

Michigan Tradesman.

NO. 378.

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

proportion to his capital invested. Let us place our \$10,000 to the credit of the new firm—to be 'Vary & Rumsey,' as you remember I suggested—then invest one-half the sum in lots or lands, as we may decide upon. Afterward, we will select our location, invest the balance in a grocery stock and go to work in earnest. In this way there will be more than a single chance for success, as if we lose in one way we may make it up in another. The first \$5,000, with your approval, I would propose placing in or near some growing city in the West. We will visit the place, be our own judges as to location and property and make our own investments, taking all the time which is necessary to do so."

"Your idea pleases me, Phil, and tomorrow we will commence work," answered Walter, and the two separated for the night.

The first of October, 1865, Messrs. Vary and Rumsey were on their way by rail and stage to the Far West, their objective point being Portland, Oregon, then a staid old village of only a few thousand inhabitants, but growing slowly. Few railroads then extended beyond the Missouri River, and most of the villages and hamlets beyond were in a rudimentary condition, their future hidden from the knowledge of the most prophetic. Relying solely upon their own judgment, the two young men concluded to visit the then small village of Denver, which was generally known at the East as Pike's Peak, also to look at Salt Lake City and a few mining villages on their route. Youth is ever active and restless and cannot wait. Time and distance to its vision are greatly lengthened, while age shortens both; thus, while they fully believed that, in time, many of these embryo towns would emerge into flourishing cities, they could not brook the idea of residing in such rough places, doing, as they supposed, a small business there and waiting for the village chrysalis to burst forth in all its splendor of age and activity. Small as Portland then was, it presented far more attractions than the others visited. It was then the largest in the Northwest and a seaport town, and the prediction was made that it would some day be a formidable rival of San Francisco. It was in direct connection with that young city by ocean transit; further, it was the only wholesale depot in the entire Northwest and contained more substantial wealth than any of its rival villages. It was the main entrepôt for all supplies for a large extent of country in all directions, its business reaching over an immense area. All of these advantages the members of this new firm saw, and that here was a coming city in which it was safe to invest. Every available dollar was invested by its merchants in their business, and few thought of dabbling in real estate. The older residents of Portland would probably recollect that a ripple of excitement was created in October or November of 1865 by the transfer of five forty-acre tracts of land, each at a different point of compass from the village, at an average price of \$25 per acre. The deeds conveying the property were made to the firm of Vary & Rumsey, who immediately leased it for a term of years for farming and other purposes. An agent was appointed to look after their interests, act as their correspondent, etc., when they then concluded to remain a time longer in order to examine

the advantages possessed by a country in which one-half of their money was invested. A visit, therefore, of a few weeks to all important points in Oregon and Washington Territory, where they viewed personally the vast resources of wealth, only strengthened and confirmed the wisdom of their choice.

[CONCLUDED NEXT WEEK]

Pith of the President's Message.

There are a few items in the message of President Harrison which are of special interest to merchants. The seal question is gently and cautiously alluded to as remaining *in statu quo*, the offer of Great Britain to submit the question to arbitration not having been accepted. He speaks hopefully of the extent and development of our trade and commerce with the island of Cuba. His review of the financial condition of the government seems satisfactory. The increase of the money in circulation during the administration of the present Secretary is about \$94,000,000, or \$1.50 per capita, while the total saving of interest is over \$51,000,000. The message notices a very substantial improvement in the market prices of leading farming products during the past year. The beet sugar industry is said to have passed the experimental state and is a commercial success. It is urgently recommended that enlarged commercial relations be encouraged between the United States and Central and South America, that the expectation and confidence of an increased trade by all parties may be realized.

Where Polly Went.

One summer eve Deacon Cole came into the town of Concord, N. H., and, driving up to the dry goods store at which he always traded, in front of which there were half a dozen loungers, he inquired if any one had seen his wife Polly that day. No one had, and he went on to say that she had suddenly disappeared about 9 o'clock in the forenoon, and he had not seen her since.

"Do you figure that she has skipped out?" asked one of the crowd.

"Hardly. Polly's 57, you know, and homely as a toadstool."

"But wimin is curus critters," observed another citizen. "She might have gone off to the haybur's in a huff."

"I've bin to all the hayburs," replied the Deacon.

"Searched the house?"

"Yes."

"Ain't in the garret?"

"No."

"Ain't down cellar?"

"No."

"Ain't in the barn?"

"No."

"Nor in the smokehouse?"

"No."

"Well, that beats me. Bet you ten to one she's gone crazy and wandered off, or else she has got tired of you and skipped."

"What's the fuss here?" asked a tin peddler as he drove up.

The facts were given him, and he turned on the Deacon with:

"Why, dang yer buttons, you don't know even a little bit! She fell into the well, in course, and you'd better hurry home and git her out!"

The Deacon drove away at a rattling pace, while the crowd laughed at his expense, but next day when he appeared in town I asked him if he had any news of his wife and he replied:

"Oh, yes. Polly was in the well all right enough, and had been standing in water up to her chin all day. Rather blamed me for not hearing her holler, but she got all over it after being dried out."

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.

LEMON & WHEELER COMPANY,

JOBBER OF

Groceries and Provisions

TEAS A SPECIALTY.

Good Bargains in New Orleans Molasses.

GRAND RAPIDS.

RINDGE, BERTSCH & CO.,

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



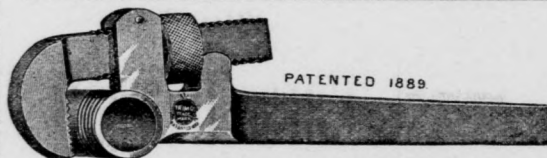
We ask the trade to examine our line of Lumbermen's Socks. All the staple kinds, men's and boys', at popular prices; also the best line of Felt Boots made, in prices from \$9 to \$14. We can show you a fine line of Beaver Shoes and Slippers, foxed and plain, turns and M. S. Agents for the Boston Rubber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



TRIMO

Pipe Wrench

Made of Forged Steel and Interchangeable in all its Parts.

SOLD BY

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

Wall Paper and Window Shades.

House and Store Shades Made to Order.

NELSON BROS. & CO.,

68 MONROE STREET.

Glimpses at Customers by No Means Uncommon.

Written for THE TRADESMAN

If all persons could, or did, possess universal knowledge, what a world of trouble, bickering and litigation would be avoided! Every person is supposed to possess a thorough knowledge of his own trade or business, but not of that of others, and often his general knowledge, outside of his own, is extremely limited. I do not blame or find fault with him for this; many reasons could be named that would wholly excuse him—in fact, it is his business and not ours. But he is to blame if he does not know enough to be personally aware when and where he is ignorant, and frankly say so, instead of pretending to know and becoming insolent when told that he is mistaken. How silly, for instance, it would be for me, if a watchmaker, possessing a knowledge of my business only, to dispute with a chemist about that science, or vice versa. These remarks are pertinent to the conversations between merchants and their customers every day, and the latter make it a source of grievous annoyance.

I was sitting in a hardware store, when a man entered and asked for some Russia iron stovepipe. A sample was brought and his first words to the merchant, with whom he was acquainted, were, "You can't fool me, John, that's not Russia iron." "Well, sir," replied the merchant, "my time is too valuable to enter into an argument, and I will only say if that pipe is not made of Russia iron, then I have none in my store and do not know what it is," and he bade the man good day. As the man passed out the door, the merchant turned to me and said, "He is an egotist and a chronic fault-finder, and I seldom lose any time with him. He knows, or pretends to know too much, and it does not pay."

A drug store in Grand Rapids was invaded by a man not long ago who held in his hand an ounce vial and, addressing the gentleman in attendance, said, "Fill this with oil of cubebs, please." As the druggist corked, labelled and wrapped it in paper, he asked the price. "One dollar," was the reply. "One dollar!" repeated the customer in a loud voice, laying the vial on the counter. "Do you wish to rob me? I don't want it," and he moved toward the door. "I make about 30 per cent. on that oil, sir, and a pound will last any retail druggist from two to three years. Would you call that robbery? Do you think I will soon be a millionaire at that?" "I know what that oil is worth," rejoined the customer, and I can buy it for \$2.50 a pound anywhere." "I would be pleased to give you that price for at least fifty pounds, courteously said the druggist, although I presume you will not accommodate me. It is worth \$12.50 a pound in the market today, while years ago it was only \$1.50. Its rise in price was in consequence of the berries being largely used in the manufacture of cigarettes, and for some other purposes." "O, well, I'm not dealing in drugs, but I know that 25 cents is a high price for that small vial of even your most costly oils."

In a city in Southern Michigan a woman entered a bazaar and enquired for a first-class article of shears. A box of fine plated ones was placed before her, which she examined with seeming delight. "These are just what I have been looking for," she pleasantly replied. "I

came here because every one says goods are so cheap in bazaars. What do you get for these?" "Sixty-five cents a pair," was the reply. The expression of the woman's face was a joint mixture of astonishment and rage as she rejoined, "Do you call that cheap? I have been told you sell them for 20 cents." "We have plenty of shears at 20 cents, even as low as 10, but you asked for the best we had," was the saleswoman's answer. "Would you like to look at some at 20 cents?" "No, indeed. I ought to have these at 25 cents, at the most. Why, I can purchase these plated ones at a less price elsewhere, but, of course, I expected to do better at a bazaar."

Talk about "tricks of trade" with such a class of people for customers! The only wonder is that every honest merchant does not abandon his business in disgust and go to hoeing corn or potatoes, or even raising frogs for a subsistence. It is a high honor to the craft to say, "It is a miracle that there are any honest merchants left."

A Seeming Paradox.

Mrs. Oilwell—"What is the price of that Henrietta cloth?"

Salesman—"One dollar and a quarter a yard."

Mrs. O. (after examining the goods carefully)—"I couldn't think of wearing that; it's too cheap looking."

Salesman (incidentally noticing the piece again)—"Ah! pardon me, Mrs. O. Is that the piece you meant? I made a mistake of one dollar in the price. That is the most expensive brand and is \$2.25 a yard, and cheap at that."

Mrs. O. (perceptibly agitated)—"Well, I don't care; it isn't worth any such money, but I would take it at \$1.50."

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 Bastic.	
No. 1 Sun, plain bulb, per doz.....	1 25
No. 2 ".....	1 50
No. 1 crimp, per doz.....	1 35
No. 2 ".....	1 60
STONEWARE—AKRON.	
Butter Crocks, per gal.....	66 1/4
Jugs, 1/2 gal., per doz.....	75
" 1 ".....	90
" 2 ".....	1 80
Milk Pans, 1/2 gal., per doz. (glazed 66c).....	85
" 1 ".....	90c
" 2 ".....	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 cata-
logue.

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. Office—46 Produce Exchange. TOLEDO, OHIO.

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 & 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.

Flint—Jacob Miller succeeds Miller & Staples in the meat business.

Manistee—Moses Simon has removed his clothing stock to Escanaba.

Remus—C. V. Hane has removed his general stock to Whittemore.

King's Mills—Jas. Gordon's general store has been closed on attachment.

New Era—Peter Rankin has sold his general stock to John Achterhof.

Freeland—Jas. A. Munger has removed his drug stock to Bay City.

West Sebawa—H. H. Chilson has put in a confectionery and tobacco stock.

Dutton—C. S. Keefer will remove his drug and grocery stock to Middleton.

Otsego—The P. of I. Association has purchased the Truesdell grocery stock.

Flint—Watson Beardsley succeeds Beardsley & Case in the meat business.

Pottersville—S. M. Horner & Co. have removed their hardware stock to Dimondale.

Allegan—B. C. Pennock succeeds Kellogg & Pennock in the grocery business.

Port Huron—Jas. E. Avery's grocery store has been closed on chattel mortgage.

St. Ste. Marie—Graves & Cobb, dealers in crockery and glassware, have assigned.

Sparta—W. E. Hinman is closing out his boot and shoe stock and will retire from business.

Big Rapids—S. A. Hunt & Co. have sold their restaurant and bakery to Samuel Hensell.

Schoolcraft—Kleckner & Norton are closing out their grocery stock and will retire from business.

Galesburg—W. A. Brown and Chas. Griffith have formed a copartnership and opened a meat market.

Detroit—Wells & Lawrence are succeeded by Tyler J. Wells in the ice cream and butter business.

Hudson—Richards & Halran contemplate embarking in the boot and shoe business in the near future.

Ogden Center—W. G. Eddy is closing out his boot and shoe and notion stock and will remove to Chicago.

Paw Paw—L. Perrigo & Co. have decided to remove their extract and proprietary medicine business to Allegan.

Battle Creek—J. Clark Van Valkenburg recently gave a chattel mortgage on his grocery stock to his wife for \$953.10, and she is now in possession.

Oscoda—The H. M. Loud & Sons Lumber Co. will put in 150,000 telegraph poles this winter, all contracted for. The Western Union Telegraph Co. takes 70,000.

Lansing—Webber & Buck, dealers in clothing and men's furnishing goods, will remove their stock to Ionia shortly after Jan. 1 and consolidate it with their stock at that place.

Ewart—Edson, Moore & Co. sued Mark Ardis in the Wayne Circuit Court for goods sold to David Redmond. The trial of the case resulted in favor of the defendant, but the plaintiffs have appealed to the Supreme Court.

Mancelona—P. Medalie, who was formerly engaged in trade at Cadillac, but is now located at Grand Forks, Dak., will shortly remove to this place, consolidating his stock with the Welling stock, which he recently purchased at sheriff's sale.

MANUFACTURING MATTERS.

Bay City—Class & Eichhorn, of this city, will erect a shingle mill at Linwood, this county.

Cadillac—The Cummer Ladder Co. will change its name to the Cummer Manufacturing Co. Jan. 1.

Detroit—J. H. Thompson & Co., manufacturers and jobbers of coffees and spices, will retire from business January 1.

Lake George—J. R. Borst, formerly engaged in the shingle business near Cedar Springs, has engaged in the manufacture of shingles near this place.

Muskegon—The Nelson Piano Co. has been incorporated with a capital stock of \$200,000, one-tenth of which has been paid in. Chas. D. Nelson is President of the corporation and H. W. Nelson Secretary and Treasurer. Buildings will be erected as soon as the weather permits, and operations begun as soon thereafter as possible.

Ludington—Taylor Bros. are overhauling their sawmill. The improvements will include a carriage for sawing 50 foot timber, and new boilers. From \$8,000 to \$10,000 will be expended. The firm has contracts calling for the sawing of 20,000,000 feet of lumber next season and 12,000,000 the year following.

West Bay City—The Northern Lumber Co. has been organized with a capital stock of \$100,000, and will succeed J. B. Kanouse & Co. in their lumber operations, but not in the firm's saw mill business at St. Ignace. The officers are as follows: John S. Gray, Detroit, President; O. W. Grover, Cheboygan, Vice-President and Manager; H. H. Norington, West Bay City, Treasurer.

Manistee—The salt packed during the past month foots up the respectable total of 93,000 barrels, of which amount Sands contributes 23,000 and Filer and Rietz each about 12,000, the large amount of Sands' contribution being accounted for by the fact that he has been packing the No. 2 salt that he had on hand in such profusion, as a consequence of the burning of his salt block some time ago.

Saginaw—The Linton Manufacturing Co. has commenced suit against Green, Ring & Co. to replevin \$7,000 worth of lumber. The plaintiffs bargained with Sanborn, who recently absconded, to deliver a certain amount of manufactured lumber and he piled some of it on the docks owned by the defendants and they refused to deliver it. It is the first suit caused by Sanborn's crookedness.

Marquette—The establishment in this city of the Michigan Polygonal Manufacturing Co. has created a demand for the best grades of hard wood, cut into squares for turning purposes, and already four or five small mills are at work cutting it for delivery here. The hardwood forests of the Upper Peninsula are much more valuable than is generally supposed, and the time is not far distant when their manufacture will assume an important position among our industries.

Houghton—The Alston Brick & Lumber Co. has filed articles of association, the purpose of the organization being to cut and manufacture lumber, to manufacture articles composed of wood, or metal, or both, and to manufacture and sell brick and to buy and sell timbered and brick clay lands. The principal office of the company will be in Detroit, most of the stock being held in that city.

The company is stocked for 10,000 shares at \$10 each, the full \$100,000 having been paid in. The same day was recorded a deed from Joseph W. Alston for the southwest one-quarter of section 1, township 49, N. of range 36, W. to the company, the consideration being \$100,000. The land thus sold was located by Alston as a homestead.

Purely Personal.

S. H. Ballard, the Sparta general dealer, was in town Saturday.

W. H. Heath, the Sparta hardware dealer, was in town Saturday.

L. W. Cook, general dealer at West Sebawa, was in town one day last week.

B. F. Bridges, of the firm of Bridges, Snell & Co., sawmill operators and general dealers at Masonville, has been in town several days.

John C. Yeakey, the Wayland meat dealer, is an enforced resident of Grand Rapids, being detained here as a juror in the United States Court.

P. T. Williams, the South Division street druggist, is probably the heavy weight druggist of the city. He tips the beam at 210 pounds avordupois.

Alfred Kraft has taken the position of prescription clerk for C. F. Beeler, the Caledonia druggist.

W. H. Shirts, of the firm of Shirts Bros., general dealers at Shelby, put in last week in the city, the guest of his brother and partner, J. D. M. Shirts.

L. L. Loveridge, formerly engaged in the wholesale grocery business here, is now at his home at Coldwater. He is on the look-out for some sort of a business opening.

Business men will be glad to learn that Geo. B. Caldwell is a candidate for the office of Insurance Commissioner under Governor-elect Winans. He was chairman of the Insurance Committee of the Michigan Business Men's Association in 1889 and has contributed several articles, full of information to business men, on this subject. He was at one time a leading local agent at Greenville, but has lately lived in Grand Rapids and filled a respectable position with Tucker, Hoops & Co., wholesale lumber dealers.

Geo. E. Roys, of the firm of Roys Bros., growers and distillers of peppermint oil at Florence, St. Joseph county, is spending a month in the city as a juror in the United States Court. He is in a position to assert that the mint crop is decidedly short this season, as evidence of which he points to the fact that the most bearish tactics on the part of New York handlers has not prevented the price being maintained. The three difficulties in the way of mint raising are droughts, floods and cut worms—one of which insists on putting in an appearance every season.

Honor to Whom Honor is Due.

RAVENNA, Dec. 15—Three years ago a barn burned up containing fifteen tons of hay belonging to us, which we supposed to be uninsured, as we had forgotten that it was insured. On looking over our insurance policies recently, we discovered that the hay was covered by a policy in the Commercial Union Assurance Company, Limited, of London. We spoke to Crosby & Son about it and they referred it to Mr. Hawkshurst, the adjuster for the company, and, although the fire occurred three years ago, the company paid us for the hay, without trying to beat us down one penny. This makes us feel that the object of one insurance company, at least, is to insure and protect, as well as to make money. O. F. CONKLIN.

A New Mineral.

A mineral called baraga has been discovered on an island near the north shore of Lake Superior, and several shipments of it have recently been made to various places. It is a claylike mineral and can be used in pottery ware and for foundry facings. Experiments have been made by electrical experts in Detroit with the result that this mineral is likely to play an important part in the electrical field in future. The clay, for that is the form in which it is found, just as it is mined, is placed in a cell with common brine and the usual amount of zinc and produces a two volt current of electricity. After being used thus for three months the baraga is dissolved and then it is found to be pure graphite and more valuable than before using.

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

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.

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—JEWELRY STOCK WITH SPLENDID trade in Grand Rapids on one of 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—DRUG STOCK AND FIXTURES—GOOD business; established six years; will sell at inventory. O. H. Richmond & Co., Grand Rapids, Mich. 140

MUST BE SOLD ON ACCOUNT OF FAILING health, a No. 1 stock of boots, shoes and rubbers, groceries and provisions; best location and good trade; easy terms and a big bargain. For particulars see Rindge, Bertsch & Co., Olney & Judson Grocer Co., Grand Rapids, or address Lock Box 25, Harbor Springs, Mich. 145

FOR SALE—WELL-SELECTED DRUG STOCK AND new fixtures in desirable location in this city; will sell at invoice on reasonable terms; reason for selling, owner has other business. L. M. Mills, 54 South Ionia street, Grand Rapids. 124

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

FOR SALE—\$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

WANTED—A CANNING FACTORY AT WATERVILLE, Mich. Liberal inducements. Address or call on F. H. Merrifield, Sec'y Business Men's Association. 161

SITUATIONS WANTED.

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

WANTED—SITUATION IN DRUG STORE BY YOUNG man 18 years old with 2 years experience. Of temperate habits. Wages not the object. George Whyte, Richland, Mich. 163

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

WANTED—SITUATION BY A REGISTERED PHAR- macist, in drug or drug and general store. Sixteen years' experience. Best of references. Address A. D. C., box 533, Cadillac, Mich. 154

MISCELLANEOUS.

SAMPLES OF TWO KINDS OF COUPONS FOR RE- tailers will be sent free to any dealer who will write for them to the Suthif Coupon Pass Book Co., Albany, N. Y. 564

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

FOR SALE—A GOOD MERCANTILE BUSINESS IN the village of Morrice one of the smartest towns in central Michigan. The stock consists of Groceries, Boots, Shoes and Gents' furnishings. Will inventory about \$4,000. Address Wells & Howard, Morrice, Mich. 164

FOR SALE—CLEAN DRUG STOCK. SITUATED ON best retail street in Grand Rapids. Expenses small good paying patronage. Address No. 162, care Michigan Tradesman. 162

REMINGTON TYPE WRITER FOR SALE. GOOD condition. Price \$30. For sample of work, call at "The Tradesman" office or address No. 160, care Michigan Tradesman. 160

GRAND RAPIDS GOSSIP.

S. Bolt succeeds Van Houtun & Bolt in the furniture and undertaking business.

A. J. Hatch & Co. succeed Hatch & Stuart in the grocery business at 321 South Division street.

O. L. Leightner has leased the W. J. Hull store at 256 Plainfield avenue and put in a line of dry goods.

J. N. Aniba has opened a grocery on East street, near Sherman. The Ball-Barnhart-Putman Co. furnished the stock.

W. G. Sinclair & Co. have sold their meat business at 19 and 21 South Division street to Fred Pegler, who will continue the business.

Arthur Hunter has opened a grocery store at the corner of Amity and Fork streets, Muskegon. The Ball-Barnhart-Putman Co. furnished the stock.

White & Co. have sold their drug stock at the corner of Fourth and Stocking streets to Frank Chappell, formerly engaged in the practice of medicine at Sand Lake.

R. J. Side, who has been conducting a grocery store at 48 Waterloo street, has purchased the grocery stock of Mrs. L. C. Popp, at 75 Clancy street, and removed his stock to that location.

W. D. Ballou has removed the G. S. Putman drug stock, which he recently purchased at Fruitport, to Tompsonville, where business has been begun under the style of Bussey & Ballou.

The Standard Oil Co. is enlarging and beautifying its office apartments in the Hawkins block. Manager Bonnell is determined to have as completely equipped an office as any institution in the city.

Hollister & Chormann, grocers and liquor dealers at 21 North Front street, uttered a chattel mortgage to the Lemon & Wheeler Company last Tuesday for \$487, subsequently granting another mortgage for \$278 and a bill of sale for \$250. The sheriff did the rest.

Wm. Harrison, who recently purchased 2,000 acres of timber land in Pine Grove township, Van Buren county, is making arrangements to market same as soon as possible. Two miles of tram-road will be built and machinery put in to manufacture lumber, staves, hoops and heading. A supply store, barns and boarding houses will be erected, the expense involved in getting ready for operation amounting to \$30,000. The timber is mostly oak and white and black ash.

Gripsack Brigade.

E. S. Holdridge, an Adrian traveling man, has entered the lists as a candidate for Railroad Commissioner.

Gilbert S. Yates succeeds E. T. Merriett as Michigan traveling representative for the Eureka Mower Co.

S. N. Clement, the Sturgis boot and shoe dealer, is closing out his stock, preparatory to going on the road.

"Hub" Baker is himself again, his wife and niece having returned from a fortnight's visit at Fenton and Hamburg.

Ed. Pike, formerly on the road for Voigt, Herpolsheimer & Co., is seriously ill at his home at 272 Fourth avenue.

P. J. Coppens is the happy possessor of a stuffed peacock, which he acquired on the occasion of his last visit to Augusta.

James D. Wadsworth and family started for California Sunday night, taking with them the best wishes of numerous friends.

E. A. Withee, who has represented the Telfer Spice Co. in Eastern Michigan during the past six months, has severed his connection with that house.

One of L. M. Mills' new cash registers has been completed, and several offers from manufacturers who wish to secure the device are being entertained by the inventor.

E. T. Merriett has resigned his position as traveling salesman for the Eureka Mower Co. to take the position of traveling representative for Geo. Hyde, lumber and shingle manufacturer at McBrides.

"Jack" Lindsey is a hustler of no mean order when in charge of a paper requiring the signatures of the traveling men. Some are so uncharitable as to harbor the belief that he could wring a dollar out of an iron lion.

Jas. Fox, formerly engaged in the wholesale grocery business here, but for some time past a member of the firm of the Warren Manufacturing Co., manufacturers of extracts at Denver, has sold his interest in that house and is now on the road for a cigar house at Denver.

The sixth annual social party of the Grand Rapids Traveling Men's Association was a success in everything except point of members, only forty-five tickets having been taken up at the door. So poorly have the dances been attended for the past two or three years that some of the prominent members of the organization are in favor of abandoning the winter gathering altogether.

Wm. Connor, the well-known clothing salesman, has engaged with Michael Kolb & Co., of Rochester, for another year, the house having voluntarily granted him an advance in his salary of \$500 a year. Mr. Connor had several other very flattering offers, but bore in mind the old saw to the effect that a rolling stone gathers no moss. He is now in Rochester arranging his spring samples and will be on the warpath again shortly after New Years.

Bank Notes.

J. K. Stack and John Corcoran are to start a bank at Escanaba with \$50,000 capital.

Hannett, Ward & Co., bankers at Shepherd, have sold out to Thomas Hannett, Edward, John and Oliver Adams and Henry Kenter. The style will be Hannett, Adams Bros. & Co. The retiring parties, Ward, Shepherd and Struble, will probably organize a new bank.

Nine national banks in Michigan have gone out of business this year, representing a capital of \$720,000. Several of them were reorganized under national or State laws. This is the list: First National, South Haven; Plymouth National; Citizens' National, Flint; Muskegon National; First National, Whitehall; First National, Decatur; First National, Port Huron; First National, Mason; First National, Holly.

Good Advice.

Referring to the newly-organized Patrons' Commercial Union, the Ionia Standard remarks:

The scheme may be all right; many members are certainly in from good and honest motives, but with C. V. DeLand as President, and D. A. Reynolds, of Lyons, as Secretary and Business Manager, the Standard wants none of that stock. Patrons, go slow on this move.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.

REDUCED PRICES

ARCTIC BAKING POWDER.

1-4 lb. Cans per Dozen,	60
1-2 " " " "	1 20
1 " " " "	2 00
5 " " " "	9 60

Arctic Manufacturing Company, 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.

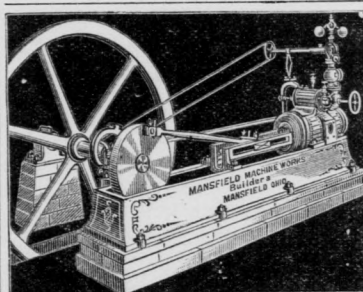
THE PUTNAM CANDY CO

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.

Furniture

—AT—

Nelson,
Matter
& Co.'s

Styles New, Cheap,
Medium and Expensive.

Large Variety.
Prices Low.

The Tradesman Company
Engravers and Printers
ILLUSTRATIONS OF ALL KINDS
STATIONERY & CATALOGUE PRINTING
GRAND RAPIDS, MICHIGAN.

HARDWARE.

Modern Dairy Implements.

From the New Dairy.

While it may be true that in the earliest dawn of civilization eatable butter was sometimes made by dragging cows' milk in a goat skin bag after a trotting horse, and, while it may be further said, with greater chances of probability that our great, great grand-mothers sometimes made excellent butter, still we are strong in the faith that there has been progress in dairy practice, and, within the past ten years, a marvelous improvement, not only in dairy implements, but in the product of the dairy, either of cheese or butter.

Within our day we have seen the improved vats and curing rooms, and, above all, the system of testing the milk introduced in the cheese factory; while it was not so long ago that Jesse Williams, the accredited pioneer, built the first cheese factory in New York, thus introducing a system of associated cheese making that is now rapidly spreading over Europe.

In butter making, we have seen the old crocks and small pans first give way to the large pans that held the herd's yield for the day. Then came the deep, cold setting in Sweden, which was transplanted into this country by the Hardin method. The improvement upon this was the Cooley, Moseby and other inventions. After these, and also from Sweden, came the centrifugal cream separator, and now from the same country we have the butter extractor.

The genius of man has been ever crowding the butter product closer and closer to the cow, until now only a few minutes may transpire between the drawing of the milk and the production of the most perfect butter.

It is hardly necessary to say that, as these various systems have been introduced, the general average of the butter product has improved in quality and increased in quantity. That, however, is not saying that possibly the very finest, with sufficient care, cannot be made by any of them. Certainly those that have come in since the crocks were abandoned have greatly reduced the labor of butter making, and made it feasible to produce a good article without the finished skill previously required. The dairyman stands sadly in his own light who refuses to take advantage of some of these improvements.

The Hardware Market.

Nails remain without change. The same is true of the tin market, New York brokers and importers appearing to anticipate a steady market until after January 1. Rope is on the decline.

THE PERFECTION MEAT CUTTER



EQUALLED
BY NONE FOR
FAMILY USE.

SIMPLE TO USE.

EASY TO CLEAN.

CANNOT GET DULL
OR OUT OF
ORDER.

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

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

AMERICAN MACHINE CO.,

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

OR TO—

JOHN H. GRAHAM & CO.,

SOLE AGENTS, 113 Chambers St., New York.

Prices Current.

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

AUGERS AND BITS.	
Snell's.....	dis. 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.	
Railroad.....	\$ 14 00
Garden.....	net 30 00
BOLTS.	
Stove.....	50&10
Carriage new list.....	70
Plow.....	40&10
Sleigh shoe.....	70
BUCKETS.	
Well, plain.....	\$ 3 50
Well, swivel.....	4 00
BUTTS, CAST.	
Cast Loose Pin, figured.....	70&
Wrought Narrow, bright fast joint.....	60&10
Wrought Loose Pin.....	60&10
Wrought Table.....	60&10
Wrought Inside Blind.....	60&10
Wrought Brass.....	70
Blind, Clark's.....	70&10
Blind, Parker's.....	70&10
Blind, Shepard's.....	70
BLOCKS.	
Ordinary Tackle, list April 17, '85.....	40
CRADLES.	
Grain.....	dis. 50&10
CROW BARS.	
Cast Steel.....	per lb 5
CAPS.	
Ely's 1-10.....	per m 65
Hick's C. F.....	" 60
G. D.....	" 35
Musket.....	60
CARTRIDGES.	
Rim Fire.....	50
Central Fire.....	dis. 25
CHISELS.	
Socket Firmer.....	70&10
Socket Framing.....	70&10
Socket Corner.....	70&10
Socket Slicks.....	70&10
Butchers' Tanged Firmer.....	40
COMBS.	
Curry, Lawrence's.....	40
Hotchkiss.....	25
CHALK.	
White Crayons, per gross.....	12@12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size.....	per pound 31
" 14x52, 14x56, 14x60.....	32
Cold Rolled, 14x56 and 14x60.....	32
Cold Rolled, 14x48.....	28
Bottoms.....	30
DRILLS.	
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. 30&10&10
Adjustable.....	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26.....	30
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List.	
Disston's.....	60&10
New American.....	60&10
Nicholson's.....	60&10
Heller's.....	50
Heller's Horse Rasps.....	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 18.....	18
Discount, 60.....	
GAUGES.	
Stanley Rule and Level Co.'s.....	50

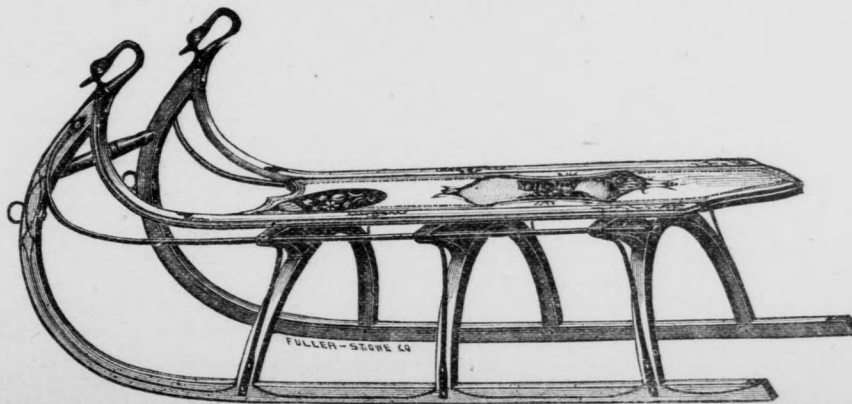
HAMMERS.

Maydole & Co.'s.....	dis. 25
Kip's.....	dis. 25
Yerkes & Plumb's.....	dis. 40&10
Mason's Solid Cast Steel.....	30c list 60
Blacksmith's Solid Cast Steel, Hand.....	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3.....	dis. 60&10
State.....	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer.....	3 1/2
Screw Hook and Eye, 1/2.....	net 10
" " " 3/4.....	net 8 1/2
" " " 1.....	net 7 1/2
Strap and T.....	dis. 70
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track.....	50&10
Champion, anti friction.....	60&10
Kidder, wood track.....	40
HOLLOW WARE.	
Pots.....	60
Kettles.....	60
Spiders.....	60
Gray enameled.....	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware.....	new list 70
Japanned Tin Ware.....	25
Granite Iron Ware.....	new list 33&10
WIRE GOODS.	
Bright.....	70&10&10
Screw Eyes.....	70&10&10
Hook's.....	70&10&10
Gate Hooks and Eyes.....	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s.....	70
KNOBS—New List.	
Door, mineral, jap. trimmings.....	55
Door, porcelain, jap. trimmings.....	55
Door, porcelain, plated trimmings.....	55
Door, porcelain, trimmings.....	55
Drawer and Shutter, porcelain.....	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list.....	55
Mallory, Wheeler & Co.'s.....	55
Branford's.....	55
Norwalk's.....	55
MATTOCKS.	
Adze Eye.....	\$16.00, dis. 60
Hunt Eye.....	\$15.00, dis. 60
Hunt's.....	\$13.50, dis. 30&10
MAULS.	
Sperry & Co.'s, Post, handled.....	50
MILLS.	
Coffee, Parkers Co.'s.....	40
" P. S. & W. Mfg. Co.'s Malleables.....	40
" Landers, Ferry & Co.'s.....	40
" Enterprise.....	25
MOLASSES GATES.	
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.....	Base 10
50.....	Base 10
40.....	Base 10
30.....	Base 10
20.....	Base 10
16.....	Base 10
12.....	Base 10
10.....	Base 10
8.....	Base 10
7 & 6.....	Base 10
4.....	Base 10
3.....	Base 10
2.....	Base 10
1.....	Base 10
Finish 10.....	Base 10
" 8.....	Base 10
" 6.....	Base 10
Clinch 10.....	Base 10
" 8.....	Base 10
" 6.....	Base 10
Barrell 1/2.....	Base 10
PLANES.	
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.	
Fry, Acme.....	dis. 60-10
Common, polished.....	dis. 70
RIVETS.	
Iron and Tinned.....	40
Copper Rivets and Burs.....	50
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27.....	10 30
"B" Wood's pat. planished, Nos. 25 to 27.....	9 20
Broken packs 1/2c per pound extra.	

Sisal, 1/4 inch and larger.....

Manilla.....	13 1/2
SQUARES.	
Steel and Iron.....	dis. 75
Try and Bevels.....	60
Mitre.....	20
SHEET IRON.	
Nos. 10 to 14.....	Com. Smooth. Com. 20 30
Nos. 15 to 17.....	4 30 3 20
Nos. 18 to 21.....	4 30 3 30
Nos. 22 to 24.....	4 30 3 30
Nos. 25 to 26.....	4 40 3 40
No. 27.....	4 60 3 50
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
SAND PAPER.	
List acct. 19, '86.....	dis. 40&10
SASH CORD.	
Silver Lake, White A.....	list 50
" Drab A.....	" 50
" White B.....	" 50
" Drab B.....	" 55
" White C.....	" 25
Discount, 10.....	
SASH WEIGHTS.	
Solid Eyes.....	per ton \$25
SAWS.	
" Hand.....	20
" Silver Steel Dia. X Cuts, per foot.....	70
" Special Steel Dex X Cuts, per foot.....	50
" Special Steel Dia. X Cuts, per foot.....	30
" Champion and Electric Tooth X Cuts, per foot.....	30
TRAPS.	
Steel Game.....	60&10
Oneida Community, Newhouse's.....	35
Oneida Community, Hawley & Norton's.....	70
Mouse, choker.....	18c per doz.
Mouse, delusion.....	\$1.50 per doz.
WIRE.	
Bright Market.....	dis. 65
Annealed Market.....	70-10
Coppered Market.....	60
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	3 50
" painted.....	2 90
HORSE NAILS.	
An Sable.....	dis. 25&10 25&10&10
Putnam.....	dis. 05
Northwestern.....	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nickleed.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75&10
MISCELLANEOUS.	
Bird Cages.....	50
Pumps, Clatern.....	75
Screws, New List.....	50
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	40
Forks, hoes, rakes and all steel goods.....	65
METALS.	
PIG TIN.	
Pig Large.....	28c
Pig Bars.....	30c
ZINC.	
Duty: Sheet, 2 1/2c per pound.....	7 1/2
600 pound casks.....	7 1/2
Per pound.....	7 1/2
SOLDER.	
1/2@1/2.....	18
Extra Wiping.....	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson.....	per pound 16
Hallett's.....	" 13
TIN—MELYN GRADE.	
10x14 IC, Charcoal.....	\$ 7 00
14x20 IC, ".....	7 00
10x14 IC, ".....	8 75
14x20 IC, ".....	8 75
Each additional X on this grade, \$1.75.	
TIN—ALLWAY GRADE.	
10x14 IC, Charcoal.....	\$ 6 25
14x20 IC, ".....	6 25
10x14 IC, ".....	7 75
14x20 IC, ".....	7 75
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, ".....	6 25
14x20 IC, ".....	7 75
20x28 IC, ".....	13 00
14x20 IC, ".....	5 50
14x20 IC, ".....	7 00
20x28 IC, ".....	11 50
20x28 IC, ".....	14 50
BOILER SIZE TIN PLATE.	
14x28 IC.....	\$14 00
14x31 IC.....	15 50
14x56 IC, for No. 8 Boilers.....	per pound 10
14x60 IC, ".....	" 9

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 17, 1890.

The official and legislative mind at Washington is now inclining strongly to subjects connected more or less intimately with finance. If the present were the long session of Congress, we should be deluged with measures to make the country quickly rich. Silver continues prominently in the foreground. Mr. Farwell, on Wednesday of last week, introduced a bill in the Senate, directing the Secretary of the Treasury to purchase all the silver bullion that may be offered him, at the market price thereof, not exceeding one dollar for 371.25 grains of pure silver, and to pay for the same with Treasury notes, *i. e.* "greenbacks." This is a more radical proposition than that which was offered in the House by Mr. Taylor, of Illinois, to buy up the American stock of silver, and it is about as near to unlimited free coinage as we could get without actually taking up that measure. Our ministers abroad, especially those at Paris, Berlin, and Rome, have been ordered, it is said, to press forward at this time an agreement with those countries in favor of sustaining the value of silver. Without regard to the success of these efforts, we shall have, unless all signs fail, some decisive legislation on the subject before Congress adjourns.

In connection with the movement of gold to this country from London, it is pointed out that the Bank of England has been adopting a rule which very closely approaches sharp practice in fiscal dealings. In drawing gold from the bank it has been usual to obtain it either in bars, double-eagles (American coin) or sovereigns (English). The most satisfactory form is the bars, and the least satisfactory the sovereigns, as the latter are usually worn by use, and are not up to the weight they call for. But the Bank has been requiring parties who withdraw gold for export to take the sovereigns, and when they asked double eagles refused altogether or charged a premium. When it is considered that these were coined in the United States, and coined without any charge, and further that it is the rule of our Treasury to supply either gold bars or double-eagles, whichever is demanded, it looks like rather a small business which is now being followed in Threadneedle street.

Congress has not accomplished much in the last week. In the Senate the obstructive opposition to the Elections bill has blocked the way, and the practical difficulties confronting the measure have manifested themselves so strongly that it is evident the only question with many Republican Senators is the best way of laying it aside. The party is too weak at this juncture to carry a measure which, by the coloring its enemies have given

it, is so energetic. The general situation is that of 1874: the party morale is sapped, and it can attempt nothing heroic until it gets new strength.

Decidedly Doubtful.

The Owosso Times thus refers to the proposed movement of the Patrons of Industry: "The outcome of the scheme is doubtful, not because of the theory, but the practice. The gentlemen named have had no experience in business practices and will be compelled either to rely on their own judgment or some one else's in the matter of trade. They are in every way liable to deceptions. The grange, which took the same steps, was obliged to abandon the commercial part of the organization. The fact that business houses in the large cities do not establish branch houses in the smaller towns testifies to the close margins upon which business is conducted in the retail stores. The collection of damaged or unsalable produce or material at the branch houses, with the expectation of unloading at the central house, will be one of the natural results. A close study of the markets which marks the course of the individual dealer will not be impossible but improbably. While the experiment has not succeeded before, it may with judicious management achieve success; but the stock-holders would do well to watch every movement of the enterprise."

Incorporation Nearly Consummated.

A corporation with a capital stock of \$4,500,000, to be known as the John V. Farwell Company, will, on Jan. 1, succeed the well-known wholesale dry goods firm of John V. Farwell & Co., at Chicago. The incorporators are John V. Farwell, John V. Farwell Jr., Charles B. Farwell, Simeon Farwell, John K. Harmon and John T. Chumaseiro. The entire capital will be subscribed by members of the present firm. A portion of the stock will be sold to employees and a limited amount will be put on the market. The important change is made for the reason that a large business can be handled more advantageously by a corporation. The business relations of the house will not be altered and the corporation will acquire without consideration the good will of the concern. John V. Farwell & Co. have branch houses at New York, Manchester and Paris. The incorporation is of public interest because it advances the idea of co-operation with employees. The Farwell house ranks third in its class in the country, the annual sales having gone as high as \$22,000,000.

A Constitutional Objection.

Geo. H. Seymour, Secretary of the Grand Rapids Traveling Men's Association, has received the following reply to the invitation to hold the next meeting of the Michigan Commercial Travelers' Association in this city.

DETROIT, Dec. 8—Replying to your esteemed favor, extending for your Association an invitation to the Michigan Commercial Travelers' Association to hold its annual meeting for 1890 in your city, I desire to say that your communication was presented to the trustees at their regular meeting and accepted with regrets, as the constitution of this Association provides that the annual meetings shall be held in the city of Detroit. The trustees wish me to extend to yourself and Association their personal regards, with an earnest invitation to attend the annual meeting of this Association on December 26.

Fraternally yours,
M. J. MATTHEWS, Sec'y.

Muskegon—Allting & Walz have opened a meat market at 20 South Terrace street.

RANDOM REFLECTIONS.

There was considerable speculation over the change in the firm name of Stanton, Sampson & Co., the Detroit furnishing goods house, until it transpired that Geo. L. Sampson still remained in the firm, having voluntarily taken a back seat in order to push his friend and *protege* to the front. Mr. Morey was the confidential clerk of Mr. Sampson when the latter was engaged in the wholesale grocery business and even heretofore has received substantial evidence of the appreciation of his services. Mr. Sampson's latest move in crowding his associate to the front is in keeping with the big-heartedness which has ever characterized his acts, and it puts the lie to the statement sometimes made to the effect that prosperity hardens men's hearts. It wouldn't be a bad thing if there were more Sampsons in the country and fewer men of the opposite cast of character.

Those who have noted the changes being made in the apartments occupied by the Standard Oil Co., in the Hawkins block, have possibly wondered what use is to be made of a handsomely furnished room isolated from the remainder of the offices. This room is for the use of the auditors of the company, who swoop down upon the local branches as unexpectedly as a bank examiner, take possession of the books and go through from beginning to end. To this rigid scrutiny, coupled with the almost innumerable reports a local manager is compelled to make to headquarters, is largely due the wonderful success of the most wonderful aggregation of capital the world ever saw.

The tendency of the times is undeniably in the direction of large department stores, especially in cities of any considerable size. The first move in that direction in this city will shortly be made by Morse & Co., who will occupy the first floor and a portion of the second floor of the new block in course of erection at the corner of Monroe and Spring streets. How many different lines they will carry is, as yet, a matter of conjecture, but in all probability groceries and hardware—and possibly drugs and patent medicines—will be added to their present stock of dry goods, notions, furnishing goods, boots and shoes, hats and caps, jewelry, tinware and toys.

It has frequently been conjectured that Foster, Stevens & Co. would also eventually work into the department store business, as that firm has ample capital at its command and could undoubtedly secure the adjoining stores now occupied by the Boston Store and Vossen Bros., owned by the Foster estate. Their ambition, however, appears to run in an entirely different direction, every addition of late years being in the direction of an enlargement of departments in their own legitimate line, instead of encroachments on the lines of others. Not long ago the range department was specialized and placed under a distinct head, while later on lines of carriage and wagon makers' supplies were added. Within the past year gunpowder and blasting powder have been put in, the cutlery and sporting goods departments have been advanced in importance and the carpenters' tool department is now undergoing the specializing process, under the direction

of an expert in that line. This method of enlargement, while not so ambitious as that of merchants who seek to cover a wider field, appears to be meeting the expectations of Foster, Stevens & Co. and does not serve to alienate the support and co-operation of merchants in lines whose business has been encroached upon by the so-called department stores.

"There is a man whom we treat like a prince of the blood," remarked a dry goods jobber the other day, as he pointed to a name on his order book at the head of a mail order for \$400 worth of goods. "He seldom comes to town, but sends his orders by mail and trusts to our honor as to prices and quality. No one gets closer prices than he does, as we give him all there is in it. We can afford to do so for two reasons—he does not put us to the expense of sending a man to take his order, and he pays as promptly as anyone on our books. We would rather have one customer of that kind than a dozen who give us their trade grudgingly, are suspicious of our transactions and pay when they feel like it. If merchants would only stop to think once in a while, they would readily see that it is not the man who haggles over the price and pays when he gets a good ready who secures the best bargains and the fairest treatment."

Few of his acquaintances are aware of it, but it is a fact, nevertheless, that Will Pipp, the Kalkaska Poo Bah, is one of the most remarkable lightning calculators in the country. He is not so much in practice as he was several years ago, when he was serving the Black Hardware Co. in the capacity of billing clerk, but his ability in that direction is little short of the miraculous. While the ability to solve the most intricate problems with lightning-like rapidity appeared to be accompanied by no special effort, Mr. Pipp asserts that a continuance of the practice would, undoubtedly, have brought on serious mental disturbance, eventually resulting in the undermining of a most robust constitution.

The Kalamazoo Gathering.

The second annual convention of the Michigan Knights of the Grip, which will be held at Kalamazoo on Monday, Dec. 29, promises to be well attended and to prove most enjoyable in all respects. The meeting will be convened at 1 o'clock p. m., the business session closing in time for a banquet at the Kalamazoo House at 8 o'clock. The following programme, plentifully interspersed with vocal and instrumental music, will be observed at the banquet:

Address of Welcome—Mayor Hon. W. E. Hill.
Response—President L. M. Mills.
Invocation—Rev. C. P. Mills.
Our Guests—Col. E. M. Irish.
Wolverine State—His Excellency, the Governor.
Michigan Knights of the Grip—S. H. Row, Lansing.
Our Country—Hon. Jas. O'Donnell, Jackson.
The Inn-Keeper and the Kicker—Col. J. R. Hayes, President M. H. K. A.
The Drummer and the Baggage Smasher—A. E. Bartlett, Kalamazoo.
The Buyer—S. S. McCamley, Kalamazoo.

Altogether Too Generous.

"Did you drop a nickel in the slot and get weighed, Joe?"

"No, but I dropped a quarter in the gol darned thing and got left."

SHE HAD REFORMED,

But the Detective Saw Through Her Game.

One noon last week a young woman with a rather long face entered a certain dry goods store, and looked about inquiringly. She did not attract much attention in the crowd of shoppers, although she was gaily dressed, powdered, and painted. She seemed to be looking for somebody. Presently she turned to one of the clerks and, leaning over the counter, said, in a whisper:

"Do you know where I can find Mr. —?"

The clerk looked up at the clock as she replied:

"He has just gone out to luncheon. He will be back at 1 o'clock."

"Will he come to this department?" asked the young woman.

"No," replied the clerk. "He will go into the carpet department first. You can find him there if you wait. If you want to see him particularly now, I will send for him."

"Oh, no, I thank you," said the young woman hastily. "I will wait and see him later."

Then she turned and walked into one of the adjoining departments. A smile was on her face which looked more knowing than ever, and at times she chuckled almost audibly. She mingled with the throng, and was always to be found where the crowd was thickest. She frequently took out her watch and looked at it anxiously, and when it got around to five minutes of 1, she started out of a side entrance. At the door she recoiled with a look of dismay upon her face. A fat, mild looking man, with a brown moustache and blue eyes, was just about to enter. He caught a glimpse of her before she could retreat, and a smile stole over his countenance as he said in a quizzical tone:

"Hello, Kate. Where are you running to in such a hurry?"

Kate looked very crestfallen, but made an effort to recover her equanimity as she replied:

"I was just waiting for you. I was told you were going to stay until 1."

The words were hardly out of her mouth before she reddened. She hadn't intended to say that, but it was too late to recall or explain.

"Oh, you did, eh?" said the man.

"Well, you were misinformed."

"I just stopped in for a minute," said Kate, with a desperate attempt to appear natural, "to ask you when Nell was coming out. Her time must be nearly up, isn't it? I am going it straight now, and I want to see if I can't get her to do the same."

The man regarded her steadfastly for a moment, and then said slowly:

"Yes, come up stairs, and I will tell you all about her."

There was a drawl in his voice which told her that he did not believe her, and she made another desperate attempt to impress him.

"I am awfully sorry I can't now," she said, "but I've got to get back to work. I am up at —'s now, and I've got to be back by five minutes past 1 at the latest."

"I am afraid you will have to postpone your engagement, my dear," said the man sarcastically, and then added in a stern voice, "come on, now. I have no time to waste with you."

The woman was undecided whether to

resist or comply with the demand. A decidedly ugly look came into her eyes, but finally, with a sigh of despair, she wheeled around and followed him to one of the upper floors. In a private room she underwent the usual searching process, and the detective was much surprised to find her pockets pretty well filled. Small packages, several purses, and odd greenbacks and coins taken from shoppers' satchels were brought out from various little pockets concealed in her dress. Then she was permitted to depart. She had hardly left the store before the detective strolled to the clerk from whom Kate had received information as to his whereabouts. Leaning over the counter, he said:

"My mission in this place is to detect crime. I am supposed to be unknown to everybody. If I were known I wouldn't be worth a cent, because the thieves and crooks could easily locate me, and then work is some other part of the store. Now, just keep that in mind hereafter, and whenever anybody inquires for me just say you don't know me, or something of that sort. Under no circumstances tell anybody that I am out of the store. I am supposed always to be here. If anybody inquires about me again, just keep them here for awhile and send for me. That is the best way. Understand?"

The clerk never realized what it all meant, but the tone of the detective was impressive and she didn't forget it. It is the habit of crooks and pickpockets who frequent public places where detectives are employed to spot the detective before beginning their operations. If they know that he is in one part of the store or hotel, they are willing to take the chances of detection elsewhere. If he is not in the place at all, and there is any certainty as to the time of his return, they feel ready to work with freedom. By inquiring for the detective they disarm suspicion and gain information they are looking for. In the same way, whenever a new detective is employed in a place, a knowledge of that fact gets around in crook circles very rapidly. The first act of every talented crook, who wants to work in the place where the detective is employed, is to learn all that can be obtained about him. If he is an entire stranger to the crook, the latter has to work very carefully.

A Genuine Difference.

"Has your wife gone shopping?"
"I'm afraid not. I'm afraid she's gone buying."

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, OHIO.

AT WHOLESALE BY

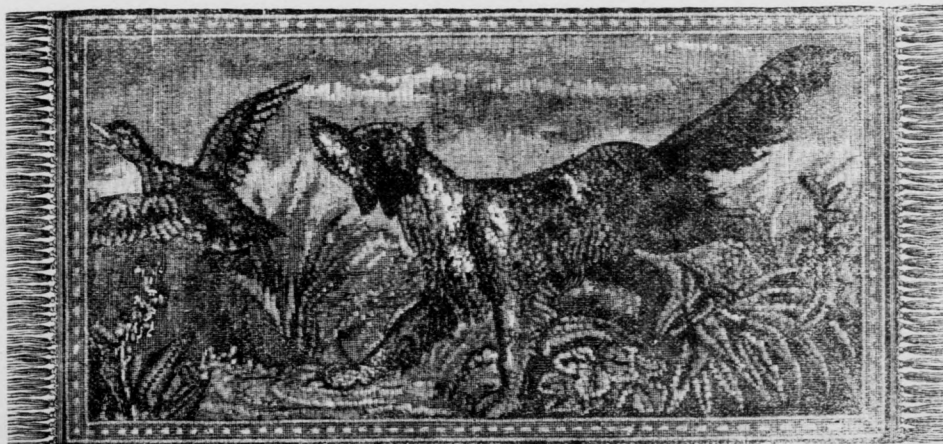
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CURTIS & Co., "	WELLS-STONE MERC. Co., "
OLNEY & JUDSON GROCER Co., "	WALZ & KELLER, "
GUNN HARDWARE Co., "	G. W. BRUSKE, "
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FLETCHER, JENKS & Co., "	WALSH & EDINBOROUGH, W. Bay City.
E. F. PERCIVAL, Port Huron.	H. D. WOOD & Co., Toledo.
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ROBSON BROS., Lansing.	STALLBERG & CLAPP, "

RUBBERS

WALES GOODYEARS,
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, \$20, or Eclipse Safety Barrel, per gross, \$22.
Best Dressing and Best Package.

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

Drugs & Medicines.

State Board of Pharmacy.

One Year—Geo. McDonald, Kalamazoo.
Two Years—Stanley E. Parkhill, Owosso.
Three Years—Jacob Jenson, Muskegon.
Four Years—James Vernor, Detroit.
Five Years—Ottmar Eberbach, Ann Arbor.
President—Jacob Jenson, 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. Esott.
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.

Close Price on a Recipe.

GRAND RAPIDS, Dec. 7.—What do you think of a druggist who will put up the following for \$1?

- 1 oz. Sassafras Bark.
- *1 oz. Wild Cherry Bark.
- *1 oz. Yellow Dock Root.
- *1 oz. Spikenard Root.
- *1 oz. Comfrey Root.
- ½ oz. Liverwort Root.
- 1 oz. Rhubarb Root, best.
- ½ oz. Licorice Root.
- 2 drs. Iodide Potash.
- ¼ oz. Oil Wintergreen.
- ½ pt. Alcohol.
- ½ pt. Fl. Ext. Sarsaparilla.

*Select roots in one oz. packages.

What is the original cost of it? I make it \$1. DRUGGIST.

With regard to the above prescription, there might be various reasons why a druggist should put it up for \$1. First, that he was envious of his neighbors, and would do business at a loss, rather than they should have it, if he could prevent; second, that he was ignorant and careless and did not stop to enquire what the compound was worth, but hastily ventured to guess at \$1; third, that he substituted other and cheaper ingredients for one-half it contained, thereby making a good profit. The compound is such that if the recipe was properly prepared—as supposed in third reason—even by a skilled pharmacist, not one person in fifty excepting druggists, would be able to detect the sophistication. The writer would not like to believe that the third reason would be practiced by any respectable druggist who possessed any self-respect. Such an act would not only be shameful but criminal. If the ingredients composing the prescription were purchased by the pound from a jobber or wholesale establishment, the cost would be at least 90 cents, but no druggist should prepare it less than \$1.75, if he considers his skill and labor of any value. To prepare it as he should for \$1 would—to use no stronger expression—be considered highly discourteous and dishonorable toward his colleagues, and such an act deserves their censure.

The Drug Market.

Opium is dull and weak. Powdered opium has declined. Quinine is steady. Morphia is unchanged. Strychnine has advanced 10 cents per ounce. Cocaine has advanced \$1 per ounce. Cream tartar is higher. Tartaric acid has advanced. Carbolic acid has declined. Chloral hydrate is lower. Nitrate silver is tending higher. Quicksilver has declined. Lycopodium has advanced under a new ruling of the McKinley bill. Oil sassafras is lower. Oil erigeron is very scarce. Gambier is lower. Turpentine has declined. Corrosive sublimate, calomel, red precipitate and white precipitate are all lower.

A Retail Druggist's Reply to Spring & Company.

GRAND RAPIDS, Dec. 12.—In this week's issue of THE TRADESMAN there appears a communication from Spring & Company, in reply to "Drug Salesman," that is so misleading in its statements that it demands a reply.

In the course of their remarks they make use of this sentence: "We sell our goods at what we consider a reasonable profit and not at cost," leaving the public to infer that the prices formerly asked for these goods were unreasonable and exorbitant. Let us see how far this statement is from the facts in the case.

Referring to one of their advertisements in the daily papers, we find there Colgate's Glycerine, Turkish Bath, Brown Windsor and Honey soaps advertised at 5 cents each or 50 cents per dozen. Now, the wholesale price of these soaps to druggists is \$8 per gross or 66½ cents per dozen and the retail price has been 10 cents or three for 25 cents, which is not, considering the nature of the goods and quantity sold, a price affording an exorbitant profit. The public will naturally enquire how Spring & Company are able to retail at a profit at 50 cents per dozen soaps that cost the druggist 66½ cents per dozen. They are able to buy them at that rate by purchasing an extraordinary large quantity, probably 100 gross, and, perhaps, discounting the bill; but, when they assert that they sell these goods at a profit, the public can judge how near the truth their statements are. The remaining soaps on their list are sold at the same low price.

A glance at their perfume list reveals the fact that, while the staple goods are sold at cost, they list a variety of cheap, trashy perfumes at prices which would realize a handsome profit, even to a druggist. They say in their advertisement that the goods are "reliable." This is rich. We would like to have Spring & Company explain for the benefit of the unsophisticated druggists what constitutes a good reliable perfume. What do they know about it, anyway?

Lubin's, Lantier's and Colgate's perfumes are standard goods; but what druggist ever sold or heard of, for that matter, "Lady Grey Perfumes," which leads their list prominently displayed in small capitals; Oakley's California Violets they list at 56 cents, a high price; also Raymond's Toilet Waters, 8 ounce bottles, at 63 cents, another good round price.

Witness the cunning policy of this dry goods pirate. They advertise a long list of goods at absolute cost and sandwich in occasionally some cheap product at a big price, the public, of course, being imposed upon with the idea that all the goods are staple and all sold at the same low price.

In their communication they attack the right of druggists to handle cigars and tobacco. It would appear that where these goods have been handled by druggists for upwards of fifty years and in that time the trade had suffered no demoralization from them, that they have every right to sell the goods.

If Spring & Company handled these goods at a fair profit, they would be only open to condemnation for selling goods foreign to their trade, but when they sell them without profit to themselves, simply as an advertisement to lure people to their place of business, and thereby destroy part of the business of a whole branch of trade, they are to be characterized as commercial buccaneers.

Of course, as Spring & Company insinuate, there is no doubt that the public are chiefly interested in buying where they can buy the cheapest, but in the end they will not be the gainers. It is self evident that profit is the basis of all trade and, when one side or the other gets tired of handling unprofitable goods, prices will be restored to a profitable basis. That there are many manufacturing perfumers and soap makers making high grade goods, who look upon the action of the dry goods trade as unwarranted and detrimental to the drug trade, there is abundant proof. Solon Palmer, Alfred Wright and many others making the finest grade of

goods utterly refuse to sell dry goods houses or any one but druggists. We challenge Spring & Company to be able to sell their goods.

Suppose the conditions were reversed. Suppose the druggists started a dry goods establishment and handled silks, etc., at cost. The public, undoubtedly, would not condemn them and for a few years demoralization in the trade would result in low prices, but, eventually, the old prices would be restored.

RETAIL DRUGGIST.

A Frequent Occurrence.

"Look at that prescription, please, and tell me what it will cost," said a customer to a Grand Rapids druggist a few days ago.

"Fifty-five cents," was the quick reply, as the man of drugs looked it over.

"Come now, that's too thin," said the man. "You guessed at it; look it over carefully; it has been here before, and you only charged forty cents then."

"Yes, I know it's been here before."

"There, you are guessing again; I'd like to know how you can remember all about that prescription for fourteen months. If you can, you must handle a mighty small amount of 'em."

"See here, my friend," said the druggist, "I begin to think I know more about that bit of paper than you do, or else, as the boys say, you are chaffing me," and he turned the bottle over and pointed to six cabalistic marks—which a humming bird's foot might have made—on the lower corner of the label. "Those are my marks with a fine pen. They are in cipher, meaning 'March 20, '90. 55.' The last figures are the price you paid, and the date is a little more than nine months ago. Shall I fill it again at the same price?"

"Y-e-s, I guess so," was the man's reply, but he looked very sheepish.

The Monotony of Mere Money Getting.

From Scribner's Magazine.
There is probably no good American citizen of regular occupation (and good citizens, almost to a man are regularly occupied) who has not at some moment observed and deplored the fact that his life, without strenuous effort to the contrary, is but a mere passing and repassing over the same familiar grounds. The busy man, whether lawyer or merchant, clerk or cashier, soon learns the shortest way from his door to his business, and the chances are many to one that he will always go and come by it. Day by day his feet are slowly wearing away the pavements in ruts scarcely wider than those of the long-silent chariot wheels in Pompeii; were he stricken with sudden blindness he could follow that hurried course in the dark; and as the landmarks along it are so hackneyed that he has ceased to regard them, he might as well be blind to every non-obstructive thing. Study his face, and you will find that he is absorbed in his task, whatever it may be. Question him about any matter that does not immediately concern that private interest, and he will plead in excuse for his ignorance, often with a sigh of regret, that he has no time for side-issues.

Now, in nine cases out of ten this is not strictly true, though he has made the statement so often that he really believes it, and under oath in the witness-box would solemnly state it again. He does not know what is the matter with him, but you can take your oath, if need be, that the patient old scapegoat of the scythe and hour-glass is less to blame for it than himself. He has simply fallen a victim to the money-getting habit—a vice like opium-eating or any other.

A Great Need.

Agent—I want to sell you a pair of my patent shoe strings. They tie themselves.

Citizen—They won't do. I want to get a pair that will untie themselves.

THE NESTOR OF THE MAGAZINES.

"According to Homer, NESTOR, the old warrior and the wise counsellor of the Greeks, had ruled over three generations of men, and was wise as the immortal gods."

The North American Review

has been in the van of American thought for more than three quarters of a century, ranking always with the best and most influential periodicals in the world. It is the mouth-piece of the men who know most about the great topics on which Americans require to be informed from month to month, its contributors being the leaders of thought and action in every field. Those who would take counsel of the highest knowledge on the affairs of the time, and learn what is to be said regarding them by the recognized authorities on both sides, must therefore read THE NORTH AMERICAN REVIEW, the Nestor of the magazines.

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The North American Review,

No. 3 E. 14th St., New York.

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 STRONG-EST LIQUID DRYER in the market.

Put up in one gallon square cans.

Write for special prices.

Hazeltine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists, GRAND RAPIDS.

He Had Been Treated.

"Well, Jim, what's happened? To look at your coat and that stove pipe of yours, a stranger would naturally suppose you had taken a couple of horns this morning."

"You guessed it the first time, Martin, but they cost me nothing. As I came down the road, I was interviewed by Smith's bull."

Wholesale Price Current.

Advanced—Cream Tartar, Cocaine, Declined—Carbonic acid, Po. Opium, Oil Sassafras, Chloral Hydrate, Quicksilver, Corrosive Sublimite, Calomel, Red Precipitate, White Precipitate, Turpentine.

ACIDUM.		CUBEBAS.	
Aceticum	80 10	Cubebae (po. 150)	1 60 1 75
Benzolium German	80 10	Juniperus	80 10
Boric	30 30	Xanthoxylum	25 30
Carbonic	25 30	BALSAMUM.	
Citricum	50 55	Copaiba	60 65
Hydrochloric	30 5	Peru	21 60
Nitricum	10 12	Terabin, Canada	35 40
Oxalicum	11 13	Tolutan	45 50
Phosphoricum dil.	20 20	CORTEX.	
Salicylicum	1 40 1 80	Abies, Canadian	18
Salphuricum	1 13 1 5	Cassia	11
Tannicum	1 40 1 60	Cinchona Flava	18
Tartaricum	40 42	Euonymus atropurp.	30
AMMONIA.		Myrica Cerifera, po.	20
Aqua, 16 deg.	3 1/2 5	Prunus Virgin.	12
20 deg.	5 1/2 7	Quillaja, grd.	12
Carbonas	12 14	Sassafras	12
Chloridum	12 14	Ulmus Po (Ground 12)	10
ANILINE.		RADIX.	
Black	2 00 2 25	Aconitum	20 25
Brown	2 00 2 25	Althae	25 30
Red	45 50	Anchusa	15 20
Yellow	2 50 3 00	Arum, po.	25
BACCAS.		Calamus	20 50
Cubebae (po. 150)	1 60 1 75	Gentiana, (po. 15)	10 12
Juniperus	80 10	Glycyrrhiza, (pv. 15)	16 18
Xanthoxylum	25 30	Hydrastis Canaden.	40
BALSAMUM.		(po. 45)	40
Copaiba	60 65	Hellebore, Ala, po.	15 20
Peru	21 60	Inula, po.	15 20
Terabin, Canada	35 40	Ipecac, po.	2 40 2 50
Tolutan	45 50	Iris plox (po. 20 22)	18 20
CORTEX.		Jalapa, pr.	55 60
Abies, Canadian	18	Maranta, 1/8	40 35
Cassia	11	Podophyllum, po.	15 18
Cinchona Flava	18	Rhei	75 100
Euonymus atropurp.	30	" cut.	61 75
Myrica Cerifera, po.	20	" pv.	75 85
Prunus Virgin.	12	Spigelia	48 53
Quillaja, grd.	12	Sanguinaria, (po. 25)	40 20
Sassafras	12	Serpentaria	40 45
Ulmus Po (Ground 12)	10	Senega	50 55
EXTRACTUM.		Similax, Officialis, H	40 40
Glycyrrhiza Glabra	24 25	" M	10 12
" po.	33 35	Scilla, (po. 35)	10 12
Haematox, 15 lb. box	11 12	Symplocarpus, Foeil	35
" 18.	13 14	Valeriana, Eng. (po. 30)	25
" 1/8.	14 15	" German	15 20
" 1/4.	14 15	Ingiber a.	10 15
" 1/2.	16 17	Zingiber j.	23 25
FERRUM.		SEMIN.	
Carbonate Precip.	15	Anisum, (po. 20)	15
Citrate and Quinia	23 50	Apium (graveleons)	15 18
Citrate Soluble	20	Bird, 18	40 6
Ferrocyanidum Sol.	80	Carul, (po. 18)	80 12
Solut Chloride	15	Cardamon	1 00 1 25
Sulphate, com'l.	1 1/2 2	Corlandrum	10 12
" pure	7	Cannabis Sativa	3 1/2 4
FLORA.		Cydonium	75 100
Arnica	28 30	Chenopodium	10 12
Anthemis	20 25	Dipterix Odorata	2 00 2 25
Matricaria	25 30	Foeniculum	6 8
FOLIA.		Foenugreek, po.	6 8
Barosma	30 32	Lini	4 4 1/2
Cassia Acutifol, Tin-	25 28	Lini, grd. (bbl. 3 1/2)	4 4 1/2
nivelly	35 50	Lobelia	35 40
Salvia officinalis, 1/8	12 15	Pharlaris Canarian	3 1/2 4 1/2
and 1/4.	12 15	Sinapis, Albu	8 9
Uta Ursi	80 10	Nigra	11 12
GUMMI.		SPIRITUS.	
Acacia, 1st picked	21 00	Frumentum, W. D. Co.	2 00 2 50
" 2d	20 90	" D. F. R.	1 75 2 00
" 3d	20 80	" Juniperis Co. O. T.	1 75 1 75
" sifted sorts.	20 65	Saacharum N. E.	1 75 2 00
" po.	75 100	Spt. Vini Galli	1 75 2 00
Aloe, Barb. (po. 60)	50 60	Vini Oporto	1 25 2 00
" Cape, (po. 20)	12	Vini Alba	1 25 2 00
" Socotri, (po. 60)	12	SPONGES.	
Catechu, 1s, 1/4, 1/8, 1/16	1 1	Florida sheeps' wool	2 25 2 50
Ammoniac	25 30	Nassau sheeps' wool	2 00
Assafetida, (po. 30)	15	Velvet extra sheeps'	1 10
Benzoinum	50 55	wool carriage	85
Camphora	50 52	Extra yellow sheeps'	85
Euphorbium po	35 10	carriage	65
Galbanum	23 00	Grass sheeps' wool car-	75
Gamboge, po.	80 95	riage	1 40
Gualacum, (po. 40)	35	Hard for slate use	1 40
Kino, (po. 25)	20	Yellow Reef, for slate	1 40
Mastic	20 90	SYRUPS.	
Myrrh, (po. 45)	40	Accacia	50
Opil, (po. 4 25)	2 75 2 85	Zingiber	50
Shellac	28 40	Ipecac.	50
" bleached	30 35	Ferri Iod.	50
Tragacanth	30 75	Aurant Cortes.	50
HERBA—In ounce packages.		Rhei Arom.	50
Absinthium	25	Similax Officialis.	50
Empatorium	20	" Co.	50
Lobelia	20	Senega	50
Majorum	25	Scilla	50
Mentha Piperita	23	" Co.	50
" Vir	25	Tolutan	50
Rue	30	Prunus virg.	50
Tanacetum, V	22	TINCTURES.	
Thymus, V	25	Aconitum Napellis R.	60
MAGNESIA.		Aloes	60
Calcined, Pat.	55 60	" and myrrh.	60
Carbonate, Pat.	20 22	Arnica	50
Carbonate, K. & M.	20 25	Asafetida	50
Carbonate, Jennings	35 36	Atrope Belladonna	60
OLEUM.		Benzoin	60
Absinthium	5 00 5 50	" Co.	50
Amygdalae, Dule.	45 75	Sanguinaria	50
Amygdalae, Amarae	8 00 8 75	Barosma	50
Anisi	2 00 2 10	Cantharides	75
Aurant Cortes.	2 10	Capsicum	50
Bergamit	3 25 4 00	Ca damon	75
Caliputi	90 100	" Co.	75
Caryophylli	1 25 1 30	Castor	1 00
Cedar	35 65	Catechu	50
Chenopodii	20 21	Cinchona	50
Cinnamoni	20 21	" Co.	50
Citronella	45	Columba	50
Conium Mac.	35 65	Conium	50
Copaiba	1 20 1 30	Cubeba	50

Morphia, S. P. & W.	2 45 2 70	Seidlitz Mixture	25	Lindseed, boiled	56	59
S. N. Y. Q. &	2 35 2 60	Sinapis	18	Neat's Foot, winter	50	69
C. Co.	2 35 2 60	" opt.	30	strained	45 1/2	60
Moschus Canton.	70 75	Snuff, Maccaboy, De	35	Spirits Turpentine	45 1/2	60
Myristica, No. 1	70 75	Voes	35	PAINTS.		
Nux Vomica, (po. 30)	33 38	Soda Boras, (po. 13)	12 13	Red Venetian	14	2 1/2
Os. Sepia	33 38	Soda et Potass Tart.	30 33	Ochre, yellow Mars	14	2 1/2
Pepsin Saac, H. & P. D.	33 38	Soda Carb.	1 1/2 2	" Ber.	14	2 1/2
Co.	2 00	Soda, Bi-Carb.	5	Putty, commercial	2 1/2	2 1/2
Pisls Liq. N. C. 1/2 gal	2 00	Soda, Ash	3 1/2 4	" strictly pure	2 1/2	2 1/2
doz	2 00	Soda, Sulphas.	2	Vermillion Prime Amer-	13 1/2	16
Pisls Liq. quarts	2 00	Sps. Ether Co	50 55	ican	85 88	
doz	2 00	" Myrcia Dom.	2 25	Vermilion, English	70 75	
Pil Hydrarg. (po. 30)	2 00	" Myrcia Imp.	2 30	Green, Peninsular	70 75	
Piper Nigra, (po. 32)	2 00	" Vini Rect. bbl.	2 23	Lead, red	2 1/2	2 1/2
Piper Alba, (po. 35)	2 00	2 23	2 23	" white	2 1/2	2 1/2
Pix Burgun.	7	Less 5c gal, cash ten days.	2 10	Whiting, white Span.	2 1/2	2 1/2
Plumbi Acet.	14 15	Strychnia Crystal	2 10	Whiting, Gilders	2 1/2	2 1/2
Pulvis Ipecac et opil.	10 12	Sulphur, Subl.	2 1/2 3 1/2	White, Paris American	1 00	
Pyrethrum, boxes H	2 10	" Roll	2 1/2 3	Whiting, Paris Eng.	2 1/2	2 1/2
& P. D. Co., doz	2 10	Tamarinds	8 10	cliff	1 40	
Pyrethrum, pv.	30 35	Terebenth Venice	2 10	Pioneer Prepared Paints	20 21	2 10
Quassia	80 10	Theobromae	55 60	Swiss Villa Prepared	1 00 1 20	2 10
Quinia, S. P. & W.	39 44	Vanilla	9 00 16 00	VARNISHES.		
" S. German	39 44	Zinc Sulph.	7 8	No. 1 Turp Coach	1 00 1 20	2 10
Rubia Tinctorem	12 14	OILS.				
Saccharum Lactis pv.	40	Whale, winter	Bbl. Gal	Coach Body	2 75 3 00	70
Salacin	2 40 2 50	Lard, extra	55 60	No. 1 Turp Furn.	1 00 1 10	2 10
Sanguis Draconis	40 50	Lard, No. 1	45 50	Extra Turk Damar	1 55 1 60	2 10
Santonine	24 50	Linseed, pure raw	53 56	Japan Dryer, No. 1	70 75	75
Sapo, W.	12 14					
" M.	10 12					
" G.	15					

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Importers and Jobbers of

--- DRUGS ---

Chemicals and Druggists' Sundries

Dealers in

Patent Medicines, Paints, Oils, Varnishes.

Sole Agents for the Celebrated Pioneer Prepared Paints.

We are Sole Proprietors of

WEATHERLY'S MICHIGAN CATARRH REMEDY

We have in stock and offer a full line of

Whiskies, Brandies,
Cins, Wines, Rums.

We are Sole Agents in Michigan for W. D. & Co.,
Henderson County, Hand Made Sour Mash

Whisky and Druggists' Favorite
Rye Whisky.

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

Hazeltine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

GROCERIES.

Wools Quiet--Hides Low--Tallow Firm
Furs Dragg.

Wools are quiet, with ample supplies at the factory and tight money, the immediate wants of manufacturer are few. Others stand ready to take all offerings, if any concession of price is made. Foreign markets are strong, with small offerings suitable for our market. There are some sales made at 1@2c per pound less than the prices of November, but, on the whole it is strongly held.

Hides have struck bottom again and are held quietly at the low price, without any disposition on the part of buyers to advance prices to get them. Supplies are not large, yet ample for present wants.

Tallow shows some firmness, but no advance is looked for. Supply and demand are good.

Furs are dragg and there is no call except for a few of certain kinds for home trade, and those of the best grades only. There has been an uncertain market East, owing to a strife for supremacy between three buyers, but the light trade demand and mild weather outlook took all the fight out of them. Prices will rule low.

The Michigan Dairymen's Association.
From the Michigan Dairymen.

It has been decided to hold the seventh annual convention of the Michigan Dairymen's Association at Lansing, that city having presented the most inducements for the meeting. A two days' convention will be held--probably in February--two sessions to be devoted to the discussion of association work and general dairying; two to cheese making in its various phases, and two to creameries and creamery interests. The creamery sessions will be conducted under the auspices of James Slocum, of Holly, who will prepare the programme and arrange all the necessary preliminaries.

Every indication points to a large and enthusiastic meeting and the programme will undoubtedly be sufficiently varied to meet the views of all engaged in dairying in any of its various branches.

The "Anchor" Brand.

The "Anchor" brand of oysters, which is packed only by F. J. Dettenthaler, has long maintained a commanding position and is likely to continue to do so, so long as the present high standard is maintained, and the reputation of the packer is a sufficient guarantee that the brand will never be permitted to deteriorate. Those dealers who wish to handle a brand which can be depended upon for uniformity and merit would do well to communicate with Mr. Dettenthaler without delay.

Have You Seen It?

If not, step into your next door neighbor's and see how they like Gringhuis' Itemized Ledger, or send for sample sheet and price list. Gringhuis' Itemized Ledger Co., Grand Rapids, Mich.

A beet sugar factory is to be erected near Salt Lake City costing about \$400,000, and capable of handling 350 tons of beet per day which means the manufacture of 7,000,000 pounds of refined sugar in a season. The factory will pay \$4.50 per ton for beets, which will make their cultivation profitable.

Watervliet Record: "The Watervliet Business Men's Association held a regular meeting Tuesday evening, and took the initiatory steps toward securing more factories at this place, and also decided to have a banquet for the members and their families at the next regular meeting, January 7. An association of this kind can do much to improve a town and every man interested in the prosperity of this village ought to join it."

Coloring Butter.

From the Mirror and Farmer.

Has coloring matter anything to do with the flavor of butter? This question is implied by the comments of a Western journal on the flavor of sweet-cream butter, which it declares "is much too mild" and says, "It is suggested that the coloring matter used may have had some effect." It depends somewhat on the ingredients used for coloring. We have known carrots to impart a most decidedly objectionable flavor; but we doubt if the use of annatto, cut with oil as it is now sold by manufacturers, would perceptibly affect the flavor, because the amount used is so small. Absolutely, we do believe it has its effect on both the flavor and the keeping quality, however infinitesimally small it may be. It is a foreign substance added, and it contains organic matter liable to fermentation and to facilitate the natural fermentation in the butter. This fermentation is slow in some cases, rapid in others, and sooner or later throws it "off flavor" and hastens decomposition. We believe that every atom of coloring added aids in this process. We have known advocates of coloring to argue that the coloring matter improved the flavor of butter and helped preserve it. This is acknowledging its influence, and we choose to consider it injurious.

Michigan Dairy Notes.

Wm. May closed his cheese factory in Fairfield, Lenawee county, December 4. B. E. Peebles' cheese factory, in Fairfield, Lenawee county, closed for the season December 3.

W. W. Howe is still undecided as to what course he will pursue with the Grandville creamery.

It is reported that Geo. F. Cook, general merchant at Grove P. O., is building a cheese factory in Ensley township, Newaygo county.

Charlotte Republican: "The Charlotte creamery has closed for the season. The year has been more satisfactory than last; while there was but little profit, the stockholders are gratified that there was no loss."

Henry Pelgrim closed his Union cheese factory, at North Holland, on November 10, having made cheese every other day from November 1 to the date of closing. His output during 1890 was 78,000 pounds.

The milk condensing factory, at Muir, appears to be meeting with good success, 5,483 pounds of cheese having been manufactured under very favorable circumstances.

The Grocery Market.

Sugars are a trifle lower, but are steady at the decline. Tea and coffees are without change. All canned fruits are firm. Cheese is steady. Ginger snaps have declined 1c. An advance in corn syrup is looked for every day.

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

Bulk and Canned

OYSTERS,

And Fresh and Salt

Lake Fish & Ocean Fish

Mail Orders Receive Prompt Attention.

See quotations in another column.

GRAND RAPIDS.

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 \$1.65@1.80 for country picked and find no difficulty in making sales at \$2.10 @2.15 for city picked.

Butter--Dairy is firm and in good demand at 17@20c per lb. Creamery finds moderate sale at 25@26c.

Cabbages--10c per doz. or \$4 per 100. Carrots--20@25c per bu.

Celery--20@.5c per doz.

Cooperage--Pork barrels, \$1.25; produce barrels 25c.

Cranberries--Michigan berries are in fair demand at \$3 per bu. Cape Cod commands \$11 per bbl. and Bell and Cherry are held at \$10.

Eggs--Fresh are coming in a little more freely, dealers pay 20c and holding at 22c. Cold storage and pickled stock are in good demand at 30c.

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, 50c per pair.

Grapes--Catawbas and Concord, 35@40c per 9-lb basket. The stock is nearly exhausted.

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

Maple Syrup--75@85c per gal.

Onions--The market is steady; dealers paying 50c 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 75c@80c at this market and 70c@75c at the principal buying points in the potato district.

Squash--15c 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	
Clear, fat back	12 50
Boston clear, short cut.	12 75
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.	7 1/2
50 lb. Tins.	7 1/2

LARD--Family

Tierces	5 1/2
30 and 50 lb. Tubs	6
3 lb. Pails, 20 in a case.	6 1/2
5 lb. Pails, 12 in a case.	6 1/2
10 lb. Pails, 6 in a case.	6 1/2
20 lb. Pails, 4 in a case.	6 1/2
50 lb. Cans.	6

BEEF IN BARRELS.

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

SMOKED MEATS--Canned or Plain.

Hams, average 20 lbs.	9
" " 16 lbs.	9 1/2
" " 12 to 14 lbs.	10
" picnic	6 1/2
" best boneless	9
Shoulders	6
Breakfast Bacon, boneless	8
Dried beef, ham prices	8 1/2
Long Curls, heavy	6
Biskets, medium	6 1/2
" light	6 1/2

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.	@28
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
Scrims,	1 50
Clams,	1 50
Scallops,	1 50

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass.	4 @ 6 1/2
" hind quarters.	5 @ 6
" fore "	5 @ 3 1/2
" loins, No. 3.	8 @ 7
" ribs.	5 @ 6
" rounds.	4 1/2 @ 4 1/2
" tongues.	4 1/2 @ 4 1/2
Hogs.	4 1/2 @ 4 1/2
Bologna.	4 @ 6 1/2
Pork loins.	5 @ 5
" shoulders.	5 @ 5
Sausage, blood or head.	5 @ 5
" liver.	5 @ 7 1/2
" Frankfort.	6 @ 7 1/2
Mutton	6 @ 7
Veal.	6 @ 7

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.

Standard, per lb.	@ 8 1/2
" H. H.	@ 8 1/2
" Twist	@ 8 1/2
" pails or packages, net weight.	9
" 24-lb. bbls	8
Boston Cream	11
Cut Loaf.	10 1/2
Extra H. H.	11

MIXED CANDY.

	Bbls.	Boxes.
Standard, per lb.	7 1/2	8 1/2
Leader	7 1/2	8 1/2
Special	8	9
Royal	8	9
Nobby	9	9 1/2
Broken	9	9 1/2
Midget	10	10
English Rock	10	10
Conserves	10	10
Cut Loaf	10	10
Ribbon	10	10
Broken Taffy	10	10
Peanut Squares	10 1/2	10 1/2
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	.75
" printed	.75
Imperials	.70
Mottos	.75
Cream Bar	.65
Molasses Bar	.65
Caramels	.16@.18
Hand Made Creams	.80@1.00
Plain Creams	.80
Decorated Creams	1.00
String Rock	.75
Burnt Almond	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.	\$1 00
" 15-226	4 25
" 176-200	4 50

LEMONS.

Messina, choice, 300.	4 75@ 5 00
" fancy, 300.	@ 5 25
" 360.	@

OTHER FOREIGN FRUITS.

Figs, Smyrna, new, fancy layers.	18@20
" " " choice	@16
" " " "	14@15
" Fard, 10-lb. box	@10
" 50-lb.	@ 8
" Persian, 50-lb. box	@ 6

NUTS.

Almonds, Tarragona	@18
" Ivaca	@17
" California	@17
Brazils	@17
Walnuts, Grenoble	@17
" Marbot	@12
" Naples	@17
" Chili	@10 1/2
Table Nuts, No. 1	@16
" No. 1	@14 1/2
Pecans, Texas, H. P.	15 @16
Cocoanuts, full sacks.	@5 00

PEANUTS.

Fancy, H. P., Suns	@ 6 1/2
" Roasted	8 1/2 @ 9
Fancy, H. P., Stars	@ 5 1/2
" Roasted	7 1/2 @ 8
Choice, H. P., Ex Prince	@ 5 1/2
" Roasted	7 1/2 @ 8
Fancy, H. P., Steamboats	@
" Roasted	@

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

FLOUR SACKS, GROCERY BAGS, TWINE AND WOODEN WARE.

Houseman Block,

Grand Rapids, Mich.

Some Objections to the Credit System.

MUSKEGON, Dec. 15.—In the last number of THE TRADESMAN I notice an article entitled, "A Pertinent Enquiry," by a grocer, and I beg the privilege of a reply. If, by the "material" running out, he means "the dead-beat or poor-pay customer," I will assure him it is not exhausted, by any means, but will always be found by those who do a credit business, although the "strictly for cash" dealer will not be troubled with them. Mind, I find no fault with those who desire to do a credit business, and, while I do wish to present the subject in some light which may cause them to stop and think and thereby suffer no more, I am not certain that I can present new arguments or sufficiently lucid ones to convince even a small portion of the merchant readers of your journal. I further confess my inability to say how one can avoid losses by the dead-beat and poor-pay customers while pursuing the system of retail credit. The cash system will solve the question at once. And just here I wish to express my individual astonishment that one of the primary articles of the constitution of the Michigan Business Men's Association, instead of reading "to encourage the curtailment of the credit business," did not read "to forever abolish the credit business."

It requires considerable thought and study beforehand in order to get along smoothly with a dead-beat anywhere. If you know or suspect he is one, the only safe course is to refuse credit to him in the beginning. If you hesitate and give him a long audience with you, ten to one that he does not leave with his worthless name on your books, for he has studied his lesson well before he saw you. The greatest possible mistake made by merchants commencing business in a new place, where every man, woman and child is a stranger to them, is in commencing to do any credit business. It is comparatively easy to avoid this where all parties to such transactions are entire strangers, though somewhat different among old acquaintances. If you desire to give credit—and all who do so must desire it—first know the responsibility of your customer. In my own case, I should say to him, "Mr. Smith, pardon me for replying that you are an entire stranger to me and that, while you may be abundantly able to purchase and pay for my entire stock, it would be a breach of good business principles to repose confidence in a stranger. You will probably admit that." If I have determined to credit no one, I then say, "To speak truly, Mr. Smith, I do not credit my best friend, from the fact that I have no money to loan, and book accounts, you know, are cash loaned without either interest or collateral security. My goods are cash invested, and I require every dollar of it in my business. I should be pleased, were I able to do so, to grant your request. You tell me that the small sum of fifty cents in goods which you require need not be called credit and that you will surely pay it to-morrow. If that were an end of the argument and faithfully carried out, of course I could and probably would accommodate you. But to-morrow is neither yours nor mine—we may never see it, and, if not, there is trouble or loss or both for others. Even should to-morrow be yours, unfortunately that trifling transaction is only the beginning, were you then to prove a most worthy patron. Others possibly not so honorable as you are silent listeners and witnesses of the act. They go away and each tells a friend that I am doing a small and cautious credit business. Soon I am made aware that dozens are asking for a little accommodation and at once referring to those to whom I have just given credit. You see that, once the door is opened, it is hard, indeed, to close it. You answer that we are alone this time and others will not know it. But, sir, you surely do not desire that I should favor, if I could, one deserving customer and refuse an equally deserving one? It would be dishonorable, and my own sense of right would not allow me to do so. To use an old and trite saying, 'I cannot make fish of one and flesh of another.'"

You cannot tell, until you have the best evidence, the dead-beat from the

poor-pay individual, and, supposing you could, is not the result equally disastrous, so far as you are concerned? The goods are gone, virtually donated to the public. The last poor man meant well; he was honest but could not possibly pay if he would, or, he died and his family have all they can do to exist, to say nothing about paying for groceries long since consumed. "But," says one man, "you will get much extra trade from those who are cash customers if they are aware of your kindness in crediting poor persons, and whatever you may lose from such crediting will be gained in the profits of extra trades that you would not otherwise have, and you must expect to lose some in any business." "Ah! my friend," I reply, "you have hardly studied human nature rightly. Wealthy individuals, I grant, donate to the poor, and I rejoice that they will do, but you are mistaken when you think they will do it though wearing more clothing, or eating and drinking an extra quantity. They desire to make their own donations direct and receive the credit of so doing. What you may lose by a kindly refusal to credit will not compare with the large amount of the losses where credit is given. Times without number, I have had parties whom I knew were buying goods on credit of my neighbor come to me to make their purchases whenever they had the cash to pay. The reasons were, first, they could not pay for what they were indebted and at the same time purchase what they wanted at that moment, and, again, they may have promised the other merchant his money so often that they dreaded to see him for fear of being dunned again. Not being indebted to me they dropped in, and, while he was getting their promises, I got their money and good will."

I am told that I must expect losses in doing business. I do, but do not expect to add to that loss by deliberately taking steps which will surely lead to it. I can prevent that kind of loss by a gentlemanly but firm answer. All you want my friend, and fellow merchant, is the nerve to say, "No, sir. I regret that I cannot open the door to credit."

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Langeland Mfg. Co.

Wholes' Manufacturers of

SASH

—AND—

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DEALERS IN

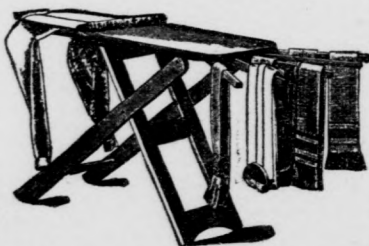
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MUSKEGON, MICH.

KNIGHTS OF THE GRIP



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.....YOU OUGHT TO READ THE

Chicago Daily News.

562,500 Envelopes

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These goods are now in transit and will swell our stock to

Over a Million.

By buying in large quantities, direct from the manufacturer, and taking advantage of the cash discount, we obtain the lowest price and are able to distance all competitors.

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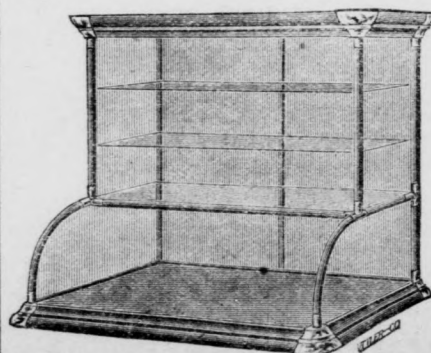
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Of Every Description.

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63 and 65 Canal St., - GRAND RAPIDS.

THE MICHIGAN TRADESMAN.

The North Shore Limited.

Which runs between Chicago and New York and Boston, over the Michigan Central, New York Central and Boston & Albany railroads, has probably excited more comment of most favorable character from the traveling public in general and metropolitan press in particular, than any other train on wheels. The New York World says: "The train is made of Wagner buffet, smoking and library, sleeping, dining and drawing-room cars built expressly for this service. They represent the best possible outcome of the car-builder's art, and every appliance for ease and safety has been drawn upon in the construction of these rolling luxuries. Once on the flying trip the passenger does not suffer the least annoyance, passing over such an easy graded and curveless route as these two roads combine to make. The vestibule arrangement of the train makes it thoroughly comfortable and luxurious from end to end and the day spent on the trip between the sea-side metropolis and the great city by the lakes could not pass more pleasantly at the best appointed hotel. The meals served are from choice menus, with all that is substantial and delicious in the great markets at either end of the line. The sleeping arrangements include well heated, ventilated and lighted cabinets, where the utmost privacy and ease may be enjoyed."

By the recent change in the time card of the Michigan Central's Grand Rapids division, the train which formerly left Grand Rapids at 11:55 a. m., now leaves at 1:20 p. m., except Sundays, arriving at Jackson 4:20 p. m. and Detroit at 6:45 p. m., connecting with the North Shore Limited, bringing the passengers into the Grand Central depot at New York at 4:00 p. m. and Boston at 6:00 p. m. on the following day. No extra charge is made for this magnificent and sumptuous service nor for the wonderful speed with which the passenger is safely and luxuriously carried.

For accommodation and any information desired, apply to G. W. Munson, City Ticket Agent, 67 Monroe St., or to F. M. Briggs, General Agent, Grand Rapids, Mich.

"Sheriff of this County."

We were waiting at Hinsdale Junction, which is in Missouri, and is at the crossing of three different railroads. I was sitting on a dry goods box on the platform along with a man whom I took to be a drummer, when a third man came up and borrowed a light for his cigar and sat down. After some general talk he said:

"Confound this delay! I am mighty anxious to get down to Ripley."

"Marriage?" queried the man beside me.

"No."

"Anybody dying?"

"No."

"Speculation, eh?"

"No. They had a big robbery there last night, and want me to catch the thief. I am the Sheriff of this county."

"Do tell!" exclaimed my friend. "I thought as much when I first looked at you."

"Why should you?"

"Well, you've got the eye of a hawk and the courage of a tiger, or I'm no judge of human nature. You'd be about the last man I'd care to play roots on."

"Have a cigar?" asked the Sheriff, as he extended a couple, and it was easy to see that he was tickled all over.

We talked for an hour or so, and then his train came along and he boarded it for Ripley. He was no sooner out of sight than my friend sat down and laughed until black in the face. Of course I inquired the cause of his hilarity, and he finally sobered up and replied:

"Won't you give it away?"

"No."

"Hope to die if you do?"

"Yes."

"Well, I'm the robber and the identical chap he's after—ha! ha! ha!"

And he went off into another fit which lasted two or three minutes, and which he recovered from to say:

"Got all the swag in that satchel, and can show it to you, but you've passed your word, you know. Think how I piled it on—what an ass he is—ha! ha! ha!"

And he pounded his leg and laughed until he rolled off the box.



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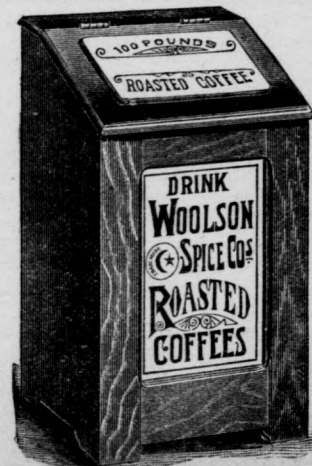
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HERE IT IS! AND WE GIVE THEM AWAY FREE! They are dollars and cents to you, Boxes and Barrels are good in their place, but these Cabinets dress up your store, and cost you nothing. They are made by regular Cabinet Makers at a slight expense over the 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.

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