# Michigan Tradesman.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, DECEMBER 17, 1890.

ESTABLISHED 1841.

THE MERCANTILE AGENCY

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

For Rent by Dunton & Bates,
GRAND RAPIDS, MICH.
A corner store on Cherry Street. One of the
best locations in the city for a hardware store.
A single store on Ionia Street. An excellent
location for a restaurant or harness shop.
A single or double corner store on South Division St. Good place for drug store and grocery.
Low rent to good tenants. DUNTON & BATES,
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# BEACH'S New York Goffee Rooms.

61 Pearl Street.

Five Cents Each for all dishes served FARRAND, WILLIAMS & CO., from bill of fare.

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

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CASH CAPITAL

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Fair Rates. Prompt Settlements.

Call on our agent in your town.

JULIUS HOUSEMAN, President,

S. F. ASPINWALL, Secretary.

Allen Durfee & Co.,

FUNERAL DIRECTORS,

Pure Cider Vinegar, 10c per gal. Choice Dairy Butter, 20c Sweet Potatoes, \$3 per bbl. Fresh Eggs, 22c.

E. FALLAS & SON

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

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

We also want

Potatoes and Onions In car lots.

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

#### W. T. LAMOREAUX & CO.

128, 130 and 132 West Bridge St.,

GRAND RAPIDS.

#### WILLIAMS. SHELEY & BROOKS

Wholesale Druggists,

AT THE OLD STAND.

Corner Bates and Larned Streets, Detroit.

AVOID THE

"TRADESMAN" Coupon Books

# TO BUY ALLEN B.WRISLE

GAINING A COMPETENCE.

Experience of Two Young Men on the Road to Fortune. Written for THE TRADESMAN.

CHAPTER I.

"What shall we invest our money in, Walter, if we conclude to engage in business together? I have \$4,000 and you have \$6,000, or something over that amount. I want an investment that will give me plenty of work with the money, as I have been idle so long, and as for you-well, you must speak for yourself." And the young man awaited his companion's reply.

"I rather like your idea, Phil, as to the work, but I am of the opinion that oftentimes judicious investments bring a far larger interest in dollars and cents than all trade with a capital of \$10,000 and the attending labor, anxiety and expense.

"Possibly you are right, Walter, but how about two 'kids,' as people are pleased to call us, making the judicious investment? Six and four are ten," soliloquized Phil. "Ten thousand dollars is quite a sum of money, and, as it is all we have or see any prospect of inheriting, it is quite necessary to have a care that it does not get away from us. If we invest it and wait for a rise, what are we to busy ourselves about in the meantime?"

"Go to the dogs, probably?" answered Walter, laughing. "You remember the old lines Aunt Rachel was always quoting us from an old book she had, 'Satan finds some mischief still for idle hands to do,' and I am afraid he would get us into some scrape, for neither you nor I would not be contented to sit down and fold our hands for five or ten years while the little we have in cash was lying invested in something awaiting the lottery of fate to give us a prize or a blank. We have been too active in our studies during the past five years for

The conversation above recorded took place between two bright Michigan boys, in the autunm of 1865, just after the close of the fratricidal war. The two had just graduated from the University at Ann Arbor. Each had come into possession of the amounts of money mentioned in the conversation, and, having been old friends and classmates, they were determined to enter into partnership and together tempt the fickle goddess of fortune. They were sons of country merchants, young men of exemplary habits, full of good spirits and ambition and both looking forward to a brilliant future. They also realized that a false initial step might easily plunge them into financial ruin and poverty, a position from which so few ever rise. They were sensible of the responsibility resting upon them. The money belonging to each was placed to his credit in one of our most substantial banks.

"How rapidly and surely money sometimes gets away from people, Walter," two friends had again met to complete two friends had again met to complete | Will Soon Save Its Cost on any Counter.
their plans for the future. "Did you For sale by leading wholesale grocers.

never think that a thousand incidents lie in wait to filch from us our last dollar? Suppose-and the supposition is possible-that the bank wherein our money is deposited should fail and close its doors to-morrow? What would become of us?"

"Why, Phil, you and I would be here just the same, only we should be compelled to begin, as hundreds of others do. at the lowest round in the ladder. You might have added that someone might imitate our signatures and, before we were aware of it, draw out about half we have," said Walter.

"That last calamity might be avoided," answered Phil, "by a little practice on a peculiar signature of our own. I think that business men should make a practice of signing all important documents as nearly alike as possible; I do not mean as unique as Secretary Spinner's autograph which adorns Uncle Sam's money, but let them have the same expression the moment the eye perceives them, whether standing alone or among hundreds of others. This matter of one's signature is to business men and capitalists a most significant one, and, like any valuable possession, should be taken good care of-never carelessly written on any bits of paper and left where they fall, nor even used exactly the same at the close of a letter. People should be as choice of a signature as of their money, over which it always stands guard. There is a merchant in Boston who adds one or two very small and peculiar marks with his pen, always in a certain place beneath the signature, when signing his checks or legal papers, which, should a forger notice, he could hardly imitate successfully. The idea, at least, is valuable and might be enlarged upon. Many merchants are too thoughtless in this respect, thereby opening the door to serious loss and suffering. And, now, Walter, we have met to-night to mature our plans and to-morrow they are to be put into execution. Shall we enter upon the mercantile business, for which we are already partially fitted by practice, or shall we act upon your suggestion of investing in lands or other realty?"

"I have thought over the matter carefully," continued Philip, "and, as I am desirous you should be pleased as well as myself, I propose for your consideration the following: First, let us have articles of partnership drawn up, each to share in the profit or loss which may accrue in

#### Perfection Scale. The Latest Improved and Best,



### said Philip Ramsey one evening, as the DOCS NOT REQUIRE DOWN WEIGHT

proportion to his capital invested. Let the advantages possessed by a country in us place our \$10,000 to the credit of the new firm-to be 'Vary & Rumsey,' as you remember I suggested-then invest onehalf 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 slow-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 entree depot for all supplies for a large extent of country in all directions, its business reaching our 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 correspon-

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 mes sage 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 developement 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 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 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 at?" 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 naybur's in a huff."
"I've bin to all the nayburs," replied

the Deacon.

Searched the house?"

"Ain't in the garret?"

"Ain't down cellar?"

"Ain't in the barn?"

"Nor in the smokehouse?"

"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

"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 ex-pense, but next day when he appeared in town I asked him if he had any news

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 dent, etc., when they then concluded to remain a time longer in order to examine improved methods of book-keeping, call on DAN'L G. GARNSEY, expert accountant, room 79, Wonderly Block.

# which one-half of their money was invested. A visit, therefore, of a few weeks to all important points in Oregon and Washington Tarritory, where they

JOBBERS 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 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.



Made of Forged Steel and Interchangeable in all its Parts. SOLDOBY

HESTER & FOX.

Grand Rapids, Mich.

# Paper and Window

House and Store Shades Made to Order.

NELSON BROS. & CO...

68 MONROE STREET.

Glimpses at Customers by No Means came here because every one says goods Uncommon.

If all persons could, or did, possess universal knowledge, what a world of be avoided! Every person is supposed to possess a thorough knowledge of his 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 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 It is a high honor to the craft to say, "It 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 annovance.

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 faultfinder, 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 delooking for," she pleasantly replied. "I GRAND RAPIDS light. "These are just what I have been

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 trouble, bickering and litigation would astonishment and rage as she rejoined, "Do you call that cheap? I have been told you sell them for 20 cents." "We own trade or business, but not of that of 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 to blame if he does not know enough to 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. is a miracle that there are any honest merchants left."

A Seeming Padadox.

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

Salesman-"One dollar and a quarter a

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

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 " 78								
Tubular 75								
LAMP CHIMNEYS.—Per box.								
6 doz. in box.								
No. 0 Sun								
No. 1 "								
No. 2 "								
First quality.								
No. 0 Sun, crimp top								
No 1 " " 246								
No. 2 " " "3 40								
XXX Flint.								
No. 0 Sun, crimp top								
No. 2 " " "								
Boarl ton								
No 1 Sun wranned and labeled 3 70								
No. 2 Hinge, " "								
To Postio								
No. 1 Sun, plain bulb, per doz								
No. 2 66 66 66 66 66 66 66 66 66 66 66 66 6								
No. 1 crimp, per doz								
No. 2 " "								
STONEWARE—AKRON.								
Butter Crocks, per gal 0614								
Jugs, ½ gal., per doz								
" 1 " "								
" " 1 " ( " 90e) 78								



Bigueles, Tricucles, Velocipedes

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 splen-did assortment of Misses' Tricycles, Children's Velocipedes and small Safety Bicycles.

E. G. Studley.

Call and see ther or send for large. illustrated cataN. RAPP &

WHOLESALE DEALERS IN

# and Domestic

9 No. IONIA ST., GRAND RAPIDS 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

THE ALFRED BROWN SEED STORE, Grand Rapids, Mich.

#### W.H.MOREHOUSE & CO 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

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

#### WM. R. KEELER,

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 RAPII

# In the Dealer's Own E

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 combina-tions 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 moved his drug stock to Bay City.

West Sebewa-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.

Potterville-S. M. Horner & Co. have removed their hardware stock to Dimondale.

Allegan-B. C. Pennock succeeds Kellogg & Pennock in the grocery busi-

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.

Evart-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

#### MANUFACTURING MATTERS.

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

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 consquence 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 indus-

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 this county.
Cadillac-The Cummer Ladder Co. will 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 Sehewa 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 perscription 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 responsible 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 burned up containing fifteen tons of hay belonging to us, which we sup-posed to be uninsured, as we had for-gotton 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. spoke to Crosby & Son about it and they referred it to Mr. Hawkshurst, the ad-juster 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 playan 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 wo cents a word the first insertion and one cent a rord for each subsequent insertion. No advertise-nenttaken 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 Tradaman.

gan Tradesman.

POR SALE—JEWELRY STOCK WITH SPLENDID Trade in Grand Rapids on one of best streets, will be trade in Grand Rapids on one of best opening in Michigan for limited capital, best ruess opening in Michigan for limited capital, best ruess opening in Michigan Tradesman. In Society of the Sale. Address 155 care Michigan Tradesman. In Society of the Sale—DRUG STOCK AND FIXTURES—GOOD business: established six years; will sell at investory. 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
rade; easy terms and a big bargain. For particulars
see Rindge, Bertsch & Oo., Olney & Judson Grocer Co,
Grand Rapids, or address Lock Box 25, Harbor Springs,

MICH.

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, 68 South Ionia street, Grand Rapids.

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. FOR SALE—\$300 STOCK OF DRUGS. ADDRESS J. B.

WANTED-I HAVE SPOT CASH TO PAY FOR A general or grocery stock; must be cheap. Address No. 26, care Michigan Tradesman. WANTED—A CANNING FACTORY AT WATERVLIET,
Mich. Liberal inducements. Address or call on
F. H. Merrifield, Sec'y Business Nen's Association. 161

#### SITUATIONS WANTED.

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

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

Richland, Mich.

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

WANTED-SITUATION BY A REGISTERED PHAR macist, in drug or drug and general store. Six. VV macist, in drug or drug and general store. S teen years' experience. Best of references. Addr. A. D. C., box 553, Cadillac, Mich.

#### MISCELLANEOUS.

CAMPLES OF TWO KINDS OF COUPONS FOR tailers will be sent free to any dealer who write for them to the Sutliff Coupon Pass Book Albany, N. Y.

Albany, N. Y.

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.

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.

FOR SALE-CLEAN DRUG STOCK. SITUATED Dest retail street in Grand Rapids. Expenses small good paying patronage. Address No. 162, care Mich. Tradesman. 162

REMINGTON TYPE WRITER FOR SALE condition. Price \$30. For sample of wor "The Tradesman" office or address No. 160. or igan Tradesman".

#### GRAND RAPIDS GOSSIP.

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

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-Barnhnrt-Putman Co. fnrnished 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

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

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. 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

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 This is the list: First State laws. 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 The scheme may be all right; many menbers 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, Ribbons, Hosiery, Notions, Gloves, Underwear, Woolens, Flannels, Blankets, Ginghams, Prints and Domestic Cottons

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

# Spring & Company.

## REDUCED PRICES

ARCTIC BAKING POWDER.

1-4 lb. Cans per Dozen, 1 20 66 2 00 5 9 60

Arctic Manufacturing Company, Grand Rapids.

#### OYSTERS. P. B.

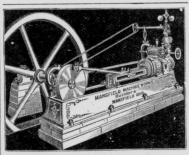
The packing and distributing of FRESH OYSTERS among the trade in Michigan is one of the features of our business, and from September first to the May following, we are headquarters for these goods, and shall appreciate and promptly attend to all orders sent us, as heretofore, guaranteeing quality, measure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

#### THE PUTNAM CANDY CO

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.

# Katon, Lyon & Go., Furniture

Nelson, Matter & Co.'s

Styles New, Cheap, Medium and Expensive.

Large Variety. Prices Low.



#### Dry Goods.

#### Seal-Skins.

A seal-skin sacque is generally ac-counted a desirable adjunct of a lady's wardrobe, and our countrywomen know that most of the seal-skins sold in the United States come from Alaska, but only after being plucked, dressed and dyed in London. Few people are conversant, however, with the plucking process, or understand why it is indispensa-

The so-called common seals either have no under-fur at all, or so little of it, as to deprive their skins of any commercial value as furs. The beautiful velvet-like coats which are so much valued are the under-fur of the Otariæ, which in untechnical language are described sometimes as eared-seals and sometimes as sea-bears. In addition, however, to their dense, soft under-fur, the eared-seals have a quantity of long, loose exterior hair which has to be carefully removed. The removal is thus performed: The roots of the loose exterior hairs, penetrating deeper into the skin than those of the soft fur, can be cut by paring on the fleshy side of the skin, without touching the roots of the fur. The long hairs then drop off, leaving the sheet of velvet-like fur below.

Some of the habits of the Alaska fur seals are well worth noting. From the middle of April to the middle of June, The so-called common seals either have

some of the habits of the Alaska fur seals are well worth noting. From the middle of April to the middle of June, the male seals resort to the breeding-places, and are followed by the females, who give birth to one pup each, after which the pairing season begins. The younger, or bachelor, seals are prevented from landing by the older and have from landing by the older, and have either to remain in the water or go to the uplands, where they are captured by the hunters. These seals are polygamous, and the adult males fight furiously, the aggregate sound of their roaring being compared to that of a railway train. It is a remarkable fact that during the pairing season, which lasts three or four months, the breeding males take no food, and are often reduced to half their weight, which, when they are eight years old and in full flesh, ranges from 500 to 700 pounds. The females are much smaller; they weigh from 80 to 100

pounds.

No females and no adult males are No females and no adult males are supposed to be killed for their fur, the hunters taking only a certain proportion of the young bachelor seals, whose skins are of a superior quality. The very finest seal-skins do not come from Alaska, but from the South Shetlands, and other islands in the Antarctic Ocean. But the number of skins brought to the Lordon number of skins brought to the London emporium from this quarter is relatively small.

#### The Utility of Beauty.

On the near approach of the holidays, what a free exhibition of the useful and beautiful of every possible description is displayed! The practical and the ornamental have been combined and "Beauty and the Beast" are united in wedlock forever. In the cities of the country to-day there is a free museum for all which, considering the class and character of the goods and wares, it is quite probable in the aggregate was never before seen. The wonderful advance of intelligence from year to year and its practical adaptation to the requirements of the world have made this condition possible. No inconsiderable amount of philosophy is required by many persons in order to feel resigned to their financial condition, and avoid a spirit of covetousness, with all this worth and elegance before them. On the contrary, however, should be thankful that we live in such a glorious age and are permitted to view, without cost, a feast to the senses, which our forefathers would have given which our foretathers would have given a decade of their lives to have enjoyed. Judging from what we now see in the show windows, we ask with amazement, "What of the future?" and pray that our lives may be lengthened, that our eyes may rest upon the picture to be.

	Prices Current.	
=	UNBLEACHED COTTONS.	
	UNBLEACHED COTTONS.	
3	" P 6 " World Wide 7" " D 6% " LL 5	
7	" LL 5½ Full Yard Wide 6½	
	Archery Bunting 44 Hartford A 54	
1	Blackstone O, 32 5 Noibe R	
	Black Rock 7 Our Level Best 61/2 Boot, AL 71/2 Oxford R 61/2	
	Chapman cheese cl. 34 Pequot 74 Comet 7 Solar 64	
	Dwight Star 71/2 Top of the Heap 71/2	
	Amsburg	١
	Blackstone A A 8 Gold Medal 714	ı
	Cleveland 7 Great Falls 614	ı
	Cabot, % 6% Just Out 4%@ 5	ı
	Dwight Anchor 9 King Phillip 734 " shorts. 834 " OP 746	I
1	Edwards 6 Lonsdale Cambric10% Empire 7 Lonsdale @ 834	1
1	Farwell 7% Middlesex 65	١
1	Fitchville	ı
1	BLEACHED COTTONS.   Amsburg	1
1	Fairmount	ı
1	Geo. Washington 81/4 Vinyard 81/4	ı
1	Cabot 74 Dwight Anchor 84	ı
1	Cabot	ı
1	UNBLEACHED CANTON FLANNEL.  Tremont N. 5½ Middlesex No. 110  Hamilton N. 6½ " 2 .11  L. 72 " 312  Middlesex AT. 8 " 7 .18  " X. 9 " 8 .19  " No. 25 . 9	١
ı	Hamilton N	ı
l	Middlesex AT 8 " " 718	l
ı	" No. 25 9 " 819	ı
	Hamilton N	ı
1	Middlesex PT 8 " 212	ı
l	" X A 9 " A O 13½	I
1	DRESS GOODS. 516	١
1	Hamilton 8 Nameless 20	ı
١	G C Cochmons 21/2 "	١
	Nameless16 "321/2	ı
l	CORSET JEANS	ı
	X F   10½   " 5   16	l
-	Bruinswick	-
-	Allen, staple 5½ Merrim'ck shirtings. 4½ "fancy 5½ "Repnfurn 8½	1
	robes 5 Pacific fancy 6	1
	American indigo 5% Portsmouth robes 6	i
1	Arnold " 6½ " greys 6½	l
١	" long cloth B.10½ " solid black, 6½ " C. 8½ Washington indigo. 6	l
	" century cloth 7   " Turkey robes 7½   " gold seal 10½   " India robes 7½	l
	"Turkey red 101/2 " plain T'ky X % 81/2	ı
1	" oil blue 6½ " Ottoman Tur-	ı
1	Cocheco fancy 6 Martha Washington	-
1	" madders 6 Eddystone fancy 6 Hamilton fancy 6  Martha Washington Turkey red % 7½  Martha Washington Turkey red % 7½	١
	" staple 54 Riverpoint robes 5	
-	Manchester fancy. 6 Windsorfancy 6% " new era. 6% " gold ticket Merrimack D fancy. 6% indigo blue10%	
-	Merrimack D fancy. 6½ indigo blue101/2	-
1	Amoskeag A C A	-
1	Hamilton N 7½ Pemberton AAA16 " D 8½ York	-
1	" Awning. 11 Swift River. 7½ Farmer. 8 Pearl River. 12½	
1		
1	Atlanta, D 6% Stark A 7%	-
	Atlanta, D. 6% Stark A 7% Boot. 6% No Name 7%	1

	Amoskeag12½/Jaffrey	111%
-	DEMINS.   12\( \) Jaffrey   12\( \) Jaffrey   12\( \) Jaffrey   12\( \) Lawrence, 90\( \) Andover   11\( \) Everett, blue   12\( \) "No, 250.   "Normandie   "Indicate   "Normandie   "Indicate   "Normandie   "No, 250.   "No, 250.	121/2
6%	Andover	13
51/2	" brown 12 " No. 250	101/2
5	GINGHAMS.	
6%	Lancashire 6½ "fancies	7
634	Normandie	8
514	Toil du Nord10@10% "	10
6%	"AFC10½ Hampton	6%
71/2	Persian 8½ Windermeer	5
71/2	Warwick 8½ Essex	41/2
,	Peerless write 18 Peerless colored	2014
714	Peerless, wnite	-0/2
61/4	Amoskeag17 [Valley City	151/2
71/4	Harmony16% Georgia	151/2
734	American161/2	
714 814 814 814 814 814 814 814 814 814 8	Clark's Mile End45   Barbour's	88
3%	Coats', J. & P45 Marshall's	88
11/2	KNITTING COTTON.	
51/2	White. Colored. White. Color	ed.
11/2	" 834 39 " 1638	13
72 1½ 1½	THREADS.   Clark's Mile End.   45   Coats', J. & P.   45   Marshall's   Cots', J. & P.   45   Marshall's   Color   Cots', J.   46   Marshall's   Color   Cots', J.   46   Marshall's   Cots', J.   47   Marshall's   47   47   47   47   47   47   47   4	14
31/2	" 12. 36 41 " 2040 CAMBRICS.  Slater. 4½ (Washington White Star 4½ (Washington White Star 4½ (Washington White Star 4½ (Washington 4½ (W	
31/2	Slater 4½ Washington   White Star 4½ Red Cross	41/4
-	Kid Glove 41 Lockwood	41/4
,	Edwards 4½ Brunswick	414
	BED FLANNEL.	
	Creedmore 27½ FT.	24
'	Nameless 274 Buckeye	5
	MIXED FLANNEL.	~/3
	Red & Blue, plaid40   Grey S R W	71/2
1/4	Windsor 18½ D R P	81/2
	Union B	31/4
	Nemeless 8 @ 01/1 " 0 @1	01/
3/2	Union B	21/2
72	Slate. Brown. Black. Slate. Brown. Bla	ck.
1/2	91/2 91/2 91/2 13 13 1	3
.,	111/2 11/4 11/4 17 17 1	7
1/2	12½ 12½ 12½ 20 20 2	10
.,	1273   1273   1273   20   20   20   20   20   20   20   2	01/2
72 1/2	Greenwood, 7½ oz. 9½ Raven, 10oz1	31/2
1/2	Greenwood, 8 oz11½   Stark "1	31/2
	White, doz	50
1/2 1/2 1/2	Colored, doz20	
72	Slater, Iron Cross 8   Pawtucket	01/2
1/2	" Best 10½ Bedford	9
1/2	" Best AA12½ Valley City1	01/2
	Coraline CORSETS. Sol Wonderful Schilling's 900 Brighton 4	75
	Schilling's 9 00 Brighton 4	
1/2	Corticelli, doz	
1/2		0
1/4	No 1 Bl'k & White10 No 4 Bl'k & White1	5
1/2	No 1 Bl'k & White10   No 4 Bl'k & White1 " 2 "12   " 8 "2 " 3 "12   " 10 "2	0
	PINS.	- 1
1/2	No 2-20, M C50 No 4-15, F 31/44	- 1
1/2	No 2 White & Bl'k12 No 8 White & Bl'k2 " 4 "15 " 10 "2 " 5 " 10 "2	0
1/2 1/2 1/2	" 6 "18 " 12 "2	3
	SAFETY PINS.	0
% 1/2	No 2	6
/2	A. James1 50 Steamboat	40
14	Crowely's 1 35 Gold Eyed 1	50

Coechco .

7½ Top of Heap.....10

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

#### SONS, STEKETEE æ

IMPORTERS AND JOBBERS,

81 and 83 MONROE ST.

GRAND RAPIDS, MICH.

# Voigt, Herpolsheimer & Co.,

Importers and Jobbers of Staple and Fancy

# Dry Goods

NOTIONS AND HOLIDAY GOODS.

Manufacturers of

### Shirts, Pants, Overalls, Etc.

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

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

#### WHOLESALE.

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

Send for circular and price list.

GRAND RAPIDS.

# FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

D. A. B. ODGETT, Vice-President. H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

#### DON'T BE A

# TRADESMAN GOUPONS

And avoid the losses and annoyances incident to the pass-book system. Samples and price list sent free.

10, 12, 14, 16, 18 FOUNTAIN ST., THE TRADESMAN COMPANY,

Grand Rapids.

#### HARDWARE.

Modern Dairy Implements.

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, 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 im-

Within our day we have seen the improved vats and curing rooms, and, above proved 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 Furance.

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.

tor, 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.

Carteides.

Rim Fire.

Central Fire.

Socket Firmer.

Socket Framing.
Socket Corner.
Socket Framing.
Socket Corner.
Socket Sites.

Butchers' Tanged Firmer.

Combs.

Churry Lawrence's

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 imto take advantage of some of these im-

#### The Hardware Market.

Nails remain without change. same is true of the tin market, New York brokers and importers appearing to anticipate a steady market until after Jan- | Clark's, small, \$18; large, & Ives', 1, \$18; 2, \$24; 3, \$36 ... uary 1. Rope is on the decline.





AMERICAN MACHINE CO., Lehigh Ave. and American St., Philadelphia, Pa. JOHN H. GRAHAM & CO.,
AGENTS. 113 Chambers St., New York.

#### Prices Current.

These prices are for cash buyers, who ptly and buy in full packages

pay promptry	and buy in run	packages.
G111-	AUGURS AND BITS.	dis.
Shell's		60
Toppings' gonul	Ine	40
Jennings', genu	ation	*0.8-10
bennings, mile		
	AXES.	
First Quality, S.	B. Bronze	8 8 50
" D.	B. Bronze	12 50
D.	B. S. Steel	9 50
D.	B. Steel	dis.
D-04		
Kaliroad		14 00
Garden		
	BOLTS.	dis.
Stove	it	50&10
Carriage new lis	it	70
Plow		40&10
		70
	BUCKETS.	
Well, plain		
Well, swivel		4 00
	BUTTS, CAST.	dis.
Cast Loose Pin.	figured	
Wrought Narroy	w, bright 5ast joint	60&10
Wrought Loose	Pin	60&10
Wrought Table.		60&10
Wrought Inside	Blind	60&10
Wrought Brass.		75
Blind, Clark's.		70&10
Blind, Parker's		70&10
billid, Shepard	s	

	Wrought Loose Pin	:1
	Wrought Table	21
30	Wrought Inside Blind60&	
,	Wrought Brass	7
	Blind, Clark's	11
	Blind, Parker's708	1
,	Blind, Shepard's	7
	BLOCKS.	
3	Ordinary Tackle, list April 17, '85	4

CRA	DLES.		
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d	Central Firedis. 2	5
V	CHISELS. dis.	
e	Socket Firmer	Ö
	Socket Corner	
S	Butchers' Tanged Firmer 4	õ

1	COMBS. dis	
	Curry, Lawrence's Hotchkiss	4
	HOUGHKISS	2
	CHALK,	
	White Crayons, per gross12@121/2 dis.	1

white crayons, per gross	
COPPER.	
Planished, 14 oz cut to size per pound	5
" 14x52, 14x56, 14x60	5
Cold Rolled, 14x56 and 14x60	2
Cold Rolled, 14x48	2

Cold Rolled, 14x48												
Bottoms				٠.								
	D	RIL	L	8.								C
Morse's Bit Stock												
Taper and straight Morse's Taper Sha												

	DRIPPING PANS.
Small sizes, ser Large sizes, per	pound
	ELBOWS.

Com. 4 piece, 6 indoz, net	. 75
Corrugated	
Adjustabledis.	40&10
EXPANSIVE BITS.	dis.
Clark's small \$18. large \$96	20

	Disston's											
	New American											
	Nicholson's											
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		GAU	GES.	
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	Gray enameled	
I	HOUSE FURNISHING GOODS.	1
i	Stamped Tin Ware new list 7	) !
ı	Stamped Tin Ware new list 70 Japanned Tin Ware 22 Granite Iron Ware new list 331/6.10	1
١	Granite Iron Ware new list 3314 &10	1
1	WIRE GOODS. dis.	
ł	Bright 70&10&10	)
١	Screw Eyes70&10&10	)
ı	Bright   WIRE GOODS   discrete	)
ı	Gate Hooks and Eyes 70&10&10	)
ı	LEVELS. dis.	
i	LEVELS. dis. Stanley Rule and Level Co.'s 70 KNOBS—New List. dis.	'
	Boor, mineral, jap. trimmings 55	. 1
ı	Door, porcelain, jap, trimmings	
ı	Door, porcelain, plated trimmings	
1	Door, porcelain, jap. trimmings 55 Door, porcelain, plated trimmings 55 Door, porcelsin, trimmings 55 Drawer and Shutter, porcelain 76	
1	Drawer and Shutter, porcelain 70	
1	LOCKS—DOOR. dis. Russell & Irwin Mfg. Co.'s new list 55 Mallory, Wheeler & Co.'s 55	1
	Russell & Irwin Mfg. Co.'s new list 50	
	Mallory, Wheeler & Co.'s 55	
	Dramord's	
	Norwalk's 50	5
	Adze Eye \$16.00, dis. 66 Hunt Eye \$15.00, dis. 66 Hunt's \$18.50, dis. 20&10 MAULS. \$18.50, dis. 30&10 dis.	
	Hunt Pro	0
	Hunt's \$18.50 dis 20.610	"
	MATTIS dis	.   :
	Sperry & Co.'s, Post, handled	0
	Coffee, Parkers Co.'s 4	
	" P. S. & W. Mfg. Co.'s Malleables 4	
	" Landers, Ferry & Cl. k's 4	
	Coffee, Parkers Co.'s	5
		- 1
	Stobbin's Dattonn COS1	0
	MOLASSES GATES. dis. Stebbin's Pattern. 60&1 Stebbin's Couring 68&1	0
	Stebbin's Pattern 60&1 Stebbin's Genuine 60&1 Enterprise self-measuring 2	0 0 5
	Stebbin's Pattern	0 0 5
	Stebbin's Pattern   60&1   Stebbin's Genuine   60&1   Enterprise, self-measuring   2   NAILS   Steel nails, base   1   9	0 0 5 5
	Stebbin's Pattern   60&1   Stebbin's Genuine   60&2   Enterprise, self-measuring   2   NAILS   Steel nails, base   1 9   Wire nails, base   2 4	0 0 5 5 5
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HINGES. dis.60&10
State. per doz. net, 2 50
Screw Hook and Strap, to 12 In. 4¼ 14 and

%..... %.....

Sisal, 1/2 inch and larger		. 9
Manilla		131/
SQUARES.		dis.
Steel and Iron SQUARES.		. 75
Try and Bevels		. 60
Mitre		. 20
SHEET IRON.		
. Com.	Smooth.	Com.
Nos. 10 to 14	84 20	\$3 10
Nos. 15 to 17	4 20	3 20
Nos. 18 to 21	4 20	3 20
Nos. 22 to 24	. 4 20	3 30
Nos. 25 to 26	. 4 40	3 46
No. 27		
All sheets No. 18 and lighter,		
wide not less than 2-10 extra	010200	-11020
SAND PAPER.		
List acct. 19, '86	di	R 40.816
SASH CORD.		0. 100010
Silver Lake, White A		st 50

mbt acct. 10,	00	
	SASH CORD.	
Silver Lake,	White A	list 50
44	Drab A	66 55
6.6	White B	" 50
"	Drab B	55
"	White C	41 35
Discount,	10.	
	SASH WEIGHTS.	
Solid Eyes		per ton \$25
	SAWS.	dis

25	SAWS. d	is.
3314&10	" Hand	2
dis.	Silver Steel Dia, X Cuts, per foot,	7
&10&10	" Special Steel Dex X Cuts, per foot	5
&10&10	" Special Steel Dia, X Cuts, per foot	3
&10&10	" Champion and Electric Tooth X	-
&10&10	Cuts, per foot	3
dis.		18.
70	Steel, Game	0.81
dis.	Oneida Community, Newhouse's	3
55		

Oneida Community, Hawley & Norton's		70
Mouse, choker 18c	per	doz.
Mouse, delusion	per	doz.
Bright Market WIRE.	d	is.
Bright Market		65
Annealed Market	7	0-10
Coppered Market		60
Tinned Market		6214
Coppered Spring Steel		50
Barbed Fence, galvanized		3 50
" painted		2 90
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Au Sable	25&1	0&05

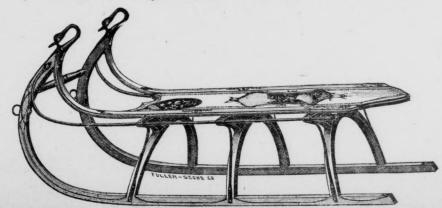
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Coe's Genuine	54
Coe's Patent Agricultural, wrought,	7
Coe's Patent, malleable	5&1
MISCELLANEOUS.	lis.
Bird Cages	56
Pumps, Cistern	5
Screws, New List	5
Casters, Bed and Plate 50&1	081
Dampers, American	4
Forks, hoes, rakes and all steel goods	6
METALS.	

PIG TIN.	
Pig Large	280
Pig Bars	30c
ZINC.	
Duty: Sheet, 21/2c per pound.	
600 pound casks	71/
600 pound casks	71/
SOLDER.	
1/2@1/2	18
Extra Wiping	15
The prices of the many other qualities	of
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30	Ohio Tool Co.'s, fancy @40	14x20 IX, " 7 7
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dis.	Sandusky Tool Co.'s, fancy	ROOFING PLATES
60&10	Bench, first quality	14x20 IC, "Worcester 6 28
	Stanley Rule and Level Co.'s, wood &10	14x20 IX " " " "
60&10	PANS.	20x28 IC, " " 13 00
.60&10	Fry, Acme	
50	Common, polisheddis. 70	14x20 IX, " " " 7 00
50	BIVETS. dis.	20x28 IC, " " " 11 50
		WANG 1A, 14 DU
28		BOILER SIZE TIN PLATE.
18	PATENT FLANISHED IRON.	14x28 IX
-	"A" Wood's patent planished, Nos. 24 to 27 10 20	14x31 IX
dis.	"R" Wood's net planished Nos 95 to 97 9 90	14x56 IX for No 8 Botlers 1
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# HEADQUARTERS



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. 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. Taylot, 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 efferts, 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 doubleeagles, 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 judicial 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 Chifirm of John V. Farwell & Co., at C cago. The incorporators are John cago. The incorporators are John V. Farwell, John V. Farwell Jr., Charles B. Farwell, Simeon Farwell, John K. Harmon and John T. Chumasero. The enmon and John 1. Chumasero. The en-tire capital will be subscribed by mem-bers of the present firm. A portion of the stock will be sold to employes and a limited amout 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 employes. 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 communi-cation was presented to the trustees at their regular meeting and accepted with regrets, as the constitution of this Asso-ciation provides that the annual meetings shall be neld in the city of Detroit. snail be field 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. 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 posssbly 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 gol durned thing and got left."

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 dzoen 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 underminding 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

Michigan Knights of the Grip-S. H. Row, Lansing.
Our Country—Hon. Jas. O'Donnell,

Jackson. The Inn-Keeper and the Kicker—Col. R. Hayes, President M. H. K. A.

The Drummer and the Baggage Smash-A. E. Bartlett, Kalamazoo. The Buyer-S. S. McCamley, Kalama-

#### Altogether Too Generous.

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

"No, but I dropped a quarter in the

#### 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. -2"

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 vou 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 begnining 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 erook, 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 care-

#### 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 CASOLINE CAN.

Can. the Can in Water into getting washed OVer 20 without COVER pe Screw 2 Rain Hinged Top ou the the Strong and in in carried Dirt Oil, the pe



Absolutely of Stream Pump, or for repairs. Guaranteed Perfect

MANUFACTURED BY

THE WINFIELD MANUFACTURING CO.,

WARREN, OHIO.

AT WHOLESALE BY

FOSTER, STEVENS & Co., Grand Rapids. DANDT, WATSON & Co., Saginaw. CURTISS & Co., OLNEY & JUDSON GROCER Co., " GUNN HARDWARE Co., GEO. C. WETHERBEE & Co., Detroit. FLETCHER, JENKS & Co., E. F. PERCIVAL, Port Huron. D. Robeson. Robson Bros., Lansing.

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WALES GOODYEARS. WOONSOCKETS. 40 and 5 CONNECTICUTS, 38, 6 and 10. RHODE ISLANDS, 40. 5 and 10.



G. R. MAYHEW,

Grand Rapids.



Toilet,

\$20

Ruk given

with each or

gross of

Safety

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

#### Drugs Medicines.

State Board of Pharmacy.
Year-Geo. McDonald, Kalamasoo.
Years-Stanley E. Parkill, Owosso.
I Years-Jacob Jesson, Muskegon.
Years-James Vernor, Detroit.
Years-James Vernor, Detroit.
Years-Jacob Jesson, Muskegon.
Years-James Vernor, Detroit.
I Years-Ottmar Eberbach, Ann Arbor tident-Jacob Jesson, Muskegon.
I Years-Ottmar Eberbach, Ann Arbor tident-Jacob Jesson, Muskegon.
I Grand Common Detroit.
I Grand Rapids, first Tuesday in March; Ann.
I, first Tuesday in May; Detroit, first Tuesday in Upper Peninsula, first Tuesday in September; ing, first Tuesday in November.
Ichigan State Pharmacounter.

Michigan State Pharmaceutical Ass'n. esident—D. E. Prail, Saginaw. esident—D. E. Prail, Saginaw. Comman, Kalamazoo. Older President—H. G. Coleman, Kalamazoo. Older President—Prof. A. B. Prescott, Ann Arbor. irri Vice-President—Jas. Vernor, Detroit. cretary—C. A. Bugbee, Cheboygan easurer—Wm Dupont, Detroit. ext Meeting—At Ann Arbor, in October, 1891.

Grand Rapids Pharmaceutical Society. resident. W. R. Jewett, Secretary, Frank H. Escott egular 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. Jackms

Muskegon Drug Clerks' Association. sident, 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.
- 1/4 oz. Liverwort Root.
- oz. Rhubarb Root, best.
- % oz. Licorice Root.
- 2 drs. Iodide Potash. 4 oz. Oil Wintergreen.
- ½ pt. Alcohol. ½ pt. Fl. Ext. Sarsaparilla.

\*Select roots in one oz.

What is the original cost of it? I make 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 re-spectable 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. Cocoaine 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 week's issue of The Tradesman 12.-In this 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 take use of this sentence: "We sell our make use of this sentence: goods at what we consider a reason-able profit and not at cost," leav-ing the public to infer that the prices formerly asked for these goods were unreasonable and exhorbitant. Let us see far this statement is from the facts in the case.

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 these soaps to druggists is \$8 per gross or 66% cents per dozen and the retail price has been 10 cents or three for 25 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 exhorbitant 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 68% coats per profit at 50 cents per dozen soaps that cost the druggist 66% 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 assett 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, 66% cents

sold at cost, they list a variety of cheap, trashy perfumes at prices which would realize a handsome profit, even to a drug-gist. 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, Lautier's and Colgate's per-fumes 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 bottles, at 63 cents, another good round

Witness the cunning policy of this dry goods pirate. dry goods pirate. They advertise a long list of goods at absolute cost and sand-wich 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.

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 therey destroy part of the business of a rhole branch of trade, they are to be

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 itable 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 get a pair that will untie themselves.

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 condem 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 "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 markswhich 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.

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 mer-chant, 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 backneved 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 immedi-ately 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 nines cases out of ten this 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

A Great Need.

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

#### 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

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has been in the van of American thought for more than three quarters of a cen-tury, 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 RE-VIEW*, the Nestor of the magazines.

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in mixing WHITE LEAD

USE OUR

#### JAPAN GROWN 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 ADD-ING 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 sup-pose you had taken a couple of horns this morning."
"You guessed it the first time, Martin, but they cost me nothing. As I came

but they cost me nothing. As I came down the road, I was interviewed by Smith's bull."

#### Wholesale Price Current.

Whole	esale Price Co	urrent.
Advanced—Cream Tartar, Coc. Lycopodium, Strychn	ia. Hydrate, Quicksilv	Po. Opium, Oil Sassafras, Chlora er, Corrosive Sublimate, Calome
ACIDUM.	Cubebae	nite Precipitate, Turpentine.
Aceticum 8@ 10 Benzoicum German 80@1 00 Boracie 3	Exechthitos 90@1 00 Erigeron 1 90@2 00	Aconitum Napellis R
Benzoicum German   80@1 0     Boracic   28@ 3     Carbolicum   50@ 5     Citricum   50@ 5     Hydrochlor   3@ 1     Nitrocum   11@ 1     Phosphorium dil   28alicylicum   14@ 18     Salicylicum   14@ 18     Sulphuricum   14@ 16     Tannicum   14@ 16     Tartaricum   40@ 16	Gaultheria	Aloes F 5
Citricum 50@ 5	Gossipii, Sem. gal 50@ 75	" and myrrh 6
Nitrocum 10@ 1	Juniperi	Asafœtida
Phosphorium dil	Limonis	Benzoin 6
Salicylicum	Mentha Piper	Sanguinaria 5
Tannicum	Morrhuae, gal 80@1 00 Myrcia, ounce @ 50	Sanguinaria 5 Barosma 5 Cantharides 7
AMMONIA.	Olive	Capsicum         5           Ca damon         7           "Co         7           Castor         1           Catechu         5           Cinchona         5           "Co         6           Columba         5           Conium         5           Cubeba         5           Digitalis         5           Ergot         5           Gentian         5           "Co         6           Guaica         5           "ammon         6           Zingiber         5
Aqua, 16 deg 314@ 6 20 deg 55%@ 7 Carbonas 12@ 14 Chloridum 12@ 14	Ricini	Castor
Carbonas 12@ 14	Rosae, ounce @6 00	Cinchons 5
ANILINE.	Sabina 90@1 00	" Columba 60
Black 2 00@2 25	Sassafras	Conium 50
Brown         80@1 00           Red         45@ 50           Yellow         \$ 50@3 00	Tiglii	Digitalis 50
Yellow 2 50@3 00	Thyme	Gentian 56
BACCAE.	Theobromas 15@ 20	"Co
Cubeae (po. 1 50	Bi Carb 15@ 18	" ammon 60 Zingiber 50
	Bromide	Zingiber 55 Hyoscyamus 55 Iodine 77 Coloriess 77 Ferri Chloridum 33
Copaiba 60@ 65	Carb	Hyoscyamus         56           Iodine         72           " Colorless         77           Ferri Chloridum         32
Copaiba   60@ 65	Cyanide 50@ 55 Iodide 380@ 90	Ferri Chloridum         38           Kino         50           Lobelia         50
	Potassa, Bitart, pure. 33@ 36	Lohelia
CORTEX. Abies, Canadian	Potass Nitras, opt 8@ 10	Myrrh         55           Nux Vomica         56           Opii         8           " Camphorated         56           " Deodor         20
Caggion 11	Prussiate	Camphorated 50
Cinchona Flava 18 Euonymus atropurp 30 Myrica Cerifera, po 20 Prunus Virgini 12 Quillala, grd 12 Saccofrace 12	POTASSIUM   BI CATD   18   Bi CATD   18   Bichromate   13@ 14   Bromide   37@ 40   CATD   12@ 15   Chlorate, (po. 16)   14@ 16   Cyanide   28@2 90   Potassa, Bitart, pure   33@ 36   Potassa, Bitart, com   66   15   Potass Nitras, opt   8@ 10   Potass Nitras   7@ 9   Prusslate   30@ 33   Sulphate po   15@ 18   RADIX   RADIX   RADIX   RADIX   RADIX   13@ 14   RADIX   RADIX   13@ 14   RADIX   RADIX   15@ 18   RADIX   RADIX   15@ 18   RADIX   15@ 18   RADIX   15@ 18	Deodor   2 00
Prunus Virgini	Aconitum 20@ 25	Quassia
	Althae	Rhei
Ulmus Po (Ground 12) 10	Arum, po	Serpentaria
Glycyrhiza Glabra 94@ 95	Gentiana, (po. 15) 10@ 12	Stromonium 60
" po 33@ 35	Hydrastis Canaden,	Valerian 50
" 18 13@ 14	Hellebore, Ala, po 15@ 20	MISCELLANEOUS.
Glycyrrhiza Glabra. 24@ 25	Ipecac, po	Æther. Spis Nit. 3 F 2600 28
FERRUM.	Jalapa, pr	Æther, Spts Nit, 3 F. 26@ 25 4 F. 30@ 35 Alumen 21/2@ 31/4
Carbonate Precip. @ 15 Citrate and Quinia @ 3 50 Citrate Soluble. @ 8 Ferrocyanidum Sol @ 50 Solut Chloride @ 15 Sulphate, com'l 1½@ 2 " pure. @ 7	Maranta, %s	" ground, (po. 3@ 4 Antimon po 54@ 66
Ferrocyanidum Sol @ 50	Rhei	Annatto 55@ 60
Sulphate, com'l 1½@ 2	" pv	et Potass T. 55@ 60
	Sanguinaria, (po 25). @ 20 Serpentaria 40@ 45	Antimoni, po 46 : " et Potass T . 55@ 66 Antipyrin 1 35@1 40 Antifebrin @ 22 Argenti Nitras oppos
FLORA. Arnica 28@ 30	Sulphate po	Argenti Nitras, ounce & 70 Arsenicum 5@ 7
Anthemis	Scilled (po 25)	Arsenicum
POLIA	Symplocarpus, Fœti-	Calcium Chlor, 1s, (1/2s 11; 1/4s, 12) @ 9
Barosma 20@ 22 Cassia Acutifol, Tin- nivelly 25@ 28 " " Alx 35@ 50 Salvia officinalis, 1/48	Valeriana, Eng. (po.30) @ 25	11; ¼s, 12) @ 9 Cantharides Russian, po @1 75
nivelly 25@ 28	ingiber a 15@ 20	Capsici Fructus, af @ 16
Salvia officinalis, 1/4s	Zingiber j 22@ 25	" " po @ 20 " " Bpo. @ 15 Caryophyllus, (po. 20) 15@ 18
Salvia officinalis, %s and %s	Anisum, (po. 20) @ 15	Carryophyllus, (po. 20) 15@ 18 Carmine, No. 40 @3 75
Acacia, 1st picked @1 00	Bird, 18	Cera Alba, S. & F 50@ 55 Cera Flava 38@ 40
" 2d " @ 90 " 3d " @ 80	Cardamon	Cera Flava       38@ 40         Coccus       @ 40         Cassia Fructus       @ 20
" sifted sorts @ 65	Corlandrum	Cetaceum
Aloe, Barb, (po. 60) 50@ 60	Cydonium	Chloroform 606 63 Chloroform 607 63 Squibbs 61 10 Chloral Hyd Crst 1 5061 75 Chondrus 206 25 Cinchonidine P. & W 15
" Socotri, (po. 60). @ 50	Dipterix Odorate, 2 00@2 25 Foeniculum @ 15	Chloral Hyd Crst1 50@1 75
16) @ 1	Zingiber j   22@ 25	Cinchonidine, P. & W 15@ 20
Ammoniae 25@ 30 Assafœtida, (po. 30) @ 15	Lini, grd, (bbl. 3½) 4 @ 4½	Cinchonidine, P. & W 15@ 20  German 5@ 12  Corks, list, dis. per cent
Benzoinum 50@ 55 Camphoræ 50@ 52	Pharlaris Canarian 35@ 40	cent       @ 60         Creasotum       @ 50         Creta, (bbl. 75)       @ 2
Assafetida, (po. 30)	Rapa 6@ 7 Sinapis, Albu 8@ 9 "Nigra 11@ 12	Creta, (bbl. 75) @ 2 " prep 5@ 5
Gamboge, po 80@ 95	" Nigra 11@ 12 spiritus.	" precip 9@ 11 " Rubra @ 8
Gamboge, po. 8009 95 Gualacum (po 40) @ 35 Kino, (po. 25) @ 20 Mastic @ 90 Myrrh, (po. 45) @ 40 Opil, (po. 4 25) 2 7502 8 Shellac 2806 40 " bleached 120 35 Tragacanth 300 75	Frumenti, W., D. Co 2 00@2 50	Crocus 3000 35
Myrrh, (po. 45) @ 40	Frumenti, W., D. Co. 2 00@2 50 " D. F. R. 1 75@2 00 " 1 10@1 50 Juniperis Co. O. T. 1 75@1 75 " 1 75@3 50 Saacharum N. B. 1 75@2 00 Spt. Vini Galli 1 75@6 50 Vini Oporto 1 25@2 00 Vini Alba 1 25@2 00	Cudbear @ 24 Cupri Sulph 6@ 7
Shellac	Juniperis Co. O. T1 75@1 75	Ether Sulph 12
Tragacanth 30@ 75	Saacharum N. E 1 75@2 00 Spt. Vini Galli 1 75@6 50	" po @
herba—in ounce packages.	Vini Oporto 2002 00	Emery, all numbers. @ 3  " po
Absinthium	sponges.	Gambier 23
Lobelia	Florida sheeps' wool	Galla     0       23       Gambier     7       6     8       Gelatin, Cooper     0       6     90       French     40       6     60       Classware flist     70
Mentha Piperita 23	Nassau sheeps' wool	Glassware mile, to per cent.
Rue	Carriage 2 00 Velvet extra sheeps'	by box 60 less Glue, Brown
Abstitution	Velvet extra sheeps' wool carriage 1 10 Extra yellow sheeps'	by Dox 60 less Glue, Brown. 96 15 "White 136 25 Glycerina 18 6 25 Grana Paradisi 6 25 Grana Paradisi 6 25 Humulus 6 25 55 Hydrag Chlor Mite 6 90 "Cor 6 90 "Cor 6 90 "Ammoniati 6 20 "Unguentum 100 50
Calcined Pat 550 60	Grariage 85 Grass sheeps' wool car-	Humulus
Carbonate, Pat 20@ 22 Carbonate, K. & M 20@ 25 Carbonate, Jenning5. 35@ 36	riage	Hydraag Chlor Mite. @1 00
	Hard for slate use 75 Yellow Reef, for slate use	" Ox Rubrum @1 10 " Ammoniati @1 20
OLEUM.	gypmpg	" Ammoniati. @1 20 " Unguentum. t0@ 60
Absinthium 5 00@5 50 Amygdalae, Dulc 45@ 75 Amydalae, Amarae 8 00@8 25 Anisi 2 00@2 10	Accacia 50	Hydrargyrum @ 80 Ichthyobolla, Am. 1 25@1 50 Indigo 75@1 00 Iodine, Resubl 3 75@3 85 Iddoform
Anisi	Ipecac. 50	Indigo
Bergamii	Auranti Cortes 50	
Caryophyll	Rhei Arom	Lupulin       60@ 65         Lycopodium       50@ 55         Macis       80@ 85
Anisi 2 00@2 10 Auranti Cortex 22 50 Bergamti 3 25@4 00 Cajiputi 90@1 00 Caryophyll 1 25@1 30 Cedar 35@ 65 Chenopodii 22 00 Cinnamonii 1 20@1 25 Citronella @ 45 Conium Mac 33@ 65 Oopaiba 1 20@1 30	Accacla 50 Zingiber 50 Lipecac 60 F'erri Iod 50 Auranti Cortes 50 Rhei Arom 50 Similax Officinalis 00 " " Co 50 Senega 50 Scillae 50	inquor Arsen et Hy-
Cinnamonii 1 20@1 25 Citronella 45	Scillae	drarg Iod @ 27 Liquor Potass Arsinitis 10@ 12 Magnesia Sulph (bbl
Conium Mac 35@ 65	Scillae         50           " Co         50           Tolutan         50           Prunus virg         50	Magnesia, Sulph (bbl 114)
2061 30	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Marmia, S. F 50@ 60

Morphia S. P. & W 2 45@2 70	nter	2032 2003 2003 2003 2003 2003 2003 2003	90 . 34
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# HAZELTINE & PERKINS DRUG CO

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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 Go.,

GRAND RAPIDS, MICH.

#### GRUCERIES.

Wools Quiet--Hides Low--Tallow Firm

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

The Michigan Dairymen's Association.

It has been decided to hold the seventh annual convention of the Michigan Dairymen's Association at Lansing, that city having presented the most induce-ments for the meeting. A two days' ments 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 creamin 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.

#### Ths "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,ooo, and capable of handling 350 tons of beet per day which means the manufac-ture 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 Tues day 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 Farm

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 but-ter, which it declares "is much too mild" and says, "It is suggested that the colorand says, "It is suggested that the conting 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 annato, 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 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 pro-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 Fair-eld, Lenawee county, closed for the Mess. new season December 3.

W. W. Howe is still undecided as 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

The milk condensing factory, at Muir, appears to be meeting with good success, 5.483 nounds of change in the condensity of the condensity 5,483 pounds of cheese having been man-factured under very favorable circum-

#### The Grocery Market.

Sugars are a trifle lowe, 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

JOBBER OF

**Bulk and Canned** 

And Fresh and Salt

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 asstrong as it has been. Handlers pay \$1.65@1.89 for country picked and find no difficulty in making sales at \$2.10 @2.15 for city picked.

Beets—50c per bu.

Butter—Dairy is firm and in good days and as

Butter—Dairy is firm and in good demand at @20c per lb. Creamery finds moderate sale at

@20c, Gerone Fig. Creamery and smoderate sate at @20c, Cabbages—50c per doz. or \$4 per 100. Carrots—20@25c per doz. Cooperage—Pork barrels,\$1.25; produce barrels

Cooperage—Fork barrers, 81.25; produce barrers

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 holing at 22c. Cold storage
and pickled stock are in good demand at 20c.

Field Seeds—Clover, mammoth, \$4.60 per bu.;
medium, \$4.30\(\text{9}\)4.4 '. Timothy, \$1.51 per bu.
Game—Venison, 13c per lb.; Habbits, 75c per
doz.; Partridges, 3c per pair.

Grapes—Catawbas and Concords, 35\(\text{0}\)40c per
9-lb basket. The stock is nearly exhausted.

Maple Sugar—S\(\text{0}\)10c per lb., according to
quality.

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

Maple Syrup—75@85c per gal.
Onions—The market is steady; dealers paying 80c and holding at \$1.

Potatoes—The market is steady and shipments are still made in lined refrigerator cars and in cars kept warm with stoves. Dealers pay 75c80c at this market and 70c75c at the principal buying points in the potato district.

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

Turnips—30@35c per bu.

#### PROVISIONS.

The Grand Rapids Packing and Provision Co.

1	PORK IN BARRELS.		
1	Mess, new	11	25
1	Short cut	11	50
	Extra clear pig, short cut	13	OX
	Extra clear, heavy		
	Clear, fat back		50
	Boston clear, short cut	19	7
	Clear back, short cut	13	n
	Standard clear, short cut, best	13	O
		10	· u
	SAUSAGE-Fresh and Smoked.		
	Pork Sausage		6
	Ham Sausage		
	Tongue Sausage		
	Frankfort Sausage		8
	Blood Sausage		5
	Bologna, straight		5
	Bologna, thick		
	Head Cheese	••	5
		••	•
	LARD-Kettle Rendered.		_
	Tierces	••	7
	Tubs		
	50 lb. Tins		74
	LARD-Family		
	Tierces		53
	30 and 50 lb. Tubs		
	3 lb. Pails, 20 in a case		
	5 lb. Pails, 12 in a case		
	10 lb. Pails, 6 in a case		
	20 1b. Della 4 in a coco		07

# " i 2 to 14 lbs... " picnic..." best boneless. Shoulders... Breakfast Bacon, boneless Dried beef, ham prices. Long Clears, heavy. Briskets, medium. " light.....

#### FISH and OYSTERS.

SMOKED MEATS-Canvassed or Plain.

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

Hams, average 20 lbs.....
" 16 lbs.....
" 12 to 14 lbs

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

		BU											31	-
andards,	per gai		٠			٠	٠		 ٠.			٠	@1	
lects.	- "									 			@1	65
rimps.	"									 			1	50
ams,	14												1	50
allops,	- "									 			1	50

#### FRESH MEATS

Reef	. carcas	9								4	0	614
Beer		uarter									ã	6
66	fore	144									ã	31/4
6.		No. 3.									@	
44											@	7
44	round	ds							 	5	0	6
	tongu	les							 		@	
Hogs					 	 	 		 	4	40	41/2
Bolo	gna				 	 	 		 		0	5
Pork	loins				 		 		 		0	61/2
44	should										0	5
Saus	age, blo	ood or	he	ad	 				 		0	5
		er									@	. 5
		nkfor									0	71/2
Mutt											0	
Veal												

#### CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

	Standard, per lb @ 81/2
ł	" H.H @ 81/2
ı	" Twist @ 81/2
d	" pails or packages, net weight 9
1	" 24(-lb, bbls 8
	Boston Cream
1	Cut Loaf 101/2
	Extra H. H11
	MIXED CANDY.

MIXED CANDY.		
	Bbls.	Boxes.
Standard, per lb	71/2	81/2
		81/2
		9
Royal	8	9
Nobby		91/2
Broken		91/2
Midget		10
English Rock		10
Conserves		10
Cut Loaf		10
Ribbon		10
Broken Taffy		10
Peanut Squares		101/2
Extra		11
Kindergarten		11
French Creams		12
Valley Creams		13
	Standard, per lb Leader Special Royal Nobby Broken Midget English Rock Conserves Cut Loaf Ribbon Broken Taffy Peanut Squares Extra Kindergarten French Creams Valley Creams	MIXED CANDY.   Bbls.

FANCY-III 5 ID. DOXES.	
Lemon Drops	65
Sour Drops	65
Peppermint Drops	75
Chocolate Drops	
H. M. Chocolatec Drops	90
Gum Drops	40@50
Licorice Drops.	1 00
A. B. Licorice Drops	
Lozenges, plain	70
" printed	
Imperials	
Mottoes	
Cream Bar	
Molasses Bar	16@19
Hand Made Creams	0001 00
Plain Creams	
Decorated Creams	1 00
String Rock	75
Burnt Almonds1	(10@1 10
Wintergreen Berries	70
FANCY—In bulk.	10
Lozenges, plain, in pails	12

Lozenges	, plain, in pans		
"	printed, in pails.		13
Chocolate	Drops, in pails		13
Gum Dro	ps, in pails		6
Moss Dro	ps, in pails		10
Sour Dro	ps, in pails		11
Imperials	, in pails		12
	ORANGE		
Floridas,	fancy 12:-138		\$4 00
"	150-226		4 25
**	176-200		4 50
	LEMON		
Messina.	choice, 360	4	752 5 00
44	fancy, 300		@ 5 25
66			@
	OTHER FOREIG		
Figs, Sm	yrna, new, fancy	layers	18@20

			FOREIG:				
igs.	Smyrn	a, new,	fancy	layer	8	1	18@20
et.	11	"	choice	***			@16
66	44	**	**			1	14@15
66	Fard.	10-lb. b	00x				@10
66	46	50-lb.					@ 8
	Persia	an. 50-lb	box				@ 6
	-		NUTS.				
lmo	nds. Te	arragon	a				@18
66							@17
66	C	aliforni	8				@17
razi	18						@17
							@17
66							@12
46							@17
66							@101/2
able							@16
	**						@141/2
ecar	ns. Tex						@16
			ks				@5 00

oysters—Cans.	Pecans, Texas, H. P 15 @16
ts	Cocoanuts, full sacks @5
	PEANUTS.
	Fancy, H. P., Suns @ 6
	" " Roasted 81/00 9
	Fancy, H. P., Stars
	" " Roasted 71/20 8
	Choice, H. P., Ex Prince @ 5
SHELL GOODS.	" " Roasted 7½@ 8
	50 Fancy, H. P., Steamboats
75@1	00 " " " Roasted @

CURTISS & WHOLESALE

Warehouse. FLOUR SACKS, GROCERY BAGS, TWINE AND WOODEN WARE

Houseman Block.

Oysters, per 100..... GOODS.

Grand Rapids, Mich.

#### Wholesale Price Current.

The quotations given below are such as are ordinarily offered cash buyers who pay promptly and buy in full packages.					
APPLE BUTTER. Chicago goods	Bulk	Tapioca, fi'k or p'rl. 5 @ 6 Wheat, cracked. @ 5 Vermicelli, import. @11 " domestic. @55 FISH—SALT. Cod, whole 5½@ 7½ " bricks . 7½@ 7½ " bricks . 7½@ 7½ " bricks . 7½@ 7½ " bricks			
Chicago goods	Bulk. 4 Red 7 Fancy Full Cream 11 @1:½ Good " 10 @10½ Part Skimmed 8 @ 9 Sap Sago 222 Edam @1 00 Swiss, imported 24@ 25 " domestic 15@ 16 Limburger 15 16	" domestic @55 FISH—SALT. Cod, whole			
Wise's	Part Skimmed       8       9         Sap Sago       22         Edam       20	" strips 71/4 8  Herring, gibbed, bbl 5 25			
" 16 oz. " 228	Swiss, imported 24@ 25 " domestic 15@ 16 Limburger 15	" ' ½ bbl 3 00 " Holland, bbls 12 00 " ' kegs. 75			
Wise's 25  BAKING POWDER.  Thepure, 10c packages \$1 20  " 4 1b. " 156  " 4 60z. " 2 28  " 4/ 1b. " 2 76  " 120z. " 4 20  " 11b. " 54  " 51b. " 28 60	CHEWING GUM.  Rubber, 100 lumps	" Scaled 20 Mackerel, No. 1, ½ bbl 12 00 " 10 lb kit 1 10			
Less 20 per cent. to retailers. Absolute, ¼ lb. cans, doz1 00	Spruce, 200 pieces	Trout, ½ bbls @4 75 " 10 lb. kits			
Acme, 1 lb. " 1 90 Acme, 1 lb. cans, 3 doz 45	Spruce, 200 pieces. 40   CATSUP.	" 10 lb, kits 90 " Family, ½ bbls 3 00 " kits 60			
" 1 lb. " 2 " 85 " 1 lb. " 1 " 1 10 " bulk 10	5 gross boxes	FLAVORING EXTRACTS-Jennings' D C D C Lemon. Vanilla			
Telfer's, 1 lb. cans, doz 45 " 1 lb. " " 85 " 1 lb. " " 1 50	Solution   Cocoa Shells   Bulk   Cocoa Shells   Bulk   Green	2 oz folding box 75 1 25 3 oz "1 00 1 50 4 oz "1 50 2 00			
Arctic, % 15 cans	Felix	2 oz folding box 75 1 25 3 oz " 1 00 1 50 4 oz " 1 50 2 00 6 oz " 2 01 3 00 5 oz " 3 00 4 10 6 oz " 2 01 3 00 5 oz " 5 50 6 oz 3 00 5 oz " 5 50 6 oz 3 00 5 oz " 5 50 6 oz 3 00 5 oz " 5 50 6 oz 3 00 5 oz " 5 50 6			
Less 20 per cent. to retailers.  Absolute, ½ lb. cans, doz. 1 00  "½ lb. " 1 90  1 lb. " 3 50  Acme, ½ lb. cans, 3 doz. 4 5  "½ lb. " 2 " 85  "1 lb. " 1 1 10  "bulk. 10  Telfer's, ½ lb. cans, doz. 45  "1 lb. " 1 50  Arctic, ½ lb. cans. 60  "½ lb. " 2 " 85  "1 lb. " 1 20  "½ lb. " 85  "1 lb. " 1 20  "½ lb. " 86  "1 lb. " 80  "1 lb. " 80  Red Star, ½ lb. cans. 40  "½ lb. " 80  "1 lb. " 80  "1 lb. " 80  BATH BELICK.	Hummel's 65   COPFEE—Green.   G21   G22   G22   G23   G22   G23   G24   G25   G24   G25   G24   G25   G24   G25   G24   G25   G25	HERBS.			
BATH BRICK. English, 2 doz. in case 80 Bristol, 2 " 75 American. 2 doz. in case 70	" fancy, washed @24 " golden 23 @24 Santos 22 @23	Sage			
Bristol, 2 " " 75 American. 2 doz. in case 70 BLUING. Gross	Mexican & Guatemala 23 @24 Java, Interior24 @26 " Mandheling27 @30	Chicago goods			
Arctic, 4 oz ovals 4 00	Peaberry	No			
" pints, round 10 50 " No. 2, sifting box 2 75 " No. 3, 4 00 " No. 5, 8 00 " 1 oz ball 4 50	coffee, add ½c. per lb. for roasting and 15 per cent. for shrink-	Pure. 30 Calabria 25 Sicily 18			
" 1 oz ball 4 50  BROOMS.  No. 2 Hurl 1 75  No. 1 " 2 00	age.  coffees—Package.  Bunola	LYE. Condensed, 2 doz 1 25 MATCHES. No. 9 sulphur 2 90			
No. 1 " 2 00 No. 2 Carpet 2 25 No. 1 " 2 50	Bunoia	No. 9 sulphur       2 00         Anchor parlor       1 70         No. 2 home       1 10         Export parlor       4 00			
No. 1	CLOTHES LINES.	MOLASSES.			
Mill	" 50 ft " 1 50 " 60 ft " 1 75 " 70 ft " 2 00	Black Strap			
	Cotton, 40 ft. per doz. 1 35 cm 50 ft. "1 50 ft. "1 50 ft. "1 50 cm 60 ft. "2 00 cm 60 ft. "2 25 Jute 60 ft. "1 15 cm 1 15 cm 60 ft. "1 15 cm 1 15 cm 60 ft. "1 15 cm 60 ft. "72 ft. "1 15 cm 60 ft. "75 ft. "	" choice 40 " fancy 50 One-half barrels, 3c extra			
York State	CONDENSED MILK. Eagle	OATMEAL.  Barrels			
Paraffine	coupons. "Superior."  \$ 1 per hundred 2 50	Barrels			
Hotel, 40 lb. boxes. 10 Star, 40 " 9½ Paraffine 11 Wicking. 25 CANNED GOODS.  CIANNED GOODS.  CIANNED GOODS.  CIANNED GOODS.  CIANNED GOODS.  COVE Oysters, 1 lb. stand. 1 25 COVE Oysters, 1 lb. stand. 1 25 " 2 lb. 2 65 " 1 lb. Star. 2 50 " 2 lb. Star. 3 50 Mackerel, in Tomato Sauce 3 50 " 2 lb. stand. 1 20 " 3 lb. in Mustard. 3 50 " 3 lb. in Mustard. 3 50 Salmon, 1 lb. Columbia 1 756(1 96) " 1 lb. Alaska. 61 60 Sardines, domestic ½8. 68	\$ 2, "" " 3 00 \$ 5, " " 4 00 \$ 10, " " 5 00	ROLLED OATS  Barrels			
Cove Oysters, 1 lb. stand 1 25 2 lb 2 25 Lobsters, 1 lb. plcnic 1 90	\$20, " " 6 00 "Tradesman." 2 00	Medium			
" 1 lb. Star	\$ 2, " " 2 50 \$ 5, " " 3 00 \$ 10, " " 4 00	" ½ bbl			
" 1 lb. stand 1 20 " 2 lb. " 2 00	Subject to the following discounts:	Clay, No. 216			
" 3 lb. in Mustard 3 50 " 3 lb. soused 3 50 Salmon, 1 lb. Columbia 1 75@1 90	200 or over 5 per cent. 500 "10 " 1000 "20 "	Carolina head			
Sardines, domestic 48 6  "48	counts: 200 or over. 5 per cent. 500 " 10 " 1000 "20 " CRACKERS. Kenosha Butter. 7½ Seymour " 5½ Butter. 5½	Cob, No. 3. 1 25  RICE. 2  Carolina head. 7  " No. 1			
" imported \( \frac{1}{2} \) \( \frac^{2} \) \( \frac{1}{2} \) \( \frac{1}{2} \) \( \frac{1}{2} \) \(	Butter 5½ " family 5½ " biscuit 6½	Barrels			
Apples, gallons 2 50	Butter. 5% " family. 5½ " biscuit 6½ Boston. 7½ City Soda. 7½ Soda. 6 S. Oyster 5½ City Oyster, XXX. 5½	Kitchen, 3 doz. in box 2 50 Hand 3 " 2 50			
Blackberries	S. Oyster	Snider's Tomato 2 40 spices—Whole.			
" 3 lb, sin Mustard 3 3 0 Salmon, 1 lb, Columbia 1 75@1 96 " 1 lb Alaska @1 60 Sardines, domestic ½8.	Strictly pure 38 Grocers' 25 DRIED FRUITS,	Allspice			
Green Gages	DOMESTIC. Apples, sun-dried 8 @ 9 "evaporated13 @14	Cloves, Amboyna			
" stand 2 65 " California 2 85 Pears 1 50	DOMESTIC. Apples, sun-dried. 8 @ 9 " evaporated. 13 @14 Apricots, " 20 @21 Blackberries" 10 Peaches ". 20 @22 Turkey PRUNES. Bosnia @ 9	Nutmegs, fancy			
"California 285 Pears. 150 Pineapples, common 125 "sliced 275 "grated 3 00 Quinces 110 Raspberries, black 130 "red 140 Strawberries 125 Whortleberries 140 Corned beef 2 00 Roast 175 Roast 175	PRUNES.  Turkey	Pepper, Singapore, black16 "white26 shot20			
Quinces	Bosnia Ø 9  Lemon 18  Orange 18	spices—Ground—In Bulk. Allspice			
Strawberries	CITRON. In drum	" and Saigon.25 " Saigon42 Cloves Amboyna26			
Corned beef	CURRANTS. Zante, in barrels @ 514	" white .26 " shot			
Beans, soaked Lima 85 " Green Lima	" in ½-bbls @ 5½ " in less quantity @ 6  RAISINS—California.	" Jamaica 18 Mace Batavia 90 Mustard English 22			
Beans, soaked Lima	Bags	" Trieste 27			
Peas, soaked	Muscatels, 2 crown 2 00 3 2 25 Foreign.	Pepper, Singapore, black 18 "white 30 "Cavenne 25			
" sifted "	Foreign. 8 Valencias	Cut Loaf			
Pumpkin	Sultanas	Powdered @ 6% Standard Granulated 64@ 64 " Fine 64@ 64			
" standard 1 30 Tomatoes, stand br'ds @1 00	PARINACEOUS GOODS.   Farina, 100 lb. kegs	Cut Loaf			
Premium	Pearl Barley 3 @ 3½ Peas, green @1 10	C @ 5½ Yellow @ 5½ Dark Molasses			
Pure	Sago, German @ 5	Less than bbl. 1/2 advance.			

		-
SCALES—Perfection.   Tea, 2-lb, tin scoop.   \$6 50	TEAS.	
Tea, 2-1b, tin scoop\$ 6 50	Fair @	2
" 5-lb, tin scoop 8 75	Good @	2
Grocers', 11-lb, tin scoop. 11 00	Choice	3
" brass " 12 25 " 22-lb. tin " 13 25	Fair	1
" brass " 14 75	Fair @:	2
STARCH — Combination Prices. Lump in Bulk. Large boxes and barrels 4%	Fair @ Good @ Choice. 24 @ Choicest 32 @ Dust 10 @ BASKET FIRED.	2
Large boxes and barrels 4%	Choicest	
Gloss.	BASKET FIRED.	
12-lb boxes 614 3-lb (6-lb " Corp. 75%		2
6-lb " Corn. 7	Choice. @: Choicest	3
20-lb boxes	GUNPOWDER.	
	Extra fine to finest50 (a)	6
Lots of 500 lbs., freight paid and 5 per cent. discount		8
Goods made by manufacturers	common to fair 25 @3	30
not in the trust are sold from \%@\\chi_c lower.	Superior to fine30 @: Fine to choicest55 @: IMPERIAL.	6
Scotch, in bladders37	Common to fair 20 (0)	3
Maccaboy, in jars	Superior to fine40 @:	5(
SOAP	YOUNG HYSON. Common to fair 18 @: Superior to fine 30 @	31
Superior	ENGLISH BREAKFAST.	34
Detroit Soap Co,'s Brands. Superior 3 30 Queen Anne 3 85 German Family Mottled German 2 70 U.S. Big Bargain 2 00 Frost, Floater 3 75 Cocoa Castile 3 30 Cocos Castile, Fancy 3 36 Allen B. Wrisley's Brands. Old Country, 80 3 20 Uno, 100 3 50 Bouncer, 100 3 50	Fair	3:
Mottled German 3 00	Best	64
U. S. Big Bargain 2 00	TOBACCOS-Fine Cut.	1,
Cocoa Castile	Hiawatha	6
Cocos Castile, Fancy3 36	Sweet Cuba	σи
Old Country, 80	Jas. G. Butler & Co.'s Bran	1
Bouncer, 100	Peach Pie	
SODA.	"Tobacco"	
Boxes	TOBACCOS - Plug. Jas. G. Butler & Co.'s Brar Something Good. Peach Pie "Tobacco". TOBACCOS - Smoking. Hector. Plow Boy, 2 oz. " 4 oz. " 15 oz. VINEGAR. 40 gr. 50 gr.	1'
SAL SODA.	" 4 OZ	3
Granulated, boxes	VINEGAR.	ď
Granulated, boxes 2  SEEDS.  Mixed bird. 4 1/2 6  Careway. 9  Canary 3 1/2  Hemp. 3 1/2  Anise. 13  Rape 6  Mustard 7 1/4	40 gr	1
Caraway	PAPER & WOODENWA	
Hemp 3½	PAPER.	
Rape 6	Curtiss & Co. quote as lows:	t
Common Fine per bbl @95 Solar Rock, 56 lb, sacks 27	Straw Rockfalls Hardware	
Common Fine per bbi. @95 Solar Rock, 56 lb. sacks. 27 Solar Rock, 56 lb. sacks. 27 60 20 100 20 100 21 Ashton bu. bags 75 Higgins 75 Warsaw 75 Warsaw 75 Diamond Crystal. cases 150 Diamond Crystal. cases 150	Hardware Bakers Dry Goods. 54% Jute Manilla 632% Red Express No. 1. No. 2 TWINES.	
100 "	Jute Manilla 6½0	0
Ashton bu. bags	Red Express No. 1	
Warsaw "	TWINES.	2
" ½ bu "	XO. 2. TWINES. 48 Cotton, No. 1.  " 2 Sea Island, assorted. No. 5 Hemp. No. 6 " Wool	2
" " 56-lb " 50	Sea Island, assorted	4
" " 28 " .2 10	No. 5 Hemp	1
" barrels 1 75	NO. 5 WOOD WOODENWARE. Tubs, No. 1 " No. 2 " No. 3. Pails, No. 1, two-hoop. " No. 1 three-hoop.	
Church's Arm & Hammer 514	Tubs, No. 1	8
Church's, Arm & Hammer   5½	" No. 3	6
DeLand's Cap Sheaf	Pails, No. 1, two-hoop	1
" pure	Clothespins, 5 gr. boxes Bowls, 11 inch	1
SYRUPS.	" 13 "	1
" one-half barrels 27	" 17 "	2
Pure Sugar, bbl30@40 "half barrel32@42	" assorted, 17s and 19s " 15s, 17s and 19s	55 05
SWEET GOODS.	Baskets, market	1
Ginger Snaps 7 Sugar Creams 8½	" willow cl'ths, No.1	5
Frosted Creams 8 Graham Crackers 8	" " No.2	7
Oatmeal Crackers 8	" splint " No.1	3
Jettine, 1 doz. in box75	" " No.2	7 15
-		4

	GRAINS and FEEDSTUFFS
lar. @20	WHEAT.
@00	White 92
@22 24 @29 32 @36	Red
32 (0)36	All wheat bought on 60 lb. test.
10 @14	Bolted
@20	MEAL. 1 30  Granulated
@22	FLOUR.
@22 24 @29 32 @ 6	Straight, in sacks   5 10   " barrels   5 30   Patent " sacks   6 10   " barrels   6 30   Graham " sacks   4 8   Rye " 3 70
32 @ 6	Petent " sacks 6 10
10 @14	Patent " sacks 6 10 " barrels 6 30
ED @20	Graham " sacks 4 80 Rye " " 3 70
@25	Rye " " 3 70
@35	MILLSTUFFS.
af @40	Bran 17 50
R.	Sorganings 15 (0)
R. 25 @35	Middlings 20 00
50 @65	Middlings 20 00 Mixed Feed 22 50 Coarse meal 22 50
75 @85	Coarse mear 22 30
. 25 @30	No. 1
30 @50	
55 @65	No. 1
25 @30 30 @50 55 @65 20 @35 40 @50	No. 1. 1 20 No. 2. 1 15
40 @50	CORN.
N.	Small lots
18 @26	OATS.
30 @40	Small lots
N. 18 @26 30 @40 .FAST.	Small lots
20 @35	HAY.
25 @30 30 @35 55 @65	No. 1. 9 00 No. 2. 8 00 -
8 @10	
e Cut.	HIDES, PELTS and FURS.
Brands	Perkins & Hess pay as fol
62	lows, nominal:
lug.	HIDES.
lug.	Green 4 @ 5
37	Part Cured
34	Dry 6 @ 7
37 34 35 oking.	Kips, green 4 @ 5
17	Dry 6 0 7 Kips, green 4 0 5 "cured 5 0 5/4 Calfskins, green 5 0 6 cured 6 0 8
17	Calfskins, green 5 @ 6 " cured 6 @ 8
	Deacon skins
32	No. 2 hides 1/4 off.
8	PELTS.
8	Shearlings
	WOOL.
ENWARF	Washed
ote as fol	Unwashed 10@22 FURS. Outside prices are for No. 1 only
ote as tor	I CAND.
165	Radger \$0 20@\$1 00
	Bear 5 00@25 00
214	Beaver 2 00@ 8 (0
2¼, 5¼@3 6½@8	Outside prices are for No.1 only Badger 80 240/81 00 Bear 50 026/25 00 Bear 50 06/25 50 Geat, house 056/25 25 Cat, wild 10 4 50 Coon 256/25 80 Fisher 40 06/26 600 Fox, cross 2 00/26 500 Fox, red 10 04/21 50 Fox cross 2 50 06/25 500 Fox cross 2 50 06/25 Fox cross 2 50 06
51/2@3	Coop 9560 90
61/2/08	Fisher 4 00@ 6 00
5	Fox, cross 2 00@ 5 00
	Cat, wild. 10 2 50 Coon 256@ 80 Fisher 4 00@ 6 00 Fox, cross 2 00@ 5 5 00 Fox, ged 1 00 2 1 50 Fox, gray 40@ 76 Lynx 2 00@ 3 00 Martin, pale and yel-
25	102, 510,
22	Lynx
18	low 40@ 75
18	Martin, dark 1 50@ 3 00
18	Mink 25@ 1 00
	low     40@     75       Martin, dark     1 50@     3 00       Mink     25@     1 00       Muskrat     07     15       Opposition     05     15
RE.	Otter
7 00	Skunk 10 1 00
6 00	Wolf 1 00 3 00
p. 1 50	Muskrat         07         15           Opossum         05         15           Otter         3 00         8 00           Skunk         10         1 00           Wolf         1 00         3 00           Beaver castors, per lb         2 00         5 00           DEERSKINS-Per pound, Thin and green         10         10
oop 1 75	1b 2 00 5 00
xes 50	Thin and green 10
1 95	Long grav
2 00	Gray 25
8 00 7 00 6 00 1 50 5 1	DEERSKINS   10   10   Long gray   20   Gray   25   Red and blue   35
and 19s 2 50	MISCELLANEOUS.
and 198 2 75	Grease butter 1 @ 2
1 50	Tallow
s, No.1 5 75	Ginseng 2 5 7 3 00
No.2 6 25	
37-0-0	
1 50 18, No.1 5 75 No.2 6 25 No.3 7 25 No.1 3 50	

### Puritano Cigar.



### The Finest 10 Gent Gigar ON EARTH

MANUFACTURED BY

DILWORTH BROTHERS, PITTSBURGH.

TRADE SUPPLIED BY

I. M. CLARK & SON,

Grand Rapids.

BRADDOCK, BATEMAN & CO., Bay City.

HESS 8 Wool & Tallow, Hides, Furs,

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

Some Objections to the Credit System.

Muskegon, Dec. 15-In the last number of The Tradesman I notice an article entitled, "A Pertinent Enquiry," 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 poorpay 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 argunot 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 poorpay 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 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 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 mencing to do any credit business. It is comparatively easy to avoid this where all parties to such transactions are entire 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 ger 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 princlples 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 unforis 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 transaction. 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 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. If cannot make fish of one and flesh ing, '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 femily 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 aware of your kindness in crediting poor sire to make their own donations direct and receive the credit of so doing. What 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 mourchase what they wanted at that mopurchase what they wanted at that mo-ment, and, again, they may have prom-ised the other merchant his money so often that they dreaded to see him for fear of being dunned again. Not being in-

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 perve to say. "No. sir. I regret that I nerve to say, "No, sir. I regret that I cannot open the door to credit."

#### Langeland Mfg. Co.

SASH

# **DOORS**

# Lumber, Lath and Shingles.

Office. Mill and Yard:

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



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

# You Ought to Read

..... A DAILY PAPER FROM THE WORLD'S FAIR CITY.

> The CHICAGO DAILY NEWS is as good as the best, and cheaper than the cheapest. It is mailed, postpaid, for \$3.00 per year or 25 cents per month. It is a member of the Associated Press, and prints all the news. At this price you need no longer content yourself with the old-time weekly. The CHICAGO DAILY NEWS costs but little more. It is an independent newspaper, and prints the news free from the taint of partisan bias.

.....YOU OUGHT TO READ THE

Chicago Daily News.

# 562,500 Envelopes

IN ONE INVOICE.

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

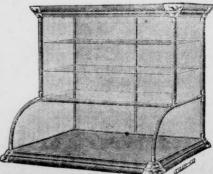
# Over a Million.

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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THE TRADESMAN COMPANY, PAPER DEALERS AND PRINTERS.

# INIGHTS OF THE GRIP Heyman & Company,



63 and 65 Canal St.,

Manufacturers of

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.

GRAND RAPIDS.

Pointed Paragraphs. Ignorance is a tax.

Better have an empty pocket than an empty heart.

A dollar in the bank is worth ten in Bohemian oats.

Get sense and you will be in a good way to get dollars.

The best place to smoke a cigar is in the kitchen stove.

Aim high, but be sure your gun is loaded with good principles.

It is more economical to learn from the experience of others than from your

Earn money honestly and spend it judiciously, and the problem of Fortune is half solved.

If the outside of a man's head is bald, it is his misfortune, not his fault. If the inside is bald, it is both a misfortune and a fault.

This is the last month of the year-an excellent time for looking backward at the things, profitable and unprofitable, you have done during the past year.

The man who consumes without producing belongs to the category of fires, floods and cyclones. Such a man is no good on earth, and the sooner the grass grows over his head the better it will be for the rest of mankind.

#### Crushed.

Four or five of us entered the hotel together, but the man with the sealskin trimmed overcoat pushed his way right up to the desk, registered as J. N. Powell Jones, Boston, and loudly remarked:

"Best parlor bedroom you have in the caravansary, and it must be on the front,

"Yes, sir," obsequiously replied the clerk, and he ran him into the elevator before he assigned any of the rest of us to a back room four floors up.

At dinner the Baron had his bottle of wine, and he had two waiters jumping at his command. When through he strolled into the office with a gold tooth-pick in his mouth, sat down in a promiplace, and, stretching out his legs, remarked in a loud voice: "If I had time I'd like to give the Mayor of this town a few hints on how to run it. Here, you! If the Governor calls for me say that I am out. I don't want to be bothered with him."

"Who is he?" I asked of one of the

"A drummer from Boston," he replied.

"A drummer from Boston," he replied.
"Why, I thought him some great man."
"Well, you were right. They don't
grow any bigger in this country."
The Baron snapped his fingers for a
boy, sent for a newspaper and a cigar,
and was asking if any of us had ever
seen a thousand dollar bill, when a Jew drummer for a tobacco house entered with an open telegram in his hand and handed it to the owner of the earth. It

"Firm of Blank & Blank, Boston, gone under for \$200,000."

That was the firm the Baron traveled for. He read the dispatch twice over, gasped three or four times, and then fell on the floor. The news became public property in five minutes, and the clerk of the hotel looked coldly upon the uncon-scious man, and then said to the colored

porter:
"Take him up the freight elevator to a cheap back room, Sam, and don't waste any more water than you can help in bringing him to. As soon as he can walk, get him out." J. S. WALKER,

WHOLESALE DEALER IN

Pickles, Vinegar, Cider, Jellies and Preserves, Min emeat, Maple Syrup, Sauer Kraut and Produce.

	Sauer Kraut and Produce.	
	323 SO. DIVISION	ST.
	I quote the trade as follows:	
	PICKLES.	
		7 50
	" 600 15 " "	4 00
	Medium 1,200 30 gal, bbls   \$	8 50
	1,20 15 "	4 75
	Gherkins 3,600 30	0 00
	" 3 gal nails	1 40
	Fancy Mixed Pickles 30 gal bbls	0 00
	" " " 15 "	5 25
	" " " 3 gallon pails	1 40
	Chow Chow 15 gals	5 50
	" " 3 gal. pails	1 40
	Split Pickles, plain, 1,200 in bbl	5 50
	Sweet Gherkins, 3,600 30 gal. bbls\$1	
	" " 1800 15 gal. bbls	2 00
	" Small 9 400 20 gal bble 1	1 00
	" Fancy Mixed, 30 gal bbls 1	1 00
	" " 15 "	610
	" Small, 1,200 15 gal, bbls	6 00
	" Split, 1,200 30 "	7-50
	Large pickles put up in 45 gal, casks	4 25
	Large pickies put up in 45 gai, casks	7 90
	BOTTLED PICKLES. English Pints, per doz	9 15
	American Pints. "	95
	American Pints, " Sauer Kraut, per bbl	4 75
	VINEGAR.	
	J. S. Walker's pure Table and Pickle.	
	40 grain per gal. (\$1 for bbl)	0 08
	White Wine same price.	09
	JELLIES.	
	30 lb. water pails, all kinds 80	0414
	20 lb. " " "	0434
	30 lb. water pails, all kinds	03
	SAUCE AND MUSTARD	
	Cass Farm Sauce, per doz	1 00
	Mustard 8 oz. per doz	80
	cups, rancy, per doz	70
	Cass Farm Sauce, per doz. \$  Mustard 8 oz. per doz  " cups, fancy, per doz  " wine glass, "  " beer mugs.  Black Jugs, per doz  Caddys, "	95
	Black Jugs, per doz	1 15
١	Caddys, "	2 90
1	5 gal. kegs	1 50
l	10 "	2 90
Ì	Barrels Mustard. per gal	
ı		22
1	CHOICE PRESERVES.	10
1	STANDARD MINORWEAT	10
ı	20 lb. Kanakens, per lb. STANDARD MINCEMEAT. 36 lb pails, per lb. 140 lb. kegs, " New England Mincemeat, per doz. 1 MAPLE SYRIP.	07
	140 lb, kegs, "	061/4
	New England Mincemeat, per doz1	00
	Extra Maple Syrup, 5 gal. cans per gal\$	0 85
	Vermont " 5 " " per doz	75
	Vermont " 1 " per doz	2 00
	vermont 1	0 90

	STAN	DAR	D MI	NCE	MEAT.		
36 lb pails							07
140 lb. keg	S, "						061/2
New Engls	and Min	cen	neat	per	doz	1	00
2.011				RUF			00
Extra Map	de Syru	p, 5	gal.	can	s per	gal	0 85
Vermont	"	5	44	66	66		75
Extra	44	1	44	66	d	~~	
		1	66			0Z	
Vermont		1					10 50
Extra	44	14	66	66	66		6 00
Vermont	**	1/	66	66	66		E E(
vermont		72					9 90
	N	IAPI	LE SI	UGAR			
30 and 60 l	h hoves	ne	r lh				. 10
oo and co i	o. DOACE						. 10
			ATSU				
Decanter,	pints, pe	er d	OZ				\$1 00
44	marte	16					1 50
"	quarts gal.						2 50
	2 gal.	44					
Choicest p	ints.	"					2 50
5 gal bage							50

	K
1 " jugs, " (	H
HORSE RADISH.	
American pints, per doz 9	H
3 gal. pails, per gal 7	a
APPLE BUTTER.	
Per pound (	16
I warrant all goods offered in this price list t	
give satisfaction or send them back, and wi	1

give satisfaction or send them back, and will always give you the lowest price on good goods. As for cheap goods, we do not handle them. I will allow 5 per cent. off for cash on all bills paid as soon as you get the goods.

Please give us a trial.

Yours Truly, J. S. WALKER.

#### Reliability of the Lactometer.

does not tell lactometer whole truth and nothing but the truth."
It ignores the fat of milk. The richer the milk, the poorer the lactometer makes it. A good supply of fat aids all the functions of life and helps the digestion of the starchy foods. Too much care cannot be bestowed in securing pure milk from healthy cows, fed on good, sound food. Large cities can only secure pure, sound milk by intelligent inspection, not only of the milk, but of the dairy, so that all food and surroundings shall show the best sanitary conditions



Grand Rapids & Indiana. In effect December 7, 1890. TRAINS GOING NORTH.

	South.	Nor	
For Saginaw, solid train		† 7:30	a m
For Traverse City	5:15 a m	† 7:05	a m
For Traverse City & Mackinawl	9:20 a m	†11:30	a m
For Saginaw, solid train		† 4:30	pm
For Cadillact	2:15 p m	+ 5:00	p m
for Mackinaw	8:50 p m	110:30	pm
From Kalamazoot	3:55 p m	-	
TRAINS GOING SO			
Arr	ive from	Leavege	oing
	North.	Sout	h.

muskegon, oran	u mapius & mulana.
For Muskegon-Leave.	From Muskegon-Arrive.
7:00 a m	10:10 a m
11:15 a m	3:45 p m
5:40 p m	8:45 p m
Through tickets and fu	ll information can be had by

calling upon A. Almquist ticket agent at Union Sta-tisn, or George W. Munson, Union Ticket Agent, &f Monroe street, Grand Rapids, Mich. G. L. LOCKWOOD, General Passenger and Ticket Agent.

Detroit, Grand Haven & Milwaukee.

GOING WEST.

Arrives.

Leaves
19.50 p m 1:00 p m

tMorning Express12:50 p m	1:00 p m
†Through Mail 5:00 p m	5:10 p m
†Grand Rapids Express10:25 p m	
*Night Express 6:40 a m	7:05 a m
†Mixed	7:30 a m
GOING EAST.	
†Detroit Express	6:50 a m
†Through Mail	10:20 a m
†Evening Express 3:35 p m	3:45 p m
*Night Express 9:50 p m	10:55 p m
+Daily, Sundays excepted, *Daily,	

Thally, Sundays excepted. "Daily."

Daily, Sundays excepted. "Daily m has Wagner parlor betroit Express leaving 6:59 m has Wagner parlor betroit Express leaving 1:45 m has parlor car attached. These trains make direct connection in Detroit for all points East. Express leaving at 10:55 p m has Wagner sleeping car to Detroit, arriving in Detroit at 7:39 a m. Tickets and sleeping car bettle secured at D., G. H. & M.R. y offices, 23 Monroe St., and at the depot Jas. Campsell, City Passenger Agent.

Jas. Campsell, City Passenger Agent.

JNO. W. LOUD, Traffic Manager, Detroit.

#### Toledo, Ann Arbor & Northern.

Toledo, Ann Afdor & Northeffl.

For Toledo and all points South and East, take the Toledo, Ann Afdor & North Michigan Rall-way from Owosso Junction.

Sure connections at Toledo with evening trains for Cleveland, Buffalo, Columbus, Dayton, Cincinnati, Pittsburg, Creston, Orville and all prominent points on connecting lines.

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

#### OCTOBER 5, 1890. CHICAGO OCTOBER 5, 1890. & WEST MICHIGAN RY.

DEPART FOR	A. M.	P. M.	P. M.	P. M.	P. M.
Chicago	+9:00	+1:00	*11:35		
Indianapolis		+1:09	§11:35		
Benton Harbor	+9:00	†1:00	*11:35		
St. Joseph	+9:00	+1:00	*11:35		
Traverse City	17:25	15:05	+11:30		
Muskegon	†9 00 †7:25		+.5:05		
Manistee					
Ludington			+11:30		
Big Rapids			111.00		
Grand Haven			+ 5:05		
Holland	+9:00		+ 5:05		

+Week Days. \*Daily. §Except Saturday. 9:00 A. M. has through chair car to Chica go. No extra charge for seats.

1:00 go. No extra charge for seats.
1:00 P. M. runs through to Chicago solid with Wagner buffet car; seats 75 cts.
5:05 P. M. has through chair car to Manistee, via M. & N. E. R. R.; solid train to Traverse City.
11:30 P. M. solid train has sleeper for Traverse City.
11:35 P. M. is solid train with Wagner palace sleeping car through to thicago, and also a combination sleeping and parlor car through to Indianapolis, via Benton Harbor.

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

# MICHIGAN CENTRAL

"The Niagara Falls Route."

# EDMUND B. DIKEMAN

THE GREAT

# Watch Maker a Jeweler,

44 CANAL ST..

Grand Rapids, - Mich.

# FIT FOR Table:

All goods bearing the name of

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

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

THURBER, WHYLAND & CO.,

West Broadway, Reade & Hudson Streets. New York City

BEFORE BUYING GRATES Economical, Sanitary, Cleanly and Artistic.

#### WANTED.

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

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

#### EARL BROS., COMMISSION MERCHANTS

157 South Water St., CHICAGO. Reference: First National Bank, Chicago. Michigan Tradesman, Grand Rapids.



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 ex-cited 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 limade 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 annovance, passing over such an 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 mar-kets 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 at Jackson 4:20 p. m. and Detroit at 6:45 p. m., connecting with the North Shore Limited, Joringing 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 plat-form along with a man whom 1 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 "Confound this delay! I am mighty anxious to get down to Ripley." "Marriage?" queried the man beside

"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."

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 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 re-

"Won't you give it away?"
"No."

"Hope to die if you do?"

"Well, I'm the robber and the identi-cal 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 of the box.

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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 boxe. 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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THIS CABINET HOLDS 100 lbs.