

has attended the efforts of the young merchants—I use the word prosperity in the limited sense that \$20,000 might imply, as the notes and book accounts due them would cancel all the firm's indebtedness, leaving \$20,000 in stock, which would represent their net income, with \$5,000 capital included, as the result of thirteen years' business. "Nothing large!" does some listener exclaim? No, and, still, adding rents, clerk hire and expenses of living, it is better than many older and more experienced merchants do.

It will be remembered that the summer of 1878 was prolific of fearful rain and wind storms through Southern Illinois. They were confined to no particular portion of that section, but generally followed the prairies, fortunately, however, visiting destruction upon few thickly settled localities. At the close of one sultry sabbath in August, a storm arose in the northwest, attracting at first but little attention; but, as night came on, the wind increased to a gale, accompanied by thunder and lightning and heavy rain, creating alarm among even the oldest settlers. The full force of the storm struck the village in which the firm of Vary & Rumsey were engaged in business, and it became evident that a tornado appalling in its nature was in progress. The inky blackness of the atmosphere, combined with the almost constant crash of the thunder, added to the horror of the situation. Brilliant flashes of lightning every few moments revealed timbers, lumber, trees and debris of every description whirling through the air in all directions. None dared leave the buildings they were in and brave the fury of such a storm, whatever their anxiety regarding friends or property. The most violent portion of the tornado was of brief duration, and much of its force was expended at a considerable distance above the earth. It passed through the village at right angles with the main street. Although its path was narrow, it partially destroyed four places of business and totally removed three others from the face of the earth, scattering the fragments of their contents over miles of country. Among the last three was our friends' store. While they were insured against loss by fire, they held none against such a calamity as had now befallen them, when the joint labor of the past years was in a moment swept from them forever. Fortunately, nearly \$2,000 in notes and accounts yet uncollected remained to them, but time only would determine what portion of this amount would be available.

It was the most disheartening event in their lives, and neither could, for a moment, think of again doing business in this cyclonic State. As soon after as was possible, preparations were made to remove to Oregon. Only a short time before this disaster happened to them, the firm's agent had laid out eighty acres of their land adjoining Portland into blocks and lots, and had recorded it as an addition to the city. They had also disposed of more than sufficient to release the mortgage and pay off the interest and taxes. Upon their arrival there, they were gratified to find that the city had extended its boundaries in all directions and included all their property within its limits; also to learn from their agent that \$90,000 had been offered for the balance of their lots and lands. It was deemed advisable by the partners to

make Portland their permanent home, plat their entire lands and open a real estate office at once. In addition to such business they would erect dwellings, also such other buildings as might seem to be required, upon their own lots for rental. Since the spring of 1884 I have received no personal letters from the firm, but at that time they were said to be worth, over and above all indebtedness, \$185,000, and nearly all this from the investment of \$5,000 nineteen years before.

Several lessons may be learned from the business sagacity of Vary & Rumsey: First, that it is not always wisdom to place all that we have on the hazard of a single die, as, in this changing world of ours, two or three chances are always better than one; second, lands cannot be destroyed by fire, nor stolen by thieves, and they require no insurance against tornadoes. Within the last quarter, at least, of the present century our people have become more gregarious than ever, and the great tendency has been for cities to enlarge and become more populous, thus rapidly enhancing the value of real estate. Farm lands, however, have not advanced in the same ratio. Investments, therefore, in nearly all kinds of city property, and more particularly suburban, have proven to be among the best. Few, indeed, regret such, and more have realized fortunes. The various inventions for the perfection of rapid transit by street railways have been an important factor in the enlargement of all cities, and will still continue to be such, and there are few cities in our Middle or Western States near which it is not a wise investment to purchase a few broad acres. T. W.

"Going Down to Mary's."

He was a queer old man who boarded the train at a small station. Two young men, who were probably his sons, brought him to the steps of the car and helped him on, and as he entered we saw that he leaned heavily on a cane and was very feeble.

"The children kept at me till I had to promise to go," he said as he sat down. "Hain't bin down to Mary's in five years, and I've got so old I dasn't wait any longer. It's putty tough on an old man like me, but I want to see Mary and the grandchildren."

"I take it you are going to spend Christmas with your daughter?" remarked the man in the seat ahead.

"That's it. Mary's my oldest gal. Got five of 'em, and all married off. She lives down at — and she would have me come and make a visit. Mary was allus a good gal, and she married a good man. You'll tell me when I git there, won't you?"

"Oh, yes."

"'Cause they'll all be there at the depot to meet me. My son Steve writ that I was coming."

He had about forty miles to go, and when we had passed the first three or four stations he was anxious for fear that he would be carried by the right one. After that he leaned over on the window and fell asleep. Just before the train arrived at — the man who had spoken to him turned about and said: "Come, grandpa, you get off here."

The old man did not move, and the stranger arose and shook his arm and said:

"Wake up, grandpa! This is your station, and Mary and the children are waiting. Come, now."

But he spoke to the dead. The old man had died while he slept—passed away so peacefully that not a line of his face had changed. And we were yet stunned and grieving when Mary and her husband and three happy children came hurrying into the car and shouted:

"Here he is. Here's our grandpa come to spend Christmas."

But he was with his God.

STANDARD OIL CO.,

GRAND RAPIDS, MICH.

Dealers in Illuminating and Lubricating

-OILS-

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave.

BULK STATIONS AT

Grand Rapids, Big Rapids, Cadillac, Grand Haven, Ludington, Howard City, Muskegon, Reed City, Manistee, Petoskey, Allegan.

Highest Price Paid for Empty Carbon and Gasoline Barrels

BALL-BARNHART-PUTMAN CO.,

Jobbers of Groceries

GRAND RAPIDS.

Pull the People

Into Your Store by Handling Goods of recognized Merit and Standard Purity and Strength.

Absolute Tea,

Absolute Spices,

Absolute Baking Powder.

One Trial will convince you of their Superiority. Manufactured only by

TELFER SPICE COMPANY,

GRAND RAPIDS.

LEMON & WHEELER COMPANY,

JOBBER OF

Groceries and Provisions

TEAS A SPECIALTY.

Good Bargains in New Orleans Molasses.

GRAND RAPIDS.

A Christmas Dialogue.

Written for THE TRADESMAN.

It was an old-fashioned grocery store away up in Antrim county, but it was brimful of everything good for Christmas. Pails and boxes filled with candies, also boxes of raisins were piled high against the wall on one side. Tubs of jams, jellies and sauces, a cask of prunes and a barrel of currants, sugar of all grades, dates and dried and canned berries, fruits and vegetables—all were quite sufficient to give one an appetite. An old-fashioned Christmas party was to be given at the village tavern, and many of the rooms were already decorated with evergreens and various rural mottoes. In the old-fashioned grocery store the stock was unusually large, and the proprietor was confidently expecting a profitable winter trade. There was quite a pile of boxes labelled "California layers" which attracted my attention. One box had a hole in one side, through which two or three large raisins were to be seen—in fact, they were so fine as to be transparent. Just then, hearing a small, squeaky voice come from the box, I listened. "Did you notice that lady with the little girl, who came along close to us to-day?" it said. "She called the child's attention to us and pointed to the reading on our house. She said to the little girl, 'We won't buy those raisins to-day but will wait, for the grocer said that it was so near Christmas he would open those California fruits tomorrow.' What a shame," said the voice, "that we must have the roof taken off our house! I presume we will then be placed in one of those horrible front windows to be stared at, and every day some of us will be torn from our beds, where we lie so snugly and happily, and carried away never more to return."

"Ah, but that is not the worst part of it," said a plump old fellow, whose family branch would weigh half a pound. "Our eyes will be pinched out, and we shall be chopped into pieces in a great, big wooden bowl and made a part of the pies and cake for the party at the tavern and—eaten up! Think of being chopped up and eaten! Oh, dear! Oh, dear! We should all have remained clinging to our mother, Mrs. Stem." And he heaved a deep sigh.

At this juncture a roll of sweet country butter spoke to a barrel of sugar near by. "Mr. Cube," it said, "why do those raisins complain? They are no worse off at Christmas than we are, and we shall probably be in their company and share the same fate before long. But why mourn over the inevitable? Ought we not rather be proud of the distinction and honor? Look at that old codfish, with his disagreeable perfume, and that corn meal, also. They won't be wanted at the party. Nobody would notice them if they were invited."

"You needn't feel quite so stuck up," cried out the codfish. "Mr. Meal and I often play ball together, and the people value us for an everyday help far more than they do all you Christmas dandies. Everyday, substantial old friends of humanity we are." And they both laughed aloud.

"Ah, but it is I who have the post of honor at every table," said the roll of yellow butter.

"Not quite so fast," replied a caddy of uncolored Japan and a sack of Mocha coffee in the same breath. "You would make a pretty dry Christmas without us."

Just then a big yellow pumpkin rolled out from the wall and took the floor. "No matter about me, I suppose," said he in a hollow, sepulchral voice. "What would Christmas be without me for a pie?"

"And what would you be without me?" squeaked out, from an upper shelf, a can of condensed milk.

"My friends," said a barrel of hickory nuts that stood modestly back, nearly out of sight, "you must have forgotten that, from the day the Pilgrim Fathers landed, myself and my numerous relatives of the Nut family have been among the first to receive invitations to all prominent holiday dinners. No dinner is complete without some two or three, at least, of our family present, and I can say without any egotism that I am a general favorite, particularly with the ladies and children. My friend, Mr. Diamond Salt, and myself are old and warm friends, and should always be invited together if good health is considered, as I disagree with no one when we are permitted to be in company."

"Mr. H. Nut has spoken truly," said a dirty looking bag of American salt. "I have been a silent listener to you all, and it seems to me that we are quite dependent upon each other and that few of us would be considered worth much by ourselves, but when in one harmonious family we are of great value to the world. A few of our members quarrel and fight like cats and dogs. Mr. Acid and Mr. Alkali meet occasionally, when they at once pick a quarrel with each other, and only after both are completely exhausted do they cease fighting. The only way to part them is to deluge both with water."

"It would seem as if mankind should take a lesson from the entire family of groceries, as we assemble and mix in each other's society so kindly and lovingly as each Christmas comes around," said a bag of roller process flour.

"I wish to make a complaint," said a package of yeast cakes. "No one has invited me to the party at the tavern."

"No use for you," replied a big cheese. "The whisky there will raise everything about as high as will be required."

"Who asked you to speak?" retorted the yeast. "You and old crackers there think the world couldn't exist long without you two. You're always found sitting pretty close to each other, and sometimes in the society of hard drinkers. I know, of course, that I am small, but give me a little time and a good drink of warm water and I can lift both of you."

"Well, my friends, I must bid you good night," said N. O. Molasses, as he started on a run, "for I cannot stay another minute to hear you."

"It is now about dark, and I would suggest that we light up," said a barrel of kerosene, "and, as it seems that some of our friends are taking their departure, I think the rest had better dry up and go to sleep."

It seemed very quiet soon afterward, and in a few moments I yawned, opened my eyes and found that I had been dreaming.

Begin the New Year Right

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

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.

C. N. RAPP & CO.,

WHOLESALE DEALERS IN

Foreign and Domestic Fruits.

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

HEADQUARTERS FOR

ORANGES, LEMONS and BANANAS.

ALFRED J. BROWN,

SEEDSMAN AND

Fruit Commission Merchant.

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

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

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

THE ALFRED BROWN SEED STORE, Grand Rapids, Mich.

SEEDS

—AND—

GRAIN

Mention this paper.

W. H. MOREHOUSE & CO

Wholesale Dealers in

GRAIN, CLOVER and TIMOTHY

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

CHOICE CLOVER and TIMOTHY SEEDS a specialty.

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

WM. R. KEELER,

JOBBER OF

Confectionery and Fruits, Nuts and Cigars,

412 SOUTH DIVISION ST.

TELEPHONE 92-3R.

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

MOSELEY BROS.,

—WHOLESALE—

Fruits, Seeds, Oysters & Produce.

All kinds of Field Seeds a Specialty.

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

26, 28, 30 and 32 Ottawa St.,

GRAND RAPIDS

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.

Belding—Cornell & Brown have opened a meat market.

Hart—C. A. Gurney has bought the drug stock of H. J. Chadwick.

Coldwater—C. W. DeClute has sold his meat market to Ziba Roberst.

Leland—Grobbs & Gill will open a branch general store at Provemont.

Cedar Springs—Beucus & Provin succeed James Allen in the grocery business.

Sheridan—A. H. Greenhoe succeeds D. B. Sanders in the flour and feed business.

Morenci—L. M. Rorick, of the dry goods firm of Crabbs & Rorick, is dead.

Detroit—John Stevenson succeeds Frederick Radtke in the grocery business.

Kewadin—A. Anderson & Son have removed their general stock to Clearwater.

Harrison—T. H. Lees succeeds the Harrison Hardware Co. in the hardware business.

Carrolton—The Henry Bell grocery stock has been purchased by Oliver & Speckman.

Reading—G. R. Fitzsimmons succeeds L. H. & G. R. Fitzsimmons in the grocery business.

Ann Arbor—Fred. D. Stimpson succeeds Stimpson & Hurlburt in the grocery business.

Port Huron—Breeze & Carlisle succeed Tawse & Carlisle in the confectionery business.

Mancelona—Streeter & Case, manufacturers of potash have dissolved, the former succeeding.

Muskegon—S. VanGuens & Co. have opened a meat market at the junction of Myrtle and Orchard streets.

Muskegon—E. David's grocery stock, at Bluffton, has been taken on chattel mortgage by Chas. C. Moulton.

Otisco—W. J. Snyder has assigned his general stock to E. E. Fales. The assets are \$717.74 and the liabilities are \$1,800.

Lennon—C. W. Allison and Stephen Harrington have formed a copartnership to engage in the manufacture of bed slats.

Petoskey—Chas. A. Bacon has purchased the grocery stock formerly owned by G. A. Whitten, who died about three weeks ago.

Lansing—Northrop, Robertson & Carrier will embark in the spice and extract business Jan. 1 under the style of the Lansing Spice & Extract Co.

Alpena—Mrs. E. L. Bertram has assigned her drug stock. The assets are \$1,500 the liabilities are \$2,400. Farland, Williams & Clark are preferred creditors.

Adrian—The D. J. Burleigh hardware stock has been purchased by J. A. and Henry C. Burleigh, who will continue the business under the style of J. A. & H. C. Burleigh.

Otsego—The Patrons of Industry recently bargained for the Truesdell & Son grocery stock, each party putting up \$100 as a bonus. The stock inventoried \$1,800, but the Patrons could raise only \$600, so the trade fell through. A dispute has arisen over the bonus, however, the Patrons having warned the holder not to pay it over to the grocers.

MANUFACTURING MATTERS.

Battle Creek—Sharp & Hobbs are succeeded by Sharp & Robinson in the planing mill business.

Horr—Seward & McArthur, who are operating a small sawmill here, will build a shingle mill during the winter.

Lansing—The C. D. Kirby drug stock has been foreclosed on chattel mortgage held by Lambert & Lowman, of Detroit.

Alpena—The capital stock of the Ansell Spool Co. has been increased to \$250,000. It is believed that the enterprise will prove a success.

Middleville—The Middleville Manufacturing Co. has been incorporated with a capital stock of \$26,700, to engage in the manufacture of brass work.

Whittemore—J. W. Balcom has removed his shingle mill to a point on the Loon Lake branch of the D., B. C. & A. Rail-way known as Balcom's Mill.

Bay City—Miller & Lewis have placed a mortgage of \$8,975 on their mill, etc., in favor of the Bank of Montreal and the Bank of Canada. This grows out of the Potts failure.

Bay City—The Bonsfield Woodenware Works are in full blast. Between 300 and 400 men and boys are employed. At present the daily product is 4,000 pails and 1,800 tubs.

Sault Ste. Marie—D. J. Ransom is reported to have interested a number of Chicago capitalists in the project of establishing a sawmill on the Spry property, the purchase to include 10,000,000 feet of pine.

Allegan—Undeterred by the non-success of a former company, formed for the same purpose, several Allegan men have organized the Allegan Gas and Oil Mining Co., with a capital stock of \$20,000, to bore for oil, gas or mineral wealth.

Cheboygan—The sawmills here cut 46,000,000 pieces of lath during the past season. There are 47,000,000 feet of lumber on the docks, a considerable portion of which is owned by Saginaw firms, and there are 5,440,000 feet of logs in the boom.

Freesoil—Reynolds & Kitzinger will start their sawmill again this week, enough logs have been gotten to the mill to make a good start. The Kobe mill will run day and night as soon as enough logs have been accumulated to warrant the resumption of operations.

Gripeack Brigade.

"Hub" Baker is entertaining his cousin, Mrs. Sadie Fredendall, of Laramie City, Wyoming.

J. P. Visner, traveling representative for E. J. Gillies & Co., of New York, has gone to Gotham for a fortnight's visit with his house.

W. B. Cary, who has been traveling for Strong, Lee & Co., of Detroit, has taken a similar position with Root & McBride Bros., of Cleveland.

Frank E. Chase was in Detroit last week, arranging his samples for the spring trade. He has signed with A. C. McGraw & Co. for another year.

Ed. Pike requests THE TRADESMAN to return his heartfelt thanks to the traveling men for their kindly and substantial remembrance, which was taken to him by a committee on Sunday.

H. A. Hudson has arranged to embark in an entirely new enterprise as a side issue—the breeding of cats. The first consignment of imported breeds was received by express last Saturday.

Geo. F. Owen has secured a one and one-third rate for parties of ten to attend the K. of G. meeting at Kalamazoo next Monday. Those who propose attending from this city are requested to notify Mr. Owen this week.

E. J. Evans, traveling representative for Robson Bros., of Lansing, was in town a couple of days last week. Mr. Evans is a royal fellow and always meets a cordial reception at the hands of his Grand Rapids friends.

Among the traveling men who propose attending the annual meeting of the Michigan Commercial Travelers' Association, at Detroit, Friday evening, are Chas. S. Robinson, A. B. Cole, Jack Lindsey and Geo. H. Seymour.

Maurice G. Wood, traveling representative for Arthur M. Parker, the Detroit wholesale grocer, was in town a couple of days last week. Mr. Wood has traveled continuously for fourteen years, but time appears to have dealt gently with him.

The Woolson Spice Co. has sent out invitations to all its traveling salesmen, inviting them to attend the usual annual re-union of the road force of the company at Toledo on the 26th and 27th. On account of the serious illness of Pliny Watson, President of the corporation, the banquet will be dispensed with.

O. B. Shaw, who has traveled for the past eleven years for B. Desenberg & Co., of Kalamazoo, has engaged to travel for I. M. Clark & Son, covering the Grand River Valley and the South Haven divisions of the Michigan Central, the Coldwater division of the Lake Shore and the Fort Wayne division of the G. R. & I.

"I had thirty-four pension checks among my collections this week," remarked W. F. Blake last Saturday. "One of my customers had fourteen of them on hand. Nothing gets Uncle Sam's money into circulation quicker than to pay it out in pensions, as most of the checks go into the hands of merchants within twenty-four hours after receipt."

John W. Lindsey, who has represented P. Lorillard & Co. and the Liggett & Meyers Tobacco Co. in this territory for the past six years, leaves the first of the year for Boston, where he will assume the management of his father's extensive real estate interests. Mr. Lindsey has been an active member of the fraternity and his removal from Grand Rapids will be sincerely regretted.

Some idea of the welcome in store for the Knights of the Grip who visit Kalamazoo next Monday may be inferred from the following letter, written to L. M. Mills by Geo. E. Bardeen: "The gong can be sounded! We shall give the Association and their ladies a royal welcome. We have the money, we have the enthusiasm! We shall take members and their ladies to and from depots free, give the ladies a free ride all over the city, furnish a band for the noon parade, give you good music, both vocal and instrumental, for the banquet and end up with a first-class ball. We are going to invite a few society people here for the dance, and our ladies will give your ladies a good welcome. The meetings will be held in the lecture hall and rooms of Parsons' Business College. The committee headquarters, Governor's reception and guests' reception will be held at the parlors of the Burdick. The banquet will be held at the Kalamazoo House, at 8 o'clock sharp. Now, get out a large delegation of your best men, and urge them all to bring their ladies and assure them that they will have the most royal welcome they ever had. Everything will be of the highest and most refined order, and, in justice to our merchants and manufacturers who have come for-

ward so liberally, I hope that your members will come in large numbers and bring all their ladies, and they will not regret it. Bring silk hats, canes, linen dusters and grips for the parade."

FINANCIAL.

Local Stock Quotations.

BANK.	
Fifth National	100
Fourth National	100
Grand Rapids National	135
Grand Rapids Savings	120
Kent County Savings	130
National City	135
Old National	135
People's Savings	100
JOBBER.	
Grand Rapids Packing and Provision Co.	102
Hazeltine & Perkins Drug Co.	100
Telfer Spice Co.	110
MANUFACTURING.	
Anti-Kalsomine Co.	150
Aldine Manufacturing Co.	60
Belknap Wagon & Sleigh Co.	100
Grand Rapids Brush Co.	85
Grand Rapids Electric Light and Power Co.	75
Grand Rapids Felt Boot Co.	105
Grand Rapids School Furniture Co.	110
Michigan Barrel Co.	100
New England Furniture Co.	100
Phoenix Furniture Co.	80
Sligh Furniture Co.	85
MISCELLANEOUS.	
Alpine Gravel Road Co.	75
Canal Street Gravel Road Co.	80
Grand Rapids Fire Insurance Co.	115
Grandville Avenue Plank Road Co.	150
Plainfield Avenue Gravel Road Co.	25
Walker Gravel Road Co.	80

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

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

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

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

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, 45 South Ionia street, Grand Rapids. 135

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

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

WANTED—I HAVE SPOT CASH TO PAY FOR A general or grocery stock; must be cheap. Address No. 26, care Michigan Tradesman. 115

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

FOR SALE—FULL LINE OF GROCERIES, INCLUDING 150 bushels first class potatoes in a good location. Will sell cheap for cash. Enquire of Wm. Druke, 16 Crescent avenue. 166

FOR SALE—FIRST-CLASS GROCERY AND CROCKERY stand, doing a strictly cash business of \$40 per day. Stock will invoice \$3,500. Terms cash. Reason for selling, owner has other business. Frank O. Lord, Grand Ledge Mich. 165

SITUATIONS WANTED.

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

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

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

WANTED—SITUATION BY A REGISTERED PHARMACIST, in drug or drug and general store. Sixteen years' experience. Best of references. Address A. D. C., box 533, Cadillac, Mich. 156

MISCELLANEOUS.

ABOLISH THE PASS BOOK AND SUBSTITUTE THE Tradesman Coupon, which is now in use by over 5,000 Michigan merchants—all of whom are warm in praise of its effectiveness. Send for sample order, which will be sent prepaid on receipt of \$1. The Tradesman Company, Grand Rapids. 164

SAMPLES OF TWO KINDS OF COUPONS FOR RETAILERS will be sent free to any dealer who will write for them to the Suttiff Coupon Pass Book Co., Albany, N. Y. 164

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

FOR SALE—CLEAN DRUG STOCK, SITUATED ON best retail street in Grand Rapids. Expenses small good paying patronage. Address No. 162, care Michigan Tradesman. 169

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

GRAND RAPIDS GOSSIP.

W. W. Bracy has opened a grocery store at 217 Coit avenue.

J. E. Moyer has removed his jewelry stock from Middleville to this city.

John Butcher succeeds Hewitt & Butcher in the meat business at 83 Fourth street.

John A. Thompson has opened a grocery store at Revenna. The Olney & Judson Grocer Co. furnished the stock.

Albert Jones has engaged in the grocery business at Crystal Valley. The stock was furnished by the Olney & Judson Grocer Co.

Mohrhard Bros. have closed out their meat market on East Bridge street and have arranged to embark in the same business at Battle Creek.

Daniel Marlatt has opened a grocery store at the corner of Third street and Broadway. The Lemon & Wheeler Company furnished the stock.

Ed. C. Judd has purchased the grocery stock of Henry W. Hall, at the corner of Broadway and Fourth street, and has removed his own stock to that location.

O. H. Richmond & Co. have sold their drug stock at 141 South Division street to White & Co., who were formerly engaged in the drug business at the corner of Fourth and Stocking streets.

Walter McBrien is succeeded in the grocery brokerage business by Chas. S. Withey and Fred B. Aldrich, who will conduct the business under the style of C. S. Withey & Co.

Julius J. Wagner has purchased the grocery stock of A. G. Wagner, at 197 East Bridge street, and will continue the business. Mr. Wagner has kept books continuously for eighteen years, during which time he has served Jos. H. Martin, Adolph Leitelt, the Novelty Iron Works and Julius A. J. Friedrich. He has been with the latter house exactly ten years.

L. Winternitz was in Chicago a couple of days last week, in attendance on a meeting of the Western Manufacturers Association, which comprises all the manufacturers of compressed yeast in the West. Mr. Winternitz suggested that the sale of bulk yeast to grocers be discontinued, as it tends to create dissatisfaction and loss. The suggestion was readily adopted by the Association, and on Jan. 5 bulk yeast will be sold to bakers only. On that date the price of yeast cakes in tin foil will be reduced from 18 to 15 cents per dozen.

Bank Notes.

A number of men of means are considering the plan of organizing another savings bank, to be located on South Division street.

D. C. Oakes has sold his interest in the banking firm of Churchill, Oakes & Co., at Shelby, to W. H. Churchill. The business will be continued under the same firm name.

D. C. Oakes, formerly engaged in the banking business at Shelby, has purchased the private bank of D. O. Watson, Administrator, at Coopersville, and will take possession of same Jan. 1. Mr. Oakes will retain Thos. Hines, the present cashier of the Watson bank, as his assistant, devoting his entire attention to the business.

T. Stewart White tells a good story relative to a friend of his who had carried a large balance at the bank for several years, but was caught in a tight place in the panic of 1873 and overdrew his account several hundred dollars. An employe of the bank was sent to inform him that his balance was on the wrong side, but no attention was paid to the notification. Another employe was dispatched on the same errand the next day, without result. The third day the cashier undertook to interview the refractory depositor, and was met with the enquiry, "Haven't I always kept a large balance at your bank?" The cashier was compelled to admit that such was a fact, when the depositor clinched the nail with the enquiry, "Was I ever mean enough to come around and remind you of it three days running?"

Purely Personal.

Frank O. Lord, the hustling Grand Ledge grocer, was in town one day last week.

J. J. McNaughton, the Howell meat dealer and stock buyer, was in town one day last week.

C. E. Case, of the Case Bros. Lumber Co., at Benzonia, was in town several days last week.

J. J. Kaufman has purchased a drug stock and embarked in the business at Shipshewana, Ind.

Chas. Burmeister, the Frankfort grocer, has gone to Berlin to try the lymph treatment for consumption.

R. C. Jones, Manager of the Steam Heat Evaporator Co., at Charlotte, was in town one day last week.

August Huelster, late of Milwaukee, will succeed Julius J. Wagner as bookkeeper for Julius A. J. Friedrich.

Geo. A. Sage, the Rockford grocer, was in town last Friday. He has purchased no carrots to speak of this year.

Frank Stone has sold his residence on Valley avenue and purchased a more pretentious home on Portsmouth Terrace.

C. H. Hinman, of the former firm of Grandie & Hinman, druggists at Battle Creek, has taken a position as traveling salesman for T. H. Hinchman & Sons.

Gave a Trust Mortgage.

KALKASKA, Dec. 20.—Pipp Bros. & Martindale have uttered a trust mortgage on their entire property, to secure every creditor who has a claim in excess of \$100. Mr. Thurber, credit man for Buhl, Sons & Co., of Detroit, is named as trustee. This action was precipitated by the commercial agencies and their local representatives, whose corns have been tread upon by the aggressiveness of the firm. Not a bill was due, nor had any check or note gone to protest, but the presence of several clamorous creditors impelled the firm to place their property in such a shape that no attachment could be sworn out against it. With the exception of a few men whose views are colored by jealousy, the most unbounded confidence is felt in the ability of the firm to pull through in good shape.

Waiting for the Climax.

From The Adrian Times.

Some three weeks ago a man visited this city, taking orders for gentlemen's suits, made to order, for a surprisingly small figure. He received \$5 down from a number of our merchants, clerks, etc., stating that the goods would be forthcoming within a week after placing the order. Nothing has been seen of the clothing ordered, nor the dapper young fellow making the sale and collecting the V. He gave a receipt from the Climax Clothing House, 303 and 305 Forty-second street, N. Y. His customers here are waiting for the climax.

RINDGE, BERTSCH & CO.,

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



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

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.

Coupon Books

Buy of the Largest Manufacturers in the Country and Save Money. The Tradesman Company, Grand Rapids

REDUCED PRICES

ARCTIC BAKING POWDER.

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

Arctic Manufacturing Company, Grand Rapids.

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

For Sale by Leading Wholesale Grocers.

P. B. OYSTERS. P. B.

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

THE PUTNAM CANDY CO.

Dry Goods.

MERRY CHRISTMAS.

"I heard the bells on Christmas day
Their old, familiar carols play."

In this busy, hurrying age the world has none too many holidays; therefore, it is incumbent upon us to hold fast those we already have and now and then, if possible, add another. We all have a joyous if not a reverent feeling toward Christmas, the king of holidays. Before this number of THE TRADESMAN reaches all its readers, Christmas will have come and gone. Without a doubt, it is, as its name implies, of Roman Catholic origin, viz., Christ Mass, or a mass to celebrate His birth. In the fourth century an ecclesiastic order was issued to institute an enquiry as to the day on which Jesus was born, and December 25 was decided upon. Mankind may not now be celebrating the exact day, yet it is immaterial when all acquiesce in the ancient decision. When we consider that the month of December is the height of the rainy season in Judea, the scriptural account of "a starry firmament" at that time would hardly coincide. We get our word Santa Claus from a corruption of the word Saint Nicholas, or, in German, Knecht Chlobes.

The gifts at Christmas were formerly presented almost entirely to children, probably as a symbol of the love of Christ for little children. Many of the ideas and customs pertaining to the Christmas of past centuries have been completely changed and others substituted; yet, perhaps the most precious to mankind remain in their outward expressions of kindness and love for each other, irrespective of class or condition.

The law now makes Christmas a legal holiday and all business is usually suspended. The day is, at the present time, among christian nations, generally given over to religious exercises, feasting and pleasure. It is a day when the poor and needy are especially remembered. Formerly, it had much of the mysterious associated with it. Away back in the dim vista of the past, when the Art Preservative had not yet disseminated what little knowledge the few possessed, a vast amount of oral and traditional information—more or less reliable—came down from father to son. To those primitive races the earth, the air and the sea were all peopled with strange and marvelous beings who influenced the actions of men. Some of these beings were good, while others were bad. Those inhabiting the air were usually supposed to be unseen ghosts or goblins, whose bloodcurdling screams or demoniac laughter were heard amid the darkness and storm, while others rose from the bowels of the earth and with voices of thunder addressed mankind. This traditional lore became so interwoven with truth as to influence many past events. Like children, our forefathers beheld with fear the darkness with which they were surrounded. In the gloom of that mental night every whisper was a spirit and every ray of light or moving shadow a ghost. But the morning came. Intelligence dissipated the darkness. With it vanished the airy nothings, never more to cover the earth with cruelty and oppression. The legends connected with Christmas would form a curious volume and would show some exemplary morals and inculcate the most noble precepts. THE TRADESMAN wishes each of its thousands of readers, and mankind in general, a very Merry Christmas and many happy returns of the day.

Prices Current.

UNBLEACHED COTTONS.	
Atlantic A.....	7
" H.....	6 1/2
" P.....	6
" D.....	6 1/2
" LL.....	5 1/2
Amory.....	7 1/2
Archery Bunting.....	4 1/2
Beaver Dam A A.....	5 1/2
Blackstone O, 32.....	5
Black Rock.....	7
Boot, A L.....	7 1/2
Chapman cheese cl.....	3 1/2
Comet.....	7
Dwight Star.....	7 1/2
Clifton C C C.....	6 1/2
" Arrow Brand.....	5 1/2
" World Wide.....	7
" LL.....	5
Full Yard Wide.....	6 1/2
Honest Width.....	6 1/2
Harford A.....	6 1/2
Madras cheese cloth.....	6 1/2
Noble R.....	5 1/2
Our Level Best.....	6 1/2
Oxford R.....	6 1/2
Pegnot.....	7 1/2
Solar.....	6 1/2
Top of the Heap.....	7 1/2
BLEACHED COTTONS.	
Amesburg.....	7
Blackstone A A.....	8
Beats All.....	4 1/2
Cleveland.....	7
Cabot.....	7 1/2
Cabot, %.....	6 1/2
Dwight Anchor.....	9
Edwards.....	8 1/2
Empire.....	6
Farwell.....	7 1/2
Fruit of the Loom.....	8 1/2
Fitchville.....	7 1/2
First Prize.....	6 1/2
Fruit of the Loom %.....	8
Fairmount.....	4 1/2
Full Value.....	6 1/2
Geo. Washington.....	8 1/2
Dwight Anchor.....	9
Farwell.....	8
UNBLEACHED CANTON FLANNEL.	
Tremont N.....	5 1/2
Hamilton N.....	6 1/2
" L.....	7
Middlesex A T.....	9
" X.....	9
" No. 25.....	9
BLEACHED CANTON FLANNEL.	
Hamilton N.....	7 1/2
Middlesex P T.....	8
" A T.....	9
" X A.....	9
" X F.....	10 1/2
DRESS GOODS.	
Hamilton.....	8
".....	9
".....	10 1/2
G G Cashmere.....	21
Nameless.....	18
CORSET JEANS.	
Bjddedford.....	6 1/2
Brunswick.....	6 1/2
PRINTS.	
Allen, staple.....	5 1/2
" fancy.....	5 1/2
" robes.....	5
American fancy.....	5 1/2
American indigo.....	5 1/2
American shirtings.....	4 1/2
Arnold.....	6 1/2
" long cloth B.....	10 1/2
" century cloth.....	8 1/2
" gold seal.....	10 1/2
" Turkey red.....	10 1/2
Berlin solids.....	5 1/2
" oil blue.....	6 1/2
" green.....	6 1/2
Cochecho fancy.....	6
" madders.....	6
Eddystone fancy.....	6
Hamilton fancy.....	6 1/2
" staple.....	5 1/2
Manchester fancy.....	6
" new era.....	6 1/2
Merrimack D fancy.....	6 1/2
TICKINGS.	
Amoskeag A C A.....	13 1/2
Hamilton N.....	7 1/2
" D.....	8 1/2
" Awning.....	11
Farmer.....	8
First Prize.....	11 1/2
Lenox Mills.....	18
COTTON DRILL.	
Atlanta, D.....	6 1/2
Boot.....	6 1/2
Clifton, K.....	7 1/2
SATINES.	
Simpson.....	20
".....	18
Cochecho.....	10 1/2
Glen Mills.....	7
Gold Medal.....	7 1/2
Green Ticket.....	8 1/2
Great Falls.....	6 1/2
Hope.....	7 1/2
Just Out.....	4 1/2 @ 5
King Phillip.....	7 1/2
Lonsdale Cambric.....	10 1/2
Lonsdale.....	@ 8 1/2
Middlesex.....	@ 5
No Name.....	7 1/2
Oak View.....	6
Our Own.....	5 1/2
Pride of the West.....	12
Rosalind.....	7 1/2
Sunlight.....	4 1/2
Vinyard.....	8 1/2

DEMINS.	
Amoskeag.....	12 1/2
" 9 oz.....	14 1/2
" brown.....	13
Andover.....	11 1/2
Everett, blue.....	12
" brown.....	12
GINGHAMS.	
Glenarven.....	6 1/2
Lancaster, staple.....	6 1/2
" fancies.....	7
Normandie.....	7 1/2
Renfrew Dress.....	7 1/2
Toil du Nord.....	10 @ 10 1/2
Amoskeag.....	7
" AFC.....	10 1/2
Persian.....	8 1/2
Bates.....	6 1/2
Warwick.....	8 1/2
CARPET WARP.	
Peerless, white.....	18
Peerless colored.....	20 1/2
GRAIN BAGS.	
Amoskeag.....	17
Stark.....	17
American.....	16 1/2
THREADS.	
Clark's Mile End.....	45
Coats', J. & P.....	45
Holyoke.....	22 1/2
KNITTING COTTON.	
No. 6.....	33
" 8.....	34
" 10.....	35
" 12.....	36
No. 14.....	37
" 16.....	38
" 18.....	39
" 20.....	40
CAMBRICS.	
Slater.....	4 1/2
White Star.....	4 1/2
Kid Glove.....	4 1/2
Newmarket.....	4 1/2
Edwards.....	4 1/2
RED FLANNEL.	
Fireman.....	22 1/2
Creedmore.....	27 1/2
Talbot XXX.....	30
Nameless.....	27 1/2
MIXED FLANNEL.	
Red & Blue, plaid.....	40
Union R.....	22 1/2
Windsor.....	18 1/2
6 oz Western.....	21
Union B.....	22 1/2
DOCKET FLANNEL.	
Nameless.....	8 @ 9 1/2
".....	8 1/2 @ 10
CANVASS AND PADDING.	
Slater.....	9 1/2
".....	9 1/2
".....	10 1/2
".....	11 1/2
".....	12 1/2
DUCKS.	
Severan, 8 oz.....	9 1/2
Mayland, 8 oz.....	10 1/2
Greenwood, 7 1/2 oz.....	9 1/2
Greenwood, 8 oz.....	11 1/2
WADDINGS.	
White, doz.....	25
Colored, doz.....	30
SILKESIAS.	
Slater, Iron Cross.....	8
" Red Cross.....	9
" Best.....	10 1/2
" Best AA.....	12 1/2
CORSETS.	
Coraline.....	\$9 50
Schilling's.....	9 00
SEWING SILK.	
Corticelli, doz.....	75
twist, doz.....	37 1/2
50 yd, doz.....	37 1/2
BOOKS AND EYES—PER GROSS.	
No 1 Bl'k & White.....	10
" 2.....	12
" 3.....	12
PINS.	
No 2—20, M C.....	50
" 3—18, S C.....	45
COTTON TAPE.	
No 2 White & Bl'k.....	12
" 4.....	15
" 6.....	18
SAFETY PINS.	
No 2.....	28
No 3.....	36
NEEDLES—PER M.	
A. James.....	1 50
Crowley's.....	1 35
Marshall's.....	1 00
TABLE OIL CLOTH.	
5—4.....	2 25
" 2.....	10
6—4.....	3 25
" 3.....	10
1 95.....	4
6—4.....	2 95

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of Staple and Fancy

Dry Goods

NOTIONS AND HOLIDAY GOODS.

Manufacturers of

Shirts, Pants, Overalls, Etc.

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

48, 50 and 52 Ottawa St.,

GRAND RAPIDS, - - MICH

WHOLESALE.

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

Send for circular and price list.

Smith & Sanford,

GRAND RAPIDS.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

[D. A. B. ODGETT, Vice-President.

H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

DON'T BE A

CHUMP

BUT USE

TRADESMAN COUPONS

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

THE TRADESMAN COMPANY,

Grand Rapids.

XMAS GOODS

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

P. STEKETEE & SONS,

IMPORTERS AND JOBBERS,

81 and 83 MONROE ST.

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

GRAND RAPIDS, MICH.

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 24, 1890.

Considerable ill feeling has been engendered and an endless amount of criticism indulged in during the past fortnight over the actions of a couple of local merchants in shielding a clerk in each establishment who had been detected in stealing goods. The pilfering appears to have been carried on for many months, during which time several hundred dollars' worth of goods were converted to the use of the families and friends of the guilty parties. Both victims settled with the thieves on very moderate terms and did all they could to prevent a publication of the facts. The other clerks in the establishments naturally resent such a policy, on the assumption that a person who has gone wrong ought to be prosecuted, as a warning to those who might be inclined to pursue the same course. Let it once be understood that a clerk can steal from his employer and compromise the matter if he is caught at it, and the incentive to stay honest is partially removed.

The Merchants and Manufacturers' Exchange of Detroit exhibited great good sense when it authorized the sending of the following dispatch to Senator McMillan at Washington:

It is the sense of the Merchants and Manufacturers' Exchange of Detroit that the interests of our country can be best served by giving the financial measures now before Congress precedence over all other measures.

A Chapter on Antidotes.

Written for THE TRADESMAN

It is of the highest importance to the public that people should be educated during their youth with a thorough knowledge of antidotes for all dangerous and poisonous drugs. Many valuable lives now lost would then be preserved. Why not connect it with the study of Physiology and Hygiene, now taught in our public schools?

A blunder was made by a druggist or his clerk in dispensing some medicine in a neighboring county a short time ago. The name of the medicine wanted is not known, but presumably it was some mild liquid, probably sweet spirit of nitre—as a tea spoonful was to be taken. It is said that nitric acid, more commonly known as *aqua fortis*, was dispensed. Surely the lady for whom the medicine was intended could not have looked at the label, or could not read, as she swallowed nearly a teaspoonful and, after running several blocks for aid, fell down exhausted. Antidotes were administered and the lady is said to be slowly recovering, though not yet out of danger. Had she known that any mild alkali was an antidote, much terrible suffering would have been prevented. Nearly every house contains bicarbonate of soda for cooking purposes and nothing better could

have been given. In the absence of this, potash, lime, chalk or magnesia may be used. As lime, a bit of potash or common lye are substances which frequently get into the eye, either through accident or design, it may be well for all to remember that acids and alkalies neutralize each other and weaken their action instantly; therefore, if we desire to counteract the effect of either, always use the other (in a weakened state) as the antidote, on the instant, if possible, and then summon the physician. Even mortar, torn hastily from the wall of the room when an alkali was wanted, has saved several lives.

Few persons are willing to pay the druggist for the responsibility resting upon him, together with a fair compensation for the medicines, while they are ever ready to blame and prosecute him for the slightest error. His pay should be sufficiently large that his mind is not harrassed with a thought of his daily wants or with any cares outside of his business. If this were the case (and the people have it in their power to make it so) there would be fewer errors on his part and less accidents to record.

Make up your mind whether you have full confidence in your physician or druggist, or both, and, if so, exhibit that confidence to them in your every action. It is better than words. It will beget a reciprocal and trustful feeling between you and they will be careful of your interest. Never act as if you doubted their knowledge or ability in matters you are ignorant of and which if you have confidence in them, you presume they understand thoroughly.

Wools Dull--Hides and Tallow Lower
--Furs Excited.

Wools are dull of sale and lower in price, if sales are made. There is a better price looked for in January, but legislation makes any price doubtful. Previous sales are very satisfactory, in the light of to-day's market and those prices have not made the seller any money.

There is a good demand for hides, but if any advance is asked, tanners reply in the negative. Heavy hides, calf and kip are lower. The supply is ample for all wants.

Tallow is weaker and lower, with little demand. Soapers are well stocked and there is no export demand except at low prices.

Furs are excited, owing to strife among buyers, which the market here or abroad does not warrant.

The weather is against it, and only choice skins are wanted.

The stringent money market and the uncertainty of the future takes the vim out of all operations, and operators buy and sell with extreme caution and keep moving.

A Brand to Tie To.

Realizing the desirability of giving the trade a brand of oysters which could always be relied upon so far as merit and uniformity are concerned, F. J. Dettenthaler placed on the market his celebrated "Anchor" brand, which is now in steady demand all over the State. The "Anchor" brand has made firm friends wherever introduced and has never been supplanted where a fair test of its merits has been made. Those dealers who are undertaking to build up an oyster trade on inferior stock would do well to send

for a sample order of the famous "Anchor" brand, as it invariably gives general satisfaction.

Due to a Conspiracy.

MAPLETON, Dec. 18.—The article in a recent issue of THE TRADESMAN, purporting to give a report of a husking bee at the farm residence of Capt. Fred L. Johnson, does that gentleman a grave injustice. I am in a position to know that the remarkable success of the genial Captain in capturing all the red ears on that occasion was due to a conspiracy entered into by him and Frank Hamilton, and that a piece of red chalk is to blame for much of the partiality apparently shown to the former master of the Queen.

The Dry Goods Market.

Prints are cheaper. Bleached cottons keep firm. Unbleached cottons are down a trifle. Dress cambrics are $\frac{1}{4}$ c cheaper. Dress gingham are cheap. Staple gingham are firmer.

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

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

Grand Rapids Fire Insurance Co.

CASH CAPITAL - \$200,000.00

Fair Rates.

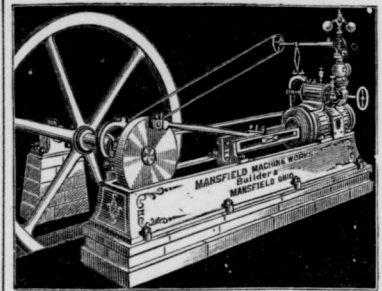
Prompt Settlements.

Call on our agent in your town.

JULIUS HOUSEMAN, President.

S. F. ASPINWALL, Secretary.

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



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

W. C. DENISON,

Manufacturers' Agent,

88, 90, 92 So. Division St., Grand Rapids,

Estimates given on Complete Outfits.

Furniture

—AT—

Nelson, Matter & Co.'s

Styles New, Cheap, Medium and Expensive.

Large Variety.
Prices Low.

FROM

J. HEERINGA,
GENERAL MERCHANT,
And dealer in Butter, Eggs, Seeds & Grain,
EAST SAUCATUCK, - MICHIGAN.

We quote the following prices on No. 4 tags, delivered to any express office or jobbing house in this city:

1,000	-	\$1.50
2,000	-	2.50
3,000	-	4.50

We carry all other sizes of tags and can fill orders on short notice

The Tradesman Company,
GRAND RAPIDS

Five Ways of Looking at the Credit System.

"Next to buying goods right," said a leading and successful retail dealer the other day, "I consider it most important that a merchant should know how to say 'no' when the occasion demands in such a way as to avoid giving offense—in other words, be able to refuse a man credit and still keep him as a customer. I have dozens of good patrons who would leave me forever if I was to give them five dollars' worth of credit, but I hold them in check by declining to grant any request of that nature."

"I can handle the man who asks to be trusted privately," said another dealer, "but the fellow who solicits credit in a loud voice before a storeful of people puts me at a disadvantage I hate to find myself in. To ask him to step to the rear of the store is equivalent to a slap in the face, so I am compelled to either grant the request or inform him that I cannot give credit."

"The hardest thing I have to contend with," remarked another dealer, "is the determination of some of my customers to go beyond bounds in buying on credit. I offer to trust them to the extent of \$25 and the first thing I know their account is in the vicinity of \$50. I remonstrate and they pay \$25, but the next time I go over the books I find the account is \$100. The constant determination to go beyond the limits I establish in this respect is a source of no small annoyance."

"I do considerable credit business," observed another merchant, "but it doesn't give me any great amount of concern. I trust those who are good, by which I mean those who pay or who have something they can turn over to me in payment. I use coupons altogether, which give me interest on the \$2,500 I formerly carried on my books without interest. As I do not need the money in my business, I am glad of an opportunity to loan it out in small sums at a round rate of interest. Whenever an account begins to look shaky, I take a calf, cow, ox or horse in settlement and turn the animal loose on my farm. In nearly every instance I am able to sell the animal at a profit, so I have made well on every part of the transaction. No use talking to me about the losses incident to the credit business. If it is handled right, there is no need of loss."

"The argument of the last speaker is conclusive—so far as he is concerned," exclaimed another dealer, "but where he makes a success of such a plan, a dozen others would not succeed. He is a born trader, with enough Yankee in him to render him a decided success in that way of dealing. He happens to be constituted that way or he would not be so free to approve of a scheme which many of us have been compelled to abandon in disgust. I am an ardent believer in the cash system, but am broad enough to admit that there are times when the credit system is absolutely necessary."

The Value of Sociability.

Written for THE TRADESMAN.

"Mr. Jordan, I hardly believe you care to sell me any goods to-day?" said the customer, and he dropped the end of a piece he was examining, and took a chair by the stove.

"Why, yes," replied the merchant, in

an absent-minded way or as if thinking of something else; "my goods are for sale, certainly. What have I said, Mr. Dean, that is wrong?"

"That is just the trouble, Jordan. You say very little and you say that in a very crusty manner. You are troubled with indigestion, or didn't sleep well last night, for I notice you are cross and have no patience with anyone who comes in, and you speak to your clerks as if they were dogs. I admit I have bothered you some about this sheeting, but I asked for a particular kind which you did not have and I was willing to talk about some other, and probably purchase something in place of my favorite kind. But I can hardly get you to talk at all, much less pleasantly. You are dumb as an oyster. I don't have to buy goods of you, Jordan, as I always pay cash, and you know it, and that's what puzzles me. I prefer your goods to those sold in other places, because they are always good in quality and, therefore, I come here to get my dry goods. If you want to sell me thirty yards of that Pacific sheeting, tie it up for me; mind, I find no fault with the price," and Edwin Dean settled back on the stool.

Mr. Jordan, while an excellent judge of goods, and an exceptional financier, had mistaken his vocation when he entered into the mercantile business. He should have chosen some other. He could not be called a "social" individual in any sense of the word, and he desired everyone to adopt his opinions and ideas in preference to their own. He never offered apologies for anything—such men rarely do, and though his goods were always the best and richly worth the price asked, which the most intelligent buyers knew, still his customers had dropped off until he was not having his share of trade.

There are many merchants and other business men of whom Mr. Jordan is a good representative, and it is only accidental that such persons succeed in their undertakings. It is a pleasing thought, however, to know that the great majority of merchants are not of this class. I have two or three now in mind whose customers tell me plainly they would never enter those stores again if the same quality of goods could be had for the same price elsewhere in their respective towns. It would seem as if a knowledge of such assertions would cause others to be more pleasant and courteous and not only avoid the reputation of being a "crank," but put money in their docket as well.

RUBBERS

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



G. R. MAYHEW, - Grand Rapids.

The "HOME RULE" Family OIL AND GASOLINE CAN.

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



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

—MANUFACTURED BY—
THE WINFIELD MANUFACTURING CO., WARREN, OHIO.

AT WHOLESALE BY

FOSTER, STEVENS & Co., Grand Rapids.	DANDT, WATSON & Co., Saginaw.
CURTISS & Co., "	WELLS-STONE MERCT. Co., "
OLNEY & JUDSON GROCER Co., "	WALZ & KELLER, "
GUNN HARDWARE Co., "	G. W. BRUSKE, "
GEO. C. WETHERBEE & Co., Detroit.	JENNISON & Co., Bay City.
FLETCHER, JENKS & Co., "	WALSH & EDINBOROUGH, W. Bay City.
E. F. PERCIVAL, Port Huron.	H. D. WOOD & Co., Toledo.
D. ROBESON, "	DUNSCOMB & Co., "
ROBSON BROS., Lansing.	STALLBERG & CLAPP, "



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

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

Drugs & Medicines.

State Board of Pharmacy.

One Year—Geo. McDonald, Kalamazoo.
Two Years—Stanley E. Parkhill, Owosso.
Three Years—Jacob Jenson, Muskegon.
Four Years—James Vernor, Detroit.
Five Years—Ottmar Eberbach, Ann Arbor.
President—Jacob Jenson, Muskegon.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. McDonald, Kalamazoo.
Meetings for 1921—Saginaw, second Tuesday in January; Grand Rapids, first Tuesday in March; Ann Arbor, first Tuesday in May; Detroit, first Tuesday in July; Upper Peninsula, first Tuesday in September; Lansing, first Tuesday in November.

Michigan State Pharmaceutical Ass'n.

President—D. E. Prall, Saginaw.
First Vice-President—H. G. Coleman, Kalamazoo.
Second Vice-President—Prof. A. B. Prescott, Ann Arbor.
Third Vice-President—Jas. Vernor, Detroit.
Secretary—C. A. Bugbee, Cheboygan.
Treasurer—Wm. Dupont, Detroit.
Next Meeting—At Ann Arbor, in October, 1921.

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

Grand Rapids Drug Clerks' Association.
President, F. D. Kipp; Secretary, W. C. Smith.

Detroit Pharmaceutical Society.
President, J. W. Allen; Secretary, W. F. Jackman.

Muskegon Drug Clerks' Association.
President, C. S. Koon; Secretary, A. T. Wheeler.

Liquor Selling in Drug Stores.

Written for THE TRADESMAN.

It seems impossible to prevent by any legal means the sale of liquors as a beverage in all drug stores. The law upon that subject may have produced temporary relief to the people in some sections, who have been annoyed by the former publicity of its sale, and while it may also have stopped the traffic in many instances, those who were determined to indulge in its use would travel farther and find the man who had invented a new dodge to circumvent the law.

In a State where the law was very strict and where heavy penalties were visited upon offenders, if liquor was either sold or given away to be drunk on the premises, I knew one druggist who was doing a large and legitimate business in his line, but who was determined to add to his receipts by the sale of liquor, also. While his neighbors never suspected that he was hourly violating the law, I do not hesitate to divulge his secret, as I cannot approve of his course and it may serve to place a surveillance over other stores of the same kind. It may be said by the initiated that his plan is an old "chestnut," but it will not be such to the general reader. His first move was to place his prescription case where it could only be reached through one narrow opening and build the front as high as a man's head, and light it from within by a skylight, if possible; if not, then by a ground glass back, through which not even a shadow was visible. He then procured a few plain strip labels, reading "Ext. Mayhem," "Syr. Juglandi," "Oil Lugubri," etc., which, in most cases, if noticed, would attract little attention. A few patent medicine bottles holding about a quart would then be covered with colored paper, securely pasted around them. These would each be filled with the liquors required by his customers. Across the center of them the strip labels were placed and near the top of the bottle was another reading, "Keep from the light." These bottles stood upon his prescription shelves promiscuously with other sized bottles. The man knew his customers for these medicines, as a matter of course, and through some mysterious initiation they were not only bound to secrecy but to vouch for the silence of any friendly stranger they occasionally brought with them. All local customers had been schooled in the contents of each bottle. The liquors were also so disguised by special flavors, colorings and by sweetening that they would hardly be known as

the originals. The druggist kept no clerk and he never waited upon this class of customers when they required a dose from these bottles. They generally came for their medicine, one at a time, and, if a stranger to them was present, the question, "Have you any Ext. Mayhem?" was asked and he would be told there was a dose on the prescription counter and would make some excuse for being in haste and ask if he might wait upon himself and, at once, pass through the narrow opening and disappear. Quietly helping himself, he would leave a quarter on the counter and often seat himself in a chair until the party who saw him enter had left the store. At other times, if several were in the store, he would enter hurriedly and, speaking in his usual tone of voice, ask if his "Oil of Lugubri" was ready, and be told in the presence of all that he would find it on the prescription counter. Of course he found it and left the quarter. If two came together and saw a customer in the store, they would not enter but take a walk for a brief time and call again at a more opportune moment. The druggist did not directly reply to my question, when I inquired what his daily sales would average from that source, but said, "It is a poor day that I do not take in five or six dollars." I will add that when desiring to go out of business several years afterward, an exhibition of his cash receipts (which, of course, included all sales) was an important factor for obtaining the cost of goods and fixtures and a bonus for the excellent location.

One other instance of evading the officers of the law came under my notice: A young man with whom I was afterward well acquainted opened a small store for the sale of drugs and medicines, including a few fancy goods, at a country railroad station, where there was no other store and not more than half a dozen buildings. He afterward informed me that he located there on purpose to sell whisky and boasted that he made money by so doing. None, however, was ever discovered on his premises, notwithstanding he was suspected and a search was made. He did not pretend to keep liquors, even for medicinal purposes, and this well-known fact was probably a shield to his criminal acts. After a four months' trial of the drug business, he concluded that the best way to avoid imprisonment was to remove his entire stock and leave the State. The building was of wood and only one story and was ceiled up instead of being plastered. A very small man-hole was already cut through the ceiling overhead large enough to put a boy through in case the attic should take fire, or the stove-pipe required attention. The young man obtained only one five gallon keg of whisky at a time, and that was always smuggled through so as to reach him by a night train, when, after a late hour, with lights all extinguished, he would raise and push it through the opening endwise. Being himself small in stature, he would stand upon a table and wriggle himself through afterward, then roll the keg to one side, over the shelving and cornice. Here, wedged close under the rafters, one end of a small rubber tube was connected with the keg and the other passed down back of the ceiling and shelving, brought through into a false drawer and a minute brass faucet attached. This drawer, which I cannot describe on paper, was a novelty. It

was so constructed that it would readily open in the ordinary way, disclosing a few roots or herbs, but by a peculiar push and pull upon the knob, another drawer came forth containing the brass faucet and an ordinary glass tumbler. This drawer being near the center of a case of twenty others, if opened by strangers, attracted no attention.

A rather curious fact in connection with this whisky business is that I have never known an "old soaker" to give the snap away.

Hustle.

From the Confectioners' Gazette.

Don't wait for trade;
Don't stand around and expect business to build itself!
Hustle, push, wake up, advertise.
Keep stock up with the best;
Keep prices down as low as possible consistent with a fair profit;
Be prepared for every demand;
If you don't have what is asked for, get it;
Advertise!
Keep the best stock;
Try to beat competitors by having better goods,
At fairer prices;
Always be courteous and ready to oblige;
And advertise.
Keep the store clean;
Make it attractive;
Have polite and attentive clerks;
"Sugar catches more flies than vinegar."
A pleasant word will often bring back a customer.
"Never weary in well-doing;"
Never tire in attending to the wants of customers;
Whether they buy or not, ask them, with a smile to "come again;"
Be prepared to supply their needs;
And advertise.

Medicine Wanted.

Apothecaries have some very queer applications for prescriptions. An old war veteran limped into a shop one day, and said to the druggist:

"I want some medicine."
"What kind of medicine?"
"Oh, some sort of vermifuge, I suppose."
"Where does the seat of your difficulty seem to be?"
"In my wooden leg, mister. It's getting all worm-eaten!"

The Drug Market.

Gum opium is dull and lower. Morphia is unchanged. Quinine is steady. Cream tartar is back to old price. The manufacturers tried to form a combination last week, but failed. Balsam peru is higher. Balsam tolu is lower. Oil anise has declined. Oil lemon has advanced. Salacin is lower.

Good if Enough is Taken.

Miss Longout—"They tell me arsenic is really good for the complexion. Now, Mr. Formula, you have studied chemistry so long. Is it really good?"

Formula—"There's no doubt about it, Miss Longout. If you take enough of it your complexion will never trouble you."

Failed for the Fourth Time.

The Associated Press announces the failure of the Cornell Wind Engine & Pump Co., of Louisville, Ky. The company was organized by F. G. Cornell on a capital stock of \$75,000, but he was deposed as manager a short time before the failure. This is the fourth time Mr. Cornell has failed within a half dozen years, more or less serious failures having occurred at Grand Rapids, Lyons and Big Rapids, in all of which places he conducted business for a time.

Spring & Company's Reply to "Retail Druggist."

GRAND RAPIDS, Dec. 20.—In your issue of December 16, we notice the reply of "Retail Druggist" to our letter of the previous week. He characterizes our statements as misleading and tries to prove his assertion by quoting prices on several lines of Colgate's soaps at \$8 per gross. He does not, however, mention the fact that these prices are subject to a considerable discount. He asks what we know about the perfumery business, anyway. We know (and he, as a druggist ought to know) that all of Lubin's perfumes sold to the trade in the United States are bought either directly or indirectly from a well-known dry goods jobbing house. We know that we have all the goods we advertise. We know how and where to buy them and how to dispose of quantities satisfactorily and successfully, and if "Retail Druggist" will unmask and introduce himself to our tiny presence we will lead him with a kindly light to where he can buy the \$8 soaps mentioned in his letter for \$6, in any quantity, 6 per cent. off for cash, delivered.

In our opinion, "Retail Druggist" does not give the public credit for judgment or discrimination to any extent when he implies that we impose a cheaper line of goods upon them in connection with staple articles. Possibly not. Everyone knows that Lautier's, Lubin's, Colgate's and Lady Grey perfumes are standard and, possibly, too, opinions differ in regard to the qualities. If "Retail Druggist" has never heard of Lady Grey perfumes, then he has learned something by reading our advertisement, and if he imagines that because they are foreign to his knowledge they are inferior goods, we will send him a trial bottle gratis to disabuse his mind of the opinion. We have had many favorable comments upon our line of perfumeries and toilet articles by people whose opinions are reliable and intelligent and the fact that we cannot buy Solon Palmer's or Alfred Wright's extracts is no argument in favor of their superiority over others. They prefer to sell the drug trade, for reasons best known to themselves; or, possibly, they have not yet anticipated the fact that in the near future the bulk of perfumeries will be sold by the dry goods trade.

"Retail Druggist" endeavors to justify himself for selling cigars and tobacco by saying that the trade has sold them for fifty years. Then they have encroached upon other legitimate trade for that length of time, and when we have been in the perfumery business fifty years we may be inclined to quit; but, as "business is based upon profit," we shall continue on in our present course for an indefinite period. The public is always interested in buying goods at right prices and as long as we meet their approval we will sell standard perfumeries, soaps and toilet articles at popular prices.

SPRING & COMPANY.

For Fall painting you have to use a

DRYER

in mixing WHITE LEAD

USE OUR

CROWN JAPAN DRYER.

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

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

Put up in one gallon square cans.

Write for special prices.

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

CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists,
GRAND RAPIDS.

Wholesale Price Current.

Advanced—Balsam Peru, Oil Lemon.

Declined—Balsam Tolu, Gum Opium Gum Opium po., Oil Anise, Cream Tartar, Salicin Turpentine.

ACIDUM.		CUBEBAE.	
Aceticum	80 10	Cubebae (po. 1 50)	1 60 1 75
Benzolium German.	80 10	Juniperus	80 10
Boricum	20 38	Xanthoxylum	25 30
Carbolicum	20 38	BALSAMUM.	
Citricum	50 55	Copaiba	60 65
Hydrochloric	30 5	Peru	60 1 00
Nitricum	10 12	Terabin, Canada	35 40
Oxalicum	11 13	Tolutan	40 45
Phosphoricum dil.	13 10	CORTEX.	
Salicylicum	1 40 1 80	Abies, Canadian	18
Sulphuricum	1 40 1 60	Cassia	11
Tannicum	1 40 1 60	Cinchona Flava	18
Tartaricum	40 42	Euonymus atropurp.	30
AMMONIA.		Myrica Cerifera, po.	20
Aqua, 16 deg.	3 1/2 5	Prunus Virgin.	12
" 20 deg.	5 1/2 7	Quillaja, grd.	12
Carbonas	12 14	Sassafras	12
Chloridum	12 14	Ulmus Po (Ground 12)	10
ANILINE.		EXTRACTUM.	
Black	2 00 2 25	Glycyrrhiza Glabra	24 25
Brown	80 10	" po.	33 35
Red	45 50	Haematox, 15 lb. box	11 12
Yellow	2 50 2 00	" 1s.	13 14
BACCAR.		" 1/2s.	14 15
Cubebae (po. 1 50)	1 60 1 75	" 3/4s.	16 17
Juniperus	80 10	FERRUM.	
Xanthoxylum	25 30	Carbonate Precip.	15
BALSAMUM.		Citrate and Quinia.	23 50
Copaiba	60 65	Citrate Soluble.	80
Peru	60 1 00	Ferrocyanidum Sol.	50
Terabin, Canada	35 40	Solut Chloride.	15
Tolutan	40 45	Sulphate, com'l.	1 1/2 2
CORTEX.		" pure.	7
Abies, Canadian	18	FLORA.	
Cassia	11	Arnica	28 30
Cinchona Flava	18	Antemiss	20 25
Euonymus atropurp.	30	Matricaria	25 30
Myrica Cerifera, po.	20	FOLIA.	
Prunus Virgin.	12	Barosma	20 22
Quillaja, grd.	12	Cassia Acutifol, Tin-	
Sassafras	12	nivelly	25 28
Ulmus Po (Ground 12)	10	" Alx.	35 50
EXTRACTUM.		Salvia officinalis, 1/2s.	12 15
Glycyrrhiza Glabra	24 25	and 3/4s.	8 10
" po.	33 35	Ura Ursi.	8 10
Haematox, 15 lb. box	11 12	GUMMI.	
" 1s.	13 14	Acacia, 1st picked	21 00
" 1/2s.	14 15	" 2d	20
" 3/4s.	16 17	" 3d	20
FERRUM.		" sifted sorts	20
Carbonate Precip.	15	" po.	75 1 00
Citrate and Quinia.	23 50	Aloe, Barb. (po. 60)	50 60
Citrate Soluble.	80	" Cape. (po. 20)	12
Ferrocyanidum Sol.	50	" Socotri. (po. 60)	50
Solut Chloride.	15	Catechu, 1s. (1/2s, 1/4s,	
Sulphate, com'l.	1 1/2 2	16)	
" pure.	7	Ammoniac	25 30
FLORA.		Assafetida, (po. 30)	15
Arnica	28 30	Benzoinum	50 55
Antemiss	20 25	Camphore	50 52
Matricaria	25 30	Euphorbium po.	35 40
FOLIA.		Gambogum	23 30
Barosma	20 22	Gamboge, po.	80 95
Cassia Acutifol, Tin-		Gualacum, (po. 40)	35
nivelly	25 28	Kino, (po. 25)	20
" Alx.	35 50	Mastic	90
Salvia officinalis, 1/2s.	12 15	Myrrh, (po. 45)	40
and 3/4s.	8 10	Opil, (pc. 4 00)	2 65 2 75
Ura Ursi.	8 10	Shellac	28 40
GUMMI.		" bleached	3 35
Acacia, 1st picked	21 00	Tragacanth	30 75
" 2d	20	HERBA—In ounce packages.	
" 3d	20	Absinthium	25
" sifted sorts	20	Eupatorium	20
" po.	75 1 00	Lobelia	25
Aloe, Barb. (po. 60)	50 60	Majorum	28
" Cape. (po. 20)	12	Mentha Piperita	23
" Socotri. (po. 60)	50	" Vir.	25
Catechu, 1s. (1/2s, 1/4s,		Rue	30
16)		Tanacetum, V.	30
Ammoniac	25 30	Thymus, V.	25
Assafetida, (po. 30)	15	MAGNESIA.	
Benzoinum	50 55	Calcined, Pat.	55 60
Camphore	50 52	Carbonate, Pat.	20 22
Euphorbium po.	35 40	Carbonate, K. & M.	30 35
Gambogum	23 30	Carbonate, Jennings	35 38
Gamboge, po.	80 95	OLIVUM.	
Gualacum, (po. 40)	35	Absinthium	5 00 2 50
Kino, (po. 25)	20	Amygdalae, Dulc.	45 75
Mastic	90	Amygdalae, Amarae	8 00 2 25
Myrrh, (po. 45)	40	Anisid	1 90 2 00
Opil, (pc. 4 00)	2 65 2 75	Aurant Cortex	2 00 2 50
Shellac	28 40	Bergamli	3 25 4 00
" bleached	3 35	Cajiputi	90 1 00
Tragacanth	30 75	Caryophylli	1 25 1 30
HERBA—In ounce packages.		Cedar	35 65
Absinthium	25	Chenopodii	2 00 2 00
Eupatorium	20	Cinnamonil	1 20 1 25
Lobelia	25	Citronella	45
Majorum	28	Conium Mac.	35 65
Mentha Piperita	23	Copaiba	1 20 1 30
" Vir.	25	POTASSIUM.	
Rue	30	Bi Carb.	15 18
Tanacetum, V.	30	Bichromate	13 14
Thymus, V.	25	Bromide	37 40
MAGNESIA.		Carb.	13 15
Calcined, Pat.	55 60	Chlorate, (po. 16)	14 16
Carbonate, Pat.	20 22	Cyanide	50 55
Carbonate, K. & M.	30 35	Iodide	2 00 2 30
Carbonate, Jennings	35 38	Potassa, Bitart, pure	30 33
OLIVUM.		Potassa, Bitart, com.	15
Absinthium	5 00 2 50	Potass Nitras, opt.	8 10
Amygdalae, Dulc.	45 75	Potass Nitras	7 9
Amygdalae, Amarae	8 00 2 25	Prussiate	30 33
Anisid	1 90 2 00	Sulphate po.	15 18
Aurant Cortex	2 00 2 50	RADIX.	
Bergamli	3 25 4 00	Aconitum	20 25
Cajiputi	90 1 00	Althae	25 30
Caryophylli	1 25 1 30	Anchusa	15 20
Cedar	35 65	Arum, po.	25
Chenopodii	2 00 2 00	Calamum	30 50
Cinnamonil	1 20 1 25	Gentiana, (po. 15)	10 12
Citronella	45	Glycyrrhiza, (pv. 15)	16 18
Conium Mac.	35 65	Hydrastis Canaden.	40
Copaiba	1 20 1 30	(po. 15)	40

Morphia, S. P. & W.	2 45 2 70	Seidlitz Mixture	25	Lindseed, boiled	56	59
C. Co. S. N. Y. Q. &	2 35 2 60	Sinapis	18	Neat's Foot, winter	50	69
Moschus Canton	40	" opt.	30	strained	50	69
Myristica, No. 1	70 75	Snuff, Maccaboy, De	35	Spirits Turpentine	43 1/2	50
Nux Vomica, (po. 20)	10	Voes	35	PAINTS.		bbl. lb.
Os. Sepia	33 38	Snuff, Scotch, De. Voes	35	Red Venetian	1 1/2	2 3/4
Pepsin Saac, H. & P. D.	22 00	Soda Boras, (po. 13)	13 1/2	Ochre, yellow Mars	1 1/2	2 3/4
Co	22 00	Soda et Potass Tart.	30 33	" Ber.	1 1/2	2 3/4
Piels Liq. N. C., 1/2 gal	22 00	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2	2 3/4
doz	22 00	Soda, Bi-Carb.	3 1/2 4	" strictly pure	2 1/2	2 3/4
Piels Liq., quarts	21 00	Soda, Ash	3 1/2 4	Vermilion Prime Amer-		
" pints	21 00	Soda, Sulphas	2	ican	13 1/2	16
Pil Hydrarg. (po. 80)	50	Spts. Ether Co	50 55	Vermilion, English	85 88	
Piper Nigra, (po. 22)	1	" Myrcia Dom.	25	Green, Peninsular	70 75	
Piper Alba, (po. 35)	3	" Myrcia Imp.	30 00	Lead, red	2 1/2	3
Pix Burgun	7	" Vinyl Rect. bbl.	23 23	Whiting, white Span.	2 1/2	3
Plumbi Acet	14 15	Less 5c gal, cash ten days.	21 10	Whiting, Gilders	2 1/2	3
Pulvis Ipecac et opil.	1 10 1 30	Sulphur, Subl.	2 1/2 3 1/4	White, Paris American	1	00
Pyrethrum, boxes H	21 25	" Roll	2 1/2 3	Whiting, Paris Eng.	1	40
& P. D. Co., doz.	30 35	Tamarinds	8 10	cliff	1	40
Pyrethrum, pv.	30 35	Terebenth Venice	25 30	Pioneer Prepared Paint	30 1 4	
Quassia	8 10	Theobromae	55 60	Swiss Villa Prepared	1	00
Quina, S. P. & W.	39 44	Vanilla	9 00 16 00	Paints	1	00 1 20
" S. German	23 35	Zinc Sulph.	7 8	VARNISHES.		
Rubia Tinctorum	13 14	OILS.		No. 1 Turp Coach	1	10 21 20
Saccharum Lactis pv.	40	Whale, winter	Bbl. Gal	Extra Turp.	1	00 21 70
Salicin	2 00 2 10	Lard, extra	70	Coach Body	2	75 30 00
Sanguis Draconis	40 50	Lard, No. 1	45	No. 1 Turp Furn	1	00 21 10
Santonine	4 50	" M.	55	Eutra Turk Damar	1	55 21 60
Sapo, W.	12 14	" G.	15	Japan Dryer, No. 1	70 2	75
" M.	10 12					
" G.	15					

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

--- DRUGS ---

Chemicals and Druggists' Sundries

Dealers in

Patent Medicines, Paints, Oils, Varnishes.

Sole Agents for the Celebrated Pioneer Prepared Paints.

We are Sole Proprietors of

WEATHERLY'S MICHIGAN CATARRH REMEDY

We have in stock and offer a full line of

Whiskies, Brandies,

Gins, Wines, Rums.

We are Sole Agents in Michigan for W. D. & Co.,

Henderson County, Hand Made Sour Mash

Whisky and Druggists' Favorite

Rye Whisky.

We sell Liquors for Medicinal Purposes only.

We give our Personal Attention to Mail Orders and Guarantee Satisfaction.

All orders are Shipped and Invoiced the same day we receive them. Send in a trial order.

HazelTine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

GROCERIES.

AN OLD TIME GROCERY.

Happiness the Rich and Fashionable
Might Envy.

Written for THE TRADESMAN.

In this age of imposing architecture in our modern commercial palaces, which rise so far above those of half a century ago as to completely overshadow them, we lose sight of the modest and unpretentious little store of the past and walk by its small paned and narrow windows with hardly a thought of what is within. Often, however, its possessor, who sits quietly smoking his pipe in the door way, has a bank account which would astonish us and whose contentment money cannot always purchase. Grand Rapids, no doubt, has a few such in its midst, if one always knew just where to look for them. A representative of THE TRADESMAN had a brief but pleasant interview with an old-time merchant of this class a few days ago, in the person of Oliver Bleak, who first became a citizen of Grand Rapids in the spring of 1856. Though Bleak by name, the old gentleman is mild and sunny in his nature, and one who—much as appearances are to the contrary—has made business a success. He is a native of Holland and first came to this country in 1844, being at that time about 20 years old. In those days there were no steamships traversing the ocean and the voyage was made by him in an emigrant ship, in a run of forty-two days. Thousands of persons, passing Eastward from Monument Park on Fulton street, have noticed at the corner intersecting Lagrave street a two-story, red brick grocery, about 20 x 30 feet in size. The lot upon which this stands is 51 x 160 and was purchased by Mr. Bleak the first year he came to Grand Rapids for \$900 in gold, and the building was erected soon after, being now used as a store and dwelling. A wooden building of nearly the same dimensions stands on the East half of the same lot and years ago his wholesale and retail business occupied them both. "There was a time," said he, "when I loaded up the wagons with supplies to go far into the North woods, many miles distant." "Did you always get your pay for them," was asked, "Oh, no," was the answer, "when a lumberman failed he went down with \$50 to \$100 of my money, but that was not very often. I was among the first who sold goods at wholesale in the city, although not the heaviest dealer."

The old store room which has been used for this purpose so many years is very primitive in appearance and reminds the customer of the old-time country grocery of half a century ago. No effort is made to display the stock or tempt the eye and no regular classification or uniformity is followed in placing it upon the shelves. His stock is quite small now and when asked if it would not be well to increase it, the answer was, "I do not care to do more now, as my boys have grown up and are in business for themselves, and I have other and more important business and this is a good place for an office where I can always be found."

He has been quite a traveler during the earlier years of his life. He first came to Buffalo N. Y., and was for a time engaged in the milk business, afterward keeping a grocery in that city for four or five years. He was intimately

acquainted with Cleveland when Grover was (as he expressed it) a big, fat boy, then attending the high school in Buffalo, and says Grover often rode with him when going or returning. Grover was his model as a boy, and is still his model as a man. Little did Mr. Bleak imagine at that time he was riding with a future President of the Republic! Mr. Bleak was instrumental in bringing a practical and skilled workman from Holland, and introducing the first compressed yeast in America. "I told the people," said he, "that they were losing money without it. I had been acquainted with its use before I left home and knew all about it."

The little store in question is one of the oldest buildings now standing in the city and when asked why he did not select a lot nearer the business portion of the city, the owner appeared to be astonished at the question and thought he had chosen the right spot. Truly contentment is all that is required to be happy.

One Phase of the Sugar Situation.

The practical abolition of the duty on sugar means a temporary increase of consumption owing to the fall in price per pound. But within ten years the *Sugar Beet Journal* predicts that the price will rise to what it is now and the \$60,000,000 which has entered the United States treasury from this source will be absorbed by the West India planters. The bounties granted for home sugar will act as a temporary stimulant, but a reaction will follow as a result of a change in government politics, or the pressure brought about by many neglected industries. The same paper says farmers cultivating beets will never understand that a portion of the bounty should not be handed over to them, while capitalists will argue that they take the risks and should therefore have money for their enterprise. Again, if special arrangements can be made with South American countries to receive their sugar free and they to give preference to our manufactured products the agreement could not be long standing, owing to the want of stability in such centers. The American sugar industry will continue in its sickly condition and not become prosperous until tariff tinkering ends. Strike out the word sugar in all future congressional debates, thus allowing the capitalists intending to invest or those who have already invested their money to know what to expect, and improvements in manufacturing methods will then follow rapidly and new centers will be prosperous. The sugar question is too complicated to be grasped at a moment's notice.

The Grocery Market.

Hard sugars are a trifle lower. The National Starch Manufacturing Co. has issued a circular to the jobbing trade, announcing their annulment of the agreement made with the Wholesale Grocers' National Association and a return to the prices in force prior to November 3. The experiment cost several thousand dollars, which the starch combination voluntarily assumes. The unseasonable weather has curtailed the sale of prepared buckwheat about two-thirds. Millers have advanced flour 10 cents per barrel.

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

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

PRODUCE MARKET.

Apples—Green, \$3.50@4.50 for choice eating and \$3 for cooking stock. Evaporated are firm at 13@13½c, with a small advance in prospect.
Beans—The market is hardly as strong as it has been. Handlers pay \$1.65@1.80 for country picked and find no difficulty in making sales at \$2.05 @2.10 for city picked.
Beets—50c per bu.
Butter—Dairy is firm and in good demand at 17@20c per lb. Creamery finds moderate sale at 25@26c.
Cabbages—70c per doz. or \$4 per 100.
Carrots—2@2½c per bu.
Celery—20@25c per doz.
Cooperage—Pork barrels, \$1.25; produce barrels 25c.
Cranberries—Michigan berries are in fair demand at \$3 per bu. Cape Cod commands \$11@13 per bbl. and Bell and Cherry are held at \$10.
Eggs—Fresh are coming in a little more freely, dealers pay 20c and holding at 22c. Cold storage and pickled stock are in good demand at 20c.
Field Seeds—Clover, mammoth, \$4.60 per bu.; medium, \$4.30@4.4. Timothy, \$1.5 per bu.
Game—Venison, 13c per lb.; Rabbits, 75c per doz.; Partridges, 5c per pair.
Grapes—About out of market.
Maple Sugar—8@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 80@85c at this market and 75@80c at the principal buying points in the potato district.
Squash—1½c per lb.
Sweet Potatoes—Kiln dried Jerseys have advanced to \$4 per bbl. All other varieties are now out of market.
Turnips—30@35c per bu.

PROVISIONS.

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

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

SAUSAGE—Fresh and Smoked.
Pork Sausage, 6
Ham Sausage, 9
Tongue Sausage, 9
Frankfort Sausage, 8
Blood Sausage, 5
Bologna, straight, 5
Bologna, thick, 5
Head Cheese, 5

LARD—Kettle Rendered.
Tierces, 7
Tubs, 7½
50 lb. Tins, 7½

LARD—Family
Tierces, 5½
30 and 50 lb. Tubs, 6
3 lb. Pails, 20 in a case, 6½
5 lb. Pails, 12 in a case, 6½
10 lb. Pails, 6 in a case, 6½
20 lb. Pails, 4 in a case, 6½
50 lb. Cans, 6

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

SMOKED MEATS—Canned or Plain.
Hams, average 20 lbs., 8½
" " 16 lbs., 9½
" " 12 to 14 lbs., 9½
" picnic, 6
" best boneless, 9
Shoulders, 5½
Breakfast Bacon, boneless, 8
Dried beef, ham prices, 8½
Long Clinks, heavy, 6
Briskets, medium, 6½
" light, 6½

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.
Whitefish, @10
" " smoked, @8
Trout, @9
Halibut, @18
Clasoes, @4
Flounders, @9
Bluefish, @10
Mackerel, @25
Cod, @10
California salmon, @22

OYSTERS—Cans.
Fairhaven Counts, @35
F. J. D. Selects, @23
Selects, @23
F. J. D. Anchors, @22
Standards, @20
Favorites, @16

SHELL GOODS.
Oysters, per 100, 1 25@1 50
Clams, 75@1 00

BULK GOODS.

Standards, per gal., @1 25
Selects, " @1 65
Scrimps, " 1 50
Clams, " 1 50
Scallops, " 1 50

FRESH MEATS.

Swift and Company quote as follows:

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

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.
Standard, per lb., @ 8½
" H. H., @ 8½
" Twist, @ 8½
" pails or packages, net weight, 9
" 24 lb. bbls, 8
Boston Cream, 11
Cut Loaf, 10½
Extra H. H., 11

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

FANCY—In 5 lb. boxes. Per Box.
Lemon Drops, 65
Sour Drops, 65
Peppermint Drops, 75
Chocolate Drops, 75
H. M. Chocolate Drops, 90
Gum Drops, 40@50
Licorice Drops, 1 00
A. B. Licorice Drops, 80
Lozenges, plain, 70
" printed, 75
Imperial, 70
Mottos, 75
Cream Bar, 65
Molasses Bar, 65
Caramels, 16@18
Hand Made Creams, 8@10 00
Plain Creams, 80
Decorated Creams, 1 00
String Rock, 75
Burnt Almonds, 1 00@1 10
Wintergreen Berries, 70

FANCY—In bulk.
Lozenges, plain, in pails, 12
" printed, in pails, 13
Chocolate Drops, in pails, 13
Gum Drops, in pails, 6
Moss Drops, in pails, 10
Sour Drops, in pails, 11
Imperial, in pails, 12

ORANGES.
Floridas, fancy 12-138, \$3 75
" 15-226, 4 25
" 176-200, 4 25

LEMONS.
Messina, choice, 300, @ 4 50
" fancy, 300, @ 5 00
" 300, @

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

NUTS.
Almonds, Tarragona, @18
" Ivaca, @17
" California, @17
Brazil, @17
Walnuts, Grenoble, @16
" Marbot, @12
" Naples, @
" Chili, @10½
Table Nuts, No. 1, @16
" No. 1, @14½
Pecans, Texas, H. P, @15
Cocoanuts, full sacks, @5 00

PEANUTS.
Fancy, H. P., Suns, @ 6
" " Roasted, 8 @ 8½
Fancy, H. P., Stars, @ 5
" " Roasted, 7 @ 7½
Choice, H. P., Ex Prince, @ 5½
" " Roasted, 7 @ 7½
Fancy, H. P., Steamboats, @
" Roasted, @

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

FLOUR SACKS, GROCERY BAGS, TWINE AND WOODEN WARE.

Houseman Block,

Grand Rapids, Mich.

PROFIT IN PAPER MONEY.

Various Ways in Which Uncle Sam has Made Millions.

From the Washington Star.

"The parlor stove is a considerable source of income to the United States Treasury at this time of year, though the contributors to the fund accumulated by its means are invariably most unwilling ones," said a treasury official.

"Of all ways of hoarding paper money none appears to be in such universal favor as that of hiding it away in an unused sitting-room stove during the summer time. When the fire is lighted in the autumn the cash goes up in smoke and then the owner makes application to have the ashes redeemed. The chief of the redemption division said yesterday that not less than 100 such cases were submitted to him every fall. Sometimes the remains are not too far consumed for identification, but as a rule this method of destroying money is found to be singularly effective and hopeless. There was received yesterday at the treasury \$120, in the shape of a small quantity of ashes packed into a thimble, from Texas. The woman who had owned the \$120 had drawn the sum from bank and deposited it in a stove for safer keeping, with the usual result. Unfortunately, the ashes are indistinguishable from any other ashes, and so she will lose the amount.

"It is a most interesting fact that nearly all the paper money destroyed by accident meets its fate on the rail. Whenever a railway disaster occurs fire usually ensues, and the express car is burned. Now, an express car almost invariably carries a safe with more or less money in it, among other valuables. The safe, unless it is one for transporting government money, is apt to be one of the portable kind and not fire-proof. Thus it is an almost every day occurrence for one of these safes to arrive at the treasury here with its cash contents in the shape of more or less hopeless ashes.

"For example, take the accident that occurred in Kentucky only the other day. Two trains met in a tunnel, one of them loaded with passengers and the other a freight, carrying coal and iron. For thirty hours the wreck burned, and such was the heat generated that the iron was melted and flowed like water. In the express car of the passenger train was a safe with \$1,600 cash in it, besides a lot of jewelry. It was all paper money and was reduced to ashes. Seven hundred dollars is all that the redemption division has been able to get out of it in condition for purchase with fresh United States notes. This, the authorities say, is the worst ordeal through which an express safe has ever passed.

"You would be astonished to see how little in the way of remains is required, when passed under the hands of the treasury experts, to procure the identification and redemption of burned paper money. A few bits, so hopelessly charred as to seem to the ordinary eye but a small accumulation of ashes, may be redeemable for thousands of dollars in bright new bills at the paying teller's desk. All that is required is sufficient evidence that the originals of the notes have been really destroyed. Morsels no bigger than your finger nail are every day redeemed for the face value of the bills they represent. As to this it is largely a matter of chance. If the morsel were merely a corner, it would not be likely to suffice for the identification of the note. Supposing that the case is that of a bank note, it is absolutely essential that the bank should be determined, else payment cannot be made. But let the bit presented show the name of the bank, its number or even a portion of one of the officers' signature, and it goes. Until very recently portions of notes sent in have been redeemed on the discount principle—nine-tenths of a ten-dollar bill bringing \$9, and so on—but now the law is that the smallest portion is redeemable at full face value, if only it is accompanied by satisfactory affidavits as to the loss of the remainder. Some few attempts have been made to swindle the treasury in this way by false affidavits, but the department believes that it has always discovered them.

"Uncle Sam has made a good deal of money by his paper cash that has been accidentally destroyed. Of course, every penny of it that is not handed in at the treasury for redemption is so much in his pocket. In this way he has found his issue of fractional currency most profitable. These small notes—for 5 cents, 10 cents, 25 cents and 50 cents—were easily destroyed, especially during war times.

"The first issue was made in 1863, and of the 5-cent notes then put forth, nearly one-half—more than 45 per cent., accurately speaking—has never been asked payment for. The same thing is true of 30 per cent. of the 10-cent notes, 20 per cent. of the 25-cent notes, and 11 per cent. of the 50-cent notes. It is shown by the figured treasury total that of the \$20,000,000 worth of these notes first issued more than \$4,000,000 still remains in the clothes of the government. There were four more subsequent issues of fractional currency—some of their output in 3 and 15 cent notes—aggregating about \$447,000,000, and of this lump sum more than \$11,000,000 has not been called for. This leaves Uncle Sam 'on velvet' to the extent of \$15,000,000, so far as his fractional notes are concerned. In other words, he seems to have made about that amount of money clear on the five issues.

"Now, what has become of all this small change? In 1870 a treasury commission, not appointed by law in any proper form, made up its mind that \$8,000,000 had been lost or destroyed, and Congress accordingly turned that amount out of the \$10,000,000 originally appropriated for the redemption of the fractional notes over for the payment of pensions. Since then three experts in the department, making their calculations independently—one of them Accountant Lentz of the national banking division—have arrived approximately at the same conclusion, that not more than \$1,000,000 of the fractional currency has been destroyed or lost and that \$14,000,000 yet remains outstanding. According to their estimate this great sum is at present in the hands of collectors, large and small. It requires nearly \$3,000,000 of each fractional issue to satisfy their appetite for curiosities. Not merely do dealers hold considerable stocks of these notes, but nearly every private individual has one or more of them just for fun.

"As for the gain of the government on its notes of larger denominations through their loss or destruction, the treasury is only able to make a guess, estimating it at considerably less than 1 per cent. While the discounting of paper currency by paying proportionately fractions of bills was legal the treasury cleared \$350,000 through the industry. A good deal of money in paper is hoarded every year by persons who die without revealing its whereabouts, and much of it is never found. Sums in this shape are often dug up on the persons of corpses exhumed for other purposes. Only the other day the body of a murdered man was discovered near an Ohio town, with a pocketbook filled with greenbacks. The latter were sent to the treasury here for redemption."

Crockery & Glassware

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

Muskegon Cracker Co

CRACKERS, BISCUITS AND SWEET GOODS.

LARGEST VARIETY IN THE STATE

SPECIAL ATTENTION PAID TO MAIL ORDERS.

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

MUSKEGON, MICH.

No Connection with Any Cracker Trust.

Heyman & Company,

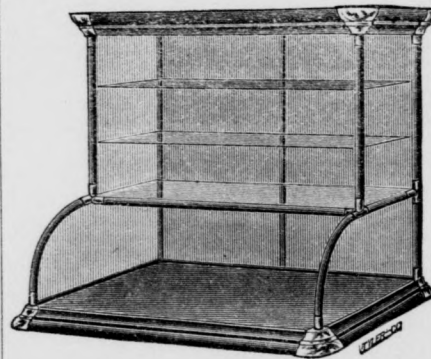
Manufacturers of

Show Cases

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.



63 and 65 Canal St., - GRAND RAPIDS.

RED The most effective Cough Drop in the market, Sells the

STAR

quickest and pays the

MANUFACTURED BY

A. E. BROOKS & CO.

best. Try them.

Grand Rapids, Mich

The Finest Line of Candy in the State.

DROPS

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 So. Ionia St., Grand Rapids.

Langeland Mfg. Co.

Wholesale Manufacturers of

SASH

—AND—

DOORS

DEALERS IN

Lumber, Lath and Shingles.

Office, Mill and Yard:

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

MUSKEGON, MICH.

KNIGHTS OF THE GRIP



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

Bell Furniture and Novelty Co.,

NASHVILLE, MICH.

Bicycles,
Tricycles,
Velocipedes
AND

General Sporting Goods

Agents for A. G. Spalding & Bro.'s
Sporting and Athletic Goods and
American Powder Co.'s Powder.

We have on hand a complete line of Columbia, Victor and other cheaper bicycles, also a splendid assortment of Misses' Tricycles, Children's Velocipedes and small Safety Bicycles.

E. G. Studley,

4 Monroe St.,

GRAND RAPIDS

Call and see them
or send for large,
illustrated cata-
logue.

Personal Appearance Not a True Index.

Written for THE TRADESMAN.

Merchants sometimes make amusing and unfortunate mistakes in "sizing up" customers with whom they may be unacquainted, often to their own mortification and regret. It is not always possible to judge from a person's dress and general appearance whether he be a beggar or a millionaire, and it is generally best to treat him as the latter until you are convinced to the contrary. In doing so, should he be poor in this world's goods, you have the satisfaction afterward of feeling that you have treated him well, and at the same time you may have appealed to his vanity and secured him as a lasting customer. Poverty is sufficiently humiliating and vexatious without a person's being reminded of it through slights. We appreciate and admire the friendship of those who, knowing our poverty, treat us as if we had thousands at our command; and that merchant is wise who thinks twice before he does much talking to either strange customers or those whom he well knows are obliged to make a single dollar cover many purchases.

I was amused at a little incident which occurred in Grand Rapids the other evening. I was invited by a friend to step into a fruit store with him for a moment. The gentleman was well educated, albeit a little rough in his expressions sometimes, possessed a good bank account, yet withal was rather economical in dress, and, as happened just then, he presented a rather "seedy" appearance. As he placed five cents in the hand of the merchant and said, "A few good eating apples, please," I noticed that the man gave my friend a quick, searching look. He moved toward a basket of rather inferior fruit, while his customer passed farther along, his hand fondling some extra northern spys. The merchant noticed him and nervously said, "Those cost a little more." "I don't care a d— about the cost," answered my friend. "Give me two or three of these." I did not hear the embarrassed reply, as the merchant selected three of the king of apples, but I noticed the smile which played about the mouth of a gentleman who sat back by the fire.

It is natural for human nature to display its brightest and best side. The best fruit and the largest eggs are generally placed on the top—not always expressly to deceive, by any means, but with the pardonable pride of attracting attention. The goods nearest the door and in the windows are there to exhibit the best samples.

When a boy, I remember seeing an old farmer, wearing a very ragged coat and with a coonskin cap on his head, enter a grocery store and proceed to examine some very fine codfish piled upon the end of a counter near the door. A dapper young man who had just been engaged as clerk, being alone in the store at the moment, hurried forward to wait upon him. One glance appeared to satisfy him. Touching the old gentleman lightly on the arm, he said, "Walk right back this way. I can show you some much cheaper codfish than this." And he turned back as if expecting the customer to follow at once. The old man evidently heard but did not even look around, continuing to slowly examine the fish. The clerk was impatient. "I said I could show you some cheaper fish," he repeated. "Dang it!" replied the old man, as he turned and looked the young

man squarely in the face. "Who said anything about cheaper fish? I shall try and pay for what I get!" Before the clerk could reply, the proprietor entered the door and, with a smile and a "Good morning, Uncle George," he warmly shook the old man's hand, and, seeing him standing by the fish, remarked, "There is something I shall be pleased to put up for you—the finest fish I have had for a long time." "Yes, I've been looking at them," said the old gentleman, "and I wanted two or three; but your clerk here was terribly anxious to sell me some cheaper ones, or they would have been tied up for me long ago." With an embarrassment he could hardly conceal, the grocer addressed his clerk: "Why, James, did you not know that this is Uncle George Sanford? He is able to purchase every store and its contents in this block and pay for them to-day. He buys our best goods, always—be sure and remember that." And he proceeded to wait upon the old gentleman in person. A practical, though disagreeable, lesson of this kind is a swift educator and is often a most valuable one to a young man, resulting in his being a very successful merchant in after years.

J. S. WALKER,

MANUFACTURER OF

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

323 SO. DIVISION ST.

I quote the trade as follows:

PICKLES.	
Medium 1,200 30 gal. bbls.	\$ 7 50
Small 600 15 " "	4 00
Small 2,400 30 " "	8 50
" 1,200 15 " "	4 75
Gherkins 3,600 30 " "	10 00
" 1,800 15 " "	5 50
" 3 gal. pails.	1 40
Fancy Mixed Pickles 30 gal. bbls.	10 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 PICKLES.	
Sweet Gherkins, 3,600 30 gal. bbls.	\$13 00
" 1,800 15 gal. bbls.	7 00
" Small, 2,400 30 gal. bbls.	11 00
" Fancy Mixed, 30 gal. bbls.	11 00
" 15 " "	6 00
" Small, 1,200 15 gal. bbls.	6 00
" Split, 1,200 30 " "	7 50
" 600 15 " "	4 25
Large pickles put up in 45 gal. casks.	7 50
BOTTLED PICKLES.	
English Pints, per doz.	\$ 2 15
American Pints, " "	95
Sauer Kraut, per bbl.	4 75
VINEGAR.	
J. S. Walker's pure Table and Pickle.	
40 grain per gal. (\$1 for bbl)	\$0 08
50 " " "	09
White Wine same price.	
JELLIES.	
30 lb. water pails, all kinds.	\$0 04 1/2
20 lb. " " "	04 1/2
1/2 pints, glass jelly, per doz.	80
SAUCE AND MUSTARD.	
Cass Farm Sauce, per doz.	\$ 1 00
Mustard 8 oz. per doz.	80
" cups, fancy, per doz.	70
" wine glass, " "	40
" beer mugs, " "	95
Black Jugs, per doz.	1 15
Caddys, " "	2 90
5 gal. kegs.	1 50
10 " "	2 90
15 " "	4 00
Barrels Mustard, per gal.	22
CHOICE PRESERVES.	
20 lb. Kanakens, per lb.	10
STANDARD MINCEMEAT.	
36 lb. pails, per lb.	07
140 lb. kegs.	06 1/2
New England Mince meat, per doz.	1 00
MAPLE SYRUP.	
Extra Maple Syrup, 5 gal. cans per gal.	\$ 0 85
Vermont " 5 " " "	75
Extra " 1 " " per doz.	12 00
Vermont " 1 " " "	10 50
Extra " 1/2 " " "	6 00
Vermont " 1/4 " " "	5 50
MAPLE SUGAR.	
30 and 60 lb. boxes, per lb.	10
CATSUP.	
Decanter, pints, per doz.	\$1 00
" quarts, " "	1 50
" 1/2 gal. " "	2 50
Choice pint, " "	2 50
5 gal. kegs, per gal.	50
1 " jugs, " "	60
HORSE RADISH.	
American pints, per doz.	90
3 gal. pails, per gal.	70
APPLE BUTTER.	
Per pound.	08

I warrant all goods offered in this price list to 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.

Yours Truly, J. S. WALKER.

Grand Rapids & Indiana.

In effect December 7, 1890.

TRAINS GOING NORTH.

For	Arrive from	Leave going
Saginaw, solid train	South.	7:30 a m
For Traverse City	North.	7:05 a m
For Traverse City & Mackinaw	South.	7:30 a m
For Saginaw, solid train	North.	7:50 a m
For Cadillac	South.	8:15 p m
For Mackinaw	North.	8:50 p m
From Kalamazoo	South.	8:55 p m

TRAINS GOING SOUTH.

For	Arrive from	Leave going
Cincinnati	North.	6:00 a m
For Kalamazoo and Chicago	South.	6:10 a m
From Saginaw	North.	11:45 a m
For Fort Wayne and the East	South.	2:00 p m
For Cincinnati	North.	5:30 p m
For Kalamazoo and Chicago	South.	6:00 p m
From Saginaw	North.	11:05 p m

Trains marked (1) run daily; (2) daily except Sunday. Sleeping and parlor car service: North—11:30 a m train, parlor chair car for Mackinaw City; 10:30 p m train, Wagner sleeping car for Mackinaw City. South—6:30 a m train, parlor chair car for Cincinnati; 10:30 a m train, through parlor coach to Chicago; 6 p m train, Wagner sleeping car for Cincinnati; 11:05 p m train, Wagner sleeping car for Chicago.

Muskegon, Grand Rapids & Indiana.

For	Arrive from	Leave going
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	8:15 p m	

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

C. L. LOCKWOOD, General Passenger and Ticket Agent.

Detroit, Grand Haven & Milwaukee.

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

Detroit Express leaving 6:50 a m has Wagner parlor and buffet car attached, and Evening Express leaving 3:45 p m has parlor car attached. These trains make direct connection in Detroit for all points East. Express leaving at 10:55 p m has Wagner sleeping car to Detroit, arriving in Detroit at 7:20 a m. Tickets and sleeping car berths secured at D. G. H. & M.'s office, 52 Monroe St., and at the depot. JAS. CAMPBELL, City Passenger Agent. Jno. W. Loud, Traffic Manager, Detroit.

Toledo, Ann Arbor & Northern.

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

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

CHICAGO & WEST MICHIGAN RY.

OCTOBER 5, 1890.

DEPART FOR	A. M.	P. M.	P. M.	P. M.	P. M.
Chicago	49:00	11:00	11:35		
Indianapolis		11:09	11:35		
Benton Harbor	49:00	11:00	11:35		
St. Joseph	49:00	11:00	11:35		
Traverse City	47:25	10:05	11:30		
Muskegon	49:00	11:00	11:35	18:40	
Manistee	47:25	10:05			
Ludington	47:25	10:05			
Baldwin	47:25	10:05	11:30		
Big Rapids	47:25	10:05			
Grand Haven	49:00	11:00	11:35	18:40	
Holland	49:00	11:00	11:35	18:40	11:35

+Week Days. *Daily. \$Except Saturday.

9:00 A. M. has through chair car to Chicago. 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 Chicago, and also a combination sleeping and parlor car through to Indianapolis, via Benton Harbor.

DETROIT, LANSING & NORTHERN R. R.

Express for Saginaw and Bay City... 7:30 a m
Mail for Lansing, Detroit and East... 7:35 a m
Express for Lansing, Detroit and East... 11:30 a m
Mail for Alma, St. Louis and Saginaw... 4:30 p m
Fast Ex. for Detroit, New York, Boston... 6:25 p m
ARRIVE.
Mail from Saginaw and Bay City... 11:45 a m
Mail from Lansing, Detroit and East... 12:10 a m
Fast Express from Lansing and East... 3:55 p m
Express from Lansing and Detroit... 4:50 p m
Ex. from Saginaw, St. Louis and Alma... 10:30 p m
*Daily. *Daily except Sunday.
The shortest line to Detroit and the East. Elegant parlor cars between Detroit and Grand Rapids.
Solid trains between Grand Rapids and Saginaw. Two solid trains between Grand Rapids and Detroit, leaving Grand Rapids 7:25 a m and 6:25 p m, leaving Detroit 1:15 p m and 5:00 p m.
For tickets and information, apply at Union Ticket Office, 67 Monroe street, and Union Depot.
GEO. DEHAVEN, Gen. Pass. & Ticket Agt., Grand Rapids.

THE MOST RELIABLE FOOD
RIDGE'S FOOD
For Infants and Invalids.
Used everywhere, with unqualified success. It is a medicine, but a pleasant food, suited to the weakest stomach. Take no other. Sold by druggists and in cans, 3c and upward. WOLFE & Co. on every label.

MICHIGAN CENTRAL

"The Niagara Falls Route."

DEPART.	ARRIVE
Detroit Express	7:20 a m 10:00 p m
Mixed	6:30 a m 5:00 p m
Day Express	12:00 a m 10:00 a m
Atlantic & Pacific Express	11:15 p m 6:00 a m
New York Express	5:40 p m 1:15 p m

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

EDMUND B. DIKEMAN

THE GREAT

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

FIT FOR
A Gentleman's
Table:

All goods bearing the
name of
THURBER, WHYLAND & CO.,
OR
ALEXIS GODILLOT, JR.

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

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

BEFORE BUYING GRATES
See Circular and Testimonials. Sent Free.
Economic, Sanitary, Cleanly and Artistic.
ALUMINE FIRE PLACE, GRAND RAPID, MICH.

WANTED.

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

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

EARL BROS.,
COMMISSION MERCHANTS

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

C. R. ELECTRO FIDY
ELECTROTYPERS
Stereotypers
Photo & Zinc Engraving
LEADS, SUGGS, BRASS RULE
WOOD & METAL FURNITURE
BOXWOOD
AND MAPLE. ERIE ST. GRAND RAPIDS MICH.

UNCLE PORTER'S STORE

Written for THE TRADESMAN.

The old frame store on the corner of Michigan avenue and Linden street has passed away. What a deep and profound interest is often attached to an old store building! It was with sighs of regret that its old customers saw it fade from their sight. For more than a quarter of a century it had braved the wintry winds and storms and, in its later years, the sneers of the people, for its foundations had become weakened by age and it leaned and tottered as if about to fall. Like its last owner, who had outlived his usefulness and been gathered to his fathers, the old building had been condemned and sold for a song and ruthlessly torn apart by piece-meal and carried away by stranger hands. It had witnessed many a change in the city and county. Primeval forest trees of maple and elm, four hundred yards away, where to-day stands a court house of which any county might be proud, cast in the early morning their kindly shadows upon it, and at night, the flickering fires from burning logs, heaped up in clearing the village streets, threw over it their ruddy glare.

The building was 30 x 90 feet, two full stories in height, and, at that early day, in the wilds of Northern Michigan, was considered a building of no mean pretensions. For years the family of Uncle Porter occupied the upper floor as a residence. Its walls had echoed with the joyous laughter of children, with music and with song, and the funeral cortege had started from its door. The more pretentious city had taken the place of the backwoods village, and costly blocks of brick, stone and iron, as if in derision of the ancient architecture of the old grocery, had it been erected only a block or two distant. With the contagious spirit of the age, business also moved along, and the store and residence came at last to stand tenantless and alone. As if to add insult to injury, the front windows, once teeming with the substantial and luxuries of the holidays, were riddled with stones and its sides whittled and marred by the street arabs. Progress, that sometime demon of destruction, soon cleared it of counters, and "music by the band" in nightly practice was heard for months within its walls.

The plain old wooden store and equally plain old Uncle Porter seemed fitted each for the other. No indebtedness was ever permitted to cast its shadow over the goods, the ground or the build-

ing, and, while "Pay as you go" was his every day motto, his kind heart often failed to say "No" when credit was asked. Dealing largely in staple groceries, the poor and helpless looked upon him as a friend of last resort, and I regret to say that he occasionally became the victim of misplaced confidence.

Uncle Porter had many peculiarities, and his methods of dealing illustrated not only his candor but his entire absence of selfishness. As a case in point: "Let me advise you," said the old man, one day, as I was about to purchase a can of sweet corn and was looking at two different brands. "On this one," said he, "I make a cent and a half more profit than on the other, but I find that it is not so good an article, although it costs me more, and I would like you to be pleased with the quality."

"But," said I, gazing at the man with astonishment, "how do you ever expect to sell that pyramid of corn if you talk this way to your customers?"

"I'm sure I don't exactly know," was the honest reply; "still I must do what is right whether it sells or not. All, however, do not, apparently, believe what I tell them, for they insist upon having the other; so, in time, I may sell it all. I shall then purchase no more of it."

How vividly do past events move upon memory's tablet, and how rapidly do they crowd upon us, as we look upon the spot where the old store once stood! The joys and sorrows within those walls—has their audible expression been recorded in the phonograph of time, to be reproduced in some more perfect sphere as a burlesque upon human life, and will the actors in the drama be among that audience? In some far distant year, when the earth is more densely populated and cities have increased in size far beyond our wildest expectations, may it not be possible that an Aluminum palace block of modern stores will occupy the place of Uncle Porter's grocery, when aerial ships shall, like a bird upon the wing, gently settle down on the metallic roof and discharge a cargo of teas and spices and costly goods direct from the Orient in 96 hours, and their reception be telephoned to the consigners within the same hour? It is surely possible—Who dares answer nay? H.

A POOR EXCUSE.

Tangle—The shoes I bought from you are not good. They have holes in them.

Shoe Dealer—You couldn't button them if they hadn't.

WM. SEARS & CO., Cracker Manufacturers,

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

S. K. BOLLES.

E. B. DIKEMAN.

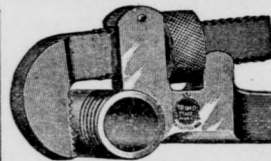
S. K. Bolles & Co.,

77 CANAL ST., GRAND RAPIDS, MICH.

Wholesale Cigar Dealers.

"TOSS UP!"

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



PATENTED 1889

TRIMO

Pipe Wrench

Made of Forged Steel and Interchangeable in all its Parts.

SOLD BY

HESTER & FOX,

Grand Rapids, Mich.

Florida Oranges

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

The Putnam Candy Co.



Pennsylvania Lumberman's.

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

GEO. H. REEDER & CO.,

State Agents for
LYCOMING RUBBER CO.

158 and 160 East Fulton Street.

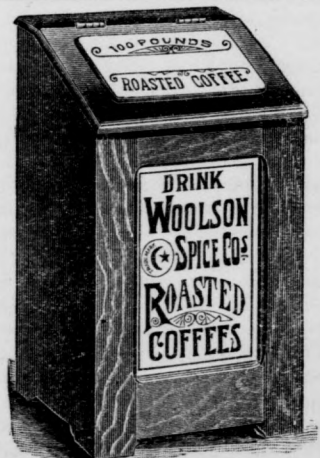
DON'T SCATTER YOUR FIRE, OR WASTE COSTLY AMMUNITION UNNECESSARILY--DECIDE UPON WHAT YOU WANT, THEN REACH FOR IT.



THIS CABINET HOLDS 50 lbs

HERE IT IS! AND WE GIVE THEM AWAY FREE! They are dollars and cents to you, Boxes and Barrels are good in their place, but these Cabinets dress up your store, and cost you nothing. They are made by regular Cabinet Makers at a slight expense over the cost of making Boxes, consequently we can use them instead of the old-tumbled-down-Barrels and worthless boxes. These Cabinets are beautifully Panelled, Painted and Varnished. Their use in the store is apparent. The 50 lb. Cabinet is made particularly for the Counter Shelf; the 100 lb. Cabinets to take the place of the unsightly Barrels so often seen on the floor. To secure these Cabinets you have only to buy your Bulk Roasted Coffee of the Woolson Spice Co., or order through your Jobber. You assume no risk for we fully guarantee the Coffee to give perfect satisfaction. It will cost you only one cent for a Postal Card addressed to the Woolson Spice Company, Toledo, Ohio, for Price-list of Roasted Coffee in Cabinets.

LION COFFEE NOT SOLD IN THESE CABINETS.



THIS CABINET HOLDS 100 lbs.