. Mann succeeds S. S. Hasbrouk in the grocery business.

Hudson—Geo. S. Rogers has purchased the drug stock of the late G. W. Cutler.

West Bay City—Wm. Jaissler succeeds Henry Gunterman in the meat business.

Union City—Dennison & Allen, grocers, have dissolved, Dennison succeeding.

Quincy—McGinnis & Rawson succeed J. R. R. Dagget in the furniture business.

Hillsdale—Geo. E. Kilbourn succeeds Lincoln & Kilbourn in the grocery business.

White Cloud—T. J. Courtney & Co. succeed D. Collins & Co. in the meat business.

Perrinton—F. C. Brisbin will shortly open a branch of his general store here at Perry.

Medina—Mosher & Palmer succeed Webber & Mosher in the blacksmithing business.

Bay City—Bwzalski & Skory are succeeded by J. Bwzalski in the grocery business.

Montague—R. Hoffman has removed his grocery stock to Muskegon, locating at Lakeside.

North Branch—Harwood & Durgy's dry goods stock has been seized under chattle mortgage.

Carrollton—Henry Bell's grocery store and meat market have been closed under chattle mortgage.

Cheboygan—M. F. Bradley has purchased the E. D. Davis boot and shoe stock of the mortgagee.

Cheboygan—Ralph Paddock, whose grocery stock was recently destroyed by fire, has resumed business.

Ewart—Priest & Co. have opened a new store here handling dry goods, groceries, and boots and shoes.

Freesoil—A. B. Dean has increased his one-third interest in the drug firm of Dean Bros. to a one-half interest.

Vanderbilt—L. A. Harris has moved his drug stock into his new store building and has added a line of holiday goods.

Montague—Burrows & Jones have sold their building and grocery stock to Herren Bros., who will add a meat market.

Petoskey—L. J. Fasquelle, formerly engaged in the drug business here, has opened a line of fancy and holiday goods.

Detroit—Stanton, Morey & Co. succeed Stanton, Sampson & Co. in the manufacture and jobbing of men's furnishing goods.

Hastings—Phin Smith has purchased the variety stock formerly owned by Hutchins Bros. and has added a line of dry goods.

Sears—C. V. Priest has sold his grocery, crockery and hardware stock to Frank Jeffs. Mr. Priest has been engaged in trade here for seventeen years.

Sparta—S. P. Van Zant has retired from the firm of Van Zant & Co., dealers in meat. The business will be continued by the remaining partner, M. Haas.

Shelby—Phil Ernst, late of Hart, and B. Morse, formerly of Dickey, North Dakota, have formed a copartnership under the style of Morse & Ernst and embarked in general trade.

Mancelona—The H. L. Welling stock was sold at sheriff's sale to P. Medalic,

of Grand Forks, North Dakota, the consideration being \$9,205. The stock was inventoried at \$13,000.

Muskegon—M. Bierema has sold his hardware stock at 132 Pine street to M. Waalkema and John Klooster, who will continue the business under the firm name of Waalkema & Klooster.

MANUFACTURING MATTERS.

Detroit—The Bently Lumber Co. has been incorporated, with a paid up capital of \$10,000, to manufacture lumber at Leonard.

Greenville—The Greenville Potato Starch Co. has ceased buying potatoes until a test is made of the sorts for starch making purposes.

Ionia—The requisite amount of capital—\$70,000—having been subscribed, the Capitol Wagon Works will be removed from Lansing to this place.

Rockford—J. N. and J. T. Parker have opened a repair shop here and contemplate engaging in the manufacture of chairs in the near future.

Ionia—The new furniture factory is running sixty-five men. The stockholders have voted to increase the capital stock from \$25,000 to \$60,000.

Detroit—John G. Rumney, Chas. A. Rathbone, Henry Yoe and S. T. Douglas have incorporated the Crescent Brass and Iron Works with \$25,000 capital, of which \$10,000 is paid in.

Bay City—The Standard Hoop Co. will resume operations about the middle of the month. The company has 250,000 feet of logs at Pinconning ready for shipment, but has been unable to obtain transportation.

Detroit—Geo. W. Robinson, M. C. Hawks, Robert A. Young, F. D. Parker, E. B. Baneroff, William C. Stevens and W. F. Breakey have incorporated as the Eastern Oregon Mining Co., with \$100,000 capital. No money is paid in, but the incorporators claim the mines are worth \$50,000.

Saginaw—Col. A. T. Bliss has purchased the interest of his brother, L. W. Bliss, in the firm of A. T. Bliss & Bro., operating a mill here, and has also purchased the entire interest of L. W. Bliss & Co., consisting of about \$75,000 worth of pine land in Presque Isle county.

Bank Notes.

A private bank has been opened at Dundee under the style of the Monroe County Bank.

Chas. Fishbeck is President of the new First State and Savings Bank of Howell. P. C. Purdy & Co., of Caro, have opened a private bank at Gagetown.

Some of the business men of Coopersville, dissatisfied with the inadequate banking facilities of the place, are agitating the matter of organizing a saving bank, with a capital stock of \$25,000.

Allan Campbell, who was formerly engaged in the banking business at Ewart, has been arrested on a charge of embezzling \$2,282.25 from the village. Campbell decamped in January, 1889, going to Canada. He returned in eighteen months and announced that he intended to commence anew and satisfy the debts left behind. Not having made any headway in the latter direction, and, as the limit of time in which he could be arrested on a criminal charge had nearly expired, the village authorities decided to take no further risks, and the charge of embezzlement was placed opposite his name on the court records.

Here, There and Everywhere.

Man wants but little here below, but when he gets on top he wants the earth.

An old saying has it that if you keep adding a little, you'll soon have a good store.

It's the fellow who "saws wood an' says nothin'" who gets to the front in this world. We don't mean to say it's the fellow who crawls into his hole and pulls the hole in after him, like a snapping turtle, but the fellow who attends carefully to his own affairs, and allows his neighbors to do the same.

You make a mistake if you imagine the newspaper editor knows it all—just as big a mistake as he does if he gets that idea under his hat. In fact, it really takes but a few issues of a newspaper in which to tell all you know. After that you have to work like a steam engine to find out something new that you didn't know before, and tell that. The priming of a new editor, however prodigal it may be in quantity, holds out a surprisingly short time, and he is like a gun, compelled to charge up for every succeeding shot.

There is a big chunk of wisdom wrapped up in the old newspaper saying that when a paper becomes sanctimonious and whines about being "the friend of the people," in every issue, it is about time for "the people" to give that paper a wide berth, for it is never safe to trust anyone who has to remind you continually that he is your friend. We did not dare say this before election for fear of being accused of originating a political battle with some of our exchanges. But now that the "cruel war is over," we give it as a pointer—and it is a good one, too.

His Symptoms.

People who go to apothecaries to have their diseases prescribed for occasionally get very strange diagnoses. In one case a man, wearing a long countenance, is said to have entered an apothecary's shop and remarked:

"I seem to have something queer in my stomach, and I want you to give me something for it.

"What are your symptoms?" the apothecary asked.

"Every little while something seems to rise up, and then settles back again, and by and by it rises up again."

The apothecary put his chin in the palm of his hand, and meditated a while.

"Look here!" he said gravely, "You haven't gone and swallowed an elevator, have you?"

Begin the New Year Right

by having your books written up, closed and re-opened correctly January 1st. If you need any assistance, or wish to adopt improved methods of book-keeping, call on DAN'L G. GARNSEY, expert accountant, room 79, Wonderly Block.

What Does It Mean?

COOPERSVILLE, Dec. 5—A Grand Rapids man came to town in a good deal of a flurry one day this week and, after a spirited controversy with the local bankers, departed with 500 silver dollars in his valise. Some of the business men here wonder why he did not take a draft instead.

ENQUIRER.

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.

MRS. BEECHER'S STORY.

The Great Preacher's Widow is to Write of "Mr. Beecher as I Knew Him."

It is granted to but few women to be part of such an eventful life as has been that of the wife of Henry Ward Beecher. No man of this century had such a busy life, filled with so many honors and achievements; and to view such a career through the eyes of his life-long companion is a pleasure rarely given to a public. Mr. Beecher was a lover of the domestic fireside. "My home is my temple," he once said, and in that home he gathered round him what his nature loved best: birds, flowers, and dainty bits of china and costly gems. If he was great in public life, Mr. Beecher was greater in his home-life. In the one capacity he gave himself to the public; in the other he reserved himself for his family. In this latter light he will be viewed by his widow in a notable series of reminiscence papers in the *Ladies' Home Journal*, of Philadelphia, during 1891. The articles will cover the entire period of their marriage from their first year of married life, when the couple lived on \$300 for twelve months, until the closing of Mr. Beecher's great career. Mrs. Beecher will tell of "Mr. Beecher as I Knew Him," and thousands will gladly listen to her interesting story.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

FOR SALE—CLEAN STOCK AND BEST COUNTRY trade in Michigan. Beautiful new store and cottage for sale at half price. Post office and railway ticket office goes with store. Terms easy. Reason for selling, must retire from business. No. 159, care Michigan Tradesman. 159

FOR SALE—CHEAP FOR CASH, CLEAN STOCK OF general merchandise involving \$20,000, flourishing manufacturing town in Saginaw county; best location and building in town, surrounded by first-class farming country; doing best cash business; bargain for right person; reason for selling too much other business. Address box 500, St. Charles Mich. 159

FOR SALE—JEWELRY STOCK WITH SPLENDID trade in Grand Rapids on one of the best streets, will invoice about \$2,500. This is the best opening in Michigan for limited capital, best reasons given for sale. Address 155 care Michigan Tradesman. 155

FOR SALE—ESTABLISHED AND FIXTURES—GOOD business; established six years; will sell at inventory. O. H. Richmond & Co., Grand Rapids, Mich. 159

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

FOR SALE OR RENT—A NICE BRICK STORE IN the village of Morrice; 22x50 feet; 2x6 foot; insurance low; good opening for general store. Call on or address B. F. Rann & Son, Morrice, Mich. 121

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

FOR SALE—WELL-SELECTED DRUG STOCK AND 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—SHOE STOCK. J. E. FOSTER, DOWAGlac, Mich. 136

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

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

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

SITUATIONS WANTED.

WANTED—SITUATION BY AN EXPERIENCED, thoroughly competent book-keeper. Address Dan'l G. Garnsey, Accountant, 79 Wonderly block city. 158

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

WANTED—POSITION BY REGISTERED PHARMACIST; four years' practical experience. Address Box 179, Bangor, Mich. 141

WANTED—SITUATION IN OFFICE BY YOUNG lady of 29, who has had the advantage of collegiate education; does not write short hand, but is good penman; wages of so much an object as a pleasant place to work. Address Z, care Michigan Tradesman. 122

WANTED—SITUATION BY A REGISTERED PHARMACIST, in drug or drug and general store. Sixteen years' experience. Best of references. Address A. D. C., box 533, Cadillac, Mich. 158

MISCELLANEOUS.

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

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

FOR SALE—LIVERY AND BUSS LINE, LOCATED IN a good Michigan town. No competition. No net opening for a sure paying business anywhere. Address H. B. Cole, Charlotte, Mich. 157

GRAND RAPIDS GOSSIP.

Greiner & Lypps have opened a meat market at 474 Broadway.

G. S. Clark has moved his grocery stock from 205 to 245 Plainfield avenue.

W. C. Denison has sold the Hastings Furniture Co. the machinery for its new factory.

Nashville—Buel & White, who recently purchased the Brady grocery stock, have sold it to H. L. Walrath.

Brown & Spafford, grocers at Ganges, have added a line of dry goods. P. Stekete & Sons furnished the stock.

Saunders & Sipple have opened a grocery store at Sheffield. The Olney & Judson Grocer Co. furnished the stock.

A. C. Bauer has opened a confectionery store at the former location of his drug store, corner East Bridge and Barclay streets.

It is reported that the proposed P. of I. store will be located on Taylor street, and that all lines of goods will be carried except drugs.

J. A. Wiley, meat dealer at the corner of Spring and Oaks street, has added a line of groceries. The stock was purchased here.

E. B. Downing has removed his grocery stock from 245 Plainfield avenue to one of the stores in the new Shanahan block, on the same street.

Ruffle & Poole, grocers at the corner of Quimby and Madison streets, have removed to a new location on South Division street, south of the city limits.

A. Cordes and Wm. McLaughlin have formed a copartnership under the style of Cordes & McLaughlin, and leased the works of the Grand Rapids Refining Co., in Walker township.

W. A. Swarts & Son have opened their new drug store at Fennville under the management of Dr. Wm. H. Andrews. The Hazeltine & Perkins Drug Co. furnished the stock.

W. J. Hull, grocer at 256 Plainfield avenue, has sold his stock to Pennock & Peck, who have consolidated it with their own stock at the corner of East street and Wealthy avenue.

Chas. Hoffman, who sold his bakery and confectionery business at 112 Monroe street to the Woman's Exchange about two years ago, has regained possession and resumed the business.

J. J. Wagner has purchased the grocery stock of Albert G. Wagner, 197 East Bridge street, the transfer to take place on Jan. 1. A. G. proposes to go west in search of renewed health.

John L. Deal, formerly of the firm of Frank L. Deal & Co., general dealers at Lacota, has engaged in general trade at the same place. Voigt, Herpolsheimer & Co. furnished the dry goods and the Olney & Judson Grocer Co. the groceries.

There is a well-founded rumor that M. J. Clark and Frank Jewell contemplate engaging in the wholesale grocery business at Duluth. Both deny the report with some show of earnestness, but several of their friends assert that the statement is founded on fact.

Holly has organized a Business Men's Association with Col. J. H. Cummins as President and James Slocum as Secretary.

Dressmakers' Phrases.

The terms used by dressmakers are an unknown language to the uninitiated. "Drops," "bias," "side-forms," "kilts," etc., are all readily understood by the sisters of the fashion-modelers. Other sisters, however, may be ignorant of their true meaning, and to such the following definitions will be interesting:

A "drop" is a skirt made up of the dress material, independent of the lining and then hung or dropped over it from the same belt. A "bias," or "dart," is a seam taken in the front of a waist, which fits it to the figure. A "side-form" is an additional seam made under the arm, to give a smoother effect to the waist, and a "kilt" is a skirt entirely of plaits. There are various kinds of plaiting. Knife-plaiting is very narrow folds, all going one way, and pressed down. An accordion skirt is one in which the plaiting is done after the manner of an accordion. There are machines for doing it—indeed, it cannot be done save by machinery and heat. Box-plaiting is a fold to the right and one to the left. The number of terms is infinite, and increases as fashion changes.

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.	132
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

Langeland Mfg. Co.

Wholes' Manufacturers of

SASH

—AND—

DOORS

DEALERS IN

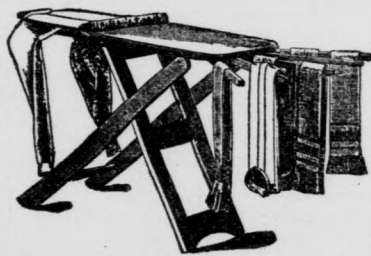
Lumber, Lath and Shingles.

Office, Mill and Yard:

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

MUSKEGON, MICH.

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.

Heyman & Company,

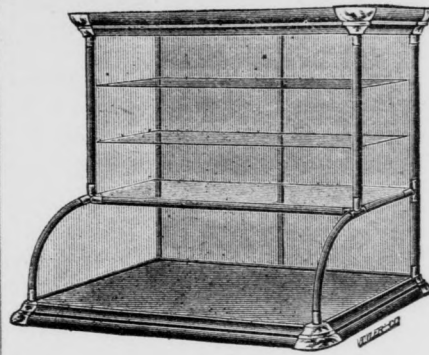
Manufacturers of

Show Cases

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.



63 and 65 Canal St., - GRAND RAPIDS.

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

Coupon Books

Buy of the Largest Manufacturers in the Country and Save Money.

The Tradesman Company, Grand Rapids

The "HOME RULE" Family OIL AND GASOLINE CAN.

Has a Strong Hinged Cover over entire Top, and may be carried in the Rain without getting Water in the Can. No Dirt in the Top to be washed into the Can with the Oil, and no Screw Top to get Lost or Damaged.



The Most Practical Family Can on the Market; Absolutely Rain, Dirt and Evaporation Tight. Has Steady Stream Pump, which is Removable from the Can in case of obstruction or for repairs. Every Can Guaranteed Perfect.

—MANUFACTURED BY—

THE WINFIELD MANUFACTURING CO., WARREN, O'HO.

AT WHOLESALE BY

- | | |
|--------------------------------------|-----------------------------------|
| FOSTER, STEVENS & Co., Grand Rapids. | DANDT, WATSON & Co., Saginaw. |
| CURTISS & Co., " | WELLS-STONE MERC'T. Co., " |
| OLNEY & JUDSON GROCER Co., " | WALZ & KELLER, " |
| GUNN HARDWARE Co., " | G. W. BRUSKE, " |
| GEO. C. WETHERBEE & Co., Detroit. | JENNISON & Co., Bay City. |
| FLETCHER, JENKS & Co., " | WALSH & EDINBOROUGH, W. Bay City. |
| E. F. PERCIVAL, Port Huron. | H. D. WOOD & Co., Toledo. |
| D. ROBESON, " | DUNSCOMB & Co., " |
| ROBSON BROS., Lansing. | STALLBERG & CLAPP, " |

Dry Goods.

Spring & Company's Side of the Controversy.

GRAND RAPIDS, Dec. 2—In your issue of last week, we notice a druggist has taken exceptions to our soap and perfumery department. He endeavors to fortify his belief in our seeming injustice by claiming that he confines his business to his legitimate class of goods. Are cigars and tobacco necessary in a drug store? or are bath towels and other articles which we might enumerate? If the gentleman will take the trouble to inform himself, he will find that all the leading or progressive dry goods houses in the larger cities of the United States have departments of this kind.

We are aware that hundreds of our customers have been sending to dry goods houses in Chicago, Detroit and New York for these goods, as the prices were more acceptable. We believe this business can and should be done at home and, in justice to our customers as well as ourselves, we concluded to give the department the prominence it deserves.

We are in competition with other cities and sell our goods at what we consider a reasonable profit, and not at cost, as we are not in business for pleasure alone. "Cleanliness is next to Godliness," and at our prices all classes can afford to indulge in the luxury of a better toilet soap.

Doubtless the objection is more to the superior goods, prices and variety, than to any other feature. We should regret the fact of losing the trade of half a hundred druggists, and we give them the assurance that we and the hundred or more who are employed in our establishment shall continue to buy our drugs of the druggists doing business in our city.

SPRING & COMPANY.

GRAND RAPIDS, Dec. 4—Since writing the above reply, we note the communication of "Drug Salesman" in your issue of December 3.

"Drug Salesman" fears that our cut prices will prove disastrous to the out-of-town-trade as well. We hope the effect will be felt in Detroit and Chicago and, while we may incur the displeasure of some of the druggists, we also are aware that we receive the commendation of those who are not in trade. The public have never condemned us for selling goods cheap and we think they never will, and a discussion of this kind will be no disadvantage to us.

Grand Rapids is known far and wide as an active and progressive city, and this fact is largely due to its business men. We shall endeavor to keep pace with this idea and promote our business in every branch to the best interests of our customers. In regard to the couple from the North who were persuaded to give a rival house the benefit of their trade, we say the lady showed her preference probably for good reasons, and possibly, "a woman convinced against her will is of the same opinion still," and what might have been gained by the general approval of our business methods of selling goods at popular prices.

The inconsistency of "Salesman's" argument lies in the fact that the house that secured the trade is running a similar department, although probably inferior to ours in variety. We shall continue supplying our patrons with the best goods and greatest variety as long as that policy meets their approval and our increasing business is substantial evidence of the fact that we have not made an unwise choice in placing a line of goods on sale that belongs as much to the dry goods as the drug trade. We would feel fully compensated if we received only the patronage of those who have sent out of town for these goods on account of the high prices prevailing here.

Where is Mr. Oberley?

BIG SPRINGS, Dec. 5—Does any one know the address of M. Oberley? He is not known at this office, but has a large quantity of mail at this office, including notice of an express package at Conklin. N. HARRIS, P. M.

Prices Current.

UNBLEACHED COTTONS.	
American 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..... 5 1/2	Honest Width..... 6 1/2
Archery Bunting..... 4 1/2	Hartford A..... 5 1/2
Beaver Dam A A..... 5 1/2	Madras cheese cloth..... 6 1/2
Blackstone O, 32..... 5	Nothe 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	Pegnot..... 7 1/2
Comet..... 7	Solar..... 6 1/2
Dwight Star..... 7 1/2	Top of the Heap..... 7 1/2
BLEACHED COTTONS.	
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, %..... 9	Just Out..... 4 1/2 @ 7 1/2
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	Lonsdale..... @ 8 1/2
Farwell..... 7 1/2	Middlesex..... @ 5
Fruit of the Loom..... 8 1/2	No Name..... 7 1/2
Pitchville..... 7 1/2	Oak View..... 6
First Prize..... 6 1/2	Our Own..... 5 1/2
Fruit of the Loom %..... 8	Pride of the West..... 12
Fairmount..... 4 1/2	"..... 12
Full Value..... 4 1/2	Sunlight..... 7 1/2
Geo. Washington..... 8 1/2	Vinyard..... 8 1/2
HALF BLEACHED COTTONS.	
Cabot..... 7 1/2	Dwight Anchor..... 8 1/2
Farwell..... 7 1/2	"..... 7 1/2
UNBLEACHED CANTON FLANNEL.	
Tremont N..... 5 1/2	Middlesex No. 1..... 10
Hamilton N..... 6 1/2	"..... 11
" L..... 6 1/2	"..... 12
Middlesex AT..... 8	"..... 7-18
" X..... 9	"..... 8-19
" No. 25..... 9	"..... 8-19
BLEACHED CANTON FLANNEL.	
Hamilton N..... 7 1/2	Middlesex A A..... 11
Middlesex P T..... 8	"..... 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.	
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.	
Biddeford..... 6	Naumkeag satteen..... 7 1/2
Brunswick..... 6 1/2	Rockport..... 6 1/2
PRINTS.	
Allen, staple..... 5 1/2	Merrim'ck shirtings..... 4 1/2
" fancy..... 5 1/2	" Repp furn..... 4 1/2
" robes..... 5	Pacific fancy..... 6
American fancy..... 5 1/2	" robes..... 6 1/2
American indigo..... 5 1/2	Portsmouth robes..... 6
American shirtings..... 4 1/2	Simpson mourning..... 6 1/2
Arnold..... 6 1/2	" greys..... 6 1/2
" long cloth B..... 10 1/2	" solid black..... 6 1/2
" C..... 8 1/2	Washington indigo..... 6
" century cloth..... 7	" Turkey robes..... 7 1/2
" gold seal..... 10 1/2	" India robes..... 7 1/2
" Turkey red..... 10 1/2	" plain T'ky X..... 8 1/2
Berlin solids..... 5 1/2	" " X..... 10
" oil blue..... 6 1/2	" Ottoman Tur..... 6
" green..... 6 1/2	key red..... 6
Cochecho fancy..... 6	Martha Washington..... 7 1/2
" madders..... 6	Turkey red..... 7 1/2
Eddystone fancy..... 6	Martha Washington..... 9 1/2
Hamilton fancy..... 6 1/2	Turkey red..... 9 1/2
" staple..... 5 1/2	Riverpoint robes..... 5
Manchester fancy..... 6	Windsor fancy..... 6 1/2
Merrimack D era..... 6 1/2	" gold ticket..... 10 1/2
" new era..... 10 1/2	indigo blue..... 10 1/2
TICKINGS.	
Amoskeag A C A..... 13	A C A..... 12 1/2
Hamilton N..... 7 1/2	Pemberton AAA..... 16
" D..... 8 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.	
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.	
Simpson..... 20	Imperial..... 10 1/2
"..... 18	Black..... @ 9 1/2
"..... 16	"..... 10 1/2
Cochecho..... 10 1/2	"..... 10 1/2

DEMINS.	
Amoskeag..... 12 1/2	Jaffrey..... 11 1/2
" 9 oz..... 14 1/2	Lancaster..... 12 1/2
" brown 13	Lawrence, 9 oz..... 13 1/2
Andover..... 11 1/2	" No. 250..... 11 1/2
Everett, blue..... 12	" No. 280..... 10 1/2
" brown..... 12	"..... 10 1/2
GINGHAMS.	
Glenarven..... 6 1/2	Lancaster, staple..... 6 1/2
Lancaster..... 6 1/2	" fancies..... 7
Normandie..... 7 1/2	" Normandie..... 8
Renfrew Dress..... 7 1/2	Westbrook..... 8
Toil du Nord..... 10 @ 10 1/2	"..... 10
Amoskeag..... 7	York..... 6 1/2
" AFC..... 10 1/2	Hampton..... 6 1/2
Persian..... 8 1/2	Windermeer..... 5
Bates..... 6 1/2	Cumberland..... 5
Warwick..... 8 1/2	Essex..... 4 1/2
CARPET WARP.	
Peerless, white..... 18	Peerless colored..... 20 1/2
GRAIN BAGS.	
Amoskeag..... 17	Valley City..... 15 1/2
Harmony..... 16 1/2	Georgia..... 15 1/2
Stark..... 20 1/2	Pacific..... 14 1/2
American..... 16 1/2	"..... 14 1/2
THREADS.	
Clark's Mile End..... 45	Barbour's..... 88
Coats', J. & P..... 45	Marshall's..... 88
Holyoke..... 22 1/2	"..... 22 1/2
KNITTING COTTON.	
No. 6..... 33	White Colored..... 37
" 8..... 34	"..... 38
" 10..... 35	"..... 39
" 12..... 36	"..... 40
No. 14..... 37	White Colored..... 42
" 16..... 38	"..... 43
" 18..... 39	"..... 44
" 20..... 40	"..... 45
CAMBRICS.	
Slater..... 4 1/2	Washington..... 4 1/2
White Star..... 4 1/2	Red Cross..... 4 1/2
Kid Glove..... 4 1/2	Lockwood..... 4 1/2
Newmarket..... 4 1/2	Wood's..... 4 1/2
Edwards..... 4 1/2	Brunswick..... 4 1/2
RED FLANNEL.	
Fireman..... 32 1/2	T W..... 22 1/2
Creedmore..... 27 1/2	FT..... 32 1/2
Talbot XXX..... 30	J R F, XXX..... 35
Nameless..... 27 1/2	Buckeye..... 32 1/2
MIXED FLANNEL.	
Red & Blue, plaid..... 40	Grey S R W..... 17 1/2
Union R..... 22 1/2	Western W..... 18 1/2
Windsor..... 18 1/2	D R P..... 18 1/2
6 oz Western..... 21	Flushing XXX..... 23 1/2
Union B..... 22 1/2	Manitoba..... 23 1/2
DOMET FLANNEL.	
Nameless..... 8 @ 9 1/2	"..... 9 @ 10 1/2
"..... 8 1/2 @ 10	"..... 12 1/2
CANVASS AND PADDING.	
Slate..... 9 1/2	Brown..... 13
Black..... 10 1/2	Black..... 13
Black..... 11 1/2	Black..... 15
Black..... 12 1/2	Black..... 17
Black..... 12 1/2	Black..... 20
DUCKS.	
Severin, 8 oz..... 9 1/2	West Point, 8 oz..... 10 1/2
Mayland, 8 oz..... 10 1/2	" 10 oz..... 12 1/2
Greenwood, 7 1/2 oz..... 9 1/2	Raven, 10 oz..... 13 1/2
Greenwood, 8 oz..... 11 1/2	Stark..... 13 1/2
WADDINGS.	
White, doz..... 25	Per bale, 40 doz..... 75
Colored, doz..... 20	"..... 20
SILESIA.	
Slater, Iron Cross..... 8	Pawtucket..... 10 1/2
" Red Cross..... 9	Dundie..... 9
" Best..... 10 1/2	Bedford..... 10 1/2
" Best AA..... 12 1/2	Valley City..... 10 1/2
CORSETS.	
Coraline..... \$9 50	Wonderful..... \$4 75
Schilling's..... 9 00	Brighton..... 4 75
SEWING SILK.	
Corticelli, doz..... 75	Corticelli knitting, twist, doz..... 37 1/2
50 yd. doz..... 37 1/2	per 1/2 doz ball..... 30
HOOPS AND EYES—PER GROSS.	
No 1 Bl'k & White..... 10	No 4 Bl'k & White..... 15
" 2 "..... 12	" 8 "..... 20
" 3 "..... 12	" 10 "..... 25
PINS.	
No 2—20, M C..... 50	No 4—15, F 3 1/2..... 40
" 3—18, S C..... 45	"..... 45
COTTON TAPE.	
No 2 White & Bl'k..... 12	No 8 White & Bl'k..... 30
" 4 "..... 15	" 10 "..... 23
" 6 "..... 18	" 12 "..... 26
SAFETY PINS.	
No 2..... 28	No 3..... 36
NEEDLES—PER M.	
A. James..... 1 50	Steamboat..... 40
Crowley's..... 1 25	Gold Eyed..... 1 50
Marshall's..... 1 00	"..... 1 00
TABLE OIL CLOTH.	
5-4..... 2 25	6-4..... 3 25
"..... 2 10	7-4..... 4 1 95
"..... 2 10	8-4..... 4 2 95

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

Manufacturers of
Shirts, Pants, Overalls, Etc.

Complete Fall Stock now ready for inspection, including a fine line of Prints, Underwear, Pants, Gloves, Mittens and Lumbermen's Goods. Chicago and Detroit prices guaranteed.
48, 50 and 52 Ottawa St.,
GRAND RAPIDS, - - MICH

WHOLESALE.

Carpets, Linoleums, Mattings, Oil Cloths, Rugs and Mats, Draperies, Brass and Wood Poles, Brass Rings, Brackets, Etc.
Send for circular and price list.

Smith & Sanford,
GRAND RAPIDS.

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.

J. & P. COATS'



BEST SIX-CORD Spool Cotton
IN WHITE, BLACK AND COLORS,
FOR Hand and Machine Use
FOR SALE BY
P. STEKETEE & SONS

XMAS GOODS

IN HANDKERCHIEFS, MUFFLERS, GLOVES, NECKWEAR,
TABLE COVERS, NAPKINS, SPLASHERS, APRONS, DOLLS,
PERFUMES, JEWELRY, CLOCKS, POCKETBOOKS, KNIVES,
FANCY SOAPS, FANCY CASES, PAPERERIES, 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.

HARDWARE.

Beware of Warranted Goods.

Written for THE TRADESMAN.

It is frequently the case that a customer bargaining for goods at a store, after becoming satisfied that the article is what he wants and that the price is satisfactory, suddenly recollects that he has forgotten something and says to the one with whom he is dealing, "Will you warrant this?" If "Yes" is the reply, the "warrant," may mean almost anything the customer desires, or, still more enigmatical, nothing at all. In a suit at law, the vendor may swear that he warranted it to be an axe, or a pair of boots, as the article may have been, while the buyer might say he understood the meaning to be that he would make good any loss arising, if it did not last one or two years. In truth, it is one of those thoughtless sentences whose meaning is about obsolete, which few understand and should never be asked. A "warrant" is of little or no value unless in the proper form in writing; all else is simply "talk." If you are purchasing goods you are acquainted with, do not deluge the merchant with too many questions. Let your five senses be your judge. And when you desire an article you are not acquainted with, either place confidence in the merchant, or let another in whom you can confide, and who is acquainted with the goods, judge for you. Even then, you must take some risks, for the man or woman who deals in any kind of wares may be deceived, and it would be unjust to ask another to assume all the loss where both buyer and seller were equally confident in their own judgment of the good quality of the article. There is no better and no more equitable axiom extant in our dealings with each other, either physically and mentally, than this, "Always be willing to grant to another anything we would ask him to grant us."

JUSTICE.

The Hardware Market.

Nails still remain without any apparent change or any prospect of a change. The axe combination firmly maintain the established price and sales are made without serious difficulty. Lead pipe, pig lead and shot are declining. There is no change in glass. The rope market continues in a low condition.

THE PERFECTION MEAT CUTTER

THE LATEST, BEST AND MOST IMPROVED FOR FAMILY USE.

CUTS INSTEAD OF MASHES. REQUIRES NO REPAIRS.



EQUALLED BY NONE FOR FAMILY USE. SIMPLE TO USE. EASY TO CLEAN. CANNOT GET DULL OR OUT OF ORDER.

No. 1—\$2.00. No. 2—\$2.75. No. 3—\$4.00. Liberal discount to the trade, and descriptive circulars on application to **AMERICAN MACHINE CO.,** MANUFACTURERS OF HARDWARE SPECIALTIES, Lehigh Ave. and American St., Philadelphia, Pa. —OR TO— **JOHN H. GRAHAM & CO.,** 113 Chambers St., New York.

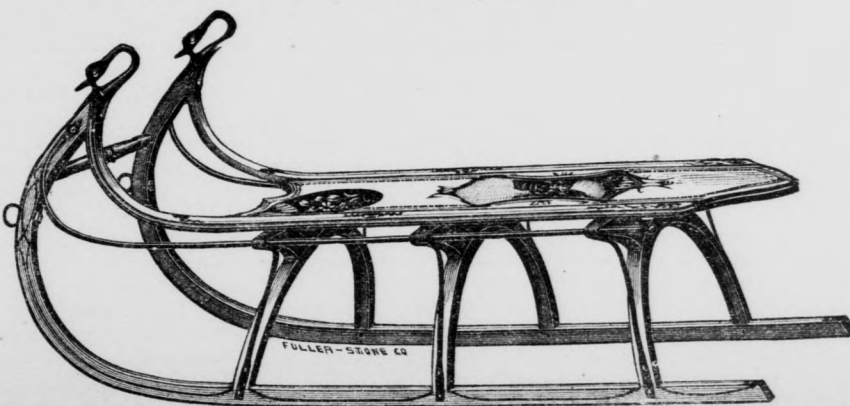
Prices Current.

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	
BARROWS.		dis.
Railroad	\$ 14 00	
Garden	net 30 00	
BOLTS.		dis.
Stove	50&10	
Carriage new list	70	
Plow	40&10	
Sleigh shoe	70	
BUCKETS.		
Well, plain	\$ 3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70&	
Wrought Narrow, bright fast joint	60&10	
Wrought Loose Pin	60&10	
Wrought Table	60&10	
Wrought Inside Blind	60&10	
Wrought Brass	70&10	
Blind, Clark's	70&10	
Blind, Parker's	70&10	
Blind, Shepard's	70	
BLOCKS.		
Ordinary Tackle, list April 17, '85	40	
CRADLES.		
Grain	dis. 50&02	
CROW BARS.		
Cast Steel	per lb 5	
CAPS.		per m
Ely's 1-10	65	
Hick's C. F.	60	
G. D.	35	
Musket	60	
CARTRIDGES.		
Rim Fire	50	
Central Fire	dis. 25	
CHISELS.		dis.
Socket Firmer	70&10	
Socket Framing	70&10	
Socket Corner	70&10	
Socket Slicks	70&10	
Butchers' Tanged Firmer	40	
COMBS.		dis.
Curry, Lawrence's	40	
Hotchkiss	25	
CHALK.		
White Crayons, per gross	12@12 1/2 dis. 10	
COPPER.		
Planished, 14 oz cut to size	per pound 31	
" 14x52, 14x56, 14x60	29	
Cold Rolled, 14x56 and 14x60	28	
Cold Rolled, 14x48	28	
Bottoms	30	
DRILLS.		dis.
Morse's Bit Stocks	50	
Taper and straight Shank	50	
Morse's Taper Shank	50	
DRIPPING PANS.		
Small sizes, ser pound	07	
Large sizes, per pound	6 1/2	
ELBOWS.		
Com. 4 piece, 6 in	doz. net 75	
Corrugated	dis. 20&10&10	
Adjustable	dis. 40&10	
EXPANSIVE BITS.		dis.
Clark's, small, \$18; large, \$26	30	
Ives', 1, \$18; 2, \$24; 3, \$30	25	
FILES—New List.		dis.
Disston's	60&10	
New American	60&10	
Nicholson's	60&10	
Heller's	60&10	
Heller's Horse Rasps	50	
GALVANIZED IRON.		
Nos. 16 to 30; 22 and 24; 25 and 26; 27 and 28	dis.	
List	12 13 14 15 18	
Discount, 60		
GAUGES.		dis.
Stanley Rule and Level Co.'s	50	

HAMMERS.		
Maydole & Co.'s	dis. 25	
Kip's	dis. 25	
Yerkes & Plumb's	dis. 40&10	
Mason's Solid Cast Steel	30c list 60	
Blacksmith's Solid Cast Steel, Hand	30c 40&10	
HINGES.		
Gate, Clark's, 1, 2, 3	dis. 60&10	
State	per doz. net, 2 50	
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer	3 1/4	
Screw Hook and Eye, 1/2	net 10	
" " " "	net 8 1/2	
" " " "	net 7 1/2	
Strap and T	net 7 1/2	
HANGERS.		dis.
Barn Door Kidder Mfg. Co., Wood track	50&10	
Champion, anti-friction	60&10	
Kidder, wood track	40	
HOLLOW WARE.		
Pots	60	
Kettles	60	
Spiders	60	
Gray enameled	40&10	
HOUSE FURNISHING GOODS.		
Stamped Tin Ware	new list 70	
Japanned Tin Ware	dis. 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.		dis.
Stanley Rule and Level Co.'s	70	
KNOB—New List.		dis.
Door, mineral, jap. trimmings	55	
Door, porcelain, jap. trimmings	55	
Door, porcelain, plated trimmings	55	
Door, porcelain, trimmings	55	
Drawer and Shutter, porcelain	70	
LOCKS—DOOR.		dis.
Russell & Irwin Mfg. Co.'s new list	55	
Mallory, Wheeler & Co.'s	55	
Branford's	55	
Norwalk's	55	
MATTOCKS.		\$16.00, dis. 60
Adze Eye	\$15.00, dis. 60	
Hunt's	\$18.50, dis. 20&10.	
MAULS.		dis.
Sperry & Co.'s, Post, handled	50	
MILLS.		dis.
Coffee, Parkers Co.'s	40	
" P. S. & W. Mfg. Co.'s Malleables	40	
" Landers, Ferry & Co.'s	40	
Enterprise	25	
MOLASSES GATES.		dis.
Stebbin's Pattern	60&10	
Stebbin's Genuine	60&10	
Enterprise, self-measuring	25	
NAILS.		
Steel nails, base	1 95	
Wire nails, base	2 45	
Advance over base:		
60	Steel. Base 10	
50	Wire. Base 10	
30	05 20	
20	10 20	
16	15 35	
12	15 35	
10	20 40	
8	25 50	
7 & 6	40 65	
4	60 90	
3	1 00 1 50	
2	1 50 2 00	
Fine 3	1 50 2 00	
Case 10	60 90	
" 8	75 1 00	
" 6	90 1 25	
Finish 10	85 1 00	
" 8	1 00 1 25	
" 6	1 15 1 50	
Clinch 10	75 1 00	
" 8	85 1 15	
" 6	1 15 1 50	
Barrell 1/2	1 75 2 50	
PLANES.		dis.
Ohio Tool Co.'s, fancy	@40	
Sciota Bench	@60	
Sandusky Tool Co.'s, fancy	@40	
Bench, first quality	@60	
Stanley Rule and Level Co.'s, wood	@10	
PANS.		dis. 60-10
Fry, Acme	dis. 70	
Common, polished	dis. 70	
RIVETS.		dis.
Iron and Tinned	40	
Copper Rivets and Burs	50	
PATENT PLANISHED IRON.		
"A" Wood's patent planished, Nos. 24 to 27	10 20	
"B" Wood's pat. planished, Nos. 25 to 27	9 20	
Broken packs 1/2 per pound extra.		

HEADQUARTERS FOR



FOSTER, STEVENS & CO.,

GRAND RAPIDS, MICH.
Send for Price List.

The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

The 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, DECEMBER 10, 1890.

A SERIOUS MATTER.

One of the worst things that can happen to a merchant is to be drawn as a juror for the October term of the United States Court, as such service usually compels him to remain in Grand Rapids or Detroit all through December up to Christmas eve, no matter how anxious he may be to get home to attend to his holiday trade. Several merchants were drawn on this jury in the Western District last year, and no amount of persuasion could be brought to bear on Judge Severens to secure an excuse. The same is true of the same court this year, and a half hour's visit to the court room discloses several anxious faces, whose countenances plainly show that while they are present in Grand Rapids, their minds are on their places of business in other portions of the State. Referring to this subject, a valued correspondent of THE TRADESMAN writes:

While believing the intention of most enactments of our law-makers to be equitable, so far as possible, I am strongly of the opinion that insufficient thought is bestowed upon the subsequent action of such laws and their liability to work injustice to certain classes whose business will suffer loss by their observance. Reference is here made to the drawing of jurors for the United States courts in their respective districts. The law should be so framed that the venire would excuse all merchants whose business is liable to suffer seriously, if taken from it, more particularly during busy seasons.

There are other classes of citizens—notably farmers and mechanics—whose business would not suffer to any extent, who possess the intelligence and necessary qualifications to fill the office and who, in most cases, would be more than willing to serve. The laws of our country pre-suppose that every citizen is in duty bound to assist in maintaining them, at any cost to himself, which in itself is a correct declaration; yet, if any law is found to work to the disadvantage of any one class, and others do not object, it should excuse the injured parties. This argument is made in the interest of merchants who are frequently taken from their business 200 miles away at a season of the year when it is all important they should be at home. The remuneration for such service is trifling, and, compared with the serious losses entailed, is of no consequence. I sincerely hope that those possessing the power and authority to make a change in the present method of drawing jurors will, if possible, exercise them in the interest of business men.

A DOOMED ENTERPRISE.

Some men are never content to profit by the experience of the past. Fifteen years ago the Patrons of Husbandry showed a roster of 1,300 grange stores in as many towns in this state. At the present time the number can be counted on two fingers—one at Allegan and one at Lansing.

Notwithstanding this unfortunate record, which involved a loss of several million dollars to the farmers of Michigan, the Patrons of Industry now pro-

pose to repeat the experiment, having incorporated a stock company called the "Patron's Commercial Union," with an alleged capital of \$100,000. It is announced that the main office will be located at Lansing, and that branches will be started at hundreds of places throughout the State. The board of directors includes such shining lights as A. S. Partridge, Chas. H. Morse, D. Conklin, and D. A. Reynolds. The person last named is conspicuous by reason of the time he once tarried at the Ionia House of Correction.

The outcome of such a movement is apparent to any conservative business man. Those at the head of the enterprise will wax fat from the stealings, the perquisites and the commissions paid, while the poor fellows who are so forgetful of the past as to take stock in the institution will be called upon to pay assessment after assessment, until "forbearance ceases to be a virtue." If any of THE TRADESMAN'S readers has a rural friend who looks upon the undertaking with favor, he will secure the latter's lasting gratitude by showing him how impossible it is for inexperienced men to make a success of a business which requires experience of no mean order.

WHY MEN GO WRONG.

The frequent repetition of defalcations by cashiers, book-keepers and confidential clerks, naturally stimulates enquiry as to the causes underlying these lapses of trust and responsibility. A Grand Rapids business man, who has made a considerable study of the subject, informs THE TRADESMAN that his experience shows that one-thirteenth of the defalcations are due to consorting with lewd and designing women; two-thirteenths to gambling habits; one-thirteenth to extravagant personal expenses in other directions and nine-thirteenth to extravagant family expenses. This appears to be a somewhat strained conclusion, but the gentleman referred to has several series of compilations showing conclusively that high living at home causes twice as much trouble in this respect as all other causes combined.

Purely Personal.

Geo. S. Curtis, the Edgerton sawmill operator, was in town last Friday.

Geo. E. Marvin, the Clarksville hardware dealer, was in town Saturday.

Chas. Freyermuth, general dealer at McCords, was in town one day last week.

B. H. Rolph, the Coopersville furniture dealer, was in town one day last week.

Chas. Sipple, of the firm of Saunders & Sipple, general dealers at Sheffield, was in town Monday.

R. A. Deal, son of Joseph Deal, manufacturer of staves and general dealer at Hooper, was in town Saturday.

W. H. White, of the firm of White & Fairchild, general dealers and sawmill operators at Boyne City, was in town Saturday.

Will M. Bale, the Fennville grocer, who has been seriously ill at his old home at Vermontville with typhoid fever, is recovering.

Will Gregory, the Fennville merchant, is the happy father of a nine pound daughter—the first little stranger who has ever come to his house.

W. J. Clarke, the Harbor Springs grocer and clothier, is making an enforced

visit to Grand Rapids by reason of his being drawn as a juror in the United States Court.

Phin Smith, who was engaged in the grocery business at Hastings for seventeen years, and has lately embarked in the variety business at that place, was in town last Friday.

Miss Marion Davis, formerly cashier for the Elk Rapids Iron Co., at Elk Rapids, has taken the position of stenographer and billing clerk for the New York Biscuit Co.

Theo. Kemink, the West Leonard street druggist, has purchased the lots at the corner of West Leonard street and Broadway, having a frontage of 115 feet on the former street and 117 feet on the latter, for \$6,000. The lots are covered by a two-story block of three stores, and the purchase is considered a particularly fortunate one for Mr. Kemink.

E. M. Holley, of the firm of Holley & Bullen, general dealers and sawmill operators at North Aurelius, was in town last week for the first time. His firm has secured a contract to cut a large amount of hardwood timber near Hulbert, Chippewa county, five miles east of Soo Junction, and will put in a mill at that place as soon as spring opens.

Kendall W. Hess, who has occupied the position of chief draughtsman for M. Garland, of Bay City, for some time, has accepted a similar position with the Marinette Iron Works of Marinette, Wis., and Duluth Minn. He was in town Saturday and Sunday, on a visit to his father, Wm. T. Hess, who is naturally proud of the unusual success his son is achieving in his profession.

The wholesale grocery trade of Grand Rapids has received a valuable accession in the person of Austin K. Wheeler, who comes to this market to assume an interest in the newly organized Lemon & Wheeler Company. Mr. Wheeler appears to have been born in the grocery business, his father having been connected with the wholesale house of Secor, Berdan & Co., at Toledo, from 1853 to 1880, when he retired from the firm with an ample competence. Mr. Wheeler entered the employ of the same house in 1873 and for the past fifteen years has regularly covered the trade of Eastern and Southern Michigan, with whom he is familiarly known as "Art." His long and successful career on the road renders him particularly competent to discharge the duties of his new position, upon which he enters with the hearty good wishes of hundreds of friends.

A Chapter on Sweeping.

Written for THE TRADESMAN.

From time to time I read about "How to sweep a store," and much of the advice about getting rid of the dirt has become an old chestnut and is not worth the ink consumed, much less the labor of putting in print. That old "wet sawdust" dodge tires me, as it will tire any one to get rid of it, after it is on the floor. In the first place, any person to sweep well requires to be instructed how to do it, the same as to do anything else. As an exchange says, "You should never use a leaky sprinkling pot," and the writer will add, if you wish to do good work, put nothing but water on the floor. Not more than one in fifty seem to know how to even sprinkle a floor. First, a sprinkler should be kept as clean as your water pail. If not, its real usefulness is soon ruined. The holes in it

should be small and plenty of them and if both it and the water are not kept perfectly clean these holes become closed. The floor should be sprayed, as it were, instead of flooded, because mud won't sweep out. Second, keep your sprinkler (held with both hands) in constant and rapid motion, so as to sprinkle the surface evenly all over. Third, about one minute later—according to the temperature of the room—try it with the broom. If it is yet too wet, the dirt will stick to the broom and will also paste a little on the floor. In this case, wait a minute longer for the moisture to dry and diffuse itself over the floor. Sweep by drawing the broom along, or toward you, and not by a pushing motion. Use the broom rapidly, going over the surface twice as you pass along and by this method of sweeping you will be pleased with the result. "Why not use sawdust?" says one. Because nobody ever saw a floor free from all the sawdust after it was put on and swept over. The idea of throwing some dirt on the floor in order to sweep more off, is silly reasoning, and sawdust is simply clean dirt. A woman says, "the dirt must be out of the corners and crevices of a room when well swept," and no ordinary broom will ever take sawdust from those places, while it will remove ordinary dirt. Not only this but in cleaning a floor by sweeping with wet sawdust very little more than half the surface is dampened by it, as only a portion of the particles ever touch the boards. Lastly, it takes a much longer time to sweep any floor with sawdust. A floor may be scoured with very wet sawdust, and then swept several times, instead of being mopped and be made pretty clean. At a low temperature clean snow may be thrown over a floor or a carpet and nicely swept, but remember this is not dirt—simply congealed water. When the writer was a boy and was taught to sweep he was under instructions for weeks and his work was examined for some time afterward. The plan of sweeping here laid down, if followed and supplemented with a little observation and thought, will convince any one that clean water and a good broom, with a few ounces of common sense, are all that are required to have a clean floor. SWEEPER.

The "Anchor" Brand.

F. J. Dettenthaler has always had a remarkably good trade on the celebrated "Anchor" brand of oysters, but the demand for these goods this season has exceeded expectation; in fact, the owner of this popular brand has found it almost impossible to keep pace with his orders. The large demand is due wholly to the superiority of the brand and to the fact that the fill exactly meets the wants of the trade. Those who have not yet handled this celebrated brand should make arrangements to secure an agency without delay.

Association Notes.

Gladwin has re-organized its Business Men's Association, and it is now after some grist mill man with smiles and fair promises. It now has no way of getting to a satisfactory mill save by shipping to Bay City, and then shipping the flour back by rail.

Manner is one of the principal external graces of character. It is the ornament of action, and often makes the commonest offices beautiful by the way in which it performs them. It is a happy way of doing things, adorning even the smallest details of life.

THE BEST YET.

The Fish Liar Outdone by the Fowl Prevaricator.

Written for THE TRADESMAN

I wish to relate a "chicken story," based on an actual occurrence at Sebastopol, Russia, during the Crimean war. It may possibly sound to many more like the proverbial fish story, but I will add that, although it occurred a good while ago, it is none the less true. R. J. Cortis, M. D., an Englishman, now of Minneapolis, related the incident to a few friends soon after the close of that war, when he came direct to America. Dr. Cortis was in some manner connected with the medical staff of one of the English regiments. One day two dressed chickens were purchased of the regimental storekeeper for the following day's dinner. Chickens were scarce and expensive, as they sometimes are in a time of war, the two ordinary fowls costing one pound sterling or about \$5 of our currency. "Rats," said Dr. Cortis, "were very numerous, large in size, and troublesome at that time in Southern Russia and any kind of food they liked it seemed almost impossible to keep from them. Our old storekeeper cautioned us, and remarked they should be locked in an iron box until wanted, for, if placed in any wood receptacle, the rats would get them while we slept. That evening, just before taps, we planned a good joke for the rodents. Our tent, which was of much greater length than breadth, was held in position by two eight foot standards, with a stout twelve-foot cross bar near the top to hold them in place. From this cross-bar—probably two inches in diameter—we suspended two stout pieces of linen twine, such as is generally used for tying small packages. These bits of twine were three and a half feet long, and were placed four or five feet apart. To the lower end of each string a chicken was firmly tied by its two legs and dangled midway in the air from floor to ceiling, or, more explicitly, from ground to canvas, and we retired to our cots to dream of to-morrow's dinner. Our first gaze at the chickens upon waking the following morning was a most startling one, and caused considerable profane language. The bare skeletons of those two fowls were hanging just where we had placed them, with every particle of meat eaten away except a few tendons which held the bones together, and which the rats could not well reach. They must have climbed up the standards, gone out on the cross-bar, and down that small twine and, after their feast, returned the way they came."

An Old House with a New Name.

The Lemon & Wheeler Company has filed articles of association with the County Clerk, with a capital stock of \$150,000, of which \$80,000 is paid in. The incorporators are as follows:

Samuel M. Lemon	\$25,000
A. K. Wheeler	25,000
Jno. A. Covode	8,000
Geo. B. Caulfield	5,000
A. E. Worden	5,000
Herbert Baker	6,000
Chas. B. Judd	2,000
O. P. DeWitt	2,000
Chas. W. Watkins	1,000
Wm. M. Robinson	1,000

The corporation has acquired the stock and wholesale grocery business of the former firm of Lemon & Peters. At the first annual meeting, held last Tuesday evening, five directors were elected, as follows: Samuel M. Lemon, A. K. Wheeler, Jno. A. Covode, Geo. B. Caulfield, A. E. Worden. At the meeting of

the directors, the following officers were elected:

- President—Samuel M. Lemon.
- Vice-President—Jno. A. Covode.
- Secretary—Geo. B. Caulfield.
- Treasurer—A. K. Wheeler.

The old house was well and favorably known to the trade and the new institution starts out under most favorable auspices, being backed by ample capital and having the benefit of experienced management.

Mr. McDonald Away Ahead.

THE TRADESMAN is informed that 614 preferences for member of the Board of Pharmacy have been sent in by members of the Michigan State Pharmaceutical Society, the vote standing as follows:

Geo. McDonald	174
Fred. Alsdorf	84
Geo. Gundrum	64
H. G. Coleman	34
Hugh Thum	25
Will L. White	25
Scattering	208

As Mr. McDonald's strength is over double that of any other candidate, and as he is a Democrat—an essential qualification with the incoming Governor, who has the appointment to make—he will undoubtedly be selected to succeed himself for another five years.

Muskegon Matters.

K. Wenting has embarked in the retail grocery business near the Chemical Engine Co.'s factory. The stock was furnished by A. Wierengo.

Gerrit Wit has opened a grocery store in the eighth ward. The stock was furnished by A. Wierengo.

Morse & Ernst, of Shelby, have opened a general store at that place. The grocery stock was furnished by A. Wierengo.

Olsen, Degen & Co., proprietors of the Whitehall Rolling Mill, have opened a grocery store in connection with their mill. The stock was furnished by A. Wierengo.

Joseph Lasser has purchased the grocery stock of Boucher & Laura.

The Grocery Market.

Sugars are about stationary, Spreckles continuing to undersell the Trust $\frac{1}{4}$ c on granulated. Whitefish are higher. Owing to the destruction of Scotten's factory by fire, jobbers are unable to fill complete orders for his goods, but hope to be able to do so within a couple of weeks.

A Saloon Drug Store.

Geo L. Coryell opened a new drug store at Grand Ledge last Saturday, with a saloon bar in the rear. THE TRADESMAN's informant asserts that the upper story is fitted up for poker and pedro rooms, making a combination decidedly unique.

Spring & Company,

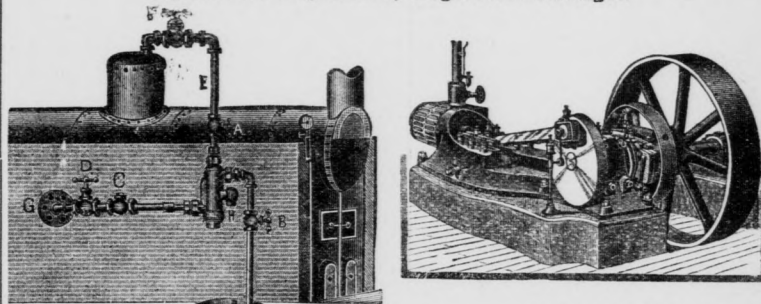
IMPORTERS AND WHOLESALE DEALERS IN

Dress Goods, Shawls, Cloaks, Notions, Ribbons, Hosiery, Gloves, Underwear, Woolens, Flannels, Blankets, Ginghams, 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

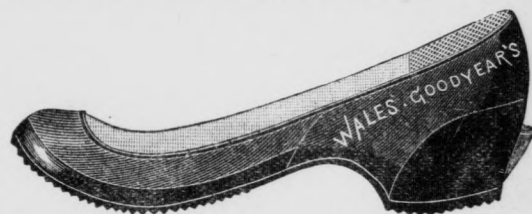
ARCTIC BAKING POWDER.

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, 38 and 6.
- WOONSOCKETS, 40 and 5.
- CONNECTICUTS, 38, 6 and 10.
- RHODE ISLANDS, 40, 5 and 10.
- HOME RUBBER CO., 60.



G. R. MAYHEW, - Grand Rapids.



This Beautiful Rug given with each gross of French Toilet, per gross, \$90, or Eclipse Safety Barrel, per gross, \$92.
Best Dressing and Best Package.

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

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

One Year—Geo. McDonald, Kalamazoo.
Two Years—Stanley E. Parkhill, Owasco.
Three Years—Jacob Jesson, Muskegon.
Four Years—James Vernor, Detroit.
Five Years—Otmar Eberbach, Ann Arbor.
President—Jacob Jesson, Muskegon.
Secretary—Jas. Vernor, 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. Vernor, Detroit.
Secretary—C. A. Bugbee, Cheboygan.
Treasurer—Wm Dupont, Detroit.
Next Meeting—At Ann Arbor, in October, 1891.

Grand Rapids Pharmaceutical Society.
President, W. R. Jewett, Secretary, Frank H. Escott.
Regular Meetings—First Wednesday evening of March, June, September and December.

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.

Rather Tough on Patent Medicine Manufacturers.

Written for THE TRADESMAN.

The physicians are surely ahead of the patent medicine makers and, necessarily, the druggists, also, in the little kingdom of Italy, if one-half the truth has been told. Possibly the druggists over there may, however, care very little about it, as in monarchies—however limited—the dear people think very little, but have some one to think for them. Here in these United States there would be a vigorous kick made by thousands who make and deal in proprietary medicines. While the manufacturers may be most deeply interested in such a law, the retail dealer, in this country, at least—would suffer from it also. A late trade journal says: "From the first day of January, 1891, all patent medicines sold in Italy must bear on their labels and also in public advertisement the quality and quantity of the substances they contain." The editor remarks that this is severe on the vendor, and his customers will find they can make their own patent medicines at a fraction of the price they have hitherto been charged. The unkindest cut of all is "debarring the proprietors of these medicines from attributing any special therapeutic virtue to their preparations." They are to be at the mercy of the medical profession, as "the medicines must be sold solely by the chemists under the vigilance of the sanitary authorities" and "the druggist will not be allowed to sell them at all unless prescribed by a medical man!" Saints defend us! Think of a medical man whose time is so valuable that, in preference to writing a prescription, he says, with a wave of his hand, "Purchase a bottle of Wild Squizelem and take according to directions on the bottle. Five dollars, please, is my fee;" and he turns to attend to the next patient. There are some points in this law which will be quite amusing to the trade in this country. It will be remembered that at one time here many proprietary medicines bore the printed formula of the contents of package or bottle, in order to comply with some law—I think it saved a stamp tax—and that the whole arrangement was a first-class farce, as not one in a hundred unacquainted with medical lore could even render them into plain English, still less compound them. They were left in the dark and, if possible, more mystified with the abbreviated words than ever. The editor of the article alluded to is evidently unacquainted with pharmacy

or he would never have supposed that "customers could make their own patent medicines," simply by having the formulas. Pharmacy is an art, and no one having good sense would undertake to put together ingredients of whose nature he was totally or even partially ignorant. It would be like taking the materials composing colored fireworks and throwing them promiscuously into an iron mortar and grinding them. An explosion might forever prevent a repetition of the experiment. In this country, even if the ingredients of any compound were named in the plainest English and explicit directions given for compounding it, it is extremely doubtful whether one in a thousand would attempt to make it. For many reasons our people would prefer to buy it, properly put up by the discoverer, with full directions for using. Time is money with our people and they would not waste it in that manner. What an idea the Italian law makers must have, who permit a person to manufacture any medicinal preparation and then debar him from saying it has any therapeutic properties! They must be savants of the first class. After all this hedging about, it must stand upon the druggists' shelves until some physician prescribes it. In the cities of Michigan, it would probably remain on the shelves until the wrappers were musty and moss grown.

I have heard the remark that people were sometimes "governed too much." Is it not possible that a nation may have too many laws and, if allowed to go on, a time might come when the term "class legislation" might be more than a name? What would our American druggists say to the enactment of the Italian patent medicine law in this country? What would their customers say? It is wisdom to think of these things to-day, or the time might come when it would be necessary for the continuance of American liberty to spill a little more tea in Boston harbor. H.

Grand Rapids Pharmaceutical Society.

At the monthly meeting of the Grand Rapids Pharmaceutical Society, held at THE TRADESMAN office last Thursday evening, the constitution was amended so as to provide for quarterly instead of monthly meetings.

President Jewett announced the following standing committees:

On Legislation—W. H. Tibbs, E. A. Parkinson, A. Sanford.

On Trade Matters—H. B. Fairchild, John E. Peck, F. J. Wurzburg.

On Pharmacy—John D. Muir, Theo. Trowbridge, John C. Dtmers.

It was decided to continue the advertisements now running in the daily papers.

The meeting then adjourned.

The Drug Market.

Opium is weak and lower. Morphia is unchanged. Quinine, foreign brands, have declined; domestic are unchanged. Gum mastic has advanced. Turpentine has declined.

France's public debt is the largest of any nation in the world. According to a recent budget report the debt amounts to 30,300,813,594 francs of nominal capital, or about \$6,000,000,000. Estimated on the basis of actual capital the debt amounts to 22,824,043,690 francs, or about \$4,500,000,000 in round numbers. The nominal rate of interest on this debt is 3.48 per cent. and the actual rate is 4.62 per cent. On the basis of the first-mentioned estimate the debt amounts to over \$150 per head of population. This, we need scarcely say, is very much in excess of the burden of debt per capita in the United States.

Due to a Recent Decision.

DETROIT, Dec. 3—Referring to the communication of "Druggist," in this week's paper, I would say in reply that we have always sent out the pharmacy certificates as printed matter, but a recent decision of the postoffice department classes them as letter postage. We will endeavor to get stamps enough on them in the future, and I will gladly recompense anyone who has paid extra postage. JAS. VERNOR, Sec'y.

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, 3c. and upward. WOOLBACH & Co. on every label.

CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists,
GRAND RAPIDS.

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.



[ESTABLISHED 1874]

Offers 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

AND 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

Salable 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 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.

Wholesale Price Current.

Advanced—Gum Mastic. Declined—Opium, Quinine, Turpentine.

Table of Wholesale Price Current listing various goods such as Aceticum, Benzoicum, Boracic, Carbolicum, Citricum, Hydrochlor, Nitrosum, Oxalicum, Phosphorium, Salicylicum, Sulphuricum, Tannicum, Tartaricum, and many others under different categories like Acidum, Ammonia, Aniline, Baccae, Balsamum, Cortex, Extractum, Ferrum, Flora, Folia, Gummi, Herba, Magnesia, Oleum, and Syrupus.

Table of Wholesale Price Current listing various goods including Morphia, S. P. & W., Sinapis, Moschus, Nux Vomica, Os. Sepia, Pepsin Saac, H. & P. D., Pielis Liq., and various oils and chemicals.

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.

LEMON & WHEELER COMPANY,

Successors to

LEMON & PETERS,

WHOLESALE GROCERS,

GRAND RAPIDS.

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. Chicago goods..... Frazier's..... Auros..... Diamond..... Wise's..... AXLE GREASE. Thepure, 10c packages..... " 1 lb. "..... " 6 oz. "..... " 1 1/2 lb. "..... " 1 lb. "..... " 5 lb. "..... Less 20 per cent. to retailers. Absolute, 1/2 lb. cans, doz..... " 1 lb. "..... " 1 lb. "..... Acme, 1/2 lb. cans, 3 doz..... " 1 lb. "..... " bulk..... Telfer's, 1/2 lb. cans, doz..... " 1 lb. "..... Arctic, 1/2 lb. cans..... " 1 lb. "..... " 5 lb. "..... Red Star, 1/2 lb. cans..... " 1 lb. "..... BATH BRICK. English, 2 doz. in case..... Bristol, 2 "..... American, 2 doz. in case..... BLUING. Arctic, 4 oz ovals..... " 8 oz..... " pints, round..... " No. 2, sifting box..... " No. 3..... " No. 5..... " 1 oz ball..... BROOMS. No. 2 Hurl..... No. 1..... No. 2 Carpet..... No. 1..... Parlor Gem..... Common Whisk..... Fancy..... Mill..... Warehouse..... BUCKWHEAT FLOUR. Rising Sun..... York State..... Self Rising..... CANDLES. Hotel, 40 lb. boxes..... Star, 40..... Paraffine..... Wicking..... CANNED GOODS. FISH. Clams, 1 lb. Little Neck..... Clam Chowder, 3 lb..... Cove Oysters, 1 lb. stand..... " 2 lb..... Lobsters, 1 lb. picnic..... " 2 lb..... " 1 lb. Star..... " 2 lb. Star..... Mackerel, in Tomato Sauce..... " 1 lb. stand..... " 3 lb. in Mustard..... " 3 lb. soured..... Salmon, 1 lb. Columbia 1 75@1 50 " 1 lb. Alaska..... Sardines, domestic 1/4s..... " 1/2s..... " Mustard 1/4s..... " Imported 1/4s..... " spiced, 1/4s..... Trout, 3 lb. brook..... FRUITS. Apples, gallons..... Apricots..... Blackberries..... Cherries, red..... " pitted..... Damsons..... Egg Plums..... Gooseberries..... Green Gages..... Peaches, pie..... " seconds..... " stand..... " California..... Pears..... Pineapples, common..... " fine French..... Quinces..... Raspberries, black..... " red..... Strawberries..... Whortleberries..... MEATS. Corned beef..... Roast..... VEGETABLES. Beans, soaked Lima..... " Green Lima..... " String..... " Stringless..... " Lewis' Boston Baked..... Corn, stand. brands..... Peas, soaked..... " marrofat..... " stand June..... " sifted..... " fine French..... Mushrooms..... Pumpkin..... Squash..... Succotash, soaked..... " standard..... Tomatoes, stand br'ds..... CHOCOLATE-BAKER'S. German Sweet..... Premium..... Pure..... Breakfast Cocoa.....	CHICORY. Bulk..... Red..... CHEESE. Fancy Full Cream..... Good..... Part Skimmed..... Sap Sago..... Edam..... Swiss, imported..... " domestic..... CREWING GUM. Rubber, 100 lumps..... " 200 "..... Spruce, 200 pieces..... CATSUP. Snider's, 1/2 pint..... " pint..... " quart..... CLOTHES PINS. 5 gross boxes..... COCOA SHELLS. Bulk..... Pound packages..... COFFEE EXTRACT. Valley City..... Felix..... Hummel's..... COFFEE-GREEN. Rio, fair..... " good..... " prime..... " fancy, washed..... " golden..... Santos..... Mexican & Guatemala..... Java, Interior..... " Mandheling..... Peaberry..... Mocha, genuine..... To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15 per cent. for shrinkage. COFFEES—Package. Bunola..... " in cabinets..... McLaughlin's XXXX..... Lion..... " in cabinets..... Durham..... CLOTHES LINES. Cotton, 40 ft. per doz..... " 50 ft..... " 60 ft..... " 70 ft..... " 80 ft..... Jute..... " 72 ft..... CONDENSED MILK. Eagle..... Anglo-Swiss..... COUPONS. "Superior."..... \$ 1 per hundred..... \$ 2..... \$ 5..... \$ 10..... \$ 20..... "Tradesman."..... \$ 1 per hundred..... \$ 2..... \$ 5..... \$ 10..... \$ 20..... Subject to the following discounts: 200 or over..... 5 per cent. 500 "..... 10 "..... 1000 "..... 20 "..... CRACKERS. Kenosha Butter..... Seymour..... Butter..... " family..... " biscuit..... Boston..... City Soda..... Soda..... S. Oyster..... S. Oyster, XXX..... CREAM TARTAR. Strictly pure..... Grocers'..... DRIED FRUITS. DOMESTIC. Apples, sun-dried..... " evaporated..... Apricots..... Blackberries..... Peaches..... Turkey..... Bosnia..... PEEL. Lemon..... Orange..... CITRON. In drum..... In boxes..... CURRENTS. Zante, in barrels..... " in 1/2 bbls..... " in less quantity..... RAISINS—California. Bags..... London Layers, 2 cr'n..... " 3 "..... " fancy..... Muscatels, 2 crown..... " 3 "..... Foreign..... Valencias..... Ondaras..... Sultanas..... PAINACEOUS GOODS. Farina, 100 lb. kegs..... Hominy, per bbl..... Macaroni, dom 12 lb box..... " imported..... Pearl Barley..... Peas, green..... " split..... Sago, German.....	TAPIOCA, fl'k or p'rl. Wheat, cracked..... Vermicelli, Import..... " domestic..... FISH—SALT. Cod, whole..... " bricks..... " strips..... Herring, gibbed, bbl..... " 1/2 bbl..... " Holland, bbls..... " kegs..... " Scaled..... Mackerel, No. 1, 1/2 bbl..... " 10 lb kit..... Trout, 1/2 bbls..... " 10 lb kits..... White, No. 1, 1/2 bbls..... " 10 lb kits..... " Family, 1/2 bbls..... FLAVORING EXTRACTS—Jennings. D C D C Lemon, Vanilla..... 2 oz folding box..... 3 oz..... 4 oz..... 6 oz..... 8 oz..... GUN POWDER. Kegs..... Half kegs..... HERBS. Sage..... Hops..... JELLIES. Chicago goods..... LAMP WICKS. No. 1..... No. 2..... LICORICE. Pure..... Calabria..... Sicily..... LYE. Condensed, 2 doz..... MATCHES. No. 9 sulphur..... Anchor parlor..... No. 2 home..... Export parlor..... MOLASSES. Black Strap..... Cuba Baking..... Porto Rico..... New Orleans, good..... " choice..... " fancy..... One-half barrels, 3c extra..... OATMEAL. Barrels..... Half barrels..... ROLLED OATS. Barrels..... Half bbls..... OIL. Michigan Test..... Water White..... PICKLES. Medium..... " 1/2 bbl..... Small, bbl..... Taylor's..... PIPES. Clay, No. 216..... " T. D. full count..... Cob, No. 3..... RICE. Carolina head..... " No. 1..... " No. 2..... Japan, No. 1..... " No. 2..... SAUERKRAUT. Barrels..... Half barrels..... SAPOLIO. Kitchen, 3 doz. in box..... Hand 3 "..... SOUPS. Snider's Tomato..... SPICES—Whole. Allspice..... Cassia, China in mats..... " Batavia in bund..... " Saigon in rolls..... Cloves, Amboyana..... " Zanzibar..... Mace Batavia..... Nutmegs, fancy..... " No. 1..... " No. 2..... Pepper, Singapore, black..... " white..... " shot..... SPICES—Ground—In Bulk. Allspice..... Cassia, Batavia..... " and Saigon..... " Saigon..... Cloves, Amboyana..... " Zanzibar..... Ginger, African..... " Cochin..... " Jamaica..... Mace Batavia..... Mustard, English..... " and Trie..... Nutmegs, No. 2..... Pepper, Singapore, black..... " white..... " Cayenne..... SUGARS. Cut Leaf..... Cubes..... Powdered..... Standard Granulated..... " Fine..... Confectioners' A..... White Extra C..... Extra C..... C..... Yellow..... Dark Molasses..... Less than bbl. 1/4c advance.	SCALES—Perfection. Tea, 2-lb. tin scoop..... " brass..... " 5-lb. tin scoop..... " brass..... Grocers', 11-lb. tin scoop..... " brass..... " 22-lb. tin..... " brass..... STARCH—Combination Prices. Lump in Bulk..... Large boxes and barrels..... 12-lb boxes..... Gloss..... 1-lb packages..... 3-lb..... 6-lb..... Corn..... 20-lb boxes..... 40-lb..... Lots of 200 lbs., freight paid. Goods made by manufacturers not in the trust are sold from 1/2 to 3/4c lower. SNUFF. Scotch, in bladders..... Maccaboy, in jars..... French Rappee, in jars..... SOAP. Detroit Soap Co.'s Brands..... Superior..... Queen Anne..... German Family..... Mottled German..... Old German..... U. S. Big Bargain..... Frost, Floater..... Cocoa Castle, Fancy..... Cocoa Castle, Fancy..... Allen B. Wrisley's Brands..... Old Country, 80..... Uno, 100..... Bouncer, 100..... SODA. Boxes, English..... Kegs, English..... SAL SODA. Kegs..... Granulated, boxes..... SEEDS. Mixed bird..... Caraway..... Canary..... Hemp..... Rape..... Mustard..... SALT. Common Fine per bbl..... Solar Rock, 56 lb. sacks..... 28 pocket..... 60 "..... 100 "..... Ashton bu. bags..... Higgins..... " 1/2 bu..... Diamond Crystal, cases..... " 28-lb sacks..... " 56-lb "..... " 60 pocket, 2 25..... " 28 " 2 10..... " barrels..... 1 75 SALERATUS. Church's, Arm & Hammer..... Dwight's Com..... Taylor's..... DeLand's Cap Sheaf..... " pure..... Our Leader..... STRUPS. Corn, barrels..... " one-half barrels..... Pure Sugar, bbl..... " half barrel..... SWEET GOODS. Ginger Snaps..... Sugar Creams..... Frosted Creams..... Graham Crackers..... Oatmeal Crackers..... SHOE POLISH. Jettine, 1 doz. in box.....	TEAS. JAPAN—Regular. Fair..... Good..... Choice..... Choicest..... Dust..... SUN CURED. Fair..... Good..... Choice..... Choicest..... Dust..... BASKET FIRED. Fair..... Choice..... Choicest..... Extra choice, wire leaf..... GUNPOWDER. Common to fair..... Extra fine to finest..... Choicest fancy..... GO LONG. Common to fair..... Superior to fine..... Fine to choicest..... IMPERIAL. Common to fair..... Superior to fine..... YOUNG HYSON. Common to fair..... Superior to fine..... ENGLISH BREAKFAST. Fair..... Choice..... Best..... Tea Dust..... TOBACCO—Fine Cut. Hiawatha..... D. Scotten & Co.'s Brands..... Sweet Cuba..... TOBACCO—Plug. Jas. G. Butler & Co.'s Brands..... Something Good..... Peach Pie..... "Tobacco"..... TOBACCO—Smoking. Hector..... Plow Boy, 2 oz..... " 4 oz..... " 15 oz..... VINEGAR..... 40 gr..... 50 gr..... PAPER & WOODENWARE. PAPER. Curtiss & Co. quote as follows: Straw..... Rockfalls..... Hardware..... Bakers..... Rud Goods..... Jute Manila..... Red Express No. 1..... " No. 2..... TWINES. 48 Cotton..... Cotton, No. 1..... " 2..... Sea Island, assorted..... No. 5 Hemp..... No. 6..... No. 7..... No. 8..... WOODENWARE. Tubs, No. 1..... " No. 2..... " No. 3..... Pails, No. 1, two-hoop..... " No. 1, three-hoop..... Clothespins, 5 gr. boxes..... Bowls, 11 inch..... " 13 "..... " 15 "..... " 17 "..... " assorted, 17s and 19s..... " 15s, 17s and 19s..... Baskets, market..... " bushel..... " willow c'ths, No. 1..... " No. 2..... " No. 3..... " splint..... " No. 1..... " No. 2..... " No. 3.....	GRAINS and FEEDSTUFFS WHEAT. White..... Red..... All wheat bought on 60 lb. test. MEAL. Bolted..... Granulated..... FLOUR. Straight, in sacks..... " barrels..... Patent " barrels..... " sacks..... Graham " sacks..... Rye " sacks..... MILLSTUFFS. Bran..... Screenings..... Middlings..... Mixed Feed..... Coarse meal..... RYE. No. 1..... BARLEY. No. 1..... No. 2..... CORN. Small lots..... Car..... OATS. Small lots..... Car..... HAY. No. 1..... No. 2..... HIDES, PELTS and FURS. Perkins & Hess pay as follows, nominal: HIDES. Green..... Part Cured..... Full..... Peach Pie..... Dry..... Kips, green..... " cured..... Calfskins, green..... " cured..... Deacon skins..... No. 2 hides 1/4 off..... PELTS. Shearlings..... Estimated wool, per lb..... WOOL. Washed..... Unwashed..... FURS. Outside prices are for No. 1 only Badger..... Bear..... Beaver..... Cat, house..... Cat, wild..... Coon..... Fisher..... Fox, cross..... Fox, red..... Fox, gray..... Lynx..... Martin, pale and yellow..... " low..... Martin, dark..... Mink..... Muskrat..... Opussum..... Otter..... Skunk..... Wolf..... Beaver castors, per lb. deerkins—Per pound. Thin and green..... Long gray..... Gray..... Red and blue..... MISCELLANEOUS. Tallow..... Grease butter..... Switches..... Ginseng.....
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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.

EL PURITANO

CUBAN HAND MADE

Invincibles

PERKINS & HESS
DEALERS IN
Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

GROCERIES.

Sugar Consumption.

From the Chicago Tribune.

If the Nebraska experiment succeeds, the beet producers of the United States might count on at least a ton of sugar to the acre where the land is suitable. Some would do much better than that, but others not so well, and it would not be surprising to see some of the earlier cultivated areas abandoned because found unsuitable. But there is room for a considerable increase up to the per capita of Great Britain if the price be put down to the same parity as there—namely: about 4 cents per pound at retail and 3½ when taken in large quantities. This besides the expansion due to growth in population at the rate of 28 or 30 per cent. in a decade. That would mean a speedy keeping at home of the \$100,000,000 per annum we are now sending abroad for sugar, and a disappearance of the necessity for asking the people of other countries to "reciprocate" by taking from us our products in exchange for the desired sweets.

Of this quantity about \$80,000,000 worth is dutiable, which does not include that coming from the Sandwich Islands, or the almost equal amount made from the product of the cane-fields in the Southern States. To this saving may be added a part of the cost of distribution at wholesale, while the retail profits would stay in the country as now. Nor would the development of the industry end there.

Not many years would elapse before the United States would become a sugar exporter, offering its surplus product to other countries, as it at present sends its wheat and flour, corn, lard and meats, abroad to be sold in competition with the produce of foreign lands. This may mean semi-bankruptcy to the West India Islands, rendering them far less desirable as possessions by the European powers, and result in their seeking political affiliations nearer home. The sugar-growing areas in South America must materially suffer from the loss of a market for their sugar, though not in so great a ratio. In fact, the possibilities of revolution in existing conditions here and in many other parts of the world to follow the successful introduction of beet culture in the United States are so vast that one may well pause in consideration of the consequences of this great economic change.

The Old Man was Posted.

Written for THE TRADESMAN.

"Mistah Brown," said Uncle Abe, as he entered the drug store and deposited a piece of paper on the counter, "I see jes' leetle 'spicious o' dat hoss doctah, an' I see got to kno' what dat one dose o' med'sin am 'fore I has it made up. He doan' like my mule; said he was goin' peaceably by 'im one day an' dat mule hit 'im wid his foot, an' knocked 'im down widout any cause."

"I can easily tell you, Uncle Abe, what all the ingredients are in that condition powder. There is cotton seed meal, sulphur, charcoal, salt petre, cayenne pepper—"

"Dar, Mistah Brown, ye kin stop right dar, an' han' me back dat subscription," and the darkey held out his hand. "Uncle Abe's no fool. I see bin to skule, an' I jes' knose dat my 'spicians am ker-rect. What ye has read ober dar. I knows all 'bout. De cotton seed I see 'quainted wid frum a chile, an' hits good, but de sulphur, charcoal an' salt peter when ye mix 'em hits jes' gunpowder, an' de kayan am dat hot hit will jes' tech it off an' blow dat mule all to pieces," and, with a wise shake of his head, the old darkey passed out of the door.

Announcement to the Trade.

GRAND RAPIDS, Dec. 2, 1890.

We have this day sold to **LEMON & WHEELER COMPANY** our entire business, including stock, accounts and all evidences of debt. The business will be conducted as heretofore at the old stand, and with practically no change except that of name.

We embrace this opportunity of thanking the trade for the generous patronage so long enjoyed, and bespeak for the new company a continuance of the same.

LEMON & PETERS.

GRAND RAPIDS, Dec. 2, 1890.

We take pleasure in informing our friends and patrons that we have this day formed a corporation under the style of

LEMON & WHEELER COMPANY, to succeed the former firm of Lemon & Peters.

All debts owing to the old firm of Lemon & Peters are due and payable to Lemon & Wheeler Company, and all debts owing by the old firm of Lemon & Peters will be paid by Lemon & Wheeler Company.

We hope to retain for the new company the same generous patronage, confidence and pleasant business relations heretofore enjoyed by our predecessors, and to this end we pledge renewed and redoubled exertions.

LEMON & WHEELER COMPANY.

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

F. J. DETTENTHALER

JOBBER OF

Fresh and Salt

Lake Fish - - -

—AND—

- - - **Ocean Fish**

Mail Orders Receive Prompt Attention.

See quotations in another column.

GRAND RAPIDS.

Furniture

—AT—

Nelson, Matter & Co.'s

Styles New, Cheap, Medium and Expensive.

Large Variety. Prices Low.

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 14c in the near future.

Beans—The market is hardly as strong as it has been. Handlers pay \$1.05@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—2@25c per bu. Celery—20@.5c per doz. Coopersage—Pork barrels, \$1.25; produce barrels 25c.

C ranberries—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, and the price has advanced \$1 in several markets during the past week.

Eggs—Fresh stock is so scarce as to be hardly quotable, but all lots which find their way to market are grabbed up at 23c. 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, 5c per pair.

Grapes—Catawbas and Concord, 35@40c per 9-lb basket. Maple Sugar—8@10c per lb., according to quality.

Onions—The market is stronger, dealers paying 80c and holding at \$1. Potatoes—The market is steady and shipments are still made in lined refrigerator cars and in cars kept warm with stoves. Dealers pay 75-80c at this market and 70-75 at the principal buying points in the potato district.

Squash—1½c per lb. Sweet Potatoes—Kiln dried Jerseys have advanced to \$5 per bbl. All other varieties are now out of market.

Turnips—30@35c per bu.

PROVISIONS.

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

PORK IN BARRELS.

Mess, new	11 25
Short cut	11 50
Extra clear pig, short cut	13 00
Extra clear, heavy	13 00
Clear, fat back	12 75
Boston clear, short cut	13 00
Clear back, short cut	13 00
Standard clear, short cut, best	13 00

SAUSAGE—Fresh and Smoked.

Pork Sausage	6
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	7½
50 lb. Tins	7½

LARD—Family

Tierces	6
30 and 50 lb. Tubs	6¼
3 lb. Pails, 20 in a case	7
5 lb. Pails, 12 in a case	6¾
10 lb. Pails, 6 in a case	6¾
20 lb. Pails, 4 in a case	6¾
50 lb. Cans	6¼

BEEF IN BARRELS.

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

SMOKED MEATS—Canvassed or Plain.

Hams, average 20 lbs	9¼
" " 16 lbs	9¼
" " 12 to 14 lbs	10
" picnic	6¼
" best boneless	9

Shoulders	8¼
Breakfast Bacon, boneless	8
Dried beef, ham prices	9
Long Clears, heavy	6
Briskets, medium	6¼
" light	6¼

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.

Whitefish	@10
" smoked	@ 8
Trout	@ 9
Halibut	@18
Ciscoes	@ 4
Flounders	@ 9
Bluefish	@10
Mackerel	@25
Cod	@10
California salmon	@22

OYSTERS—Cans.

Fairhaven Counts	@35
F. J. D. Selects	@27
Selects	@23
F. J. D.	@22
Anchors	@20
Standards	@18
Favorites	@16

SHELL GOODS.

Oysters, per 100	1 25@1 50
Clams	75@1 00

BULK GOODS.

Standards, per gal	@1 25
Selects	@1 65
" hind quarters	5 @ 6
" fore "	5 @ 3½
" loins, No. 3	8 @ 8¼
" ribs	@ 7
" rounds	5 @ 6
" tongues	@ 6

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass	4 @ 6¼
" hind quarters	5 @ 6
" fore "	5 @ 3½
" loins, No. 3	8 @ 8¼
" ribs	@ 7
" rounds	5 @ 6
" tongues	@ 6
Hogs	4¼ @ 4½
Bologna	@ 5
Pork loins	@ 6½
" shoulders	@ 5
Sausage, blood or head	@ 5
" liver	@ 5
" Frankfort	@ 7½
Mutton	6½ @
Veal	@

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.

Standard, per lb	@ 8¼
" H. H.	@ 8¼
" Twist	@ 8¼
" pails or packages, net weight	9
" 24-lb. bbls	8
Boston Cream	11
Cut Loaf	10½
Extra H. H.	11

MIXED CANDY.

Standard, per lb	Bbls.	Boxes.
Leader	7½	8½
Special	8	9
Royal	8	9
Nobby	8	9½
Broken	8	9½
Midget	10	10
English Rock	10	10
Conserve	10	10
Cut Loaf	10	10
Ribbon	10	10
Broken Taffy	10	10
Peanut Squares	10	10½
Extra	11	11
Kindergarten	11	11
French Creams	12	12
Valley Creams	13	13

FANCY—In 5 lb. boxes. Per Box.

Lemon Drops	.65
Sour Drops	.65
Peppermint Drops	.75
Chocolate Drops	.75
H. M. Chocolate Drops	.90
Gum Drops	.40@.50
Licorice Drops	1.00
A. B. Licorice Drops	.80
Lozenges, plain	.70
" printed	.70
Imperials	.70
Mottoes	.75
Cream Bar	.65
Molasses Bar	.65
Caramels	.16@.18
Hand Made Creams	.90@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	.10
Sour Drops, in pails	.11
Imperials, in pails	.12

ORANGES.

Floridas, fancy 12-138	\$4 00
" 15-238	4 25
" 176-200	4 50

LEMONS.

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

OTHER FOREIGN FRUITS.

Figs, Smyrna, new, fancy layers	18@19
" " choice	@16
" " "	@15
" " "	@10
" Fard, 10-lb. box	@ 8
" " 50-lb.	@ 8
" Persian, 50-lb. box	@ 6

NUTS.

Almonds, Tarragona	@17¼
" Ivaca	@17
" California	@17
Brazils	@17
Walnuts, Grenoble	@17
" Marbot	@17
" Naples	@17
" Chili	@10½
Table Nuts, No. 1	@16
" No. 1	@14½
Pecans, Texas, H. P.	@16
Cocoanuts, full sacks	@5 00

PEANUTS.

Fancy, H. P., Suns	@ 7
" Roasted	@ 9
Fancy, H. P., Stars	@ 6
" Roasted	@ 8
Choice, H. P., Ex Prince	@ 6
" Roasted	@ 8
Fancy, H. P., Steamboats	@
" Roasted	@

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

FLOUR SACKS, GROCERY BAGS, TWINE AND WOODEN WARE.

Houseman Block,

Grand Rapids, Mich.

RANSOM REFLECTIONS.

"Look at that letter!" exclaimed a wholesale grocer, the other day, "and then think of the many men in the grocery business who are no better educated than the writer of this scrawl. It is enough to make me sick to think of it." The letter in question announced the writer's intention of embarking in the grocery business and asked for quotations on a complete line of goods. The handwriting, grammar and spelling were all so thoroughly original as to excite pity for the man who was so unfortunate as to be hampered in that manner. It is needless to say that the jobber crumpled the letter in his hand and tossed it in the waste basket.

"I always decline to sell such men," continued the jobber, "for the simple reason that they never appreciate a fair deal. Ignorant men are proverbially suspicious and it is no satisfaction to sell a man who continually harbors the idea that you are beating him. I would rather make 2 per cent. on a well-posted merchant than 10 per cent. on an ignorant. The intelligent dealer appreciates a favor, and it will have more or less bearing in future transactions, but the ignorant merchant never ceases to cherish the thought that you are always trying to swindle him and that any concession you may see fit to accord him are really swindling schemes in disguise."

"I am surprised at the few mistakes we make," said another jobber, "considering the indefiniteness of many of the orders which come from our customers and how frequently a dealer will omit to give us the name of his town. This trouble is obviated where the writer uses printed stationery, and I wish every merchant was compelled to do this by law, as it would save countless mistakes and no end of ill-feeling and loss."

"Will the Business Men's Association be revived?" is a question frequently propounded nowadays. The recent convention in this city appears to have given the subject a stimulus which should result in a complete revival all along the line. Every community which had an organization of this character made genuine progress so long as the members maintained the association and many thriving towns date the beginning of their prosperity from the birth of the local organization. Considering the weapon associated effort puts in the hands of business men, it will not be surprising if they make a concentrated effort to bring about a revival of the organizations at an early day.

It is rather late in the day to crack jokes at the expense of the typewriter, but a local jobbing house recently met an amusing experience which will bear repetition. A typewriter was recently made a part of the office furniture, and all letters to customers were put through the machine. An old customer of the house took violent exceptions to that way of doing business, closing his epistle with the observation: "You need not go to the trouble of getting my letters printed after this; I can read writin'."

One of the greatest annoyances to which telephone subscribers are compelled to submit is the frequent use of

the lines by people who wish to talk with clerks and other employes on subjects in no way connected with the business. THE TRADESMAN office is only an average sufferer in this respect, but scarcely an hour passes that some one does not ask to talk with an employe on one of the upper floors. In many cases, absence of one person from his work compels a half dozen others to remain idle until he returns, thus depriving the office of a half hour's time in the aggregate. The message is almost invariably an insignificant one, entirely foreign to the business of the office, and of so little importance that it could just as well wait until the persons meet. To refuse a request of this character renders the manager open to a charge of rudeness, so the abuse is permitted to continue, much as it costs the office in lost time and unnecessary delay. THE TRADESMAN office is only one of hundreds which suffer from this annoyance and will gladly welcome any concert of action among business houses looking to an abatement of the nuisance.

The world always admires the man who makes a brave fight against fearful odds and wins the battle by reason of an unconquerable will. Such a man invariably commands respect and compels the admiration of friends and competitors, no matter how sharp the rivalry of the latter may be. After six weeks of sleepless suspense, Samuel M. Lemon is now receiving the congratulations of his acquaintances over his deliverance from a most embarrassing position, consequent upon the failure of his partner. After the first shock was over, Mr. Lemon looked the situation squarely in the face and resolutely set about the work of bringing order out of chaos. Although baffled on every hand and hampered at every step, he refused to yield to the voice of discouragement but pressed on until success crowned his efforts. Few men would have had the courage to rally under the load Mr. Lemon found on his shoulders when the failure of Mr. Peters was announced and fewer still could have brought to bear the physical strength and mental determination which marked his course during the weary weeks he fought like a hero to keep his head above water. In the hour of victory, none are so small as to begrudge him the point he has gained or to fail to congratulate him over the splendid success he has achieved in the face of such fearful odds.

Coopersville's Offer.

Coopersville aspires to be the county seat of Ottawa county and proposes to erect the necessary buildings and offer them to the county free of cost. In case the honor goes to Grand Haven or Holland, the fortunate town will, probably, be compelled to do the same Coopersville has offered to do, thus relieving the other portions of the county of the burden of taxation incident to the erection of new buildings.

Not Wholly Disinterested.

PETOSKEY, Dec. 5.—As a citizen of Petoskey and a patron of THE TRADESMAN, I hope you will do all you can to influence the traveling men of Grand Rapids to revive their hotel project here, as I am confident two important results would be secured—the traveling men would have a good home and a safe investment and Petoskey would get the best advertisement she has ever secured, next to the Bay View campmeeting. The traveling men can't talk as loud as the preachers, but they can keep it up a great deal longer and a heap sight faster.

YEKNAH.

Grand Rapids & Indiana.

In effect October 5, 1890.

TRAINS GOING WEST.

Table with 3 columns: Train Name, Time, and Direction. Includes Saginaw, Traverse City, and Mackinac.

TRAINS GOING SOUTH.

Table with 3 columns: Train Name, Time, and Direction. Includes Cincinnati, Kalamazoo, and Fort Wayne.

Trains marked (1) run daily; (2) daily except Sunday. Sleeping and parlor car service: North—11:30 a m train, parlor chair car for Mackinac City; 10:30 p m train, Wagner sleeping car for Mackinac City.

Muskegon, Grand Rapids & Indiana.

Table with 3 columns: Train Name, Time, and Direction. Includes Muskegon-Leave and From Muskegon-Arrive.

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.

Table with 3 columns: Train Name, Time, and Direction. Includes Morning Express, Through Mail, and Grand Rapids Express.

Table with 3 columns: Train Name, Time, and Direction. Includes Detroit Express, Through Mail, and Evening Express.

Detroit Express leaving 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 1:20 a m.

Tickets and sleeping car berths secured at D. G. H. & M. R.'s offices, 23 Monroe St., and at the depot JAS. CAMPBELL, City Passenger Agent.

JNO. W. LOUD, Traffic Manager, Detroit.

Toledo, Ann Arbor & Northern.

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

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

CHICAGO & WEST MICHIGAN RAILWAY.

Fruit Belt Line.

DEPART.

Table with 3 columns: Train Name, Time, and Direction. Includes Mail and Express for Big Rapids, Ludington, Manistee & Traverse City.

ARRIVE.

Table with 3 columns: Train Name, Time, and Direction. Includes Night Express from Chicago, Express from Indianapolis, and Express from Big Rapids, Baldwin and Traverse City.

Through chair car for Chicago on 9:00 a m train; no extra charge for seats. Trains leaving Grand Rapids at 1:00 p m and 11:35 p m run through to Chicago solid.

Wagner drawing room buffet cars on trains leaving Grand Rapids 1 p m and Chicago 4:40 p m. 4:40 p m train leaving Chicago connects with sleeper leaving Grand Rapids 11:30 p m for Traverse City. The 5:15 p m train has through free parlor car to Manistee via M. & N. E. R'y.

For tickets and information, apply at Union Ticket Office, 67 Monroe street, and Union Depot.

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

DETROIT, LANSING & NORTHERN R. R.

Lansing Route.

DEPART.

Table with 3 columns: Train Name, Time, and Direction. Includes Express for Saginaw and Bay City, Mail for Lansing, Detroit and East.

ARRIVE.

Table with 3 columns: Train Name, Time, and Direction. Includes Mail from Saginaw and Bay City, Mail from Lansing, Detroit and East.

Solid trains between Grand Rapids and Saginaw. Two solid trains between Grand Rapids and Detroit, leaving Grand Rapids 7:35 a m and 6:35 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."

Table with 3 columns: Train Name, Time, and Direction. Includes Detroit Express, Mixed, Day Express, and Atlantic & Pacific Express.

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.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

AND Jeweler,

44 CANAL ST., Grand Rapids, - Mich.

FIT FOR A Gentleman's Table:

All goods bearing the name of

THURBER, WHYLAND & CO., OR ALEXIS GODILLOT, JR.

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

THURBER, WHYLAND & CO., West Broadway, Reade & Hudson Streets. New York City

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

Advertisement for C. R. Electro Type Co. featuring Electrotypers, Stereotypers, Photo & Zinc Engraving, and other services.

Gripsack Brigade.

J. H. Vaughan, sundry salesman for Farrand, Williams & Clark, was in town over Sunday.

Leo A. Caro has retired from the road and taken the position of advertising solicitor of the *Telegram Herald*.

Cal. L. Martin, traveling representative for Dean, Foster & Co., of Chicago, was in town several days last week. Mr. Martin still holds his interest in a drug store at Elk Rapids, but now resides in Chicago.

Charles P. Baker, for the past year on the road for T. H. Hinchman & Sons, of Detroit, has purchased the interest of M. McDonald in the drug firm of Travis & McDonald, at St. Johns. The new firm will be known as Travis & Baker.

J. W. Morton has returned from Indianapolis, where he engaged to travel for the overall house of the C. B. Cones & Son Manufacturing Co. His territory comprises the entire Northern portion of the State. He will continue to reside at Big Rapids.

A. W. Peck is somewhat disappointed over the failure of the negotiations between the traveling men of Grand Rapids and certain property owners of Petoskey. He still maintains that the project is a feasible one and could be made to yield satisfactory returns, especially if a few representative men of Petoskey took hold of the enterprise and gave it the benefit of their experience.

Perley W. Hall, formerly on the road for Lemon & Peters, but who has lately pursued the business of selling patent rights, has taken the grips formerly carried by Mr. Burke for Merriam, Collins & Co., wholesale grocers of Chicago. Mr. Burke finds that his grocery stores at Dowagiac, Benton Harbor and St. Joseph require all his time and attention. Mr. Hall's territory comprises Southwestern Michigan and Northern Indiana.

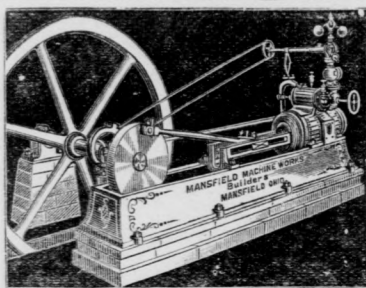
Augustus W. Culver, formerly a prominent Detroit business man and a member of the firm of Gray, Toynton & Fox, wholesale confectioners, died in Tacoma, Wash., on Nov. 18. He had been a mem-

ber of that firm for fifteen years when, in 1889, he sold out his interest and removed to Tacoma for his health. He was a member there of the firm of Culver & Leland, wholesale dealers in glassware. He had many friends in Detroit. His death was not unexpected, as his health had not been good for some time. He was a member of the Michigan Commercial Travelers' Association.

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.



For Portable or Stationary Engines, 1 to 500 Horse Power, Portable or Stationary Boilers, Saw Mills, Shafting, Pullies, Boxes, Wood-working Machinery, Planers, Matchers, Moulders, etc., call on

W. C. DENISON,
Manufacturers' Agent,
88, 90, 92 So. Division St., Grand Rapids,
Estimates given on Complete Outfits.



Pennsylvania Lumberman's.

The best fitting Stocking Rubbers in the market. A full line of Lycoming Rubbers on hand. Try them.

GEO. H REEDER & CO.,
State Agents for
LYCOMING RUBBER CO.
158 and 160 East Fulton Street.

WM. SEARS & CO.,

Cracker Manufacturers,

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

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.

Florida Oranges

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

The Putnam Candy Co.

RED The most effective Cough Drop in

the market. Sells the

STAR quickest and pays the

COUGH best. Try them.

DROPS
The Fine Line of Candy in the State.

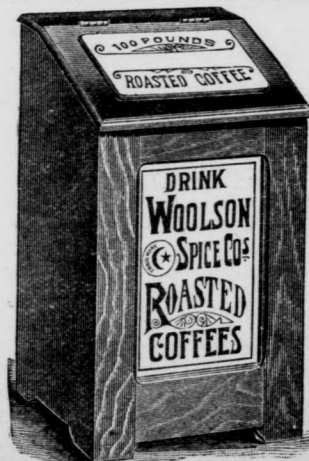
DON'T SCATTER YOUR FIRE, OR WASTE COSTLY AMMUNITION UNNECESSARILY--DECIDE UPON WHAT YOU WANT, THEN REACH FOR IT.



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.