

two earned." And the man laughed at his own joke. "And, now," continued he, "let us get these potatoes out of the ground as soon as possible, place 100 bushels in the basement of our store for the retail trade, dispose of the balance for cash and then get into town and to business before bad weather sets in."

* * *

"We had a rather stormy time over to our house last night, Joe," said George Holden to his neighbor, about two weeks after the conversation about embarking in trade.

"What do you mean, George? Anything going wrong?"

"To speak the plain truth, Joe, my wife won't sign the mortgage, nor consent in any way to my leaving the farm and goin' into trade."

"Well, well! I vow! Things have taken an unexpected turn," replied Joe. "Did you offer her a print dress or something if she would sign it? You know it is customary to present a woman something of value when she signs away her marriage rights."

"Oh, yes, I offered her the best dress she would pick out, but she only said, 'Dresses are not worth much, George, after one signs away a home, and you may as well understand once for all that I shall never write my name upon a mortgage of any real estate we may own.'"

"Well, in that case, what do you intend to do?" queried Watson.

"There's only one thing I can do, Joe. I shall hev to stay on the farm, and you can be the store-keeper. I will surely be one of your customers and will do what I can for you, but I've got to back right out of this whole thing."

"All right, George," answered Watson. "Of course, I'm sorry you can't go in with me, but I'm goin' ahead with a store if I have to go alone."

* * *

Joseph Watson had now been in business in the village of Borden about two years. He had opened with a stock of goods costing \$1,800 upon which \$1,000 was paid in cash at once, and there were many favorable conditions which promised success. The season had been a prosperous one, apparently, for all classes. Farmers' produce was high in price and was wanted, both at home and abroad. He had at first secured the services of an experienced clerk, and his goods being all new and fresh, the store presented a very attractive appearance. As at first a new broom is said to "sweep clean," his store had its full share of custom, although he soon discovered that he had paid too much for his goods and that his brother merchants were enabled to sell the same articles at much lower prices. This fact, also, soon became apparent to his customers, and there began to be a falling off of the class that invariably paid cash. Those who desired credit hardly ever asked about the price and continued to patronize him. The day of payment seemed so far away that it occasioned them no anxiety. Mr. Watson had long since paid his first indebtedness for stock, but from time to time he had bought more, sometimes paying all or part cash, at others none at all, and now at the end of two years, on taking an account of stock, he found it amounted to the sum of about \$900 only, with \$1,100 in book accounts, and a balance of cash on hand of \$240. His total indebtedness at this time was \$1,500.

Should payment be demanded, his failure would be inevitable. He could not see where the profits of his business had gone. To be sure, he had been obliged to sell some goods at or below cost, in order to compete with his more experienced and prosperous neighbors, and that he had constantly paid more than he ought for goods he was certain. He had not at first intended to give much credit, but many of his customers were his old neighbors and acquaintances and as they paid cash when they had any he could not refuse them goods when their purses were empty. Now, however, he found that 15 per cent. of his accounts were totally worthless and 20 per cent. more were doubtful and that not more than 25 per cent. of the best of them could be collected, if enforced payment was at once made. Mr. Watson had also made one fatal error which inexperienced merchants often do — he had divided his patronage among too many firms. It is always a suspicious circumstance when a merchant who is considerably indebted to one firm is noticed purchasing the same kind of goods and paying cash from others. His heretofore good credit would be impaired at once. If all Mr. Watson's indebtedness had now been to one house only, that one would in all probability have carried him along until collections could have been made, but now all were pressing for their money and \$240 divided among four or five firms was not satisfactory, so that he must either sell the farm to save his business, or an assignment must be made at once. A preliminary survey had been made for a railway, parallel with the road through Borden, but about sixteen miles farther to the West, running near Joseph Watson's farm. This step in the direction of improvement in that part of the country he had fondly hoped would cause a rise in real estate which for the past year had gone lower than before, as a late rumor that the projected railroad might not be constructed had caused a depression in farming lands and only those having first-class improvements were salable. In this emergency of his affairs, Mr. Watson consulted his friend and neighbor, Mr. Holden, who had remained on his farm. Mr. Holden, although an illiterate man, was a kind and good neighbor, and a good practical farmer with no bad habits, and blessed with a wife who was gifted with the best common sense, well educated, intelligent and thoughtful, and who had been a true helpmate and adviser ever since their marriage.

"Well, Joe," answered George Holden, after listening to a recital of his mercantile ventures, and his present embarrassments, "I was dreadfully dis'pinted an' mighty cross at Lucy 'cause she wouldn't sign that mor'gage an' let me take hold with ye in the store business. But then, I guess it was better that she set her foot down agin' it, as I've made more money on the farm than you hev in the store. That wife o' mine, Joe, sees clear through one year and 'way into the next one, every time. At first I kinder thought she was of no 'count 'cept to cook the victuals, and take care of the kids, but lately I've took her in as confidential advisin' partner in the farmin' firm of 'George Holden and wife,' an' we're doin' a payin' business. Lucy predicted that pertaters would be very low this year and that oats would be high, an' I put in all the oats I could an' thirty acres of

BALL-BARNHART-PUTMAN CO.,

Tea, Coffee & Spice Department

THOMAS FERGUSON, Manager

Hit the Nail on the Head

By Handling Goods of Standard Purity and Strength, such as

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,

IMPORTERS AND

Wholesale Grocers

GRAND RAPIDS.

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.

good oats at fifty-five cents a bushel piles up money fast. Lucy struck it that time if she ever did, don't you think so, Joe?"

It was "gall and wormwood" to Watson to listen to the "fool luck," as he called it, of Geo. Holden and contrast it with his unsuccessful store-keeping, and he wished to hear no more about Lucy, and changed the subject at once. "Is it not possible, George, for you to buy my farm?" interrupted Mr. Watson. "I must now sacrifice somewhere, and if I can sell my farm and save the store, wife and I will be satisfied. I will take less for the farm now than I ever would before. It is worth more to you than any one else, as our lands join, and if you will assume the mortgage of \$800 and pay me \$1,000 in cash, you may have it.

"I wouldn't like to take that price for my farm, Joe," replied Mr. Holden, "and I hate to lose you for a neighbor, but if you've made up your mind to sell the land and stick to store-keeping, I'll take the farm at your figgers. The timber on your land is growin' in price every year, and it will pay me to keep it."

Within the following two weeks after this conversation, George Holden placed the deed on record, giving him a clear title to his neighbor's farm of 160 acres, with all the improvements thereon, and Mr. Watson was in quiet possession of his business in Borden, although not yet entirely free from debt.

The sudden death of a relative called me to a distant state where business compelled me to remain for a period of nearly three years. I occasionally saw a commercial traveler who had stopped at Borden and who could give me some account of Mr. Watson's business, but he knew little of the country farther West, near the scenes of my boyhood, except that he had heard of a village called Lucile, which was lately attracting considerable attention. My business since the death of my relative had been purchasing agent for a manufacturing company, which required large quantities of red and white oak lumber, and as I was one day preparing for a journey South to purchase a few carloads of that desirable wood, who should step off the cars but my friend, George Holden, the farmer? We greeted each other warmly and I insisted upon his going home with me and remaining over night. George was far more corpulent than when I last saw him, was more fashionably dressed and much improved in both personal and general appearance. I thought of his school-teacher wife in a moment and how much that woman had done for him. He was just returning from Denver, where he had been with a carload of butter, eggs and poultry. Of course, I obtained a budget of news from him concerning all my relatives and acquaintances in his vicinity.

"The T. & A. G. Railroad, first surveyed so long ago," said George, "has at last been built, and we are now joined with the out-side world. I say we, as that track runs right across the 160 acres I bought from Joe Watson. I gave the company two acres of land if they would build a station on my farm and agree that all passenger trains should stop there for ten years to come. Then Lucy took it into her head that there would be money in layin' out twenty or thirty acres of the farm for a village an' as she is most allers right, I consented, got a surveyor an' blocked it out. Lucy was

always good at drawin'—guess I told you she kept school once in the Wells district, didn't I—so she mapped out the village before I got the surveyor, and it had to go as she fixed it. She laid out every street 100 feet wide and every lot 100 x 150 feet with alleys back of every lot 20 feet wide. As true as you live, Frank, it is the prettiest laid out village you ever looked at. Wife had just been readin' a book called "Lucile," and nothin' would do but our village must hev that name, an' it sounded so much like Lucy that I agreed to it. So, when the first tavern was built, I presented the landlord with a gilt sign readin', "The Lucile Grand." It's a three story brick tavern, 60 x 100 feet, and as fine a buildin' as you often see. What am I doin' now?" did you ask. "Why, I'm farmin' yet, and speculatin' some. I hire most of my work done, and kind of lay 'round myself an' oversee it and I go West with a carload of produce occasionally. Folks say I am able to live without work now, but pshaw! I must allers hev something to do. Goin' after lumber, was ye? Now why can't you go hum with me and let me do better by you than you can do in the South? I've got a mill of my own that cuts 25,000 feet every day when it runs, and I can fill a few cars for you with the oak you want, either green or dry."

The result was that I visited the old familiar place once more and had the satisfaction of purchasing a quantity of hardwood lumber from my friend Holden, which proved only the beginning of a long, remunerative business for both parties interested. I enjoyed a good visit with Mr. Holden and his family, whom I found in a fine new residence, surrounded with all the comforts and luxuries that money could furnish. A thriving village of 600 inhabitants occupied a portion of his two farms and Lucile bids fair to yet be the home of thousands of people. I had occasion to visit Borden and called upon Mr. Watson, who is now a fairly prosperous merchant, although he never ceases to regret having been obliged to part with his old home and farm. He gave me quite a lecture upon the folly of any man mortgaging any good farm, and leaving it to embark in a new business with which he is unacquainted. He believes that a practical knowledge of any mercantile business is quite necessary before engaging in it, and adds that his own tuition has been gained at a cost of thousands of dollars. He also believes that a far greater number of persons succeed in life by remaining persistently in the same locality where they begin business than those who move from place to place, looking in vain for more desirable situations.

The "Anchor" Brand.

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

Belleville—Geo. Lower succeeds Henry Fehling in the boot and shoe business.

Heyman & Company,

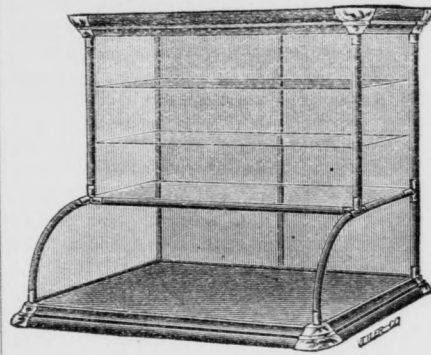
Manufacturers of

Show Cases

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.



63 and 65 Canal St., - GRAND RAPIDS.

SEEDS —AND— GRAIN

W. H. MOREHOUSE & CO

Wholesale Dealers in

GRAIN, CLOVER and TIMOTHY

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

CHOICE CLOVER and TIMOTHY SEEDS a specialty.

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

Mention this paper.

C. N. RAPP & CO.,

WHOLESALE DEALERS IN

Foreign and Domestic Fruits.

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

HEADQUARTERS FOR

ORANGES, LEMONS and BANANAS.

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.

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.

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

AMONG THE TRADE.

AROUND THE STATE.

Bay City—The White Pine Kindling Co. has gone out of business.

Detroit—John Dick succeeds John Dick & Son in the undertaking business.

Mancelona—S. Ladauceur has opened a harness shop. He hails from Roscommon.

Edmore—Frank Dreese has removed his dry goods stock from Stanton to this place.

Muskegon—P. M. Coale has sold his meat market on Apple street to D. Vandermade.

Detroit—Chas. R. Bryson has sold his cigar and tobacco business to Geo. E. Patterson.

Galesburg—W. G. Smith succeeds W. J. Smith & Co. in the boot and shoe business.

Pierpont—C. W. Perry has put in a sawmill to run in connection with his grist mill.

Scottville—Sylvester Lattin has sold his grocery and hardware stock to Reed & Burghdorf.

Stanton—Trim & McGregor have sold their dry goods stock to Geo. M. Dayton, late of Lansing.

Kalamazoo—A. W. Rowley has sold his stock of agricultural implements to Preston F. Hackley.

Cheboygan—A. L. Fexer succeeds Fexer & Barr in the jewelry, book and stationery business.

Coopersville—E. F. Tuxbury has assigned his clothing and boot and shoe stock to C. C. Lillie.

Eaton Rapids—Reynolds Bros. have sold their dry goods stock to Jonas Manche, of Cleveland, Ohio.

Otisco—The assignee advertises to sell the general stock of Wm. J. Snyder at public sale on the 7th.

Detroit—Mumford, Foster & Co., wholesale leather and findings, are succeeded by E. D. Foster & Co.

Cedar Run—Joseph Powell, general dealer, died on the 3d from injuries received in a runaway the day before.

Harbor Springs—J. L. Thompson has sold his stock of boots, shoes and groceries to Cummings & Sicklesteel, of North Branch.

Stanton—E. G. Curtis, late of Mt. Pleasant, has purchased the Wagar store building and will shortly put in a grocery stock.

Kalamazoo—John Gibb has sold his interest in the drug and book firm of Perkin & Gibb to his partner, who will continue the business.

Bronson—D. W. Post, of the firm of Kean & Post, produce shippers, died on the 2nd. He was a war veteran and had been sick a long time.

Cadillac—Wm. Hodges and W. W. Hodges have formed a copartnership under the style of Wm. Hodges & Son and engaged in the commission business.

Belding—H. P. Whipple has sold his dry goods stock to H. T. M. Treglown, who will remove his stock from Grand Ledge and consolidate it with the stock here.

Petoskey—Hankey & Foreman have purchased the lumber plant of the Detroit Lumber Co. and expect to handle 6,000,000 or 7,000,000 feet of lumber the coming season.

Sethon—G. I. Hall, who recently sold his dry goods and grocery stock to J. W. Waldon, has been engaged to

manage the grocery stock lately put in by S. Nolls & Co.

Midland—Just for a joke a local storekeeper chalked up a sign "3/4 off." A woman came in, bought a dollar's worth of goods and threw down 25 cents. When she refused to see the joke, the storekeeper took the sign down.

St. Ignace—J. H. Steinburg has purchased the interest of his father in the dry goods and clothing firm of J. Steinberg & Son and will continue the business on his own account. The former senior member of the firm has long been engaged in trade at Traverse City.

Bailey—Mrs. Sophronia Porter, mother-in-law of A. W. Bailey, dealer in drugs and hardware, died at the family residence here Thursday evening, at the age of 76 years. Death came suddenly while the deceased was sitting in a chair, conversing with friends. The funeral and interment occurred at Ravenna on Sunday, the deceased having also been a mother-in-law of W. P. Conklin, the general dealer there.

MANUFACTURING MATTERS.

St. Charles—J. Freeman has purchased J. C. Shaver's saw and shingle mill, near this place.

Detroit—Lewis & Hampton succeed the Lewis Cart Co. in the manufacture of spring seat bars.

Otsego—C. D. Stuart & Co. is succeeded in the manufacture of chairs by the Otsego Chair Co.

Williamsburg—D. Vinton & Son are building an addition to their sawmill and adding to its equipment.

Gladwin—Cook & Cunningham are succeeded by J. H. Cook, Jr., in the saw and planing mill business.

Greenville—R. J. Tower has purchased the H. M. Fuller creamery and will resume operations in the spring.

Menominee—The Menominee Hardwood & Shingle Co. has been incorporated with a capital stock of \$50,000.

Interlochen—E. E. Benedict has leased his sawmill to L. F. Hale for a term of years for one-third of the net profits.

Sault Ste. Marie—H. B. Nease, Son & Co., of Saginaw, have completed their planing mill and will soon begin operations.

Edgewater—The McDonald Lumber Co. is putting in considerable hardwood logs around the lake and will tow them to the mill to be sawed.

Roscommon—The Alpena Lumber Co. has purchased a complete outfit of sawmill machinery having a capacity to cut 60,000 feet daily.

East Tawas—The East Tawas Salt & Lumber Co.'s property has been sold to Sibley & Beringer, of Saginaw. The terms were private.

West Troy—Seth S. Watrous has retired from the firm of Watrous & Basford, manufacturers of shingles and dealers in general merchandise. The business will be continued under the style of F. A. Basford & Son.

Nessen City—John Nessen is logging 3,000,000 feet of pine and hemlock for Jones & Kennedy, of Chicago, and will put in about 1,000,000 feet of hardwood for himself, which will give him all the stock he wants for his mill here.

Oscoda—John McDougal, the land-looker who has been looking over the pine lands of the J. E. Potts Lumber Co. for the assignees, estimates the standing pine

of the company at over 300,000,000 feet, including two tracts in Presque Isle county, where a railroad will be necessary to handle it. There is a large quantity of hardwoods on the Potts lands. McDougal's estimate is higher than that of men who looked over the pine for Alger & Co., their estimate being about 250,000,000 feet.

Cheboygan—A Pennsylvania concern has secured a 40 acre tract for a tannery site, also options on 100,000 acres of hemlock. It also has options on an additional tract of 35,000 acres. The logs will be peeled and then manufactured into bill stuff. It is understood that these parties are also interested in the Oqueoc Improvement Co., a concern which has purchased a large body of timber on the Oqueoc, estimated at 100,000,000 feet, and proposes to erect a large gang and circular mill at the mouth of that stream and a factory for making hemlock bark extract.

Money Sometimes a Curse.

From the Chicago Mail.

A few years ago there lived in Atchison, Kan., a family, the head of which was a man in comfortable circumstances, whose cosy cottage on one of the best streets of the town sheltered a wife, a son, and a daughter, the latter a beautiful girl just budding into womanhood. The family stood well in the city and the boy, bright in his studies and correct in his habits, was looked upon as one of the promising young men of Atchison. One day the father fell sick and died after a brief illness. When it came time to settle up his estate it was discovered that instead of leaving his family in comfortable circumstances he had left them almost penniless. The homestead and a few hundred dollars in bank was all that could be found. What he had done with the money he had earned none could tell, but with stout hearts the bereaved ones set about earning their living in the world. The boy went to work, the girl gave music lessons, and in the little cottage there was plenty of family affection if but little money. One day the widow, while ransacking a desk discovered a key. It had a strange appearance to her. It fitted no lock in the house, nor at her husband's place of business. A vague suspicion entered the mind of the widow that this might be the key to the place in which her husband had deposited the earnings of a lifetime. With Judge Horton to aid her she went to Kansas City and after making a tour of all the safe deposit vaults finally discovered one in which her husband's name was registered as that of box-owner. After the necessary legal steps had been taken she was permitted to try her key. Sure enough, the box opened and to the astonished eyes of the widow were displayed Government bonds, railway stocks, and gold coin amounting to nearly \$80,000.

It was a happy party that took the train that night for Atchison. The widow and her children saw a new life opening before them; the days of poverty were passed; the struggle for existence was over; they seemed fairly to walk on air and for months nothing occurred to mar their perfect happiness. Then trouble came. The boy, steady and industrious while poor, became wild and dissipated. His follies were the scandal of the town. He scattered money with a lavish hand. In vain his mother sought to curb him. He saw only in her a niggardly guardian who, having gold to give, doled him out silver. His sister he regarded as one who would rob him of half the money that ought to come to him at his mother's death. Suspicion, jealousy and hatred entered into the family circle with the newly discovered wealth.

Well, one morning Atchison was startled to hear that the daughter had been found dead in her bed with an empty chloroform bottle by her side. "It was suicide," said the sorrowing mother and brother, and as a suicide the town regarded it for a time. But something

strange about the demeanor of the brother awakened a vague suspicion, which grew and spread until an investigation was demanded. To make the story short the young man was put on trial for the murder of his sister, found guilty, and sentenced to the penitentiary for life. There he is now, wielding a pick down in one of the dark and narrow galleries of the penitentiary coal mines, which reach far out beneath the swift-flowing tide of the muddy Missouri. His mother is now a raving maniac.

Such is the story of a new-found fortune. It is but fair to say that many Atchison people, notably Senator Ingalls, believe the young man guiltless of the crime of which he was convicted. But surely among the money which brought violent death to a young girl, wrecked the reason of a widowed mother, and condemned a youth to spend his life in the darksome galleries of a prison coal mine, there must have been some of the accursed pieces of silver which Judas received, and which, according to an old superstition, have come down the ages bringing dire sorrow to all into whose hands they fell.

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—ONE OF THE NEATEST DRUG STORES in Michigan. Cash buyer solicited. Will bear closest investigation. Address, Hull & Tilton, Bay City, Mich. 171

FOR SALE—CLEAN STOCK, COMPRISING HARDWARE, groceries, crockery, harness and general lumberman's supplies. Stock will inventory from \$12,000 to \$15,000. To a purchaser with a considerable quantity of cash, a great bargain will be given. Pipp Bros. & Martindale, Kalamazoo, Mich. 174

FOR SALE—HOTEL LEASE AND FURNITURE IN Grand Rapids. Fine business established. Great chance for the right party. Must be sold immediately. Freeman Lathrop, 49 Monroe St. Gunn Block. 175

FOR SALE—A CLEAN GROCER STOCK AT HART, County seat of Oceana County the Banner fruit belt. Will invoice at about \$1,200. Good reasons for selling. A crisp snap for a live man. Sanford & Greenwood, Hart, Mich. 176

FOR SALE—WELL-SELECTED DRUG STOCK, inventorying about \$1,200, situated in good country town of 500 people. Reason for selling, proprietor has other business. Address No. 173, care Michigan Tradesman. 177

FOR SALE—STOCK OF GENERAL MERCHANDISE, about \$4,000, in a lumbering town in Michigan. Only store in town. Stock could be reduced if necessary. Good chance. Address P. O. box 165, Bay City, Michigan. 178

FOR SALE—SPOT CASH CLOTHING AND MEN'S FURNISHING goods stock in live factory town of 2,000 people. No competition. Expenses light. For particulars write to M. J., 437 West Kalamazoo avenue, Kalamazoo, Mich. 179

FOR SALE—WELL-SELECTED DRUG STOCK AND new fixtures in desirable location in this city; will sell at invoice on reasonable terms; reason for selling, owner has other business. L. M. Mills, 54 South Ionia street, Grand Rapids. 185

GREAT BARGAIN—WILL SELL FOR CASH AT GREAT sacrifice, general novelty works, consisting of heavy saw mill, with lumber and log cars, trucks, etc.; set handle machinery, saw tables, planer, etc., thirty-five horse power engine and boiler, building 40 x 70, two story, situated in one of the most pleasant towns in Southern Michigan. Splendid shipping facilities. Wm. H. Scott, Kalamazoo, Mich. 169

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

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. 181

WANTED—I HAVE SPOT CASH TO PAY FOR A new fixture or grocery stock; must be cheap. Address No. 28, care Michigan Tradesman. 26

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 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 \$2 or so much an object as a pleasant place to work. Address Z, care Michigan Tradesman. 122

MISCELLANEOUS.

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

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

FOR SALE—CLEAN DRUG STOCK, SITUATED ON best retail street in Grand Rapids. Expenses small good paying patronage. Address No. 168, care Michigan Tradesman. 168

GRAND RAPIDS GOSSIP.

Speicher & Co. have removed their drug stock from this city to Bellaire.

C. B. Metzger has concluded to abandon the style of "Grand Rapids Fruit & Produce Co." and will do business in his name only after February 1.

The Olney & Judson Grocer Co. has leased the corner store in the Gilbert block—now occupied by the Diamond Wall Finish Co.—and will remove to the new quarters next fall.

Walbridge & Co. have opened a dry goods and grocery store at the corner of East and Sherman streets. Spring & Company furnished the dry goods and Ball-Barnhart-Putman Co. the groceries.

The Grand Rapids School Furniture Co. has turned out more school seats per year than any of its competitors for three years past, and during 1890 it distanced all other manufacturers in the world in the production of opera chairs.

Reports having been circulated to the effect that the Diamond Wall Finish Co. and the Gypsine Co. propose to wind up their business and retire from the field, THE TRADESMAN is authorized to state that such reports are entirely unfounded and possess no element of truth.

Another carpet sweeper factory is among the possibilities of the future. Wm. B. Remington, Fred E. Remington and Erastus J. Horton, who own three-quarters of the Raymond patents, are arranging the preliminaries to the organization of a stock company to engage in the manufacture of the same.

The Boyden & Wyman Lumber Co., which owns 20,000 acres of hardwood timber near Neelyville, Mo., has established a supply store at that place, in charge of Jeff Darrah, formerly of Big Rapids. The company has a circular mill now at work, and another mill, with two band saws, will be in operation by April 1.

He Stuck to His Old Razor.

"A person meets many curious people," said a hardware merchant. "Now, for instance, I sold an old fellow a razor a few weeks ago and he returned it, saying it didn't work. I asked him what was the trouble with it.

"Well," he says, 'it ain't worth nothin'."

"Don't it shave good?" I asked him. "I can't tell when it does cut 'em off. You see my old razor pulls an' I can tell when the hair is cut off, but this thing don't pull, an' I don't know if I'm shaved right or not. An' I guess I'll stick to my old one."

Prof. Victor C. Vaughan, whose discovery of tyrotoxon made his name known wherever chemistry is, has found another violently poisonous principle in cheese entirely different from tyrotoxon. It's nature has not been fully established, but it is one of the so-called tox-albumins. Dr. Vaughan is continuing his researches.

H. F. Hastings has gone to Excelsior Springs, Mo., for a couple of months. He is accompanied by his family.

Complaints continue to reach THE TRADESMAN from grocers who have taken the trouble to count the pickles in a barrel and found them short from 10 to 25 per cent. THE TRADESMAN will shortly publish a list of the packers who put less pickles in their barrels than they brand on the heads, and dealers who have investigated the matter are invited to send the results of the investigation to this office.

The publication of the article on the P. of I. selling agency has been postponed until next week.

Detroit—King, Hubbard & Dingwall, who have been operating in the lumber business in Midland, Bay and Gladwin counties, have merged their business into a stock company under the style of the Michigan Land & Timber Co. The new company is composed of the same parties. There is no change in the capital employed, and the object of making it, as stated by Mr. Dingwall, is one of convenience for the sale of stock to parties now engaged in the manufacture of lumber. It was regarded as an easier way to do the business than to give the parties an unlimited interest in the company. John E. King is President of the new organization, Geo. Dingwall Vice-President, and Collins B. Hubbard Secretary and Treasurer.

To Wall Finish Dealers.

GRAND RAPIDS, Jan. 3, 1891.

We learn that, among the many falsehoods in regard to this Company, circulated by our competitors through their representatives and by other means, is one to the effect that we will soon go out of business.

We have heretofore paid little attention to these statements, as they have gained no credence among our customers and have reacted upon the parties uttering them.

Our competitors are now seeking to substantiate their false statements by circulating the statements of persons recently discharged from the employ of this Company, and whose services have been eagerly secured by our competitors, for obvious reasons.

We pronounce such reports without foundation. We are in the business to stay, and assure our customers that we are prepared to fulfill all our agreements to the letter, and that our facilities for supplying goods of guaranteed quality were never so good as at present.

With these assurances on our part, and a reliance in the principle that good faith and fair dealing will not permit the slanderous reports which are being circulated (and for which this Company will hold the authors responsible according to their legal liability) to interrupt the pleasant trade relations now existing between this Company and its patrons, we beg to remain,

Yours truly,

THE DIAMOND WALL FINISH CO.

F. J. DETTENTHALER

JOBBER OF

Bulk and Canned

OYSTERS,

And Fresh and Salt

Lake Fish & Ocean Fish

Mail Orders Receive Prompt Attention.

See quotations in another column.

GRAND RAPIDS.

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.

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

For Sale by Leading Wholesale Grocers

RED The most effective Cough Drop in
the market. Sells the
STAR quickest and pays the
best. Try
MAUFACTURED BY **COUGH** them.
A. E. BROOKS & CO.
Grand Rapids, Mich.
DROPS
The Finest Line of Candy in the State.

CHANGE IN FIRM.

Grand Rapids, Dec. 24, 1890.

The firm of Hawkins, Perry & Co. has been this day dissolved, Geo. R. Perry retiring. The business will be continued by the remaining members of the firm, Lewis E. Hawkins and Wm. L. Freeman, under the style of Hawkins & Company.

Bespeaking for the new firm a continuance of the kindly patronage accorded the house in the past and wishing our patrons a happy and prosperous New Year, we are

Yours Truly,

HAWKINS & COMPANY.

WM. SEARS & CO.,

Cracker Manufacturers,

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

RINDGE, BERTSCH & CO.,

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



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

HARDWARE.

The Old Fable in a New Dress.
 "See here—you've made a mistake!" breathlessly exclaimed a big, fat individual, as he rushed into the office of a popular railroad and addressed the ticket agent. "The train is ready to start, and I'm in a hurry! You remember I purchased a ticket of you a few minutes ago, and—"

"Pass right along—pass right along—too late to have it rectified now. Let those ladies come to the window, please."

"But, sir, it is always right to—"
 "Pass right along—pass right along," again interrupted the agent, with a wave of his hand toward the train. "We can't rectify mistakes after you have left the office."

"All right—I'm sorry," pleasantly replied the fat individual, and he again boarded his train.

Five minutes later that same ticket agent was seen rushing through the train, bare-headed and looking here and there for some particular person. At last, he caught sight of the fat stranger who had wanted his mistake rectified.

"Oh, here you are," he said, "I beg pardon, sir, but I gave you a ten dollar bill instead of a one and I—"

"Pass right along—pass right along," said the man, interrupting him and waving his hand in the direction of the door, at the same time using the exact tone which the agent had used. "I cannot rectify any mistakes after leaving the ticket office—pass right along." And, as the cars were already in motion, the discomfited agent concluded to swallow his own medicine and pocket the loss himself without further parley.

The Hardware Market.

Steel and wire nails are still dull. Barbed wire is still sluggish. The formation of the window glass combination appears to be an assured fact, but no change in price is likely to be made at present.

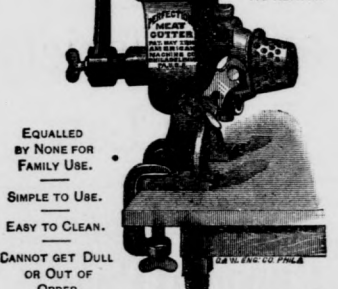
ENGRAVING

It pays to illustrate your business. Portraits, cuts of Business Blocks, Hotels, Factories, Machinery, etc., made to order from photographs.

THE TRADESMAN COMPANY,
 Grand Rapids, Mich.

THE PERFECTION MEAT CUTTER

THE LATEST, BEST AND MOST IMPROVED FOR FAMILY USE.
 CUTS INSTEAD OF MASHES.
 REQUIRES NO REPAIRS.



EQUALLED BY NONE FOR FAMILY USE.
 SIMPLE TO USE.
 EASY TO CLEAN.
 CANNOT GET DULL OR OUT OF ORDER.
 No. 1—\$2.00. No. 2—\$2.75. No. 3—\$4.00.
 Liberal discount to the trade, and descriptive circulars on application to
AMERICAN MACHINE CO.,
 MANUFACTURERS OF HARDWARE SPECIALTIES,
 Lehigh Ave. and American St., Philadelphia, Pa.
 JOHN H. GRAHAM & CO.,
 Sole Agents, 113 Chambers St., New York.

Prices Current.

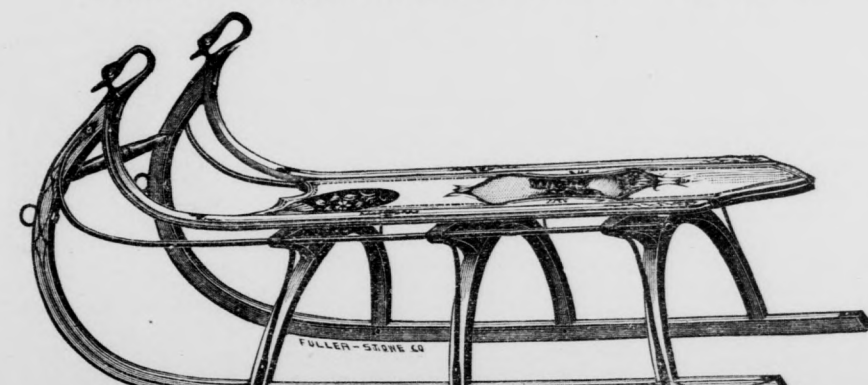
These prices are for cash buyers, who pay promptly and buy in full packages.

AUGURS AND BITS.		dis.
Snell's	60	
Cook's	40	
Jennings, genuine	25	
Jennings, imitation	50&10	
AXES.		
First Quality, S. B. Bronze	8 50	
" D. B. Bronze	12 50	
" S. B. S. Steel	9 50	
" D. B. Steel	14 00	
BARROWS.		dis.
Railroad	14 00	
Garden	30 00	
BOLTS.		dis.
Stove	50&10	
Carriage new list	70	
Plow	40&10	
Sleigh shoe	70	
BUCKETS.		
Well, plain	3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70&	
Wrought Narrow, bright cast joint	60&10	
Wrought Loose Pin	60&10	
Wrought Table	60&10	
Wrought Inside Blind	60&10	
Wrought Brass	75	
Blind, Clark's	70&10	
Blind, Parker's	70&10	
Blind, Shepard's	70	
BLOCKS.		
Ordinary Tackle, list April 17, '85	40	
CRADLES.		dis.
Grain	50&02	
CROW BARS.		
Cast Steel	per lb 5	
CAPS.		
Ely's 1-10	per m 65	
Hick's C. F.	60	
G. D.	35	
Musket	60	
CARTRIDGES.		
Rim Fire	50	
Central Fire	dis. 25	
CHISELS.		dis.
Socket Firmer	70&10	
Socket Framing	70&10	
Socket Corner	70&10	
Socket Slicks	70&10	
Butchers' Tanged Firmer	40	
COMBS.		dis.
Curry, Lawrence's	40	
Hotchkiss	25	
CHALK.		
White Crayons, per gross	12@12 1/2 dis. 10	
COPPER.		
Planished, 14 oz cut to size	per pound 30	
" 14x52, 14x56, 14x60	28	
Cold Rolled, 14x56 and 14x60	25	
Cold Rolled, 14x48	25	
Bottoms	27	
DRILLS.		dis.
Morse's Bit Stocks	50	
Taper and straight Shank	50	
Morse's Taper Shank	50	
DRIPPING PANS.		
Small sizes, ser pound	07	
Large sizes, per pound	6 1/2	
ELBOWS.		
Com. 4 piece, 6 in	doz. net 75	
Corrugated	dis. 20&10&10	
Adjustable	dis. 40&10	
EXPANSIVE BITS.		dis.
Clark's, small, \$18; large, \$26	30	
Ives', 1, \$18; 2, \$24; 3, \$30	25	
FILES—New List.		dis.
Disston's	60&10	
New American	60&10	
Nicholson's	60&10	
Heller's	50	
Heller's Horse Rasps	50	
GALVANIZED IRON.		
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28	
List 12 13 14 15 18		
Discount, 60		
GAUGES.		dis.
Stanley Rule and Level Co.'s	50	

HAMMERS.		
Maydole & Co.'s	dis. 35	
Kip's	dis. 25	
Yerkes & Plumb's	dis. 40&10	
Mason's Solid Cast Steel	30c list 60	
Blacksmith's Solid Cast Steel, Hand	30c 40&10	
HINGES.		
Gate, Clark's, 1, 2, 3	dis. 60&10	
State	per doz. net, 2 50	
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer	3 1/4	
Screw Hook and Eye, 1/2	net 10	
" " " 3/4	net 8 1/2	
" " " 1	net 7 1/2	
Strap and T	dis. 70	
HANGERS.		dis.
Barn Door Kidder Mfg. Co., Wood track	50&10	
Champion, anti-friction	60&10	
Kidder, wood track	40	
HOLLOW WARE.		
Pots	60	
Kettles	60	
Spiders	60	
Gray enameled	40&10	
HOUSE FURNISHING GOODS.		new list 70
Stamped Tin Ware	25	
Japanned Tin Ware	25	
Granite Iron Ware	new list 33 1/2&10	
WIRE GOODS.		dis.
Bright	70&10&10	
Screw Eyes	70&10&10	
Hook's	70&10&10	
Gate Hooks and Eyes	70&10&10	
LEVELS.		dis.
Stanley Rule and Level Co.'s	70	
KNOBBS—New List.		dis.
Door, mineral, jap. trimmings	55	
Door, porcelain, jap. trimmings	55	
Door, porcelain, plated trimmings	55	
Door, porcelain, trimmings	55	
Drawer and Shutter, porcelain	dis. 70	
Russell & Irwin Mfg. Co.'s new list	55	
Mallory, Wheeler & Co.'s	55	
Branford's	55	
Norwalk's	55	
MATTOCKS.		dis.
Adze Eye	\$16.00, dis. 60	
Hunt Eye	\$15.00, dis. 60	
Hunt's	\$18.50, dis. 20&10	
MAULS.		dis.
Sperry & Co.'s, Post, handled	50	
MILLS.		dis.
Coffee, Parkers Co.'s	40	
" P. S. & W. Mfg. Co.'s Malleables	40	
" Landers, Ferry & Co.'s	40	
" Enterprise	25	
MOLASSES GATES.		dis.
Stebbin's Pattern	60&10	
Stebbin's Genuine	60&10	
Enterprise, self-measuring	25	
NAILS.		
Steel nails, base	1 95	
Wire nails, base	2 35	
Advance over base:		
Steel	Base	Wire
60	Base	10
50	Base	10
40	Base	10
30	Base	10
20	Base	10
16	Base	10
12	Base	10
10	Base	10
8	Base	10
7 & 6	Base	10
4	Base	10
3	Base	1 00
2	Base	1 50
1	Base	2 00
Case 10	Base	60
" 8	Base	75
" 6	Base	90
Finish 10	Base	85
" 8	Base	1 00
" 6	Base	1 15
Clinch 10	Base	85
" 8	Base	1 00
" 6	Base	1 15
Barrell 7/8	Base	1 75
PLANES.		dis.
Ohio Tool Co.'s, fancy	2 40	
Sciota Bench	2 40	
Sandusky Tool Co.'s, fancy	2 40	
Bench, first quality	2 60	
Stanley Rule and Level Co.'s, wood	2 10	
PANS.		dis.
Fry, Acme	dis. 60-10	
Common, polished	dis. 70	
RIVETS.		dis.
Iron and Tinned	40	
Copper Rivets and Burs	50	
PATENT PLANISHED IRON.		
"A" Wood's patent planished, Nos. 24 to 27	10 20	
"B" Wood's pat. planished, Nos. 25 to 27	9 20	
Broken packs 1/4c per pound extra.		

ROPES.		
Sisal, 1/2 inch and larger	9	
Manilla	12 1/2	
SQUARES.		dis.
Steel and Iron	75	
Try and Bevels	60	
Mitre	20	
SHEET IRON.		
Com. Smooth.		Com.
Nos. 10 to 14	4 20	3 10
Nos. 15 to 17	4 20	3 20
Nos. 18 to 21	4 20	3 20
Nos. 22 to 24	4 20	3 30
Nos. 25 to 26	4 40	3 40
No. 27	4 60	3 50
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra		
SAND PAPER.		dis. 40&10
List acct. 19, '86		
SASH CORD.		list
Silver Lake, White A	55	
" White B	50	
" Drab B	55	
" White C	35	
Discount, 10		
SASH WEIGHTS.		per ton \$25
Solid Eyes		
SAWS.		dis.
" Hand	20	
Silver Steel Dia. X Cuts, per foot	70	
" Special Steel Dex X Cuts, per foot	50	
" Special Steel Dia. X Cuts, per foot	30	
" Champion and Electric Tooth X Cuts, per foot	30	
TRAPS.		dis.
Steel, Game	60&10	
Oneida Community, Newhouse's	35	
Oneida Community, Hawley & Norton's	70	
Mouse, choker	18c per doz.	
Mouse, delusion	\$1.50 per doz.	
WIRE.		dis.
Bright Market	65	
Annealed Market	70-10	
Coppered Market	60	
Tinned Market	62 1/2	
Coppered Spring Steel	50	
Barbed Fence, galvanized	3 40	
" painted	2 80	
HORSE NAILS.		
Au Sable	dis. 25&10@25&10&05	
Furnish	dis. 05	
Northwestern	dis. 10&10	
WRENCHES.		dis.
Baxter's Adjustable, nickelled	30	
Coe's Genuine	50	
Coe's Patent Agricultural, wrought	75	
Coe's Patent, malleable	75&10	
MISCELLANEOUS.		dis.
Bird Cages	50	
Pumps, Cast-Steel	50	
Screws, New List	50	
Casters, Bed and Plate	50&10&10	
Dampers, American	40	
Forks, hoes, rakes and all steel goods	65	
METALS.		
PIG TIN.		
Pig Large	28c	
Pig Bars	30c	
ZINC.		
Duty: Sheet, 2 1/2c per pound.		
60 pound casks	7 1/2	
Per pound	7 1/2	
SOLDER.		
1/4@1/2	18	
Extra Wiping	15	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		
ANTIMONY.		per pound 16
Cookson	13	
Hallett's	13	
TIN—MELYN GRADE.		
10x14 IC, Charcoal	7 00	
14x20 IC, "	7 10	
10x14 IX, "	8 75	
14x20 IX, "	8 75	
Each additional X on this grade, \$1.75.		
TIN—ALLAWAY GRADE.		
10x14 IC, Charcoal	6 25	
14x20 IC, "	6 25	
10x14 IX, "	7 75	
14x20 IX, "	7 75	
Each additional X on this grade \$1.50.		
14x20 IC, " Worcester	6 25	
14x20 IX, " "	7 75	
20x28 IC, " "	13 00	
14x20 IC, " Allaway Grade	5 50	
14x20 IX, " "	7 00	
20x28 IC, " "	11 50	
20x28 IX, " "	14 50	
BOILER SIZE TIN PLATE.		
14x28 IX	\$14 00	
14x31 IX	15 50	
"A" Wood's pat. planished, Nos. 24 to 27	10	
"B" Wood's pat. planished, Nos. 25 to 27	9	
Broken packs 1/4c per pound extra.		

HEADQUARTERS FOR



FOSTER, STEVENS & CO.

GRAND RAPIDS, MICH.
 Sen or Price List.

The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

Subscription Price, One Dollar per year, payable strictly in advance.
Advertising Rates made known on application.
Publication Office, 100 Louis St.

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, JANUARY 7, 1891.

Gripsack Brigade.

S. Nolls & Co. have arranged to open a grocery store at Seston. The Olney & Judson Grocer Co. furnished the stock.

M. M. Mallory took orders for ten tons of plug tobacco from the jobbing trade of Grand Rapids, last Friday and Saturday.

Geo. F. Owen brought home his trunks from Detroit Saturday, and unfurled his banner to the breeze at Charlotte Monday morning.

J. Vanderwerp, who has represented Hawkins & Company for several months, has transferred his allegiance to I. M. Clark & Son.

Jas. Wykes, who has been on the road several years for the Diamond Wall Finish Co., has engaged with the Alabastine Co. for 1891.

Byron S. Davenport now wears the belt at the Olney & Judson Grocer Co.'s, having had the largest sales during December of any of the road force.

John H. Jewett, formerly of this city, but more recently city salesman for Barnes Bros., of Detroit, is now house salesman for the Chatfield & Woods Co., at Cincinnati.

D. B. Crater has engaged to travel for I. M. Clark & Son, carrying lines of teas, coffees, spices and cigars. Mr. Crater lives in Jackson, and formerly traveled for a Chicago spice house.

Carl, Knott & Co. have engaged W. J. Deppen to represent them on the road. Mr. Deppen hails from Cadillac, having acted as chief clerk for W. M. Gow for the past eighteen months.

B. F. Emery, formerly with the North American Provision Co., has engaged to represent the W. H. Silberhorn Co., packers and jobbers of provisions at Chicago. He will cover the same territory as before.

John Cummins, the latest acquisition to the road force of the Olney & Judson Grocer Co., is posting up this week and will start out on his initial trip next Monday. In the meantime, the Northern route is being covered by Ad. Morrison.

Wm. R. White who covered this State many years for the Thompson & Taylor Spice Co., but who now visits the jobbing trade of the Missouri Valley, Nebraska and Iowa, called on his friends of the jobbing trade last Friday. He was as welcome as ever.

J. P. Visner has returned from New York, having engaged with Edwin J. Gillies & Co. for another year. He has also arranged to represent Thos. Stokes, fish dealer, and Matthew Dean & Co., dried fruit dealers, both of New York, in a brokerage capacity.

THE TRADESMAN is under obligations to Albert Antrim for a unique colored map of California, handsomely framed. Beautiful as the map is to look at, however, it is not half as interesting as it is to hear the veteran traveler and obser-

vet relate some of his numerous experiences in the Land of the Golden Gate.

THE TRADESMAN has in preparation its annual roster of the traveling men representing local houses and hopes to be able to present it complete next week. It will show a material increase in numbers over the list of 1890, just as the list of that year was considerably longer than the list of the year before. Corrections from new houses and new men are solicited.

H. S. Powell, who covers the Upper Peninsula trade for I. M. Clark & Son, was in town a couple of days last week. He reports the trade of that section in excellent shape, the year just passed having been one of exceptional prosperity in all lines. The outlook is not so promising for 1891, owing to the curtailment in the output of iron ore, due to the prevailing low prices. Mr. Powell is enthusiastic over the prospects of Marquette, which has had a remarkable growth during 1890 and gives every promise of doubling its population during the next six or eight years.

Albert Antrim, who left in July for a five months' tour of the Pacific Coast, returned in time to enjoy the Christmas holidays with his family. He spent much of the time in Washington and Oregon, in both of which commonwealths he has unbounded confidence as to the future. His son, Fred, who was formerly engaged in business on Canal street, is now managing the large general store of the J. M. Weatherwax Lumber Co., at Aberdeen, Wash., at which point two other former citizens of Grand Rapids, Frank Drake and John Perry, are prospering finely. Drake is engaged in the real estate business and Perry is at the head of a Chicago syndicate which is embarking in the manufacture of lumber and shingles. Mr. Antrim is confident that Aberdeen is to become the Muskegon of the Pacific Northwest, as her harbor is superior to that of any other point in the two states named.

Purely Personal.

Walter McBrien is seriously ill with typhoid fever at St. Mark's Home.

Homer B. Hanlon, the Middleville druggist, was married one day last week to an estimable young lady of that place.

G. I. Hall, manager of the S. Nolls & Co. grocery store, at Seston, was in town last Saturday for the purpose of buying the first stock.

J. H. Thompson, who has closed out his spice business at Detroit, has taken the management of the Midland Coffee and Spice Co., at St. Joseph, Mo.

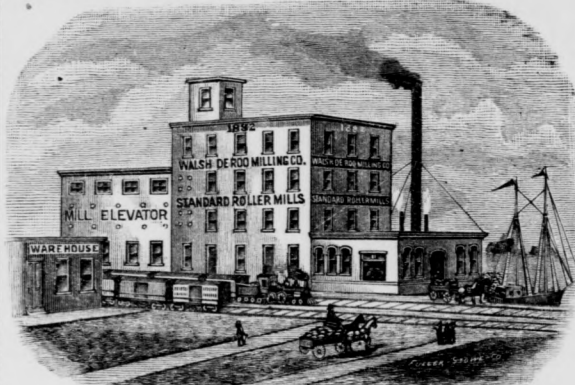
Harry Fox, superintendent of the Muskegon Cracker Co., was in town Monday. He reports a steadily increasing business and contemplates adding three more ovens in the near future.

O. A. Ball is a very busy man these days, owing to the absence of Fred., who left Monday for Henderson, Ky., where he is to be married on Thursday. The happy couple will return from their wedding about the 28th.

J. W. Milliken, of the dry goods house of Hamilton & Milliken, at Traverse City, was in town last Friday on business for the potato planter company of which he is the official head. The device was patented about three years ago and has met with a largely increased demand every season. Arrangements are being made to manufacture the planter on a large scale the coming season.

THE WALSH-DE ROO MILLING CO.,

HOLLAND, MICH.



CORRESPONDENCE SOLICITED.

Daily Capacity.
400 Bbls.

BRANDS:

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

SPECIALTIES:

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

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.



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,

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

4 Monroe St.,

GRAND RAPIDS

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.

Furniture

—AT—

Nelson,

Matter

& Co.'s

Styles New, Cheap,
Medium and Expensive.

Large Variety.
Prices Low.

AVOID THE

Curse of Credit

BY USING

"TRADESMAN"
OR
"SUPERIOR" Coupon Books

FINANCIAL.

Local Stock Quotations.

BANK.	
Fifth National	100
Fourth National	100
Grand Rapids National	140
Grand Rapids Savings	125
Kent County Savings	131
National City	135
Old National	135
People's Savings	105
JOBBER.	
Grand Rapids Packing and Provision Co.	103
Hazeltine & Perkins Drug Co.	100
Telfer Spice Co.	110
MANUFACTURING.	
Aldine Manufacturing Co.	60
Anti-Kalsomine Co.	150
Antrim Iron Co.	115
Belknap Wagon & Sleigh Co.	100
Grand Rapids Brush Co.	90
Grand Rapids Electric Light and Power Co.	75
Grand Rapids Felt Boot Co.	110
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

Financial Miscellany.

D. C. Oakes began business at Coopersville on January 2 under very flattering auspices and predicts a successful career for his institution.

The Northern Kent Bank, at Cedar Springs, now shows deposits of \$26,000. Mr. Fuller is confident this sum could be doubled if the institution were merged into a State bank.

All of the wholesale houses, so far as heard from, have had a remarkably successful year and the dividends soon to be paid by the furniture factories promise to be the largest in the history of the city.

Friends of the Fourth National Bank—and their names are legion—are rejoiced to see a 4 per cent. dividend declared and to be assured that the Bank is in shape to pay dividends with semi-annual regularity hereafter.

The Antrim Iron Co, which increased its capital stock from \$200,000 to \$300,000 last summer, has lately increased it another \$50,000, which is the limit of its issue. The new stock will participate in the dividend of next June and has a market value of 115, one or two sales having been made at that figure.

The Kent County Savings Bank paid a 5 per cent. dividend last week, its statement of December 31 showing deposits of \$512,518.82 and loans \$9,000 in excess of the deposits. As the capital stock is only \$50,000, this showing is a remarkably flattering one and clearly shows the confidence in which the institution is held.

The recently organized People's Savings Bank is already transacting some business, the officers having established their headquarters for the present at the directors' room of the Michigan Trust Co. Several transfers of stock have already occurred, Cashier Kelsey and Don J. Leathers having each paid 105 for blocks of the stock.

GENERAL.

The American Bell Telephone Co. earned 24 per cent. on its watered capital stock of \$12,500,000 during 1890.

The American Banker bluntly advises the banks to "loan up to the handle, if need be, to meet the requirements of solvent merchants."

By careful experiments made at the United States mint it has been shown that \$5 was lost by abrasion every time a million dollars in gold coin was handled. The experiments were conducted with bags containing \$5,000 each, and it was shown that the mere lifting of the two hundred bags making up a million dollars, to a truck to be removed to an-

other vault resulted in the loss stated, and that their transfer from the truck again made a second similar loss.

Bank Notes.

The West Michigan Savings Bank of Bangor declared two 4 per cent. dividends during 1890.

An exploding lamp set fire to L. Budd & Son's bank, at Bronson, Saturday, and before the fire was extinguished several hundred dollars' damage was done.

The Supreme Court has decided that the Ypsilanti Savings Bank must lose the \$6,500 paid on the famous Preacher Earp's notes, and does not hold Miss Henriques liable, because she signed the papers in ignorance.

The new bank at Alma, organized by Marcus Pollasky, will be known as the Gratiot County Savings Bank. This is the same style as the bank he organized some years ago, and which he sold out when he moved to Chicago. That institution shortly after was bought by its competitors, and the name passed out of existence.

A New Game.

From the Detroit Journal.

A stranger walked into a Michigan avenue grocery yesterday, carrying his left arm in a sling, and asked the grocer to give him a \$5 bill in exchange for that amount in silver. The grocer complied, and the apparent cripple then asked him to place the \$5 in an envelope that he might mail it. This was done, and the envelope handed to the stranger. The latter then produced a lot of silver which, when counted, amounted to only \$4.75.

The stranger ransacked his pockets but couldn't find the other quarter. He said that a friend had just given him the money and made a mistake. He would go and rectify it. Then raking the silver into his pocket, he gave the envelope to the grocer to keep until he returned.

Half an hour later the grocer opened the envelope. It contained nothing but a note which read:

"Wishing you a happy new year, I am yours till death.

"CHARLES AUGUST TRAPP."

Pickles Put Up Short Count.

GRAND RAPIDS, Jan. 3.—I recently purchased a half barrel of pickles, packed by J. S. Walker, through the wholesale grocery house of Musselman & Widdicomb. The package was guaranteed to be full count, but contained 102 pickles less than the regulation 600. Enquiry satisfies me that the jobbing house bought the pickles in good faith, having been deceived by the packer.

JOHN SNYDER, Grocer.

Whalebone Whips Advancing.

Manufacturers of whips have advanced all grades of whalebone stock from 10 to 15 per cent., owing to the scarcity and high price of that article.

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 MERC. 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 Jesson, Muskegon.
Four Years—James Vernor, Detroit.
Five Years—Ottmar Eberbach, Ann Arbor.
President—Jacob Jesson, Muskegon.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. McDonald, Kalamazoo.
Meetings for 1891—Saginaw, Jan. 13; Grand Rapids, March 3; Ann Arbor, May 5; Star Island (Detroit) July 7; Houghton, Sept. 1; Lansing, Nov. 4.

Michigan State Pharmaceutical Ass'n.
President—D. E. Prall, Saginaw.
First Vice-President—H. G. Coleman, Kalamazoo.
Second Vice-President—Prof. A. B. Prescott, Ann Arbor.
Third Vice-President—Jas. Vernor, Detroit.
Secretary—C. A. Bugbee, Cheboygan.
Treasurer—Wm Dupont, Detroit.
Next Meeting—At Ann Arbor, in October, 1891.

Grand Rapids Pharmaceutical Society.
President, W. R. Jewett, Secretary, Frank H. Escoff.
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.

Speculation in Drugs.

Written for THE TRADESMAN.

All commercial articles of whatever nature, are, from various causes, fluctuating in price. The unalterable law of supply and demand is always the foundation of this change.

Medicines, as remedies for disease, sometimes advance in price out of all proportion with other merchandise, for, "What will a man not give for his life?" If certain epidemics spread over the country, any real or supposed remedies, especially specifics, suddenly run wild in price, and the tendency to speculate upon the misfortunes of others obtains with all classes having ready cash with which to take advantage of the market. Perhaps no other article on the face of the earth ever becomes quite so valuable as do certain medicines at certain times. It may not be generally known that there are individuals in the United States, say one in ten thousand, who make a business of speculating in rare and costly drugs. Sometimes a combination of them controls the entire product or output. Many of these products would be far lower in price were it not that they are in a few hands. Again, others are very expensive because nature has, thus far, furnished so little; or, the cost of obtaining them is so great. Still another reason is that the highly skilled labor and profound knowledge required in their manipulation and preparation for use commands its own price.

Just after the close of the Rebellion, opium and its preparations advanced in price beyond anything known here within the past half century. As high as \$11 per pound at wholesale was paid for it in Detroit, and in some markets it was, for a time, even higher. Morphia was then retailing at from \$2 to \$3 per dram. At the present time, these drugs are almost, if not quite, as low in price as they have been in fifty years. Excess of production and the low price of the labor required are probably the cause. Quinine is now exceedingly low in price, within a few cents, perhaps, of its minimum price since its discovery. It is thought by many that this decline is partly owing to the fact that some other medicines have somewhat supplanted its use. Quinine is now quoted at from 27 to 39 cents. Thirty-five years ago, it was thought reasonable at \$4 to \$5 dollars an ounce. When, not many years ago, the price fell to \$1.50 an ounce, many speculators, supposing that the price had struck "rock bottom," to use a Western expression, invested in it. One man took a thousand ounces at that price. It did not remain long at \$1.50

and has never since advanced to that price.

Numbers of persons in this country have amassed large fortunes by dealing in ginseng, a root which is largely exported to China and Japan, to be used, it is said, with, or as a substitute for, smoking tobacco. Year after year, this drug is advancing in price, and, unless it is soon produced by cultivation, it must go much higher, as the lands which are its natural habitat will be used for agricultural purposes. Sometimes a seemingly exorbitant fee is charged by a physician for his services, when, perhaps, he has had to pay from \$20 to \$50 per ounce for the medicine furnished.

There is a long array of very costly drugs not in general use, the price of a few of which was given in THE TRADESMAN not long ago. There are some costly preparations made from the calabar bean; one is physostigmine, which costs \$138 per ounce. Physostigmine crystals are still higher, a two and a half ounce vial costing \$503.20. A package of six and a half ounces of hydrastine hydrochlorate costs \$194.80. A thirteen ounce bottle of papayotin, which is used in diphtheria, costs \$189.50. A bottle of five and a half ounces of colocynthin costs \$114.75. The comparatively new local anesthetic, cocaine, is \$120 per pound. A quarter ounce vial of chelidone, used in skin diseases, costs \$88, or \$352 per ounce. One other preparation of the calabar bean is worthy of note as the most aristocratic drug known. It is called physostigmine salicylate and is in the form of crystals. Those who wish to indulge in its purchase can obtain it at the low price of \$904.350 per ounce!

The Kind-Hearted Druggist.

Mark Twain was present at the banquet of the National Wholesale Druggists' Association at its recent meeting in Washington, and in return for his dinner related the following story:

About a thousand years ago, approximately, I was apprenticed as a printer's devil to learn the trade, in common with three other boys of about my own age. There came to the village a long-legged individual of about nineteen, from one of the interior counties, fish-eyed, no expression, and without the suggestion of a smile—couldn't have smiled for a salary. We took him for a fool, and thought we would try to scare him to death. We went to the village druggist and borrowed a skeleton. The skeleton didn't belong to the druggist, but he had imported it for the village doctor. The price of the skeleton at that time was \$50. I don't know how high they go now, but probably higher, on account of the tariff. (Laughter.) We borrowed the skeleton about nine o'clock at night and we got this man—Nicomemus Dodge was his name—we got him down town, out of the way, and then we put the skeleton in his bed. He lived in a little one-storied log cabin in the middle of a vacant lot. We left him to get home by himself. We enjoyed the result in the light of anticipation; but by-and-by we began to drop into silence; the possible consequences were preying upon us. Suppose that it frightens him into madness, overturns his reason and sends him screeching through the streets. We shall spend sleepless nights the rest of our days. Everybody was afraid. By-and-by it was forced to the lips of one of us that we had better go at once and see what had happened. Loaded down with crime, we approached that hut and peeped through the window. That long-legged critter was sitting on his bed with a hunk of ginger-bread in his hand, and between the bites played a tune on a jew's-harp. There he sat perfectly happy, and all around him on the bed were toys and jim-cracks and striped candy. The darned cuss, he had gone and sold that skeleton for \$5. (Laughter.) The drug-

gist's fifty-dollar skeleton was gone. We went in tears to the druggist and explained the matter. We couldn't have raised that \$50 in 250 years. We were getting board and clothing for the first year, clothing and board for the second year, and both for the third year. But the druggist forgave us on the spot, but he said he would like us to let him have our skeletons when we were done with them. There couldn't be anything fairer than that; we spouted our skeletons and went away comfortable. But from that time the druggist's prosperity ceased. That was one of the most unfortunate speculations he ever went into. After some years one of the boys went and got drowned; that was one skeleton gone, and I tell you the druggist felt pretty badly about it. A few years after another of the boys went up in a balloon. He was to get \$5 an hour for it. When he gets back they will be owing him \$1,000,000. The druggist's property was decreasing right along. After a few more years the third boy tried an experiment to see if a dynamite charge would go. It went all right. They found some of him, perhaps a vest-pocketful; still it was enough to show that some more of that estate was gone. The druggist was getting along in years, and he commenced to correspond with me. I have been the best correspondent he has. He is the sweetest-natured man I ever saw; always mild and polite, and never wants to hurry me at all. I get a letter from him every now and then and he never refers to my form as a skeleton, says: "Well, how is it getting along—is it in good repair?" I got a night-rate message from him recently—said he was getting old and the property was depreciating in value, and if I would let him have a part of it now he could give time on the balance. (Laughter.) Think of the graceful way in which he does everything—the generosity of it all. You cannot find a finer character than that. It is the gracious characteristic of all druggists.

Rights of Pedestrians.

As the streets of the city are just now in a muddy and disagreeable condition for pedestrians, just a kindly word to merchants may not be out of place. I saw to-day a dray backed up on the sidewalk to either load or unload some freight. The passage was completely obstructed for some time, and several persons were obliged to go out into the mud and water in the street. At last one man, possibly knowing his rights, refused to go around the dray and ordered the driver to take it off the walk. The driver reluctantly obeyed, much to the disgust of some others, however.

Chief Justice Mitchell, of New York, has lately decided that "Sidewalks are for the people only"; and, while all pedestrians may not exact their rights, it is well to remember that the law is on their side. In the matter of street crossings, also, it appears that pedestrians have the first right. It is the duty of the party in a carriage or vehicle, or on horseback, to be on the lookout, not the duty of the party on foot. Legislators can give public rights in highways but not in private ways.

I once saw a lady and gentleman crossing the street, and a man was driving a horse and buggy along as if quite oblivious of their presence, and was liable to run over them. The gentleman at that moment raised his cane and struck the animal a light blow on the head. At this the driver used threatening and profane language. "Never mind, my friend," coolly replied the pedestrian. "I have the first right to the crosswalk, and it is your business to be careful and not run over me."

Drivers, draymen, laborers and other employees might, by a little care in this regard, save much annoyance to themselves and others.

The Drug Market.

Gum opium is dull and lower. Morphia has declined. Quinine is firm and tending higher. Carbolic acid is advancing. Balsam peru has advanced. Linseed oil has declined. Jalap root is lower. Turpentine is lower. Cloves have declined. Oil cloves is lower.

Two Prosecutions at Belding.

J. H. Kinnane, attorney for the State Board of Pharmacy, has lodged complaints against Will Day, of the drug firm of Ives & Day, and Dr. Moorman, an employe of the drug firm of Spencer Bros.—both of Belding—on the ground that they are selling drugs without being duly registered. The cases are on call at Ionia on the 6th.

Good Words Unsolicited.

R. L. Willett, general dealer, Altona: "Cannot do without THE TRADESMAN."
Frank Smith, general dealer, Leroy: "Long live THE TRADESMAN."

S. K. Riblet, general dealer, Newaygo: "I like your paper, because it is full of useful information—in fact, the best trade paper I know of."

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 So. Ionia St., Grand Rapids.

For Fall painting you have to use a

DRYER

in mixing WHITE LEAD

USE OUR

CROWN JAPAN DRYER.

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

- 1st. 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.

CUTS for BOOM EDITIONS

—OR—

PAMPHLETS

For the best work, at reasonable prices, address

THE TRADESMAN COMPANY,
Grand Rapids, Mich.

GINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists,
GRAND RAPIDS.

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

Wholesale Price Current.

Advanced—Balsam Peru. Declined—Oil cloves, Jalap, Cloves, Gum Opium, Morphia, Linseed Oil, Turpentine.

ACIDUM.	Cubebae.....12 00@12 50	TINCTURES.	Aconitum Napellis R..... 60
Aceticum..... 8@ 10	Excelsithos..... 90@1 00	Aloes..... 60	" and myrrh..... 90
Benzoinum German..... 80@1 00	Eriogon..... 1 90@2 00	Arnica..... 50	Asafoetida..... 0
Boracic..... 30	Gaultheria..... 2 00@2 10	Atrope Belladonna..... 60	Benzoin..... 60
Carbolicum..... 28@ 38	Geranium, ounce..... @ 75	Benzoin..... 60	Co..... @ 2 00
Citricum..... 50@ 55	Gossypii, Sem. gal..... 50@ 75	Sanguinaria..... 50	Pulsif Ipecac et opil. 1 10@1 20
Hydrochloric..... 10@ 12	Hedeoma..... 1 85@2 00	Barosma..... 50	Pyrethrum, boxes H & P. D. Co., doz..... @ 1 25
Nitrosum..... 3@ 5	Juniperi..... 50@2 00	Cantharides..... 75	Quassia, S. P. & W..... 3@ 44
Oxalicum..... 11@ 13	Lavandula..... 90@2 00	Capsicum..... 50	" S. German..... 2@ 35
Phosphorium dil..... 20	Limonis..... 1 80@2 30	Ca damon..... 75	Rubia Tincturum..... 12@ 14
Salicylicum..... 1 40@1 80	Mentha Piper..... 2 90@3 00	" Co..... 60	Saccharum Lactis pv..... @ 40
Sulphuricum..... 1 1@ 5	Morruhae, gal..... 80@1 00	Columba..... 50	Salacin..... 2 00@2 10
Tannicum..... 1 40@1 60	Myrcia, ounce..... @ 50	Conium..... 56	Sangul Draconis..... 40@ 50
Tartaricum..... 40@ 42	Olive..... 90@2 75	Cuba..... 50	Santonine..... @ 4 50
AMMONIA.	Picis Liquida, (gal. 35) 10@ 12	Digitalis..... 50	Sapo, W..... 12@ 14
Aqua, 16 deg..... 3 1/2@ 5	Ricini..... 1 16@1 28	Ergot..... 50	" M..... 10@ 12
" 20 deg..... 5 1/2@ 7	Rosmarini..... 75@1 00	Gentian..... 50	" G..... @ 15
Carbonas..... 12@ 14	Rosae, ounce..... @ 60	" Co..... 60	
Chloridum..... 12@ 14	Succini..... 40@ 45	Gualica..... 50	
ANILINE.	Sabina..... 90@1 00	ammon..... 60	
Black..... 2 00@2 25	Santal..... 3 50@7 00	Zingiber..... 50	
Brown..... 80@1 00	Sassafras..... 45@ 50	Hioscyamus..... 50	
Red..... 45@ 50	Sinapis, ess. ounce..... @ 1 50	Iodine..... 75	
Yellow..... 2 50@3 00	Tigli..... @ 1 50	" Colorless..... 75	
BACCÆ.	Thyme..... 40@ 50	Perri Chloridum..... 35	
Cubee (po. 1 50)..... 1 60@1 75	Theobromas..... 15@ 20	Kino..... 50	
Juniperus..... 8@ 10	POTASSIUM.	Lobelia..... 50	
Xanthoxylum..... 25@ 30	Bi Carb..... 15@ 18	Myrrh..... 50	
BALSAMUM.	Bichromate..... 13@ 14	Nux Vomica..... 50	
Copalba..... 60@ 65	Bromide..... 37@ 40	Opil..... 35	
Peru..... @ 2 00	Carb..... 12@ 15	" Camphorated..... 2 00	
Terabin, Canada..... 35@ 40	Chlorate, (po. 16)..... 14@ 16	Aurant Cortex..... 50	
Tolutan..... 40@ 45	Cyanide..... 50@ 55	Quassia..... 50	
CORTEK.	Iodide..... 2 80@2 90	Rhatany..... 50	
Abies, Canadian..... 18	Potassa, Bistart, pure..... 30@ 33	Rhei..... 50	
Cassia..... 11	Potassa, Bistart, com..... @ 15	Cassia Acutifol..... 50	
Cinchona Flava..... 18	Potass Nitras, opt..... 8@ 10	" Co..... 50	
Euonymus atropurp..... 30	Potass Nitras..... 7@ 9	Serpentaria..... 50	
Myrica Cerifera, po..... 20	Prussiate..... 30@ 33	Stromonium..... 60	
Prunus Virgini..... 12	Sulphate po..... 15@ 18	Tolutan..... 60	
Quillaja, grd..... 12	RADIX.	Valerian..... 50	
Sassafras..... 12	Aconitum..... 20@ 25	Veratrum Veride..... 50	
Ulmus Po (Ground 12)..... 10	Althae..... 25@ 30	MISCELLANEOUS.	
EXTRACTUM.	Anchusa..... 15@ 20	Ether, Spts Nit, 3 F..... 20@ 28	
Glycyrrhiza Glabra..... 24@ 25	Arum, po..... @ 25	" 4 F..... 30@ 32	
" po..... 33@ 35	Calamus..... 20@ 50	Alumen..... 2 1/2@ 3 1/2	
Haematox, 15 lb. box..... 11@ 12	Camelliana, (po. 15)..... 10@ 12	7) ground, (po..... 3@ 4	
" 1s..... 13@ 14	Glycyrrhiza, (pv. 15)..... 16@ 18	Annatto..... 55@ 60	
" 1/2s..... 14@ 15	Hydrastis Canaden..... @ 40	Antimoni, po..... 4@ 5	
" 3/4s..... 16@ 17	Hellebore, Ala, po..... 15@ 20	" et Potass T..... 55@ 60	
FERRUM.	Inula, po..... 15@ 20	Antipyrin..... 1 35@1 40	
Carbonate Precip..... @ 15	Iris plox (po. 20@22)..... 15@ 20	Antifebrin..... @ 25	
Citrate and Quinia..... @ 3 50	Jalapa, pr..... 45@ 50	Argent Nitras, ounce..... @ 75	
Citrate Soluble..... @ 80	Maranta, 1/4s..... @ 35	Arsenicum..... 5@ 7	
Ferrocyanidum Sol..... @ 50	Podophyllum, po..... 15@ 18	Balm Gilead, B & W..... 38@ 40	
Solut Chloride..... @ 15	Rhei..... 75@1 00	Bismuth S. N..... 2 10@2 20	
Sulphate, com'l..... 1 1/2@ 2 7	" cut..... @ 1 75	Calcium Chlor, 1s, (1/4s 11; 1/2s, 12)..... @ 9	
" pure..... @ 7	" pv..... 75@1 35	Cantharides Russian..... @ 1 75	
FLORA.	Spigelia..... 48@ 53	Capsici Fructus, af..... @ 15	
Arnica..... 28@ 30	Sanguinaria, (po 25)..... 40@ 45	" po..... @ 20	
Anthemils..... 20@ 25	Serpentaria..... 40@ 45	" B po..... @ 15	
Matricaria..... 25@ 30	Senega..... 50@ 55	Caryophyllus, (po. 18)..... 14@ 15	
FOLIA.	Similax, Officialis, H..... @ 40	Carmine, No. 40..... @ 3 75	
Barosma..... 20@ 22	Scilla, (po. 35)..... 10@ 12	Cera Alba, S. & F..... 50@ 55	
Cassia Acutifol, Tin..... 25@ 28	Symplocarpus, Foeti..... @ 35	Cera Flava..... 38@ 40	
" Alx..... 35@ 50	Valeriana, Eng. (po.30)..... @ 25	Coccus..... @ 40	
Salvia officinalis, 1/4s..... 12@ 15	" German..... 15@ 20	Cassia Fructus..... @ 20	
and 1/2s..... 8@ 10	Zingiber a..... 10@ 15	Centraria..... @ 10	
Ura Ursi..... 8@ 10	Zingiber j..... 22@ 25	Cetaceum..... @ 45	
GUMMI.	SEMEN.	Chloroform..... 60@ 63	
Acacia, 1st picked..... @ 1 00	Anisum, (po. 20)..... @ 15	Chloral Hyd Crst..... 1 50@1 75	
" 2d..... @ 90	Apium (graveleons)..... 15@ 18	Chondrus..... 20@ 25	
" 3d..... @ 80	Bird, is..... 6@ 8	Cinchonidine, P. & W..... 15@ 20	
" sifted sorts..... @ 65	Carui, (po. 18)..... 4@ 12	Cinchochina, German..... 5@ 12	
" po..... 75@1 00	Cardamon..... 1 00@1 25	Corks, list, dis, per cent..... @ 60	
Aloe, Barb, (po. 60)..... 50@ 60	Corlandrum..... 10@ 12	Creasotum..... @ 50	
" Cape, (po. 20)..... @ 12	Cannabis Sativa..... 3 1/2@ 4	Creta, (bbl. 75)..... @ 2	
" Socotri, (po. 60)..... @ 50	Cydonium..... 75@1 00	" prep..... 5@ 5	
Catechu, is, (1/4s, 1/2s, 16)..... @ 1	Chenopodium..... 10@ 12	" precip..... 9@ 11	
Ammoniac..... 25@ 30	Dipterix Odorate..... 2 00@2 25	" Rubra..... @ 8	
Assafoetida, (po. 30)..... @ 15	Foeniculum..... @ 15	Crocus..... 30@ 35	
Benzoinum..... 50@ 55	Foenugreek, po..... @ 4	Cudbear..... @ 24	
Camphora..... 50@ 52	Lini, (bbl. 3 1/2)..... 4 @ 4 1/2	Cupri Sulph..... @ 7	
Euphorbium po..... 35@ 40	Lobelia..... 35@ 40	Dextrine..... 10@ 12	
Galbanum..... @ 23 00	Pharlaris Canarian..... 3 1/2@ 4 1/2	Ether Sulph..... 68@ 70	
Gamboge, po..... 80@ 95	Rapa..... @ 7	Emary, all numbers..... @	
Guaiacum, (po. 40)..... @ 20	Sinapis, Albu..... 8@ 9	" po..... @ 5	
Kino, (po. 25)..... @ 20	" Nigra..... 11@ 12	Ergota, (po. 60)..... 50@ 55	
Mastic..... @ 90	SPIRITUS.	Flake White..... 12@ 15	
Myrrh, (po. 45)..... @ 40	Frumenti, W. D. Co. 2 00@2 50	Galla..... @ 23	
Opil, (po. 4 00)..... 2 50@2 60	" D. F. R..... 1 75@2 00	Gambier..... 7 @ 8	
Shellac..... 28@ 40	"..... 1 10@1 50	Gelatin, Cooper..... @ 3	
" bleached..... 3@ 35	Juniperi Co. O. T..... 1 75@1 75	Glassware flint, 70 per cent. by box 60 less..... @ 60	
Tragacanth..... 30@ 35	Sacharum N. E..... 1 75@2 00	Glue, Brown..... 9@ 15	
HERBA—In ounce packages.	Spt. Vini Galli..... 1 75@2 50	" White..... 13@ 25	
Absinthium..... 25	Vini Oporto..... 1 25@2 00	Glycerina..... 18 @ 25	
Eupatorium..... 20	Vini Alba..... 1 25@2 00	Grana Paradisi..... @ 22	
Lobelia..... 25	SPONGES.	Humulus..... 25@ 55	
Majorum..... 28	Florida sheeps' wool carriage..... 2 25@2 50	Hydrarg Chlor Mite..... @ 10	
Mentha Piperita..... 25	Nassau sheeps' wool carriage..... 2 00	" Cor..... 40@ 60	
" Vir..... 30	Velvet extra sheeps' wool carriage..... 1 10	Glassware flint, 70 per cent. by box 60 less..... @ 60	
Rue..... 30	Extra yellow sheeps' carriage..... 85	Glue, White..... 13@ 25	
Tanacetum V..... 32	Grass sheeps' wool carriage..... 65	Glycerina..... 18 @ 25	
Thymus, V..... 25	Hard for slate use..... 75	Grana Paradisi..... @ 22	
MAGNESIA.	Yellow Reef, for slate use..... 1 40	Humulus..... 25@ 55	
Calcined, Pat..... 55@ 60	STRUPS.	Hydrarg Chlor Mite..... @ 10	
Carbonate, Pat..... 20@ 22	Accacia..... 50	" Ox Rubrum..... @ 1 1	
Carbonate, K. & M..... 20@ 25	Zingiber..... 50	" Ammoniatl..... @ 1 20	
Carbonate, Jennings..... 35@ 36	Zingiber..... 50	" Unguentum..... 1 00@ 60	
OLEUM.	STRUPS.	Hydrargyrum..... @ 80	
Absinthium..... 5 00@5 50	Accacia..... 50	Icthyobolla, Am..... 1 25@1 50	
Amygdalae, Dulc..... 45@ 75	Zingiber..... 50	Indigo..... 75@1 00	
Amygdalae, Amarae..... 8 00@8 25	Ipecac..... 60	Iodine, Resubl..... 3 75@3 85	
Anisi..... 1 90@2 00	Ferri Iod..... 50	Iodoform..... @ 4 70	
Aurant Cortex..... @ 2 50	Aurant Cortes..... 50	Lupulin..... 60@ 65	
Bergamti..... 3 75@4 50	Rhei Arom..... 50	Lycopodium..... 50@ 55	
Cajiputi..... 90@1 00	Similax Officialis..... 50	Macis..... 80@ 85	
Caryophylli..... 1 20@1 25	" Co..... 50	Liquor Resen et Hydrarg Iod..... @ 27	
Cedar..... 35@ 65	Senega..... 50	Liquor Potass Arsenitis..... 10@ 12	
Chenopodii..... @ 2 00	Scilla..... 50	Magnesia, Sulph (bbl 1 1/2)..... @ 3	
Cinnamoni..... 1 20@1 25	Tolutan..... 50	Mannia, S. F..... 50@ 60	
Citronella..... @ 45	Prunus virg..... 50		
Conium Mac..... 35@ 65			
Copaiba..... 1 20@1 30			

Morphia, S. P. & W..... 2 30@2 55	Selditz Mixture..... @ 25	Lindseed, bolled..... 54 57
C. Co. S. N. Y. Q. &..... 2 20@2 45	Sinapis..... @ 18	Neat's Foot, winter strained..... 50 69
Moschus Canton..... @ 40	" opt..... @ 30	Spirits Turpentine..... 42 1/2 50
Myristica, No. 1..... 70@ 75	Snuff, Maccaboy, De Voes..... @ 35	PAINTS. bbl. lb.
Nux Vomica, (po. 20)..... @ 10	Snuff, Scotch, De. Voes..... @ 35	Red Venetian..... 1 1/2 2@3
Os. Sepia..... 33@ 38	Soda Boras, (po. 13)..... 12@ 13	Ochre, yellow Mars..... 1 1/2 2@3
Pepsin Saac, H. & P. D. Co..... @ 2 00	Soda et Potass Tart..... 30@ 33	" Ber..... 1 1/2 2@3
	Soda Carb..... 1 1/2@ 2	Putty, commercial..... 2 1/2 2@3
	Soda, Ash..... @ 4	" strictly pure..... 2 1/2 2@3
	Soda, Sulphas..... 3 1/2@ 4	Vermilion Prime Amer..... 13@16
	Spts, Ether Co..... 50@ 55	Vermilion, English..... 85@88
	" Myrcia Dom..... @ 2 25	Green, Peninsular..... 70@75
	" Vini Rect. bbl..... @ 3 00	Lead, red..... @ 7 1/2
	2 23..... @ 2 33	" white..... @ 7 1/2
	Less 5c gal., cash ten days..... @ 1 10	Whiting, white Span..... @ 70
	Strychnia Crystal..... @ 1 10	Whiting, Gliders..... @ 9
	Sulphur, Subl..... 2 1/2@ 3 1/2	White, Paris American..... 1 00
	" Roll..... 2 1/2@ 3	Whiting, Paris Eng..... cliff..... 1 40
	Tamarinds..... 2@ 20	Pioneer Prepared Paint..... 20@1 4
	Terebenth Venice..... 2@ 30	Theobromae..... 55@ 60
	Theobromae..... 55@ 60	Vanilla..... 9 00@16 00
	Zinc Sulph..... 7@ 8	VARNISHES.
		No. 1 Turp Coach..... 1 10@1 20
		Extra Turp..... 1 60@1 70
		Coach Body..... 2 75@3 00
		No. 1 Turp Furn..... 1 00@1 10
		Eutra Turk Damar..... 1 55@1 60
		Japan Dryer, No. 1 Turp..... 70@ 75

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

--- DRUGS ---

Chemicals and Druggists' Sundries

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We have in stock and offer a full line of

Whiskies, Brandies, Cins, Wines, Rums.

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

Whisky and Druggists' Favorite Rye Whisky.

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

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GROCERIES.

The Merchants Then and Now.

Written for THE TRADESMAN.

"Did you ever stop to consider," said an old gentleman friend of mine the other day, as we went from floor to floor through a large grocery house, "how little the people of to-day realize the condition of their grandparents of the eighteenth century in regard to the matter of food and clothing? We see about us to-day hundreds of articles of almost daily use that were not then in existence. Others were so rare and costly as to be classed with the luxuries of the wealthy, and only in exceptional cases were they found in the homes of the farmer or laborer. I recollect," he continued, "that the spices now in common use were only used in my grandfather's family on holidays, weddings or on festive occasions. The first allspice I ever remember seeing, my grandmother placed in some kind of leather bag and instructed me to pound it with a hammer for fifteen minutes or more. Allspice was bought especially for pumpkin pies. The entire mode of living is so changed that the present generation cannot realize why it was that people at that day did not desire a greater variety of food and, in fact, all kinds of goods as now. They *did* desire many kinds of goods then kept in the store, but they could not always be obtained without money, and of that they did not always have an abundance. There was only a very small quantity of money then in circulation, and some other means of exchange was necessary. It, therefore, became customary to exchange or 'barter' one product for another. There was hardly a merchant worthy the name in those days but who was also, more or less, a buyer and shipper of domestic products, notably grain, pork and beef; and the most prosperous mercantile houses were those that could purchase and dispose of to advantage the largest amount of farmer's produce. In this way not only a large business could be profitably carried on, but also a large demand for the goods from foreign countries be obtained. All the groceries we see here," and he waved his hand about the room, "are now so common with us that the appetite is satiated, and fully one-half the gratification which our forefathers enjoyed is lost. But this is an age of progress and wealth, and I am glad that it is so, for each generation can enjoy life better than the preceding one."

Thurber, Whyland & Co. to be Merged into a Corporation.

Arrangements have been perfected to merge the wholesale grocery house of Thurber, Whyland & Co. into a corporation under the style of the Thurber-Whyland Co. The concern will have a capital stock of \$3,000,000—\$1,500,000 preferred, 8 per cent. cumulative, and \$1,500,000 common stock. Of the preferred stock, H. K. Thurber takes \$500,000, in lieu of his special capital in the old firm, and the remainder will be offered to the public. Of the common stock, two-thirds will be subscribed for by members of the present firm and their friends, and one-third remains in the treasury of the company. It is understood that the organization will be completed by Feb. 1, at which time the present partnership expires by limitation.

Care in Consigning Goods.

ST. JOHNS, Jan. 2—I note what you say in this week's paper in relation to merchants holding checks and drafts several days, instead of putting them in the bank on deposit or for collection. You might, with equal cause, preach a sermon on the foolishness of some merchants in consigning produce and other goods to dealers about whom they know nothing, either financially or otherwise. I have seen a good many losses incurred through this method of doing business, but some merchants appear to be unable to learn even by experience. The first firm which promises returns above the market price gets the goods, no matter how rascally or irresponsible it may be. It has been my experience that a jobbing house with whom I deal will always undertake to ascertain the reliability of any firm about whose standing I am in doubt; and when I once find an honest and energetic commission firm, I usually stay by that concern until I am positive I can do better elsewhere. Perhaps I am a little behind the times in this respect, as most merchants nowadays appear to be actuated by a desire to see how many houses they can deal with, both in buying and selling, but I still maintain that a tried friend is preferable to an untried stranger and govern myself accordingly. GROCER.

Wool Higher—Hides Quiet—Tallow Weak—Furs Quiet.

Wools are selling again close to the prices ruling in October and November, with stocks firmly held for still higher prices, with a short supply visible. The goods market will not warrant higher prices being paid, but a cold winter and the large volume of goods having disappeared, gives manufacturers hopes on the future.

Hides remain quiet, with a slight advance on light. Tanners are willing to pay this advance, but anything beyond it is refused. A short supply and the high prices of bark, and a quiet trade in leather, will make prices keep down on hides.

Tallow is weak and down, with ample supply and fair demand. The catch in furs in many localities is light, but the average throughout the states is fully up to that of other seasons. There is considerable strife among dealers in new stock, but sales to dressers are light, and hard to make at a profit. The outlook for London export is not good and such goods as must go there are bought low.

The Grocery Market.

The sugar market is a little firmer for white grades. Spreckles advanced granulated a sixpence Saturday and the New York refiners advanced soft A grades the same amount the same day. Package coffees have declined 1/2c and Arbuckle gives notice that the extra discount of 1/2c on 300 pound lots terminates on the 15th. Canned tomatoes are a little stronger. The reduction of the duty on manufactured tobaccos has not brought about a corresponding reduction in the price, the manufacturers keeping same at the old figure in lieu of an advance.

Minor Notes from Leroy.

LEROY, Jan. 3—Business is good in Leroy. From one to two cars of potatoes are loaded here a week at 75 cents per bushel. We have no sleighing yet. Hinkley & McDonald have put in a shingle mill on Rose Lake. The shingles are brought here and handled by Frank Smith. E. Gawley has erected a lumber and shingle mill on Pine River, the product of which will be shipped from this point.

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

PRODUCE MARKET.

Apples—Green, \$3.50@4.50 for choice eating and \$3 for cooking stock. Evaporated are firm at 13@13 1/2c, 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@36c.
Cabbages—70c per doz. or \$4 per 100.
Carrots—20@25c 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 holing at 22c. Cold storage and pickled stock are in good demand at 20c.
Field Seeds—Clover, mammoth, \$4.60 per bu.; medium, \$4.30@4.4. Timothy, \$1.5 per bu.
Game—Venison, 13c per lb.; Rabbits, 75c per doz.; Partridges, 2c 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 8@8 1/2c at this market and 75@8c at the principal buying points in the potato district.
Squash—1 1/2c per lb.
Sweet Potatoes—Kilm 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 00
Short cut.	11 00
Extra clear pig, short cut.	12 50
Extra clear, heavy.	12 50
Clear, fat back.	12 00
Boston clear, short cut.	12 50
Clear back, short cut.	12 25
Standard clear, short cut, best.	12 50
SAUSAGE—Fresh and Smoked.	
Pork Sausage.	6 1/2
Ham Sausage.	9
Tongue Sausage.	9
Frankfort Sausage.	7 1/2
Blood Sausage.	5
Bologna, straight.	5
Bologna, thick.	5
Head Cheese.	5
LARD—Kettle Rendered.	
Tierces.	6 1/2
Tubs.	7
50 lb. Tins.	7
LARD—Family	
Tierces.	5 1/2
30 and 50 lb. Tubs.	6
3 lb. Pails, 20 in a case.	6 1/2
5 lb. Pails, 12 in a case.	6 1/2
10 lb. Pails, 6 in a case.	6 1/2
20 lb. Pails, 4 in a case.	6 1/2
50 lb. Cans.	6
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	7 00
Extra Mess, Chicago packing.	7 00
Boneless, rump butts.	8 75
SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs.	8 1/2
" " 16 lbs.	9
" " 12 to 14 lbs.	9 1/2
" picnic.	6
" best boneless.	9
Shoulders.	5 1/2
Breakfast Bacon, boneless.	8
Dried beef, ham prices.	8 1/2
Long Cleans, heavy.	5 1/2
Briskets, medium.	6
" light.	6
FISH AND OYSTERS.	
F. J. Dettenthaler quotes as follows:	
FRESH FISH.	
Whitefish.	@10
" smoked.	@8
Trout.	@9
Halibut.	@18
Ciscoes.	@4
Flounders.	@9
Bluefish.	@10
Mackerel.	@25
Cod.	@10
California salmon.	@22
OYSTERS—CANS.	
Fairhaven Counts.	@35
F. J. D. Selects.	@28
Selects.	@23
F. J. D.	@22
Anchors.	@20
Standards.	@18
Favorites.	@16
SHELL GOODS.	
Oysters, per 100.	1 25@1 50
Clams.	75@1 00
BULK GOODS.	
Standards, per gal.	@1 25
Selects.	@1 65
Scrimps.	1 50

Clams.	1 50
Scallops.	1 50

FRESH MEATS.

Swift and Company quote as follows:

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

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.	
Standard, per lb.	@ 8
" H. H.	@ 8
" Twist.	@ 8
" pails or packages, net weight.	8 1/2
" 24-lb. bbls.	8
Boston Cream.	10
Cut Loaf.	10
Extra H. H.	10
MIXED CANDY.	
Standard, per lb.	Bbls. Boxes.
Leader.	7 1/2 8
Special.	8 8 1/2
Royal.	8 8 1/2
Nobby.	9 9 1/2
Broken.	9 9 1/2
Midget.	10
English Rock.	10
Conservies.	10
Cut Loaf.	10
Ribbon.	10
Broken Taffy.	9 1/2
Peanut Squares.	10 1/2
Extra.	11
Kindergarten.	12
French Creams.	12
Valley Creams.	14
FANCY—In 5 lb. boxes. Per Box	
Lemon Drops.	60
Sour Drops.	60
Peppermint Drops.	60
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
Imperials.	70
Mottees.	75
Cream Bar.	60
Molasses Bar.	60
Caramels.	16@18
Hand Made Creams.	30@1 00
Plain Creams.	80
Decorated Creams.	1 00
String Rock.	75
Burnt Almonds.	1 00@1 10
Wintergreen Berries.	70
FANCY—In bulk.	
Lozenges, plain, in pails.	12
" printed, in pails.	13
Chocolate Drops, in pails.	13
Gum Drops, in pails.	6
Moss Drops, in pails.	10
Sour Drops, in pails.	10
Imperials, in pails.	12
ORANGES.	
Floridas, fancy 250-300 17-150.	\$4 00@4 25
" " 138-126.	3 75@4 00
" " 96.	3 25@3 50
Russets, fancy 200-170-150-138.	
" " 126-112.	
Valencias, choice to fancy 430.	
Messinas, " 300-240.	3 25
" " 300.	
LEMONS.	
Messina, choice, 360.	3 50@3 75
" fancy, 360.	@ 4 00
" choice 300.	3 75@4 00
" fancy 300.	@ 4 50
OTHER FOREIGN FRUITS.	
Figs, Smyrna, new, fancy layers.	18@20
" " choice.	@16
" " " "	@16
" " " "	12 1/2@14
" Fard, 10-lb. box.	@ 8
" " 50-lb. "	@ 8
" Persian, 50-lb. box.	5 1/2@ 6
NUTS.	
Almonds, Tarragona.	@18
" Ivaca.	@17
" California.	@17
Brazils.	@17
Filberts.	@11 1/2
Walnuts, Grenoble.	@16
" Marbot.	@12
" Chill.	@10 1/2
Table Nuts, No. 1.	@16
" No. 1.	@14 1/2
Pecans, Texas, H. P.	14@16
Cocoanuts, full sacks.	@5 00
PEANUTS.	
Fancy, H. P., Suns.	@ 6
" Roasted.	8 @ 8 1/2
Fancy, H. P., Stars.	@ 5
" Roasted.	7 @ 7 1/2
Choice, H. P., Ex Prime.	@ 5
" Roasted.	7 @ 7 1/2
Fancy, H. P., Steamboats.	@ 5
" Roasted.	@

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

FLOUR SACKS, GROCERY BAGS, TWINE AND WOODEN WARE.

Houseman Block,

Grand Rapids, Mich.

Wholesale Price Current.

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

APPLE BUTTER. Chicago goods.....	CHICORY. Bulk..... 4 Red..... 7	Tapioca, fl'k or p'rl. 5 @ 6 Wheat, cracked..... 5 Vermicelli, import..... 11 " domestic..... 55
AXLE GREASE. Frazer's..... \$2.40 Aurora..... 1.75 Diamond..... 1.75 Wise's..... 2.25	CHEESE. Fancy Full Cream..... 11 @ 11 1/2 Good..... 10 @ 10 1/2 Part Skimmed..... 8 @ 9 Sap Sago..... @ 22 Edam..... @ 1.00 Swiss, imported..... 24 @ 25 " domestic..... 15 @ 16 Limburger..... 15	FISH-SALT. Cod, whole..... 5 1/2 @ 5 3/4 " bricks..... 7 1/4 @ 7 1/2 " strips..... 7 3/4 @ 8 Herring, glibbed, bbl..... 5.25 " " " 1/2 bbl..... 3.00 " Holland, bbls..... 12.00 " kegs..... 75 " Scaled..... 25 Mackerel, No. 1, 1/2 bbl..... 12.00 " 10 lb kit..... 1.10 Trout, 1/2 bbls..... @ 75 " 10 lb kits..... 80 White, No. 1, 1/2 bbls..... @ 50 " 10 lb kits..... 90 " Family, 1/2 bbls..... 3.00 " kits..... 60
BAKING POWDER. Thepure, 10c packages..... \$1.20 " 1/2 lb..... 1.56 " 6 oz..... 2.28 " 12 lb..... 2.76 " 12 oz..... 4.20 " 1 lb..... 5.41 " 5 lb..... @ 20.00	CHEWING GUM. Rubber, 100 lumps..... 30 " 200..... 40 Spruce, 300 pieces..... 40	FLAVORING EXTRACTS—Jennings' D C D C Lemon, Vanilla 2 oz folding box..... 75 1.25 3 oz..... 1.00 1.50 6 oz..... 1.50 2.00 12 oz..... 2.00 3.00 3 oz..... 3.00 4.00
Less 20 per cent. to retailers Absolute, 1/2 lb. cans, doz..... 1.00 " 1 lb..... 1.90 " 3 lb..... 3.50 Aeme, 1/2 lb. cans, 3 doz..... 45 " 1 lb..... 1.10 " 1 lb..... 1.10 Telfer's, 1/2 lb. cans, doz..... 45 " 1 lb..... 1.50 Arctic, 1/2 lb. cans..... 60 " 1 lb..... 1.20 " 1 lb..... 2.00 " 5 lb..... 9.60 Red Star, 1/2 lb. cans..... 40 " 1 lb..... 80 " 1 lb..... 1.50	CATSUP. Snider's, 1/2 pint..... 1.35 " pint..... 2.30 " quart..... 3.50	GUN POWDER. Kegs..... 5.50 Half kegs..... 3.00
COCA SHHELLS. Bulk..... 4 @ 4 1/2 Pound packages..... @ 7	COFFEE EXTRACT. Valley City..... 75 Felix..... 1.15 Hummel's..... 65	HERBS. Sage..... 15 Hops..... 25
COFFEE—Green. Rio, fair..... @ 21 " good..... 21 @ 22 " prime..... 23 @ 23 " fancy, washed..... 24 @ 24 " golden..... 23 @ 24 Santos..... 23 @ 23 Mexican & Guatemala..... 23 @ 24 Java, Interior..... 24 @ 26 " Mandheling..... 27 @ 30 Peaberry..... 22 @ 24 Mocha, genuine..... 26 @ 28	COFFEES—Package. Bunola..... 34 1/2 " in cabinets..... 24 1/2 McLaughlin's XXXX..... 24 1/2 Lion..... 24 1/2 " in cabinets..... 25 1/2 Durham..... 24 1/2	JELLIES. Chicago goods..... 5 1/2 No..... 30 No. 1..... 40 No. 2..... 50
COFFEE—Green. To ascertain cost of roasted coffee, add 1/2 c. per lb. for roasting and 15 per cent. for shrinkage.	CLOTHES LINES. Cotton, 40 ft. per doz..... 1.35 " 50 ft..... 1.50 " 60 ft..... 1.75 " 70 ft..... 2.00 " 80 ft..... 2.25 " 90 ft..... 2.50 " 100 ft..... 3.00 " 120 ft..... 4.00 " 150 ft..... 5.00	LAMP WICKS. No..... 30 No. 1..... 40 No. 2..... 50
CONDENSED MILK. Eagle..... 7.50 Anglo-Swiss..... 6.00 @ 7.70	CONDENSED MILK. " Superior..... \$1 per hundred..... 2.50 " " "..... 3.00 " " "..... 4.00 " " "..... 5.00 " " "..... 6.00 " " "..... 6.00	LICORICE. Pure..... 30 California..... 25 Sicily..... 18
COUPONS. " Superior..... \$1 per hundred..... 2.50 " " "..... 3.00 " " "..... 4.00 " " "..... 5.00 " " "..... 6.00	CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	MOLASSES. Black Strap..... 17 Cuba Baking..... 22 Porto Rico..... 26 @ 33 New Orleans, good..... 25 " choice..... 40 " fancy..... 40 One-half barrels, 3c extra
CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	OATMEAL. Barrels..... 6.7 Half barrels..... 3.50
CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	ROLLED OATS. Barrels..... @ 6.5 Half bbls..... @ 3.50
CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	PICKLES. Medium..... \$7.50 Small, bbl..... 9.00 " 1/2 bbl..... 5.00
CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	PIPES. Clay, No. 216..... 1.75 " T. D. full count..... 75 Cob, No. 3..... 1.25
CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	RICE. Carolina head..... 7 " No. 1..... 6 1/2 " No. 2..... 6 @ Japan, No. 1..... 7 " No. 2..... 6
CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	SAUERKRAUT. Barrels..... 5.25 Half barrels..... 3.00
CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	SAPOLIO. Kitchen, 3 doz. in box..... 2.50 Hand..... 2.50
CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	SOUPS. Snider's Tomato..... 2.40
CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	SPICES—Whole. Allspice..... 10 Cassia, China mats..... 8 " Batavia in bund..... 15 " Saigon in rolls..... 35 Cloves, Amboyna..... 22 " Zanzibar..... 16 Mace Batavia..... 80 Nutmegs, fancy..... 80 " No. 1..... 75 " No. 2..... 65 Pepper, Singapore, black..... 18 " white..... 26 " shot..... 20
CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	SPICES—Ground—In Bulk. Allspice..... 15 Cassia, Batavia..... 25 " Saigon and Saigon..... 42 Cloves, Amboyna..... 26 " Zanzibar..... 20 Ginger, African..... 12 1/2 " Cochin..... 15 " Jamaica..... 18 Mace Batavia..... 90 Mustard, English..... 25 " Trieste and Trie..... 27 Nutmegs, No. 2..... 80 Pepper, Singapore, black..... 18 " white..... 30 " Cayenne..... 25
CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	CRACKERS. Kenosha Butter..... 7 1/2 Seymour..... 5 1/2 Butter..... 2.50 " family..... 5 1/2 " biscuit..... 6 1/2 Boston..... 7 1/2 City Soda..... 7 1/2 Soda..... 6 S. Oyster..... 5 1/2 City Oyster, XXX..... 5 1/2	SUGARS. Cut Leaf..... @ 7 1/2 Cubes..... @ 6 3/4 Powdered..... @ 6 1/2 Standard Granulated, 6.18 @ 6 1/2 " Fine..... 6.18 @ 6 1/2 Confectioners' A..... @ 6.06 White Extra C..... @ 5.34 Extra C..... @ 5.14 C..... @ 5.14 Yellow..... @ 5.14 Dark Molasses..... @ 5.14 Less than 100 lbs. 1/4c advance.

SCALES—Perfection. Tea, 2-lb, tin scoop..... \$ 6.50 " brass..... 7.25 " 5-lb, tin scoop..... 8.75 " brass..... 8.75 Grocers', 11-lb, tin scoop..... 11.00 " brass..... 12.25 " 22-lb, tin..... 13.25 " brass..... 14.75	SUN CURED. Fair..... @ 21 Good..... @ 22 Choice..... @ 24 Choicest..... @ 26 Dust..... @ 14	BASKET FIRED. Fair..... @ 20 Choice..... @ 25 Choicest..... @ 35 Extra choice, wire leaf..... @ 40
STARCH. Corn..... 20-lb boxes..... 6 1/2 40-lb..... 6 1/2	GUNPOWDER. Common to fair..... 25 @ 35 Extra fine to finest..... 50 @ 65 Choicest fancy..... 75 @ 85	TOBACCO—Fine Cut. D. Scotton & Co.'s Brands..... 60 Hawatha..... 34 Sweet Cuba..... 24
Gloss. 1-lb packages..... 6 3-lb..... 6 6-lb..... 6 1/2 40 and 50 lb. boxes..... 43 1/2 Barrels..... 43 1/2	OLONG. Common to fair..... 25 @ 30 Superior to fine..... 30 @ 50 Fine to choicest..... 55 @ 65	TOBACCO—Plug. Jas. G. Butler & Co.'s Brands..... Something Good..... 37 Peach Pie..... 34 " Tobacco..... 35
SOFT. 1-lb packages..... 6 3-lb..... 6 6-lb..... 6 1/2 40 and 50 lb. boxes..... 43 1/2 Barrels..... 43 1/2	IMPERIAL. Common to fair..... 20 @ 35 Superior to fine..... 40 @ 50	TOBACCO—Smoking. Hector..... 17 Plow Boy, 2 oz..... 32 " 4 oz..... 31 " 15 oz..... 32
SNUFF. Scotch, in bladders..... 37 Macebath, in jars..... 35 French Rappee, in Jars..... 43	YOUNG HYSON. Common to fair..... 18 @ 25 Superior to fine..... 30 @ 40	VINEGAR. 40 gr..... 8 50 gr..... 9
SOFT. 1-lb packages..... 6 3-lb..... 6 6-lb..... 6 1/2 40 and 50 lb. boxes..... 43 1/2 Barrels..... 43 1/2	ENGLISH BREAKFAST. Fair..... 25 @ 30 Choice..... 30 @ 35 Best..... 55 @ 65 Tea Dust..... 8 @ 10	WOODENWARE. Tubs, No. 1..... 8.00 " No. 2..... 7.00 " No. 3..... 6.00 Pails, No. 1, two-hoop..... 1.50 " No. 1, three-hoop..... 1.75 Clothespins, 5 gr. boxes..... 50 Bowls, 11 inch..... 1.00 " 13 "..... 1.25 " 15 "..... 2.00 " 17 "..... 2.75 " assorted, 17s and 19s 2.75 " 15s, 17s and 19s 2.75
SOFT. 1-lb packages..... 6 3-lb..... 6 6-lb..... 6 1/2 40 and 50 lb. boxes..... 43 1/2 Barrels..... 43 1/2	YOUNG HYSON. Common to fair..... 18 @ 25 Superior to fine..... 30 @ 40	WHEAT. White..... 90 Red..... 90 All wheat bought on 60 lb. test..... @ 10 1/2
SOFT. 1-lb packages..... 6 3-lb..... 6 6-lb..... 6 1/2 40 and 50 lb. boxes..... 43 1/2 Barrels..... 43 1/2	ENGLISH BREAKFAST. Fair..... 25 @ 30 Choice..... 30 @ 35 Best..... 55 @ 65 Tea Dust..... 8 @ 10	GRAINS AND FEEDSTUFFS. WHEAT. White..... 90 Red..... 90 All wheat bought on 60 lb. test..... @ 10 1/2

MEAL. Boiled..... 1.20 Granulated..... 1.75	FLOUR. Straight, in sacks..... 5.00 " barrels..... 5.20 Patent " sacks..... 6.00 " barrels..... 6.20 Graham " sacks..... 4.81 Rye..... 2.00	MILLSTUFFS. Bran..... 18.50 Screenings..... 16.00 Middlings..... 20.00 Mixed Feed..... 21.50 Coarse meal..... 21.50
RYE. No. 1..... @ 57 No. 2..... @ 57	BARLEY. No. 1..... 1.20 No. 2..... 1.15	CORN. Small lots..... 57 Car..... 54
OATS. Small lots..... 52 Car..... 48	HAY. No. 1..... 9.00 No. 2..... 8.00	HIDES, PELTS and FURS. Perkins & Hess pay as follows, nominal:
HIDES. Green..... 4 @ 5 Part Cured..... 5 @ 5 Full..... 5 @ 5 1/2 Drys..... 6 @ 7 Kip, green..... 4 @ 5 " cured..... 5 @ 5 1/2 Calfskins, green..... 5 @ 6 " cured..... 5 @ 7 Deacon skins..... 10 @ 30	PELT. Shearings..... 10 @ 25 Estimated wool, per lb..... @ 28	FURS. Washed..... 2 @ 30 Unwashed..... 10 @ 22
WOOL. Outside prices are for No. 1 only Badger..... \$0.20 @ \$1.00 Bear..... 5.00 @ 25.00 Beaver..... 2.00 @ 28.00 Cat, house..... 0.50 @ 2.50 Cat, wild..... 10 @ 50 Coon..... 25 @ 80 Fisher..... 4.00 @ 6.00 Fox, cross..... 2.00 @ 5.00 Fox, red..... 1.00 @ 1.50 Fox, gray..... 40 @ 7.00 Lynx..... 2.00 @ 3.00 Martin, pale and yellow..... 40 @ 75 Martin, dark..... 1.50 @ 3.00 Mink..... 25 @ 1.00 Muskrat..... 07 @ 15 Opussum..... 05 @ 15 Otter..... 3.00 @ 8.00 Skunk..... 10 @ 1.00 Wolf..... 1.00 @ 3.00 Beaver castors, per lb..... 2.00 @ 5.00	DEERSKINS—Per pound. Thin and green..... 10 Long gray..... 20 Gray..... 25 Red and blue..... 35	MISCELLANEOUS. Tallow..... 3 @ 3 1/2 Grease butter..... 1 @ 2 Switches..... 14 @ 2 Ginseng..... 2 1/2 @ 3 1/2
OILS. The Standard Oil Co. quotes as follows: Water White..... @ 9 1/2 Michigan test..... @ 8 1/2 Naptha..... @ 7 1/2 Gasoline..... @ 9 1/2 ylinder..... 27 @ 36 Engine..... 13 @ 21 Black, 15 Cold Test..... @ 10 1/2		

El. Puritano Cigar.

The Finest 10 Cent Cigar ON EARTH

MANUFACTURED BY
DILWORTH BROTHERS,
PITTSBURGH.

TRADE SUPPLIED BY
I. M. CLARK & SON,
Grand Rapids.

BRADDOCK, BATEMAN & CO.,
Bay City.

EL PURITANO

CUBAN HAND MADE

Invincibles

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

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

Reminiscences of "Shinplaster Days."

Written for THE TRADESMAN

I notice in your journal of December 24 an article entitled "Profit in Paper Money," which recalls a singular condition of money matters thirty years ago, or just previous to the war.

I was then a resident of Clinton county, Iowa, about twenty miles north of the (now) city of Davenport. There was some profit in paper money at that time, and there were also losses, but just where the losses came in is not very apparent, and few ever seemed to know or care. That section of our country was then considered a part of the Far West and had comparatively little to boast of in the way of wealth, if we except its rich virgin lands. The impending trouble between the Northern and Southern States was pretty clearly foreseen, and the coin of the realm was slowly being withdrawn from circulation and paper money substituted. All silver coin in fractional parts of a dollar readily commanded a premium of 20 per cent., the banks holding the bulk of it and refusing to pay it out. It soon became a troublesome matter to make any change in making small purchases at the various stores. Merchants seemed compelled to give credit until at least a \$5 note would cancel the account, when it would usually be paid; or, where the parties desiring goods were unknown, a \$5 note or more would be received and placed to their credit on the books and be "traded out" a little at a time, as required.

It will be remembered that there were no national banks at that time in the country but many private ones more or less responsible. Previous to this period there had been sufficient small silver in the country for ordinary business transactions, but, with most of this now withdrawn and rapidly going into stocking legs to be buried from sight for future dire extremity, the annoyance in the retail stores became unbearable. There appeared to be no law against any party issuing paper money, and the only question was whether others could be found who would accept it as such. At length, some prominent firm in one of our river towns had a thousand or more blanks printed, reading as follows: "The firm of — hereby agree to pay the sum of twenty-five cents in goods for this note when presented at our store, or it will be redeemed at our office in sums of one dollar and upward in current paper money." These first notes issued were poorly pointed, the paper, however, being of fair quality. They were from four to five inches long and two and one-half wide and were dated and signed by the firm with pen and ink and issued from their office. These small "promises to pay" were soon found to "fill a long-felt want," and, the parties being well known, this fractional exchange, crude as it was, soon left the parent house and was accepted by merchants and others all over the county. The idea not having been copyrighted, many other merchants soon issued "shinplasters," as they were called, of the nominal value of five, ten and twenty-five cents each. A few having no financial standing could hardly drive these "children of their creation" from their doors, while those issued by others better known would be taken without question. After making his purchases, a customer might often be seen with two or three dozen notes of the

kinds mentioned in his hand. Laying them on the counter, he would ask the merchant to select such as he would accept for his pay. Among them would be some that would be rejected.

This method of issuing currency opened a still wider field for those engaged in heavier business, or who might, through their cupidity, desire to turn rascal and rob the public by exchanging "new lamps for old," or, in other words, poor currency for good. One firm in particular, Burrows & Prettyman, of Davenport, Iowa, it was said issued over \$20,000, largely in five and ten dollar notes. I think they were engraved by an eastern bank note company; at all events, they were well executed. Whether anyone ever lost by this "wild-cat currency" of B. & P. I never knew. To all those desiring more capital to use in their business, even if intending to redeem every dollar, the temptation was great to borrow funds by this means. Such parties really had the use of whatever paper they could thus put in circulation without paying interest or furnishing legal security.

I was at this time confidential clerk and cashier for a relative who was doing a large business with a general stock of merchandise at the county seat of Clinton county. My employer had noticed that this "private currency," so to speak, was either regarded with confidence or discredited according to the perfection of the work and quality of the paper upon which it was printed. He proposed, therefore, to issue a few hundred dollars, which should be printed on good bond paper the exact size of ordinary bank notes, each representing the sum of twenty-five cents and with the medallions engraved on the two upper corners. The work was really good for that day, and, as an extra precaution against counterfeiting them, the words "Twenty-five Cents" were printed in carmine in large, delicately lined letters across the face of each note. The paper and work of engraving and printing cost fifty dollars in Chicago. Like all others, they were promises to pay in goods at the store where issued, or in sums of one dollar and upward on demand. The paper being of far better quality than that of those generally in circulation, and the notes having more of an air of respectability and the appearance of money, they were readily taken by both customers and merchants and passed current for a radius of fifty to one hundred miles. The president of the company himself was an old and respected citizen and was known for many miles around. These notes were also eagerly sought after as curiosities, and scores of them were mailed to friends in the Eastern States as souvenirs. One-half of this issue was very soon in circulation and in a few months nearly all of it. I am pleased to say that they were taken as good currency long after many others had returned to their owners to remain.

There were some amusing incidents connected with such a circulating currency. The least rumor regarding its soundness would send it all home on the run. Some busybody about twenty miles away at one time started a report that our "red lined notes," as the issue was called, were about to be repudiated. We heard of it in time and at once set to work to devise some scheme to prevent a "run" on the bank. A happy expedient served to bring about the desired



January 1, 1891



BEGIN THE NEW YEAR RIGHT!

Write for Samples and Prices, Stating about what You Want.

Our Stock of Stationery and Paper is so large and varied that we do not send a complete line of samples in response to requests, but send a few of the papers best adapted to the needs of the customer.

COUPON BOOKS.

HAVING PUT in special machinery for the manufacture of Coupons, we are prepared to quote low prices and guarantee accuracy. We make all kinds and varieties of Coupons, the "Trade-man" and "Superior" Coupons being most in demand.

We are the largest manufacturers of Coupons in the country.

It pays to Illustrate your Business



Use a cut of your building on your stationery.

ODD LOT NO. 1.

We have several thousand

8 Pound Note Heads, 3 3-4 x 9 Inches.

This is not a job lot, but an extra heavy stock. As we carry no other stationery as heavy and need the shelf space we offer it at same price as our 7 lb. stock.

500 at \$1.85
1000 at 2.75
2000 at 5.00

Printed and blocked in tabs of 100 each. We cannot duplicate this lot when present supply is gone.

Statements and Bill-heads.

DON'T Use a note head for a bill head. A properly ruled heading will cost you no more, and it will look more business-like. We furnish 1,000 statements for \$2.25 upward, and 1,000 bill heads \$2.50 upward.

We can save you money.

LETTER PAPER.

DON'T Use unprinted Letter Paper. In writing to a new house, you are judged by your stationery.

We furnish 1,000 note heads for \$2.25 upward.

We buy paper of the makers and save all unnecessary handling and transportation.



Goods can be delivered to any jobbing house for shipment with your goods.



DON'T Think that above is all we can do. We have four floors occupied by our Engraving, Printing and Binding Departments, and carry a full stock of paper and materials bought of first hands.

TAGS.

DON'T Use a bit of wrapping paper in addressing a case of eggs. It may get torn off and you know how easy it is to get your claim allowed by the railroad company.

We print 1,000 of the usual size tags for \$1.50--5,000 at 90 cents per 1,000.

We buy of the maker in jobbing quantities

ENVELOPES.

DON'T Use unprinted envelopes. A corner card ensures return to you of a missent letter instead of to the dead-letter office.

We can print you 1,000 white envelopes for \$2.00 upward.

We buy of the maker and sell at jobber's price, or less.

result. We sent quietly away and purchased a large quantity of fractional silver. One morning very soon after this there appeared a large tray of silver in one of our show-cases in plain sight near the front door, and, as our notes came in for redemption that day, whether in sums of two or twenty, I promptly stepped to the tray and paid their face in specie. The puzzled expression upon many faces at this denouement was a study, and many enquired what it meant, as the notes were not redeemable in coin. "It has no particular meaning," would be the quiet reply, "only that, having plenty of silver on hand, we might just as well pay it out and show our customers that they will not be permitted to suffer loss on any currency issued by us." The "run" did not last many hours, as the report rapidly went out that the "red lined notes" were as good as gold, and that, while only promising to pay in bankable paper, we were actually redeeming them in silver in all amounts received. As this was the only scrip in the State for which specie had been voluntarily paid without a question, its credit at once became still greater. Its area of circulation was also greatly widened, and almost before we were aware of it our notes were commanding a premium equal with silver. The general government soon after commenced the issue of fractional money for the universal accommodation of the people, and all private issues of this kind were obliged to be withdrawn from circulation. Our bank books showed some sixty or seventy dollars outstanding long after our call was issued to redeem the last of our notes, more than its first cost being retained by the public. Even in after years the president never refused to redeem one of his notes promptly if presented. I know of several of these red lined notes still in existence which are worn and soiled by extensive use but which twenty times their face value would not purchase. It is quite probable that currency of this kind will never be issued again. ADDISON.

Additions to the List of Cash Merchants
The advent of every New Year marks numerous additions to the list of merchants who bid good bye to the credit system. Among those who have adopted the cash plan this year is J. S. Toland, the Ross general dealer, who announces the change to his customers in the following manner:

Commencing January 1, 1891, I shall sell goods for

STRICTLY CASH
only. Should responsible parties desire credit for a short time, I will, if satisfactory, issue coupon books in sums of one, two and five dollars on good notes for thirty days, to bear interest after maturity. I take this course, believing it will enable me to

SELL GOODS CLOSER
and give better satisfaction to my patrons.

Thanking you for your past liberal patronage, and soliciting a continuance of the same, I remain,

Yours truly,
J. S. TOLAND.

Graham Roys has engaged to travel for L. H. Beals & Co., of Westfield, Mass., for another year, being the seventeenth year he has represented that house on the road. His territory has been enlarged so as to give him the entire State hereafter. Mr. Roys is a faithful worker, as is evidenced by his long association with one house.

A Salesman Backed Up by His House.

MARSHALL, Nov. 28.—It has well paid my firm to advertise their business in your paper and you will surely receive another order from them next season. You have my permission to make such use of this acknowledgment as you see fit or refer anyone to my house.

WM. CONNER,
Traveling Representative for Michael Kolb & Son.

WHAT THE HOUSE SAYS.

ROCHESTER, N. Y., Dec. 18.—Enclosed find \$1 for renewal of our subscription for your valuable paper for one year.

We have added much new trade in Michigan as a result of our advertisement in your paper and have instructed our Mr. Conner to renew the same at once.

MICHAEL KOLB & SON.

The North Shore Limited.

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

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

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

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. 2 "	.....	2.70
First quality.	.....	2.25
No. 0 Sun, crimp top	.....	2.40
No. 1 " " "	.....	3.40
No. 2 " " "	.....	2.60
XXX Flint.	.....	2.80
No. 0 Sun, crimp top	.....	3.80
No. 1 " " "	.....	3.70
No. 2 " " "	.....	4.70
No. 2 Hinge, " " "	.....	4.70
La Bastic.	.....	1.25
No. 1 Sun, plain bulb, per doz.	.....	1.50
No. 2 " " "	.....	1.35
No. 1 crimp, per doz.	.....	1.35
No. 2 " " "	.....	1.60
STONEWARE—AKRON.		
Butter Crocks, per gal.	.....	66 1/2
Jugs, 1/2 gal., per doz.	.....	75
" " " "	.....	90
" " " "	.....	1.80
Milk Pans, 1/2 gal., per doz. (glazed 66c)	.....	65
" " " "	.....	78

Grand Rapids & Indiana.

In effect December 7, 1890.
TRAINS GOING NORTH.
Arrive from Leave going South.
For Saginaw, solid train 7:30 a m
For Traverse City 7:05 a m
For Traverse City & Mackinaw 11:30 a m
For Saginaw, solid train 4:30 p m
For Cadillac 5:00 p m
For Mackinaw 8:50 p m
From Kalamazoo 3:55 p m

TRAINS GOING SOUTH.
Arrive from Leave going North.
For Cincinnati 6:00 a m
For Kalamazoo and Chicago 10:15 a m
From Saginaw 11:45 a m
For Fort Wayne and the East 5:30 p m
For Cincinnati 8:00 p m
For Kalamazoo and Chicago 11:00 p m
From Saginaw 11:30 p m
Trains marked (1) run daily; (2) daily except Sunday. Sleeping and parlor car service: North—11:30 a m train, parlor chair car for Mackinaw City; 10:30 p m train, Wagner sleeping car for Mackinaw City. South—6:30 a m train, parlor chair car for Cincinnati; 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 Muskegon—Leave. From Muskegon—Arrive.
7:00 a m 10:10 a m
11:15 a m 3:45 p m
5:40 p m 8:45 p m

Through tickets and full information can be had by calling upon A. 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 12:50 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
Through Mail 10:10 a m 10:20 a m
Evening Express 3:35 p m 3:45 p m
Night Express 9:50 p m 10:55 p m
Daily, Sundays excepted. *Daily.

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 offices, 28 Monroe St., and at the depot JAS. CAMPBELL, City Passenger Agent. Jno. W. Loud, Traffic Manager, Detroit.

Toledo, Ann Arbor & Northern.

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

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

CHICAGO & WEST MICHIGAN RY.

OCTOBER 5, 1890.

DEPART FOR	A. M.	P. M.	P. M.	P. M.	P. M.
Chicago	7:00	11:00	11:35	.....	.....
Indianapolis	7:00	11:00	11:35	.....	.....
Benton Harbor	7:00	11:00	11:35	.....	.....
St. Joseph	7:00	11:00	11:35	.....	.....
Traverse City	7:25	11:05	11:35	.....	.....
Muskegon	7:00	11:00	11:35	7:40	.....
Manistee	7:25	11:05	.....	.....	.....
Ludington	7:25	11:05	.....	.....	.....
Baldwin	7:25	11:05	11:30	.....	.....
Big Rapids	7:25	11:05	.....	.....	.....
Grand Haven	7:00	11:00	11:35	7:40	.....
Holland	7:00	11:00	11:35	7:40	11:35

*Week Days. *Daily. \$Except Saturday
9:00 A. M. has through chair car to Chicago. 20 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. K.; 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, NOVEMBER 30, 1890.

Lansing & Northern R R

DEPART FOR	A. M.	P. M.	P. M.
Detroit and East	7:25	1:20	6:25
Lansing	7:25	1:20	6:25
Howell	7:25	1:20	6:25
Grand Ledge	7:25	1:20	6:25
Lake Odessa	7:25	1:20	6:25
Plymouth	7:25	1:20	6:25
Howard City	7:25	1:20	6:25
Edmore	7:25	1:20	6:25
Alma	7:25	1:20	6:25
St. Louis	7:25	1:20	6:25
Saginaw City	7:25	1:20	6:25

*Daily. †Every week day.
7:25 A. M. runs through to Detroit with parlor car; seats 25 cents. Arrive at New York 10:55 a. m.

1:20 P. M. runs through to Detroit with parlor car, seats 25 cents. Arrive at New York 4:00 p. m.

6:25 P. M. runs through to Detroit with parlor car, seats 25 cents. Arrive at New York 8:50 p. m.

For tickets and information apply at Union Ticket Office, 67 Monroe street, and Union depot. GEO. DEHAVEN, Gen. Pass. Agt.

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.

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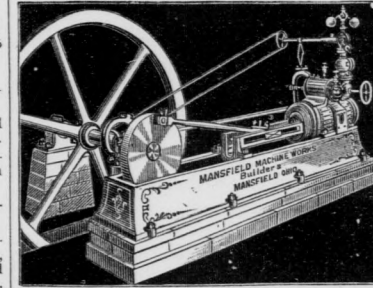
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Some Phases of the Clerk Question.
Written for THE TRADESMAN.

"Where did you get the shoes you have there?" I asked of a lady friend from the country who was visiting in the city last week.

"I cannot give you the name of the firm, as I am a stranger here," was her reply, "but I know of one man who lost a sale to-day by his churlishness and ill nature."

"How was that?" I asked.

"Well, I walked into a large shoe store and asked a gentleman if he kept _____'s shoes, manufactured at Rochester, and he very curtly replied, 'No! I never heard of such a shoe, but I have all other kinds just as good or better. Do you want to look at any shoes?' And he jerked out the question as if his time was worth a dollar a minute, and, before I had time to reply, he laid a pair of shoes on the counter before me. They were certainly very fine shoes. They had extra counters—something I always like to find in a shoe—and they seemed perfect in every particular. In my mind I decided to take them, caring little about the cost. 'What is the price of this pair?' I asked. In the same quick, out-of-patience tone, he replied, 'They are four dollars to-day but will be five to-morrow!' That last snappish speech settled the question with me. I had expected to pay five dollars for such shoes as I wanted, and those he showed me would have been cheap at that; but, had he then offered me them for two dollars, I would not have taken them. I may as well confess that, by this time, I, too, had lost my temper—or found it—and, with a 'Good morning, sir,' I left the store. Entering another shoe store not far away, I found a salesman who was more obliging and from whom I purchased the shoes you are looking at, although I would have preferred those with the extra counters. This gentleman said at once, 'If we haven't the shoes you wish and you can wait, we can order them from the factory.' I am willing to be charitable regarding ill-natured salesmen of either sex, and there may have been good reasons for the first man being so snappish to me this morning; but he should have known that, in such a mood, he was out of place as a salesman, and should have kept away from the store until he was in a different humor."

"I wanted a certain shade of silk ribbon," said a lady to me one day when we were discussing the subject of courteous attention given to customers in the various stores. "I am generally able to judge something of the desire to speak the truth, or the don't-know-and-don't-care-iveness implied in a clerk's answer. Having been a number of times annoyed, when purchasing ribbon in the small town in which I live, by finding cotton in ribbon which had been sold to me for 'all silk,' I thought that I would try and see if I could find what I wanted in a Grand Rapids store. Entering one of the largest ones here, I found a young lady attendant at the ribbon counter. 'I would like some pink ribbon, number twelve, all silk, if you please,' I said to her, naming the desired shade. (This I said in a pleasant tone of voice.) She soon found it, and, holding it between myself and the light, I examined it closely. As it was nearing dusk and the store was not yet lighted, I could not satisfy myself as to the quality. During all this time the girl had not uttered a word—not even when she handed me the bolt—but had stood looking at me with a sneer on her

face. Wishing to be certain that she had understood me, I said to her, 'Is this all silk?' 'That's what you asked for,' was her withering reply. Looking her squarely in the eye, I said, 'You have not answered my question. I asked you, "Is this all silk?"' Not a whit abashed, she answered in the same vinegar-like tone she had used before, 'I s'pose so!' 'Well,' said I, 'as I already have a stock on hand which is useless, I do not propose to buy any more upon supposition. Good afternoon.' And I walked out."

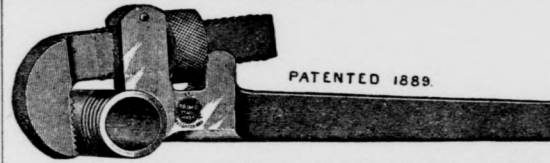
This circumstance reminded me of an amusing incident which another lady related to me not long ago, and which indicates another side to this discourteous clerk question. Said she:

"I was having a cloak made at _____'s this winter," naming one of our large dry goods stores. "I had an appointment with the cloakmaker for 12:30, on a certain day. I was there on time and walked at once into the cloakfitting room. Laying aside my wraps, I silently submitted myself to the pleasure(?) of the cloakmaker. Pinching in a too exuberant seam here and there, she continued her work, there being nothing said by either of us, I knowing her to be competent to do her work without any suggestions on my part. The shop girls and evidently some of the clerks from downstairs were eating their lunch in the workroom on the other side of the partition. They were chattering away as only overworked girls can when they get a little breathing spell from the hourly grind. One of the clerks was relating her experience with a recent customer. 'I waited on a lady this morning who was *actually* the *politest* customer that ever came to my department! She was so stylishly dressed, and her furs were *magnificent*! But, although apparently so rich, she wasn't a bit haughty in her manners, but was so gentle and unassuming, and she treated poor, insignificant *me* as if I was her equal in every respect. She seemed actually distressed that I had to open half a dozen boxes before I found the shades of the gloves she wanted; and she bought a lot of me, too, which is more than most of them do, and they make me open every box on the shelves for them, besides! And, just before she left my counter, she turned and thanked me so sweetly for "the trouble she had put me to." Then several of the other clerks told of the trials which they had had in serving the dear public, when one of them spoke up in a blunt tone of voice. 'Humph!' said she, 'I'd knock me down if anybody'd thank me for anything I showed 'em!'"

"Well," said the narrator of the above conversation "that rough speech was a revelation to me. The girl was probably not the most suave person in the world to wait upon a customer, but she evidently possessed, beneath the rough exterior, a heart capable of feeling a slight. Girl clerks do not, as a rule, receive an alarmingly remunerative salary. Added to this the fact that they are on their feet all day long, hurrying about here and there, waiting on four or five persons at once, as I have many a time seen them do, and subject to the whims and caprices of the spoiled darlings of fashion, it is no wonder that they sometimes give short answers to our questions, which, perhaps, seem to them foolish and irrelevant. And, when I heard what that girl said, I then and there mentally registered a solemn vow that I would never accept a service—no matter how trivial—from a clerk in any store without a kind 'Thank you.' It would cost me nothing and might brighten someone's life for a whole day."

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See Quotations.



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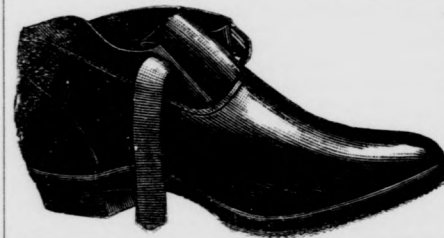
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