

ing day, at B— on very important business. Taking an early morning train, I made the run in a trifle over one hour and went directly to his residence. After breakfast we repaired to a private room and were closeted together for more than an hour. I was informed that the discovery had been made that our store was being systematically robbed of its most valuable goods in entire pieces, principally fine silks, broadcloths, heavy beaver cloths and cassimeres. How long this speculation had been carried on, or to what extent, there was no means of knowing, except by taking an account of the stock on hand. Our only clerk, as has been stated, was residing with his parents and never had a key to the store. Even if he had have had one, it would have been impossible for him to effect an entrance, as every door, front and back, was barred on the inside. The salesman, Ryan, was not a sound sleeper, and, with his bedroom door, which opened, as I have stated, on the stair-way to his room, nearly always left ajar, he was certain that no move could be made below without his hearing it. Nothing was found in disorder in the store when goods were missed, but everything, if removed at all, seemed to have been replaced by the thief or thieves before departing. From one to four pieces of goods would be missed from the counter and drawers, by either one of the partners or the clerk. Sometimes the pieces had been counted day after day, just after closing the store at night, and, when counted again the next evening and sales of them carefully deducted, whole pieces would again be missing. It seemed evident that someone must take them during the day. I therefore suggested that a detective should be stationed at some point above where he could have his eye upon everyone who entered and departed during the day. All concurred with this plan and decided that it should be carried out at once. A point of observation was chosen on the floor above, and, by an opening in the ceiling and an ingenious arrangement of mirrors, a person could see almost every point of the room below and could have a good view of every one entering or departing from the door. That which puzzled us most was the seeming impossibility of any person removing, without detection, the large and heavy pieces of cloths from the store in broad daylight, or even one at a time. We could better understand that pieces of silk and other fine dress goods might be removed, but that pieces of cloths containing from twenty to thirty-five yards each and from thirty-six to forty-two inches in length, should be spirited away day after day was astounding. To be sure, the winter had been very cold, and large overcoats were worn, and it was barely possible that the pieces could be hidden inside of

“During the next ten days, we kept one of the keenest detectives on the watch every hour the store was open for business, without obtaining the least clue to the thieves. During this time two hundred and fifty yards of a certain class of goods had mysteriously gone to join its kindred. I think that I was the coolest man of the firm at the expiration of our ten days' espionage. Barnett and Ryan were fairly boiling over with rage! We held a short consultation, discharged our detective and had Mrs. Barnett take his place for one week. It need

hardly be added that there were four others in the store, for I remained in B— all this time, who were also constant watchers. Curiously enough, while the lady was on duty not a thing was missing from the store. At the end of the week she was also withdrawn from her post, and it now seemed as if the depredations had ceased, as for a month or more afterward nothing disappeared. We were just making preparations to take inventory when a new development arrested our attention and delayed the work.

“I had returned home with a mind ill at ease, as, so far as I could see, it was one of the most mysterious cases of robbery on record, and, if not soon made clear, must result in our closing up our business. While the detective was in our service we had placed him in the street on duty several evenings until nearly midnight, where, passing frequently in sight of the store, it was kept under surveillance on the outside from both front and back, but at no time was he rewarded with any discoveries. I need not tell you that my mind was continually occupied upon the subject of this robbery to the exclusion of almost every other, and that letters passed between myself and partners concerning it almost daily after my return home.

“One night some time after this, at a late hour, I found myself on the streets of B—, going in the direction of our store. The night was neither very cold nor stormy but exceedingly dark and still. I seemed to be entirely alone with no sound of life around me. I remember distinctly how well and how full of life and health I seemed, how lightly and airily I walked and how keenly alive were all my senses; in truth, I had never felt so perfectly well. In passing in front of the store, I naturally halted a moment and looked toward it. A few rays of light came through a crevice between the blinds in one place only, where the boards had shrunken a little. I stepped lightly but cautiously to the window and placed one eye to the crevice. For an instant all was inky dark, and I fancied myself a victim of an hallucination; but retaining my position for a few moments, the light again penetrated the crevice and brought to my view two strange men in the store. One of them was holding a dark lantern, with the bull's-eye turned toward one of the counters, so that I could neither see plainly beyond them nor nearer the front door. ‘Here are our burglars,’ I said to myself. At that moment the position of the lantern was changed to the front, and I saw both men plainly. I seemed endowed with almost unnatural powers of observation and took in every minutia at a glance. The man holding the lantern was short and stout and was plainly dressed. He had an intelligent face. There was a cicatrized scar upon the left temple, as if from a burn years before. He was marked for life. His companion, who was examining the cards attached to the ends of the goods, was more spare and was taller—somewhat older, and his skin was as fair as a woman's. His dress was much the same as the other's, no jewelry, not even a ring. As he turned his face squarely toward the counter, I saw an excrescence like a mole or wart on the left side of his neck a little below the ear. Unarmed though I was, and without a thought of the consequences or why I acted as I did, I

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.

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.

instinctively stepped to the door, gently turned the latch, pushed it open and stood within, closing it after me without a sound. The two men had changed their position and now stood with their backs toward me, evidently unaware of my presence. I stood with my back against the door I had just closed, watching their proceedings, when the shorter one of the two suddenly turned to look toward the door, his light falling full upon me. With a look of horror I can never forget, and an exclamation I did not clearly understand, he whipped out something from his pocket, and I looked through ten feet of space into the bright steel barrel of a heavy revolver. 'Don't shoot!' I remember saying, and the same instant, with a frightful groan, I fell like a log upon the floor. I heard a noise of shuffling feet and of chairs falling. Then there was a brilliant light in the room and I heard the voice of my own wife. 'Will, Will, what in the world is the matter?'

"I was lying on the carpet a few feet from my bed, and she was bathing my face with a wet towel, and there was a look of extreme distress in her face. I think I must have fainted through terror. Recovering myself, however, in a moment, instead of answering her, I looked wildly around for the burglars. 'You must have been dreaming, Will,' she said. 'Are you injured, for you fell so heavily.' 'Where are those men?' were my first words, 'and how came you here?' Thinking, evidently, that I had gone insane from some cause, she commenced weeping, when with a great effort, I arose, and, realizing that I was at home and that my wife had said something about dreaming, I began to sooth her and to talk more sanely. I must have fallen very heavily, as I was somewhat bruised. 'What do you mean by asking for those men?' again queried my wife. 'There is no one here.' 'I have seen our burglars, Mary,' I answered, 'who have evaded us for so long. I am sure of it, and I shall know them if I ever see them again!' 'Well,' she replied, 'I hope that they will never again come to this house to be recognized by you and give me such a fright as I have had to-night!' 'I do not think they came at all, Mary,' I rejoined, 'but it was I who went and found them. I am puzzled to know how they entered that store, but I feel confident that we shall yet capture them.'

"I obtained no more sound sleep that night. The next morning in a letter to Mr. Barnett, I gave him a minute description of my vision—I cannot be induced to say dream—asking him to watch the store at night. While he laughed at my vision, and said that there was nothing in dreams excepting a disordered stomach or imagination, he admitted the fact that two pieces of goods had been stolen from the counter *that very night*, and that they were the first we had lost in six weeks!

"Another week passed. One night I awoke with a forcible impression that I must go to B—at once. I lay confusedly thinking about it for several minutes and wondering whether I was really awake or only dreaming; but, almost before I realized what I was doing, I had struck a light and was dressing. Then I glanced at the clock. It was just 1 a. m. The night express would be going east in thirty minutes, and would run through in one hour, including one stop at a station fifteen miles distant. I continued

dressing but awoke my wife to inform her that business called me to B—on the first train. I begged the privilege of not answering, until my return, her anxious questions concerning my sudden departure, assuring her, however, that I was never more sane nor in better health in mind and body in my life.

"The train was on time. As I entered a car and found it already filled, I was obliged to pass through a third one before obtaining a vacant seat. Now that I was on board, a change of feeling came over me. All my nervous anxiety was gone, and I experienced a quiet relief. I felt that it was right and proper for me to obey the strong impressions which had so suddenly aroused me from my slumber. I even became drowsy. Half asleep, with my head pillowed on my overcoat, I was aroused by the long shrill whistle announcing the fifteen mile station. We halted for a moment only. I was lying down in my seat as well as I could in a cramped position, when, as the train pulled slowly out, I heard the door open at the rear end of the car, and two men came tramping up the aisle. As I partially raised my head to look at them, they took seats in front of me. One glance at them, even in the dim light of that car, sent the blood swifter through my veins. I sank lower in the seat to avoid notice. I should have known the men among a thousand—they were my burglars!

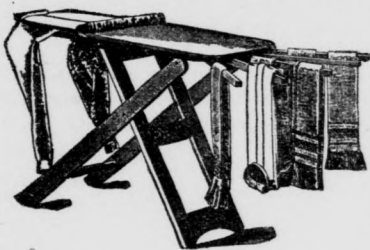
[CONCLUDED NEXT WEEK.]

Notice to Stockholders.

The annual meeting of the stockholders of the Grand Rapids & Indiana Railroad Company, will be held at the general office, in the city of Grand Rapids, Michigan, on Wednesday, March 4th, 1891, at one o'clock p. m., for the election of thirteen Directors to serve for the ensuing year, and for the transaction of such other business as may be presented at the meeting.

J. H. P. HUGHART, Secretary.

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.

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.

THE PUTNAM CANDY CO.,

**Wholesale
Manufacturers.**

Fruit and Nut Jobbers.

ASK FOR PRICE LIST.

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.

RINDGE, BERTSCH & CO.,

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

Ask our salesmen or call and see our improved and new lines of Men's, Boys' and Youth's Shoes for Spring trade.

We are making the best lines for service offered by any one.

Our river goods lead all others. We carry a full line of jobbing goods and offer most everything at old prices.



Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.

AMONG THE TRADE.

AROUND THE STATE.

Cassopolis—Chase & Underhill have opened a new grocery store.

Wolverine — S. Goldstick's general stock has been seized by the sheriff.

Detroit—Beyer & Blum are succeeded by Edward Blum in the drug business.

Oscoda—Simoneau & Bliss succeed Victor Filteau in the grocery business.

Three Rivers—M. J. Walton succeeds Walton Bros. in the dry goods business.

Owosso—M. A. Sprague & Co. have purchased the drug stock of Stephen B. Pitts.

Sullivan—Hiram Munger succeeds Munger, Watson & DeVost in general trade.

Mancelona—H. F. Hansburger has opened a dry goods store. He hails from Cadillac.

Jackson—Frank McLean & Co. succeed Belden & Belden in the hardware business.

Adrian—G. D. Kinney & Co. will open a furniture, crockery and glassware store about Feb. 1.

Charlotte—Geo. Brackett has sold his "Corner Grocery" stock to C. D. Kimberly, of Bellevue.

Detroit—E. D. Foster & Co. succeed Mumford, Foster & Co. in the wholesale leather business.

Cedar Springs—H. W. McBryer succeeds T. B. Haines in the grocery and crockery business.

Flint—Christopher Green succeeds Green & Freeman in the grocery and crockery business.

North Lansing—Lemon Bros. succeed T. Rork & Lemon Bros. in the general merchandise business.

Detroit—Joseph Huettmann succeeds Huettmann, Rademacher & Co. in the wholesale grocery business.

Reed City—P. H. Hoonan contemplates removing to Montana, as soon as his drug stock is disposed of.

Cassopolis—Wm. Pollock and Hayden & Co. have consolidated their grocery stocks under the style of Hayden & Pollock.

Mecosta—E. F. Burdick has purchased from Chas. Calkins his undertaking business and will put in a new stock of furniture.

Hudson—Horace Goodnow has bought the grocery stock of A. O. Laughlin, and will continue the business at the same location.

Carleton—J. N. Covert has sold his grocery stock to Frank Houghtalin and Chas. Fleming, who will continue the business.

Cassopolis—Peter Stetner, for several years past clerk for Hayden & Co., has engaged in the grocery business on his own account.

Newaygo—W. H. Cole has retired from the firm of Husband & Cole, dealers in harness. The business will be continued under the style of R. W. Husband.

Sparta—Field & Ballard have sold their hardware stock to S. H. Ballard, who subsequently sold the stock to C. H. Loomis, who consolidated it with his stock.

Hart—The Journal is authority for the statement that the Patrons of Industry contemplate purchasing the general store of W. E. Thorpe and running it on the mutual plan.

Cheboygan—Louis Pinkous has retired from the firm of Henry Pinkous & Son, dealers in dry goods, clothing and hats

and caps. The business will be continued by the remaining partner under his own name.

Charlotte—Foote & Church have sold their hardware stock to C. M. Jennings, of this city, and Munger & Pettit, of Eaton Rapids. The purchasers will take possession Feb. 1.

Greenville—J. S. Cyosby has opened a general store at the corner of Main and Mountalm streets under the management of L. Osborn, who was formerly with O. C. Miller & Son.

Banfield—L. N. Mosher and wife were surprised on the occasion of their silver wedding, Jan. 9, by the appearance of eighty friends, who brought with them a handsome silver service.

Hastings—Frank Goodyear has retired from the firm of Goodyear & Barnes, dealers in dry goods and groceries. The business will be continued under the style of Geo. A. Barnes, Agt.

Levering—The report that M. C. Crandall & Co. and F. L. Burger propose to consolidate their stocks here is denied by both firms. M. C. Crandall and F. L. Burger have, however, joined hands under the style of Crandall & Burger and opened a branch store at Cross Village, handling lines of groceries, provisions, flour and feed and staple drugs.

MANUFACTURING MATTERS.

Vermontville—The McCotter cheese factory has been purchased by A. D. D. Wood, of Rives Junction, who will convert it into a fruit evaporator.

Detroit—The Detroit Electric Soap Co. has leased the three-story brick building at the corner of Brush and Woodbridge streets and will be ready to begin operations in about 30 days.

Detroit—The Michigan Upholstering and Furniture Co., capital stock \$25,000, of which \$18,000 is paid in, has been incorporated by Fred B. Potter, Fred B. Gray, Charles L. Williams and Charles W. Fox.

CONFESSIONS OF A DRUMMER.

I.

Written for THE TRADESMAN.

I can't remember the time when I did not want to be a drummer.

I recollect that the first thing I did, after placing the display goods in front of Jones & Company's retail grocery on the first morning of my service there, was to sit down on the cover of a sugar barrel and imagine myself, clothed like Solomon in all his glory, hustling into the store with two "grips" and a diamond pin. I remember, too, that that wicked cover opened in the middle and landed me in the barrel in such shape that the senior clerk had to come and help me out. I have thought since that it was a little remarkable that, while I was a drummer only in my mind, I had to be helped out of a scrape. I hadn't any idea then that things of that sort went with the business. I found that out afterward.

To my mind, a drummer was a bigger man than Speaker Reed. I heard their talk about "bitting the wire" when they wanted money, I saw them riding about the city in hacks, I sniffed the odor of their ten-cent cigars, I even knew of their being familiar with hotel clerks and slapping railway conductors on the shoulder. In all the wide range of favored people, who could have greater privileges than these? To use a sarcastic expression of the senior clerk's, I cared no more about being a drummer than I did about my right eye!

One day, when I had been in the store about a year, Jones came to me with a smile on his face—the kind of a smile he used to carry around with him when he wanted some extra work done.

"Tommy," he said, "we're loaded down with eggs. We get that way about once a year, on account of having a large farmers' trade. Suppose you go out this afternoon and work them off. We are retailing them at sixteen, but, if you can unload at a shilling, I'll make you a present."

Work them off? Well! I had an idea that I could work off bricks at five for a quarter, and I intimated as much to Jones. "Perhaps, perhaps," was the cautious reply. "Spruce up a little and try it, anyway. And you had better make a start quite a distance from here. The grocers around here are probably in the same shape that we are in regard to eggs. I will make up a basket of samples and we will see what stuff you're made of."

So, that afternoon, gorgeous in clean collar and new twenty-five cent necktie, I started out to sell eggs. At last, I was a drummer. I didn't ride off in a hack; I was minus the two grips and the diamond pin, but I had made a start. I wouldn't have traded my basket of eggs and my opportunity for Jones & Company's whole store.

I walked about a mile on air. I have since discovered that there are wide pine walks on both sides of the streets I traveled that day, but I didn't realize it then.

At last, I found a corner grocery that had an encouraging look and went in. The proprietor was alone in the back end of the store. I tried my best to act like an old-timer as I walked up to him and set my basket down on the counter with the question:

"How are you off for eggs to-day?"

The proprietor transferred his spectacles from the bridge of his nose to the center of his bump of benevolence and uncovered the basket without even looking at me.

"How much are you paying to-day?"

I asked, and I am afraid there was just a little tremble in my voice; at any rate, the question didn't sound, even to my own ears, as if a real drummer had asked it.

"One dozen," said the merchant, counting out my precious samples six at a time.

"Ten cents in cash, shilling in trade. Anything you want in the store?"

To tell the honest truth, there wasn't anything in the store I wanted just at that moment except my nice, large samples. The merchant had actually mistaken me for a country boy who wanted to barter eggs for groceries! I wanted to get away somewhere in some thinly populated neighborhood and think it over; and, while I stood there in the deepest humiliation, wondering if I would ever again be as large as I was when I entered the store, and feeling every patch on my unmentionables burning a large hole in my anatomy, the cold and cruel merchant stood there carelessly drumming on the counter with his knuckles.

"Cash or trade?" he demanded.

At last I found my tongue.

"Those are samples," I said faintly. "I am with Jones & Company. I—"

"Huh?"

"Samples—eggs—Jones & Company—"

"Oh! Do Jones & Company sell eggs by sample?"

All I could do was to stand there and look little.

"I suppose Jones & Company lay these eggs themselves?"

I was so scared I couldn't have told an eight-day clock from a sugar cured ham, and I answered:

"Yes, I think they do."

"The egg market is falling," said the merchant, with a malicious look in his eyes, "but if Jones & Company have a large line of real nice, old eggs, I might make a dicker with them. I have been wanting some eggs of the vintage of 1,700 for my hotel trade. Did you notice whether any of the eggs these samples came from had whiskers?"

If the merchant had only been out on the common somewhere! If he had been anywhere on earth except in his own store, and I had my samples again!

"I suppose you've got a license to peddle eggs," continued the merchant, "cause if you haven't you're likely to get into trouble. Last week the police caught a kid selling eggs without a license, and they cut off one of his ears and sent him over the road for five years. Of course, these eggs might have paid a license eight or ten years ago, but that don't count, unless you can show that they are old enough to vote."

I was new in the business then and did not know how to talk back. I took my empty basket and went out. The air on which I had walked before wasn't thick enough to hold me up. I didn't dare go back to the store to be laughed at, for I had an idea that Jones had put up a job on me. I walked the streets until after dark, and then crawled tearfully into bed to dream of a benevolent home for aged and infirm eggs, and a barber shop where their whiskers are trimmed free of charge.

[TO BE CONTINUED.]

BUSINESS CHANCES.

FOR SALE—WE OFFER FOR SALE OUR DRUG BUSINESS in Chase, including stock, store building and residence valued at \$2,500. Will exchange for Grand Rapids residence. H. Matthews & Co., 74 Sixth st., cor. Broadway, Grand Rapids, Mich. 180

WANTED—SITUATION BY AN EXPERIENCED DRY goods, clothing, boot and shoe and grocery salesman. Would invest a few hundred dollars in a good paying business in a live town. Address No. 179, care Michigan Tradesman. 179

FOR SALE—CLEAN STOCK, COMPRISING HARD- ware, 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—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 & Henwood, Hart, Mich. 172

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

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

FOR SALE—SPOT CASH CLOTHING AND MEN'S FUR- nishing 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. 170

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, 64 South Ionia street, Grand Rapids. 135

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

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

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

FOR SALE—A FIRST CLASS FRUIT AND CONFECTION- ary store. Best location in the city. A well worked-up wholesale and retail trade. Good reason for selling. Capital, stock and fixtures, about \$800. Address S. S. Mittenhal, 204 East Main Street, Kalamazoo, Mich. 176

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

SITUATIONS WANTED.

WANTED—SITUATION BY REGISTERED GRADU- ate of the School of Pharmacy of the University of Michigan. Four years experience. German. W. C. Kirehgesner, Ph. C., 84 Canal St., Grand Rapids, Mich. 177

WANTED—POSITION BY REGISTERED PHARMA- cist. Four years practical experience. City preferred. Address Box 145, Hastings, Mich. 178

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

GRAND RAPIDS GOSSIP.

Riley Reed, meat dealer at Mulliken, has added a line of groceries. The stock was purchased in this market.

Martin Elenbaas has opened a grocery store on South Prospect street. The Ball-Barnhart-Putman Co. furnished the stock.

T. W. Preston, grocer and druggist at Millbrook, has added a line of fancy goods and notions. P. Steketee & Sons furnished the stock.

Geo. I. Herzog has sold his meat market at the corner of Hall street and Madison avenue to Wm. Kindra, who will continue the business.

Wm. Brummeler has taken his three sons—Alfred J., Wm. G. and Richard J. Brummeler—into partnership with him in the tinware, rag and metal business. The new firm will be known as Wm. Brummeler & Sons.

D. Viergever has formed a copartnership with his sons, Martin and James, under the style of D. Viergever & Sons and opened a grocery store at 157 Clancy street. Musselman & Widdicomb furnished the stock.

A. Austin and F. G. Hough have formed a copartnership under the style of Austin & Hough and will embark in the grocery and boot and shoe business at 79 West Leonard street. The Ball-Barnhart-Putman Co. will furnish the groceries.

John Deegan has purchased the interest of M. Cain in the grocery firm of Deegan & Co., at 802 South Division street. The business will be continued by Jas. P. Deegan and John Deegan under the style of Deegan & Co., having removed to the new store building at the corner of South Division and Wilder streets.

Gripsack Brigade.

Jas. S. Knox has gone on the road for the Goshen Sweeper Co.

M. W. Monnett has taken the position of city salesman for S. K. Bolles & Co.

W. J. Richards, the elephantine whip salesman of Union City, was in town Saturday.

Ed Pike has lost the use of his legs, but is feeling better otherwise than he has for months.

B. F. Winch, formerly engaged in the grocery business at Bangor, has gone on the road for the Alabastine Co.

Jas. D. Wadsworth, formerly with the Lemon & Wheeler Company, is now on the road for a San Francisco spice house, covering a portion of Northern California.

John H. Payne, shipping clerk for the Ball-Barnhart-Putman Co., has engaged to travel for Hawkins & Company, taking the territory formerly covered by Greg. M. Luce.

John Shields, who has been seriously ill with malarial fever, is convalescing at the home of his parents at Hilliards. He will start out on the war-path again about Feb. 1.

Wm. B. Kieft, who has engaged to cover the Muskegon trade for the Muskegon Cracker Co., was formerly engaged in the grocery business—not lumber business, as stated last week.

Herbert A. Filler, formerly Michigan representative for the P. J. Sorg Co., is now State agent in Ohio for S. W. Venable & Co., of Petersburg, Va. He is ex-

pected to visit his Grand Rapids friends early in February.

A. F. Peake, A. A. Howard and W. J. Richards recently put in a few days at Chicago, stopping at the Tremont House. Unfortunately, Peake succumbed to an attack of freshness, compelling his comrades to give him an ice treatment.

The Grand Rapids traveling men having voted to furnish a room at the Masonic Home, the management of that institution has assigned the fraternity the front room on the second floor, directly over the main entrance. It has a fine bay window and is one of the most desirable in the building. Secretary Seymour is now anxious to make the necessary collections with as little delay as possible and requests all the members of the fraternity who wish to contribute \$1 to the fund to hand or send the amount to him on or before Feb. 1.

Purely Personal.

H. Matthews, the Chase druggist, will reside in Grand Rapids for a time.

J. Steinberg, clothing merchant at Traverse City, was in town last Thursday.

A. Norris, the Casnovia merchant, who is undergoing treatment at Mt. Clemens, is improving.

Homer Klap, formerly behind the counter for C. E. Smith, is now acting as collector for W. E. Cooper.

M. C. Griswoold, Cashier of the Lowell State Bank, was in town Saturday and Monday, having spent Sunday with old friends in Middleville.

D. W. Higgins, who contemplated accepting a position in a drug store at Aberdeen, Wash., has concluded to remain with W. H. Hicks, the Morley druggist, another year.

Ike Van Westenbrugge, the Comstock addition grocer, passed around the cigars Saturday in celebration of the advent of an eight pound boy, which arrived at his home the evening before.

M. L. Decker, the Lacota druggist, is anxious to secure the location of a physician at that place. He will answer any enquiries concerning the town from physicians looking for a desirable place to locate.

Wm. N. Ford, western manager for the Jas. G. Butler Tobacco Co., of St. Louis, Mo., is in town for a few days. Mr. Ford is now a stockholder in the company, which was merged into a corporation a few weeks ago, but is none the less lofty on that account.

J. H. Thompson, formerly engaged in the wholesale grocery business at Detroit, but now at the head of a large spice house at St. Joseph, Mo., writes THE TRADESMAN as follows: "This is a fine place for business, as merchants concede to St. Joe the largest trade of any place along the river. It is somewhat like Grand Rapids as to hills, only much more so. It is all up and down, with very little level country, except in the outskirts. The streets are narrow, but the mode of travel is fine—all electric power—and for the size of the place, it is well covered with car lines, the population being only about 52,000. The wholesale houses are fine, both for style and size; being much larger than any at Detroit."

A man is overstocked with good motives if he fails to put them to practical use.

Luck is a good thing if you put the letter P before it.

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.

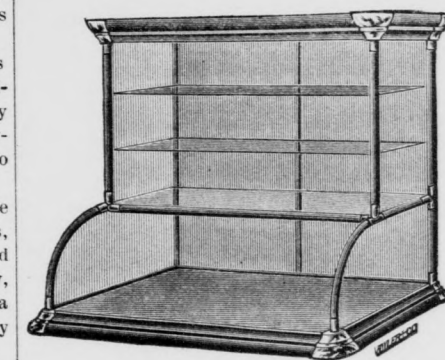
C. B. JUDD.

RED The most effective Cough Drop in the market. Sells the **STAR** quickest and pays the best. Try them. **COUGH DROPS**

MANUFACTURED BY **A. E. BROOKS & CO.**
Grand Rapids, Mich.
The Finest Line of Candy in the State.

C. N. RAPP & CO.,
WHOLESALE DEALERS IN
Foreign and Domestic Fruits.
9 No. IONIA ST., GRAND RAPIDS, MICH.
HEADQUARTERS FOR
ORANGES, LEMONS and BANANAS.

Heyman & Company,



Manufacturers of

Show Cases

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.

63 and 65 Canal St., - GRAND RAPIDS.

Muskegon Cracker Co

CRACKERS, BISCUITS AND SWEET GOODS.

LARGEST VARIETY IN THE STATE

SPECIAL ATTENTION PAID TO MAIL ORDERS.

457, 459, 461, 463 W. WESTERN AVENUE, - MUSKEGON, MICH.

No Connection with Any Cracker Trust.

THE NEW YORK BISCUIT CO.,

S. A. SEARS, Manager.

Cracker Manufacturers,
37, 39 and 41 Kent St., - Grand Rapids.

Dry Goods.

THE TRADESMAN is not given to "blowing its own horn," but will venture the statement that no trade journal is quoted from more frequently than this paper. The current issue of the *Boot and Shoe Recorder*, which is one of the foremost trade journals of the world, contains three articles which originally appeared in these columns—"More Light in Stores," "Five Phases of the Credit Business" and "Can't Always Tell." THE TRADESMAN aims to make a paper suited to the wants of its paying patrons and is pleased to note that in doing so, it meets the generous appreciation of its competitors as well.

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.

Prices Current.

UNBLEACHED COTTONS.

Atlantic A	7	Clifton CCC	6 1/2
" H	6 1/2	" Arrow Brand	5 1/2
" P	6	" World Wide	7
" D	6 1/2	" LL	5
" LL	5 1/2	Full Yard Wide	6 1/2
Amory	7 1/2	Honest Width	6 1/2
Archery Bunting	7 1/2	Hartford A	5 1/2
Beaver Dam A	4 1/2	Madras cheese cloth	6 1/2
Blackstone O, 32	5	Noibe R	5 1/2
Black Rock	7	Our Level Best	6 1/2
Boot, A.L.	7 1/2	Oxford R	6 1/2
Chapman cheese cl.	3 1/2	Pegot	7 1/2
Comet	7	Solar	6 1/2
Dwight Star	7 1/2	Top of the Heap	7 1/2

BLEACHED COTTONS.

Amsburg	7	Glen Mills	7
Blackstone A.A.	8	Gold Medal	7 1/2
Beats All	4 1/2	Green Ticket	8 1/2
Cleveland	7	Great Falls	6 1/2
Cabot	7 1/2	Hope	7 1/2
Cabot, %	6 1/2	Just Out	4 1/2 @ 5
Dwight Anchor	9	King Phillip	7 1/2
" shorts	8 1/2	" OP	7 1/2
Edwards	6	Lonsdale Cambric	10 1/2
Empire	7	Lonsdale	@ 8 1/2
Farwell	7 1/2	Middlesex	@ 5
Fruit of the Loom	8 1/2	No Name	7 1/2
Fitchville	7 1/2	Oak View	6
First Prize	6 1/2	Our Own	5 1/2
Fruit of the Loom %	8	Pride of the West	12
Fairmont	4 1/2	Rosalind	7 1/2
Full Value	6 1/2	Sunlight	4 1/2
Geo. Washington	8 1/2	Vinyard	8 1/2

HALF BLEACHED COTTONS.

Cabot	7 1/2	Dwight Anchor	9
Farwell	8		

UNBLEACHED CANTON FLANNEL.

Tremont N	5 1/2	Middlesex No. 1	10
Hamilton N	6 1/2	" "	11
" L	7	" "	12
Middlesex AT	8	" "	13
" X	9	" "	14
" No. 25	9	" "	15

BLEACHED CANTON FLANNEL.

Hamilton N	7 1/2	Middlesex A.A.	11
Middlesex P.T.	8	" "	12
" A.T.	9	" A.O.	13 1/2
" X.A.	9	" "	14 1/2
" X.F.	10 1/2	" "	15

DRESS GOODS.

Hamilton	8	Nameless	20
" "	9	" "	25
" "	10 1/2	" "	27 1/2
G.G. Cashmere	21	" "	30
Nameless	16	" "	32 1/2
" "	18	" "	35

CORSET JEANS.

Biddeford	6	Naumkeag satteen	7 1/2
Brunswick	6 1/2	Rockport	6 1/2

PRINTS.

Allen, staple	5 1/2	Merrimack shirtings	4 1/2
" fancy	5 1/2	" Repp furn	8 1/2
" robes	5	Pacific fancy	6
American fancy	5 1/2	" robes	6 1/2
American indigo	5 1/2	Portsmouth robes	6
American shirtings	4 1/2	Simpson mourning	6 1/2
Arnold	6 1/2	" greys	6 1/2
" long cloth B. 10 1/2	6 1/2	" solid black	6 1/2
" century cloth 7	6 1/2	Washington indigo	6
" gold seal	10 1/2	" Turkey robes	7 1/2
" Turkey red	10 1/2	" plain T'ky X 1/2	8 1/2
Berlin solids	5 1/2	" X	10
" oil blue	6 1/2	" Ottoman Tur	6
" green	6 1/2	key red	6
Cocheco fancy	6	Martha Washington	7 1/2
" madders	6	Turkey red 1/2	7 1/2
Eddystone fancy	6	Martha Washington	9 1/2
Hamilton fancy	6 1/2	Turkey robes	5
" staple	5 1/2	Riverpoint robes	5
Manchester fancy	6	Windsor fancy	6 1/2
" new era	6 1/2	" gold ticket	6 1/2
Merrimack D fancy	6 1/2	Indigo blue	10 1/2

TICKINGS.

Amoskeag A.C.A.	13 1/2	A.C.A.	12 1/2
Hamilton N	7 1/2	Pemberton AAA	16
" D	8 1/2	York	10 1/2
" Awning	11	Swift River	7 1/2
Farmer	8	Pearl River	12 1/2
First Prize	11 1/2	Warren	14
Lenox Mills	18		

COTTON DRILL.

Atlanta, D.	6 1/2	Star A	8
Boot	6 1/2	No Name	7 1/2
Clifton, K.	7 1/2	Top of Heap	10

SATINES.

Simpson	20	Imperial	10 1/2
" "	18	Black	9 @ 9 1/2
" "	16	" "	10 1/2
Cocheco	10 1/2	" "	10 1/2

Amoskeag	12 1/2	Jaffrey	11 1/2
" 9 oz	14 1/2	Lancaster	12 1/2
" brown 13	13	Lawrence, 9 oz	13 1/2
Andover	11 1/2	" No. 230	13
Everett, blue	12	" No. 250	11 1/2
" brown	12	" No. 280	10 1/2

GINGHAMS.

Glenarven	6 1/2	Lancaster, staple	6 1/2
Lancashire	6 1/2	" fancies	7
Normandie	7 1/2	" Normandie	8
Renfrew Dress	7 1/2	Westbrook	8
Toil du Nord	10 @ 10 1/2	" "	10
Amoskeag	7	York	6 1/2
" AFC	10 1/2	Hampton	6 1/2
Persian	8 1/2	Windermeer	5
Bates	6 1/2	Cumberland	5
Warwick	8 1/2	Essex	4 1/2

CARPET WARP.

Peerless, white	18	Peerless colored	20 1/2
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GRAIN BAGS.

Amoskeag	17	Valley City	15 1/2
Stark	20 1/2	Georgia	15 1/2
American	10 1/2	Pacific	14 1/2

THREADS.

Clark's Mile End	45	Barbour's	88
Coats, J. & P.	45	Marshall's	88
Holyoke	22 1/2	" "	22 1/2

KNITTING COTTON.

White.		Colored.	
No. 6	33	No. 14	37
" 8	34	" 16	38
" 10	35	" 18	39
" 12	36	" 20	40

CAMBRICS.

Slater	4 1/2	Washington	4 1/2
White Star	4 1/2	Red Cross	4 1/2
Kid Glove	4 1/2	Lockwood	4 1/2
Newmarket	4 1/2	Wood's	4 1/2
Edwards	4 1/2	Brunswick	4 1/2

RED FLANNEL.

Fireman	32 1/2	T.W.	32 1/2
Croedmore	27 1/2	" "	32 1/2
Talbot XXX	30	J.R.F. XXX	35
Nameless	27 1/2	Buckeye	32 1/2

MIXED FLANNEL.

Red & Blue, plaid	40	Grey S R W	17 1/2
Union R	32 1/2	Western W	18 1/2
Windsor	18 1/2	D R P	18 1/2
6 oz Western	21	Flushing XXX	23 1/2
Union B	22 1/2	Manitoba	23 1/2

DOMEST FLANNEL.

Nameless	8 @ 9 1/2	" "	9 @ 10 1/2
" "	8 @ 10	" "	12 1/2

CANNVASS AND PADDING.

Slate.		Brown.		Black.	
9 1/2	9 1/2	9 1/2	13	13	13
10 1/2	10 1/2	10 1/2	15	15	15
11 1/2	11 1/2	11 1/2	17	17	17
12 1/2	12 1/2	12 1/2	20	20	20

DUCKS.

Severin, 8 oz	10 1/2	West Point, 8 oz	10 1/2
Mayland, 8 oz	10 1/2	" 10 oz	12 1/2
Greenwood, 7 1/2 oz	9 1/2	Raven, 10 oz	13 1/2
Greenwood, 8 oz	11 1/2	Stark	13 1/2

WADDINGS.

White, doz	25	Per bale, 40 doz	\$7 50
Colored, doz	20	" "	"

SILKES.

Slater, Iron Cross	8	Pawtucket	10 1/2
" Red Cross	9	Dundie	9
" Best	10 1/2	Bedford	10 1/2
" Best AA	12 1/2	Valley City	10 1/2

CORSETS.

Coraline	\$9 50	Wonderful	\$4 75
Schilling's	9 00	Brighton	4 75

SEWING SILK.

Corticelli, doz	75	Corticelli knitting,	
twist, doz	37 1/2	per 1/2 doz ball	30
50 yd, doz	37 1/2	" "	"

HOOKS AND EYES—PER GROSS.

No 1 B'l'k & White	10	No 4 B'l'k & White	15
" 2	12	" 8	20
" 3	12	" 10	25

PINS.

No 2—20, M.C.	50	No 4—15 F 3 1/2	40
" 3—18, S.C.	45	" "	"

COTTON TAPE.

No 2 White & B'l'k	12	No 8 White & B'l'k	30
" 4	15	" 10	23
" 6	18	" 12	26

SAFETY PINS.

No 2	28	No 3	36
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NEEDLES—PER M.

A. James	1 50	Steamboat	40
Crowley's	1 35	Gold Eyed	1 50
Marshall's	1 00	" "	"

TABLE OIL CLOTH.

5—4	2 25	6—4	3 25
" 2 10	" 3 10	" 4—1	95
" 6—4	2 95	" 6—4	2 95

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of Staple and Fancy

Dry Goods

NOTIONS AND HOLIDAY GOODS.

Manufacturers of

Shirts, Pants, Overalls, Etc.

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

48, 50 and 52 Ottawa St.,

GRAND RAPIDS, - - MICH

WHOLESALE.

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

Send for circular and price list.

Smith & Sanford,

GRAND RAPIDS.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

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

H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

DON'T BE A

CHUMP

BUT USE

TRADESMAN COUPONS

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

THE TRADESMAN COMPANY,

Grand Rapids.

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 So. Ionia St., Grand Rapids.

P. STEKETEE & SONS,

WHOLESALE

Dry Goods and Notions.

Close Prices and Prompt Shipment Guaranteed

83 Monroe and 10, 12, 14, 16 and 18 Fountain Sts., - GRAND RAPIDS.

HARDWARE.

Getting Started.

From the Christian Union.

One of the great things in life is to get started. The shores are lined in every direction with craft of all sizes which seem unable to get themselves launched; they are eager for the water but fail to reach it. A host of men and women are in this position; they are bewailing the fact that they are not at work, and are going about in every direction seeking for openings, but they find nothing to their mind. Now, while it is true that there is nothing more difficult, in many cases, than to get a start in life, it very often happens that the inherent difficulty of the undertaking is immensely increased by the lack of practical sense on the part of the man or woman who is making the endeavor.

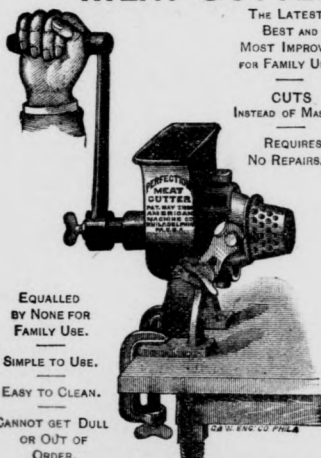
Gaspar Becerra, in Longfellow's poem, waited a tedious time for the wood fit to receive the image which he meant to carve when the proper material came to hand. Despairing at last of securing what he was waiting for, he picked up the thing nearest—a piece of burned wood—and carved his image out of that. It was a wise decision, but it would have been wiser if it had been reached earlier.

Too many men and women wait for "just the thing" they want, not knowing that just the things one wants are very difficult to get, and when gotten very often turn out to be the very things one does not want. The true way to get a start in life is to take the first chance of getting into the race. It may be a very inferior and unattractive chance, but it is a chance, nevertheless. It takes one out of his stationary, waiting position, gets him into the field, loosens his limbs, and puts him into training for whatever lies before him; and it often happens that these very unpromising chances are straight roads to fortune. No man ever succeeds who refuses to do anything until he can do it on his own terms. The man who succeeds is the man who is willing to do the thing on any honorable terms. We must begin as servants if we wish to end as masters. We must take what we can get if we hope finally to get what we want. The first opportunity is the best opportunity if it really opens a door into life.

Virginia is recognized as the largest producer of peanuts. In 1889 the crop was very short, owing to unseasonable weather, but the crop for 1890 was estimated at 2,700,000 bushels, which netted the farmers \$2,000,000.

Look before you leap, and don't leap until you know where you are going to alight.

THE PERFECTION MEAT CUTTER



EQUALLED
BY NONE FOR
FAMILY USE.

SIMPLE TO USE.

EASY TO CLEAN.

CANNOT GET DULL
OR OUT OF
ORDER.

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

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

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

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.		dis.
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.		dis.
Well, plain	3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70&	
Wrought Narrow, bright 5ast joint	60&10	
Wrought Loose Pin	60&10	
Wrought Table	60&10	
Wrought Inside Blind	60&10	
Wrought Brass	75	
Blind, Clark's	70&10	
Blind, Parker's	70&10	
Blind, Shepard's	70	
BLOCKS.		dis.
Ordinary Tackle, list April 17, '85	40	
CRADLES.		dis.
Grain	50&10	
CROW BARS.		per lb
Cast Steel	5	
CAPS.		per m
Ely's 1-10	65	
Hick's C. F.	60	
G. D.	35	
Musket	60	
CARTRIDGES.		dis.
Rim Fire	50	
Central Fire	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.		dis.
White Crayons, per gross	120 12 1/2	
COPPER.		per pound
Planished, 14 oz cut to size	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.		dis.
Small sizes, ser pound	07	
Large sizes, per pound	6 1/4	
ELBOWS.		dis.
Com. 4 piece, 6 in	75	
Corrugated	dis. 20&10&10	
Adjustable	dis. 40&10	
EXPANSIVE BITS.		dis.
Clark's, small, \$18; large, \$20	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.		dis.
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. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 60
Blacksmith's Solid Cast Steel, Hand	30c 40&10

HINGES.

Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 1 1/4 14 and longer	3 1/4
Screw Hook and Eye, 1/4	net 10
" " " "	net 8 1/4
" " " "	net 7 1/4
Strap and T	dis. 70

BARNERS.

Barn Door Kidder Mfg. Co., Wood track	50&10
Champion, anti friction	60&10
Kidder, wood track	40

HOLLOW WARE.

Pots	60
Kettles	60
Spiders	60
Gray enameled	40&10

HOUSE FURNISHING GOODS.

Stamped Tin Ware	new list 70
Japanned Tin Ware	dis. 25
Granite Iron Ware	new list 33 1/4&10

WIRE GOODS.

Bright	70&10&10
Screw Eyes	70&10&10
Hook's	70&10&10
Gate Hooks and Eyes	70&10&10

LEVELS.

Stanley Rule and Level Co.'s	dis. 70
Knobs—New List	dis. 55

KNOB—New List.

Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70

LOCKS—POOR.

Russell & Irwin Mfg. Co.'s new list	55
Malloy, Wheeler & Co.'s	55
Braford's	55
Norwalk's	55

MATTOKS.

Adze Eye	\$16.00, dis. 60
Hunt Eye	\$15.00, dis. 60
Hunt's	\$18.50, dis. 20&10

MAULS.

Sperry & Co.'s, Post, handled	50
COFFEE, PARKER'S CO.'S	dis. 40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Perry & Co.'s	40
" Enterprise	25

MOLASSES GATES.

Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	25

NAILS.

Steel nails, base	1 25
Wire nails, base	2 35
Advance over base	Steel.

60	Base	Base
10	Base	10
40	05	20
30	10	20
20	15	30
16	15	35
12	15	35
8	20	40
7 & 6	25	50
4	40	65
3	60	90
2	1 00	1 50
1	1 50	2 00

Case 10	1 50	2 00
Case 3	60	90
" 8	75	1 00
" 10	85	1 25
" 12	1 00	1 25
" 14	1 15	1 50
" 16	1 25	1 50
" 18	1 35	1 75
" 20	1 50	2 00

Clinch	85	75
Corrugated	1 00	90
" 6	1 15	1 50
Barrell	1 75	2 50

Ohio Tool Co.'s, fancy	dis. 40
Sciota Bench	dis. 40
Sandusky Tool Co.'s, fancy	dis. 40
Bench, first quality	dis. 60
Stanley Rule and Level Co.'s, wood	dis. 10

Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	dis. 40
Iron and Tinned	50
Copper Rivets and Burns	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 1/2c per pound extra.	

PLANES.

10x14 IC, Charcoal	7 00
14x20 IC, " "	7 00
10x14 IX, " "	8 75
14x20 IX, " "	8 75

Each additional X on this grade, \$1.75.	
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, " "	6 25
14x20 IX, " "	7 75
20x28 IC, " "	13 00
14x20 IX, " "	5 50
14x20 IX, " "	7 00
20x28 IX, " "	11 50
20x28 IX, " "	14 50

14x28 IX, " "	14 00
14x31 IX, " "	15 50
14x56 IX, for No. 8 Boilers, per pound	10
14x60 IX, " "	10

14x28 IX, " "	14 00
14x31 IX, " "	15 50
14x56 IX, for No. 8 Boilers, per pound	10
14x60 IX, " "	10

14x28 IX, " "	14 00
14x31 IX, " "	15 50
14x56 IX, for No. 8 Boilers, per pound	10
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14x28 IX, " "	14 00
14x31 IX, " "	15 50
14x56 IX, for No. 8 Boilers, per pound	10
14x60 IX, " "	10

ROPES.

Sisal, 1/2 inch and larger	9
Manilla	12 1/2

SQUARES.

Steel and Iron	75
Try and Bevels	60
Mitre	30

SHEET IRON.

Com. Smooth	Com.
Nos. 10 to 14	4 20
Nos. 15 to 17	4 30
Nos. 18 to 21	4 30
Nos. 22 to 24	4 20
Nos. 25 to 26	4 40
No. 27	4 60
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	3 50

SAND PAPER.

List acct. 19, '86	dis. 40&10
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SASH CORD.

Silver Lake, White A.	list 50
" Drab A.	55
" White B.	50
" Drab B.	55
" White C.	35

SASH WEIGHTS.

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 21, 1891.

COUNT YOUR SEEDS.

"Count your pickles" having come into common parlance with the grocery trade of Michigan, through the instrumentality of this paper, THE TRADESMAN now offers another pertinent suggestion to the trade—"Count your seeds". It will soon be time for the large seed growers to send out their boxes on consignment, each box bearing a list of the packages alleged to be contained therein. How many persons have ever counted the contents of a box, to verify the inventory of the shipper? Probably less than one in a hundred. For the purpose of ascertaining whether the inventory of the grower was correct, a reporter of THE TRADESMAN solicited an opportunity to count the contents of a half dozen boxes a year ago. Every box was short from \$3 to \$6 worth of seeds, the average being about \$4.50. Other merchants were then asked to count the contents of their boxes, with similar results. In no case was the inventory an honest one, but the agent who came around at the end of the season to settle for the packages sold made no objection to the shortage claim set forth by the merchant, proving conclusively that he was aware of the fraudulent character of the inventory.

In the light of these facts, THE TRADESMAN is confident it is offering a suggestion which will put dollars in the pockets of thousands of merchants when it gives birth to another crystalized caution—"Count your seeds!"

When THE TRADESMAN published its exposure of the Patrons of Industry, two years ago, it warned the Patrons against the Vertican-Krause-Woodsworth triumvirate, giving reasons why they should be regarded with suspicion. This advice was disregarded and treated as the utterance of an enemy. Now it is announced that Krause is \$1,400 short in his accounts as Supreme Treasurer, having spent the funds of the Patrons in endeavoring to establish his *Western Farm and Home*. Woodsworth has sent in his resignation as Supreme Secretary, for reasons best known to himself. The saintly Vertican still remains at the head of the organization as Supreme President, but the indications are that he will be relieved of that office at the March meeting. Possibly THE TRADESMAN's advice was good after all.

Some of the ideas set forth by "Observer," in another column, are worthy of careful perusal, but the statement that suburban dealers are not troubled with dead-beats will be received with a grain of allowance. While dealers whose trade is confined to a particular locality usually look after their customers closer than their brethren in the more central portions of the city, it is impossible even then to avoid all the losses and annoyances incident to the credit business, and

any statement to the contrary discloses a lack of familiarity with the subject on the part of the writer.

It is unofficially announced that the National Wholesale Grocers' Association has concluded to abandon its plans of reforming the present system of doing business. The experience of the starch combination with the Association was so disastrous as to preclude any further attempts in that direction. Much hard work has been done in the Association's behalf, but many evidences of disintegration are plainly manifest.

The leaders of the Patrons of Industry are alarmed at the rapidity with which the organizations are changing over into Farmers' Alliance clubs and are making a desperate effort to stem the tide of secession. As the funds on hand by the local and county bodies are turned over to the new organizations, the officers of the P. of I. are taking measures to prevent what they term the "misuse of funds."

Count your pickles and report the result to THE TRADESMAN. If the packer is giving all he agrees to, he is entitled to honorable mention; if he is not fulfilling his guarantee, the trade ought to be warned against him.

Vigorous Protest Against the Copyright Bill.

Written for THE TRADESMAN.

While in many instances combinations of capital afford numberless benefits to the people, at other times and under other circumstances they are a positive injury. When the combine or trust is in the hands of unscrupulous and avaricious parties whose only object is the accumulation of wealth for themselves, without a thought or desire for the happiness or welfare of the masses, it then becomes an out and out *steal*, and people should not hesitate to call it by that name. There is a new copyright bill now before Congress, which, if passed without amendment, will become a steal of the first magnitude.

The *Scientific American* for Jan. 10 furnishes an exhaustive article on this subject which should be widely read. We have already seen the evil effects of book combinations, in the enormously high price of school books throughout the country and do not desire to see them extended to all classes of literature. This copyright bill works largely to the interest of foreigners and does gross injustice to our people. "The best reading at the lowest prices" should be the watch-word for America. Cheap books always means increased business for authors, engravers, book-binders, paper-makers, publishers and the many thousands of workingmen who furnish material and do the work, and the direct effect of this bill, unless it should be modified, will be a partial cessation of these branches of business, with disastrous consequences and an enormous tax upon the reading public, and much of the profits will pass into the pockets of foreigners. No reciprocal benefits with foreign countries can be pleaded in extenuation, as there is no comparison between American and foreign readers. There are twenty to one in our favor.

One of the greatest objections to this bill is that it grants book patents to foreigners for forty-two years. In its practical operations it would stand as another degrading "fugitive slave law bill"

in that it makes it obligatory on the officers of the post-office and treasury departments of the United States to pry into, spy out and seize any and all infringements for the benefit of these foreign monopolists. I take a broader view of the intelligence of our law-makers than to believe that the bill will pass. And I hope that, when the time comes for its last reading, it will be quietly relegated to the shades of the past.

HOWIG.

Thirty-Six Out of Forty-One.

At the examination session of the State Board of Pharmacy, held at Saginaw last week, forty-one candidates presented themselves for registration. Of this number, seventeen passed as registered pharmacists and nineteen received certificates as assistant registered pharmacists. The list of the successful ones is as follows:

REGISTERED PHARMACISTS.

William C. Church, Detroit; Harry Dolson, Saginaw; Adolph E. Dryer, Ann Arbor; A. B. Fleischer, Saginaw; M. D. Henes, Bay City; C. T. Hicks, Pontiac; J. R. Lewis, Otisville; H. N. Meloche, Belding; U. M. Montin, Ishpeming; C. L. Osborn, Vandalia; F. A. Sandford, Grand Rapids; F. C. Schirmer, Saginaw; A. F. Dunlop, Alpena; J. F. Vannest, Peck; E. C. Voght, Escanaba; David Watson, Detroit; August Werner, Saginaw.

ASSISTANTS.

W. C. Babcock, Britton; W. R. Bacon, Ann Arbor; C. W. Burdick, Flint; W. E. Decker, Saginaw; Thos. Dugan, Lapeer; John Fairbairn, Detroit; C. R. H. Fischer, Saginaw; Elizabeth Golden, Fenton; C. L. Grube, Saginaw; H. A. Herzer, Saginaw; T. Karmesen, Greenville; H. Keller, Detroit; A. L. Kirtland, Lake View; H. B. Longyear, Mason; G. McGillivray, Ionia; B. E. Matthews, Wayne; W. P. Payne, Lake Odessa; W. E. L. Smith, Fenton; E. Anschutz, Saginaw.

The Pharmacy Appointment.

LANSING, Jan. 19.—It is generally conceded that Geo. Gundrum, the Ionia druggist, will receive the appointment of member of the State Board of Pharmacy, Governor Winans having expressed himself as intending to pursue that course in the near future. This appointment is not in keeping with the recommendation of the druggists of the State—Mr. Gundrum having received only 64 votes to 174 cast for Mr. McDonald—but is due to a combination of influences brought to bear against the Kalamazoo gentleman. In the first place, Mr. McDonald does not pull with the "ring" which has nearly always dominated the Board. This naturally gave him the serious opposition of Messrs. Jesson and Parkill, who are supported by that prince of wire pullers, Frank Wells, of this city. A crusade against Mr. McDonald was begun by those gentlemen several months ago, on purely personal grounds, resulting in poisoning the mind of the Governor against him. Mr. Wells being an old friend of Governor Winans, it has been comparatively easy to lead him to promise the office to Mr. Gundrum, although, in doing so, he overlooked the Lansing candidate, who stood second to Mr. McDonald in the unofficial vote of the pharmacists. This has, very naturally, excited the antagonism of the Lansing druggists, who unanimously supported their townsman, and they promise to make it very uncomfortable for the Governor from this time on. MORTAR.

Open to Criticism.

MUSKEGON, Jan. 19.—In my opinion, THE TRADESMAN's statement of last week relative to Hawkins & Company's onslaught on Holt & Co. is open to criticism. Hawkins & Company have not yet got their money and I rather think they never will see the color of their \$450 claim. Their sharp practice will avail them nothing in this case.

CREDITOR.

Electrical interests have become so important that an electrical journal of Berlin is now published daily.

Dissolution of Copartnership.

Notice is hereby given that the copartnership heretofore existing between Jas. P. Deegan and M. Cain, under the style of Deegan & Co., has been this day dissolved, Cain retiring. The business will be continued under the same style by Jas. P. Deegan and John Deegan, who assume all the liabilities of the former firm and to whom all debts owing the late firm must be paid.
Grand Rapids, Jan. 12, 1891. DEEGAN & CO.

VALENTINES!

NEW
STYLES
FOR
1891.

Our assortment includes the "Cream" of several leading manufacturers.

Lace Valentines,

Comic Valentines,

Valentine Novelties,

Booklets, Cards and Souvenirs.

Sample lots and assortments to any amount, carefully selected to PLEASE THE TRADE. NO OLD STOCK. Order AT ONCE to get best selections.

Dealers who have not received our Catalogue should send for one, with special discounts.

FRED BRUNDAGE,

Wholesale Drugs, Druggists' Sundries,
Paints, Cigars, Stationery
and Novelties.

21, 23, 25 and 27 Terrace St., MUSKEGON, MICH.



GRAND RAPIDS, Jan. 1, 1891.

I have this day associated with me in business, my sons Alfred J., William G. and Richard J., under the name and style of Wm. Brummeler & Sons.

My sons have worked with me for years, they are well acquainted with the business, are hard workers, and we trust, by strict attention to the want of our trade to push to the front. We shall continue to manufacture tinware, do a general rag and metal business and hope to merit your confidence. Thanking you for past favors and soliciting a continuance of the same, we remain
Yours Respectfully,
WM. BRUMMELER & SONS.

Furniture

—AT—

Nelson,

Matter

& Co.'s

Styles New, Cheap,
Medium and Expensive.

Large Variety.
Prices Low.

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
Michigan Trust Co.	115
JOBBER.	
Grand Rapids Packing and Provision Co.	103
Hazeltine & Perkins Drug Co.	100
MANUFACTURING.	
Aldine Manufacturing Co.	60
Anti-Kalsomine Co.	150
Antrim Iron Co.	115
Belknap Wagon & Sleigh Co.	100
Berkey & Gay Furniture Co.	85
Grand Rapids Brush Co.	100
Grand Rapids Electric Light and Power Co.	75
Grand Rapids Felt Boot Co.	110
Grand Rapids School Furniture Co.	110
Michigan Barrel Co.	100
Nelson, Matter & Co.	100
New England Furniture Co.	100
Phoenix Furniture Co.	80
Sligh Furniture Co.	85
Widdicomb Furniture Co.	120
MISCELLANEOUS.	
Alpine Gravel Road Co.	75
Canal Street Gravel Road Co.	80
Grand Rapids Fire Insurance Co.	120
Grandville Avenue Plank Road Co.	150
Plainfield Avenue Gravel Road Co.	25
Walker Gravel Road Co.	80

Financial Miscellany.

The First National Bank of Manistee has declared a dividend of 8 per cent.

The Priestley Express Wagon & Sleigh Co. paid an 8 per cent. dividend.

H. K. Jennings has been elected Cashier of the Merchants' National Bank of Charlotte.

The Michigan Barrel Co. paid a 7 per cent. cash dividend and a 5 per cent. stock dividend from the earnings of 1890.

The Second National Bank of Owosso will be merged into the Owosso Savings Bank as soon as possible. The same officers and directors have been selected to manage the affairs of the new institution.

Dr. Chas. S. Hazeltine has purchased Capt. C. G. Perkins' \$48,400 stock in the Hazeltine & Perkins Drug Co., making his holding in that corporation nearly \$90,000. Mr. Perkins' place as Vice President has been taken by H. B. Fairchild, M. S. Goodman succeeding him as Secretary and Treasurer.

The Manistee County Savings Bank has been organized with a capital of \$50,000, the directors being E. Golden Filer,

Thomas Kenny, Edwin Russell, J. H. Grant, Thos Barry, Joseph Kirster, Jacob Aarons, Fred C. Reynolds and C. A. Waal. Thos Kenny has been elected President and Edwin Russell Vice-President. The Cashier has not yet been selected.

Bowne, Combs & Striker, who established a private bank at Lowell Oct. 1, 1888, under the management of M. C. Griswold, have merged it into a State bank under the style of the Lowell State Bank. The new institution has a capital of \$25,000, the directors being A. J. Bowne, of Grand Rapids; R. E. Combs, of Middleville; Daniel Striker, of Hastings, and M. C. Griswold and Jennie C. Griswold, of Lowell. A. J. Bowne will act as President, Daniel Striker as Vice-President and M. C. Griswold as Cashier. As the business of the Bank is already well established, the principal stockholders men of long experience in banking, and the Cashier a man who has seen several years service—having formerly acted as Cashier of the Bowne & Combs bank, at Middleville—there is every reason for thinking that the new institution will meet with an unusually successful career.

GENERAL.

It is stated that the H. B. Claffin Co., the incorporated dry goods house of New York, has earned in its first half year nearly 20 per cent. on its common stock.

The new banking law of North Dakota compels every private banker receiving deposits to incorporate and have his business examined by the public examiner. By this method the safety of depositors is insured and the banks are taxed in proportion to their capital and business.

Another Whip Factory for Michigan.

A Massachusetts whip manufacturer is considering the plan of locating a factory in some Michigan town. He is favorably disposed toward Three Rivers, owing to the water power privileges to be secured there.

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

S. K. BOLLES.

E. B. DIKEMAN.

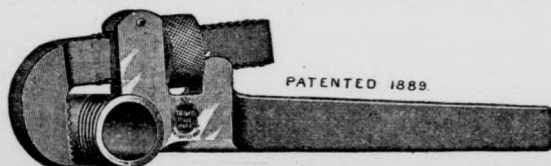
S. K. Bolles & Co.,

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.



TRIMO
Pipe Wrench

Made of Forged Steel and Interchangeable in all its Parts.

HESTER & FOX,

SOLD BY

Grand Rapids, Mich.

ORDER Jennings' Extracts.

See Quotations.

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'T CO., "
OLNEY & JUDSON GROCER CO., "	WALZ & KELLER, "
GUNN HARDWARE CO., "	G. W. BRUSKE, "
GEO. C. WETHERBEE & Co., Detroit.	JENNISON & Co., Bay City.
FLETCHER, JENKS & Co., "	WALSH & EDINBOROUGH, W. Bay City.
E. F. PERCIVAL, Port Huron.	H. D. WOOD & Co., Toledo.
D. ROBESON, "	DUNSCOMB & Co., "
ROBSON BROS., Lansing.	STALLBERG & CLAPP, "

SEEDS!

If You want to buy or sell Clover Seed or Beans, please correspond with us

The Alfred Brown Seed Store.

Seed Catalogues will be ready January 15.

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.

Drugs & Medicines.

State Board of Pharmacy.
One Year—Geo. McDonald, Kalamazoo.
Two Years—Stanley E. Parkhill, Owasco.
Three Years—Jacob Jenson, Muskegon.
Four Years—James Vernor, Detroit.
Five Years—Otmar Eberbach, Ann Arbor.
President—Jacob Jenson, Muskegon.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. McDonald, Kalamazoo.
Meetings for 1891—Grand Rapids, March 3; Ann Arbor, May 5; Star Island (Detroit) July 1; 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. Escott.
Regular Meetings—First Wednesday evening of March, June, September and December.

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

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

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

A Talk Heard about Drugs.

A short time ago, I sat listening to a conversation in which I was not only personally interested, but, knowing that, in part, at least, it was true, I believed it would also interest many readers of THE TRADESMAN. The trio of gentlemen who were talking were evidently familiar with business methods, and one of them was the traveling salesman for a wholesale drug house of Chicago.

"Why is it," asked Mr. A., "that the wholesale druggists all over the country are doing a flourishing business, while the retail drug stores are all the time complaining that the business is no longer what it used to be, and many of them are glad to sell out at any price and engage in some other business? I am not mistaken when I make this statement, for I have made it a point to keep my eyes open, and I know what I'm talking about. These parties who are leaving the business are graduates in pharmacy, and the most of them have been at the work for years. Can either of you enlighten me as to the reason of this condition of affairs?"

"I think that, perhaps, I can," replied Mr. B. "There are several causes, some of which are more prominent than others. While it is probably true that the total amount of the drug trade will aggregate far more now than at any time since the war, it is no less true that, from the close competition in the business and the combination of capital, the margin of profit has decreased in proportion to the sales. The numerous bazars and so-called department stores have made serious inroads in the sales of not only the fancy and miscellaneous goods formerly sold by druggists, but also in the sales of articles pertaining directly to, and sold in connection with, medicines prescribed; for example, the long line of rubber and glass goods which have, from time immemorial, been kept and sold by druggists only. In their ignorance of the laws which should govern fair profits, or through their cupidity, these general dealers sell the class of goods mentioned at nearly one-half less than they should be sold for at retail. I suppose that these parties imagine that they are using good judgment when they sell a rubber water bag at the same per cent. profit which they would exact on a pound of tea, when they ought to know—and will certainly sooner or later find to be a fact—that, compared with the sales of the tea, only 5 per cent. of the rubber goods will be disposed of. Such dealers have yet to learn that there are kinds of goods which depend upon cir-

cumstances for their sale, the same as do medicines for the sick, and which at any other times cannot be sold at a profit, if at all; on that account it would not pay to manufacture and sell them at any ordinary profit. This is the class of dealers who not only injure the legitimate drug trade, but also make a sworn enemy of that class of merchants."

"You surely do not question the right of other merchants to deal in the class of goods you mention?" said Mr. A.

"Oh, no, not the right, although I do question the policy," rejoined Mr. B. "Much has been said, from time to time, about the druggist keeping his own lines more closely drawn, some claiming that no article should be kept by him for sale which does not come under the head of medicine, or is not for the use of the patient. Were this course pursued, two-thirds of all the retail druggists in the country would at once be obliged to seek some other employment."

"While this is a free country for all," said Mr. A., "and until, like Russia and some other countries in the East, certain privileged classes obtain, this and many other lines of trade will be overdone, and constant changes will take place—there is no other alternative."

"Let me point out another cause," said Mr. C., "why the retail druggist suffers from a diminished trade, and which has largely increased within a few years; it is this—a class of manufacturers of an almost unlimited list of pharmaceutical preparations, consisting of elixirs, pills, granules, etc., ostensibly for the trade market, and all of them first class, if not official in their character, for causes best known to themselves, send out their agents not only among the retail druggists, but also among country physicians, many of whom are obliged to furnish their own medicines. They supply these goods at the same or lower prices than they are offered to the druggist for, and already they have a large trade with physicians. As all the new preparations which they wish to bring into use cannot at first be sold to the trade, these manufacturers take this method of creating a demand for them and will often furnish them to physicians at the bare cost of materials in order to introduce them."

"With the introduction and created demand for these medicines, is the sale withdrawn?" enquired Mr. A.

"Not at all," replied Mr. C., "and the further injustice lies in their having, in the meantime, sold more or less to druggists, who cannot now readily dispose of them. These agents go over the ground from three to six times a year with their samples, and these physicians are gradually encroaching upon the trade of the local druggist. I am acquainted with a respectable physician in Southern New York who says that one agent visits him regularly as often as mentioned, and each time he takes his order for an invoice amounting to \$75 or \$100. The manufacturers of these preparations find it convenient to keep in stock most of the crude drugs and a few of the tinctures in general use among physicians, and the agent soon finds out what quantity they are in the habit of purchasing and quietly supplies them at the regular wholesale rates. The physician whom I mention had previously bought nearly all his drugs in the neighboring village, but now got there only what he was compelled to use immediately. On looking over the last bill from his agent, which he showed me, I

noticed, among others, the following goods:

- 2 gals. Aqua Ammonia 3f.
- 1 gal. Spts. Nit. Dulc.
- 1 lb Tinct. Opil.
- 2 lb Opil Camph.
- 2 lb Brom. Potass.
- 1 lb Iod. "
- 1 lb Brom. Ammonia.
- 2 oz. Quinia Sulph.
- 1 " Morphia "
- 5 yds. Surgeon's Plaster.
- 5 " Court "

"It will readily be seen that this agent for pharmaceutical preparations was taking the cream of this physician's trade out of the hands of home druggists, and, at the prices he was paying, rendering it impossible to make any profit upon goods, should he afterward become a customer."

"Do you know," asked Mr. A., "whether this species of piracy in trade extends to other states than New York?"

"I only know," answered Mr. C., "that it is practiced in several of the Eastern States, but the probability is that it has extended farther than the druggists generally are aware of. You see, the tendency is to enlarge the wholesale trade in drugs and to lessen, comparatively, the retail trade in the same line. Only a short time ago, a personal friend of mine who is traveling for a wholesale drug house assured me that there is no better place in America, to-day, to open two or three large wholesale drug stores than in Chicago. 'The following are some of the reasons for this,' said he: 'those now located there have more business than they can well manage; they are over crowded constantly, and, being independent of further extension of trade, they treat the small customer as if he amounted to very little, anyway, and they are disposed to limit all accommodation, discounts, etc., often to the disgust of those who find, after transferring their patronage from one house to another, that they have practically jumped out of one frying pan into another. A new wholesale drug house would, therefore, secure a large trade from the start, provided it could command sufficient capital. A new house should start with a cash capital of not less than \$1,000,000 and should expect to keep a resident buyer in Europe. From \$5,000,000 to \$8,000,000 in sales can be made yearly.' Looking just then at his watch, the speaker started to his feet. 'Good morning, gentlemen. I must be at the train in fifteen minutes.'"

And the company separated.

A Boycott of Hood's Sarsaparilla.

The retail druggists of Utica, N. Y., numbering some sixty shops, have, with the exception of two small concerns, united in a boycott of Hood's Sarsaparilla. The reason for this action is the persistence of the Hoods in selling their preparation to a big dry goods establishment kept by one Meyers, who, to draw trade, has cut the price to a point where there is absolutely no profit in handling the article. Without special reference to the Hoods, we sincerely hope that "No pent-up Utica" will "contract the powers" of this boycott, and that the example thus set will extend until the principle involved can claim that "the boundless universe is ours." If, in every town and city where patents and proprietaries are placed and kept in the hands of grocers and dry goods men, the druggists would quietly unite in refusing to handle such goods so long as they remain in the hands of cutters, the evil would soon be throttled. It will not take the Messrs. Hood long to decide whether they would rather have the trade of sixty retail druggists or of one dry goods man.

A Hard Nut to Crack.

BIG RAPIDS, Jan. 17.—I note that the chivalrous attorney-detective of the Board of Pharmacy has been after the widows again, having lately prosecuted the brother of a worthy lady druggist at Hersey, whose business does not warrant her employing a licensed pharmacist. The man who was prosecuted and fined was studying hard to fit himself for an appearance at an examination session of the Board, which renders the prosecution all the more groundless and unnecessary.

The action of the Kalamazoo attorney in this city meets the condemnation of every fair-minded citizen. Mrs. T. D. Mulberry was left a drug stock by her late husband and has done her best to conduct it successfully. Dr. Burkhart, who bears a professional reputation which is not confined to the limits of Big Rapids, occasionally puts up prescriptions in the absence of the owner and on one occasion happened to wait upon the Board's spy. The result was a prosecution and fine, which was paid.

Why Mr. Kinnane is so anxious to persecute the widows of the drug trade, while he makes no effort to suppress such arrant old frauds as Dr. Pattison, at Milbrook, is one of the things which I am unable to reconcile with common fairness or half way decency.

DRUGGIST.

The Drug Market.

Gum opium is dull and lower. Morphia is unchanged. Quinine is steady. Citric acid is firm and advancing. Balsam peru is lower. Cacao butter is lower. Cooper's gelatine has declined. Cod liver oil is advancing. Malaga olive oil has declined. Golden seal root has declined. Cloves are lower. White lead has declined.

Become as intimately acquainted with every customer as possible. When the salesman knows all his peculiar tastes and wants, he will be able to secure almost his entire trade and please him every time. Remember that acquaintance, combined with kind actions and a pleasing address, is always good capital in trade.

A swindler got in his work in Kalamazoo last week by means of a scheme whereby he said the victim's credit at a certain grocery store would be increased by paying a certain amount of cash. After swindling 65 families of amounts ranging all the way from \$2 to \$8, the sharper skipped.

Old age, as a rule, is what youth makes it. If you want the pathway of life to be strewn with roses, plant the roses now.

For Fall painting you have to use a

DRYER

in mixing WHITE LEAD

USE OUR

CROWN JAPAN DRYER.

We call your attention to our CROWN JAPAN DRYER that we can guarantee equal in every respect to any on the market.
Its points of superiority over all others, are:
1st. It will mix with RAW or boiled oil.
2d. It will dry any paint without tack.
3d. It will dry with a good gloss, thus ADDING a GLOSS to the paint; rather than making it FLAT, as most Dryers do.
4th. It is free from Rosin, and is entirely without sediment, and will not thicken.
5th. It is always reliable and is the STRONGEST LIQUID DRYER in the market.

Put up in one gallon square cans.

Write for special prices.

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

CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists,
GRAND RAPIDS.

Wholesale Price Current.

Advanced—Nothing. Declined—Gum Opium, Balsam Peru, Cacao butter, Cooper's Gelatin, Malaga Olive Oil, Golden Seal Rt., Cloves, White Lead, Red Lead.

ACIDUM.		CUBEBAE.	
Aceticum	80 10	Excelsior	12 00 12 50
Benzolcum German	80 10	Erigeron	1 90 2 00
Boricum	30 30	Gaultheria	2 00 2 10
Carbolicum	28 30	Geranium, ounce	75 75
Citricum	50 55	Gossypii, Sem. gal.	50 75
Hydrochlor	30 5	Hedeoma	1 85 2 00
Nitrosum	10 12	Juniperi	50 75
Oxalicum	11 13	Lavandula	90 75
Phosphoricum dil.	10 13	Limonia	1 80 2 80
Salicylicum	1 40 2 80	Mentha Piper	2 90 2 30
Sulphuricum	1 1/2 5	Mentha Virid.	2 50 2 60
Tannicum	1 40 2 60	Morruae, gal.	80 2 10
Tartaricum	40 42	Myrica, ounce	75 50
AMMONIA.		POTASSIUM.	
Aqua, 16 deg.	3 1/2 5	Bi Carb.	15 18
" 20 deg.	5 1/2 7	Bichromate	13 14
Carbonas	12 14	Bromide	37 40
Chloridum	12 14	Carb.	12 15
ANILINE.		Chlorate, (po. 16)	14 16
Black	2 00 2 25	Cyanide	50 55
Brown	80 2 10	Iodide	2 80 2 90
Red	45 50	Potassa, Bitart, pure	30 33
Yellow	2 50 2 30	Potassa, Bitart, com.	30 33
BACCAR.		Potass Nitras, opt.	8 10
Cubae (po. 1 50)	1 60 2 75	Potass Nitras	7 9
Juniperus	8 10	Prussiate	30 33
Xanthoxylum	25 30	Sulphate po.	15 18
BALSAMUM.		RADIX.	
Copaiba	60 65	Aconitum	20 25
Peru	21 80	Althae	25 30
Terabin, Canada	35 40	Anchusa	15 20
Tolutan	40 45	Arum, po.	2 25
CORTEX.		Calamus	20 50
Abies, Canadian	18	Gentiana, (po. 15)	10 12
Cassiae	11	Glycyrrhiza, (pv. 15)	10 18
Cinchona Flava	18	Hydrastis Canaden.	10 18
Euonymus atropurp.	30	(po. 40)	2 35
Myrica Cerifera, po.	12	Bellesore, Ala, po.	15 20
Prunus Virgin.	12	Infusa, po.	15 20
Quillaja, grd.	12	Ipecac, po.	2 40 2 50
Sassafras	12	Iris plox (po. 20 22)	15 20
Ulmus Po (Ground 12)	10	Jalapa, pr.	45 50
EXTRACTUM.		Maranta, 1/4s	45 50
Glycyrrhiza Glabra	24 25	Podophyllum, po.	15 18
" po.	33 35	Rhei	75 100
Haematox, 15 lb. box	11 12	" cut.	21 75
" 1s.	18 14	" pv.	75 135
" 1/4s.	14 15	Spigelia	48 53
" 1/8s.	16 17	Sanguinaria, (po. 25)	40 45
FERRUM.		Serpentaria	50 55
Carbonate Precip.	2 15	Senega	50 55
Citrate and Quinia	2 50	Similax, Officialis, H	40 40
Citrate Soluble	80	" " M	20 20
Ferrocyanidum Sol.	2 15	Scilla, (po. 35)	10 12
Solut Chloridum	1 1/2 5	Symplocarpus, Foeti-	20 35
Sulphate, com'l.	1 1/2 5	dus, po.	20 35
" pure	2 7	Valeriana, Eng. (po. 30)	15 20
FLORA.		Ingiber a.	15 20
Arnica	28 30	Zingiber j.	25 25
Anthemiss	20 25	SEMIN.	
Matricaria	25 30	Anisum, (po. 20)	2 15
FOLIA.		Apium (graveleons)	15 18
Barosma	20 22	Bird, 1s.	4 6
Cassia Acutifol, Tin-	25 28	Carui, (po. 18)	8 12
nivelly	35 50	Cardamon	1 00 2 10
" Alx.	35 50	Corlandrum	10 12
Salvia officinalis, 1/4s	12 15	Cannabis Sativa	3 1/2 4
and 1/8s.	12 15	Cydonium	75 100
Ura Ursi	80 10	Chenopodium	10 12
GUMMI.		Dipterix Odorate	2 00 2 25
Acacia, 1st picked	21 00	Foeniculum	15 15
" 2d	20 90	Foenugreek, po.	6 8
" 3d	20 80	Lini	4 4 1/2
" sifted sorts	20 65	Lini, grd. (bbl. 3 1/2)	4 4 1/2
" po.	75 100	Lobelia	35 40
Aloe, Barb. (po. 60)	50 60	Pharlaris Canarian	3 1/2 4 1/2
" Cape, (po. 20)	50 60	Rapa	6 7
" Socotri, (po. 60)	50 60	Sinapis, Albu.	8 9
Catechu, 1s, (1/4s, 14 1/4s)	2 1	" Nigra	11 12
" 16)	2 1	SPIRITUS.	
Ammoniae	25 30	Frument, W. D. Co.	2 00 2 50
Assafetida, (po. 30)	15 15	" D. F. R.	1 75 2 00
Benzoinum	50 55	" 10 10	1 10 1 50
Camphora	50 52	Juniperis Co. O. T.	1 75 2 15
Euphorbium po	35 10	Saacharum N. E.	1 75 2 00
Galbanum	25 30	Spt. Vini Galli	1 75 2 50
Gamboge, po.	80 95	Vini Oporto	1 25 2 00
Gualacum, (po. 40)	2 35	Vini Alba	1 25 2 00
Kino, (po. 25)	2 40	SPONGES.	
Mastic	2 40	Florida sheeps' wool	2 25 2 50
Myrrh, (po. 45)	2 40	Nassau sheeps' wool	2 25 2 50
Opil, (po. 4 00)	2 35 2 50	carriage	2 00
" bleached	2 35 2 50	Velvet extra sheeps'	1 10
Tragacanth	30 75	wool carriage	1 10
HERBA—In ounce packages.		Extra yellow sheeps'	85
Absinthium	25	carriage	85
Eupatorium	20	Grass sheeps' wool car-	65
Lobelia	25	riage	65
Majorum	28	Hard for slate use	75
Mentha Piperita	23	Yellow Reef, for slate	1 40
" Vir.	25	use	1 40
Rue	30	SYRUPS.	
Tanacetum, V.	22	Accacia	50
Thymus, V.	25	Zingiber	50
MAGNESIA.		Ipecac	60
Calcined, Pat.	55 60	Perri Iod.	50
Carbonate, Pat.	20 22	Aurant Cortes	50
Carbonate, K. & M.	20 25	Rhei Arom.	50
Carbonate, Jennings	35 36	Similax Officialis	50
OLEUM.		" Co.	50
Absinthium	5 00 2 50	Senega	50
Amygdalae, Dulc.	45 75	Scilla	50
Amygdalae, Amarae	8 00 2 25	" Co.	50
Anisi	1 90 2 00	Tolutan	50
Auranti Cortex	2 50	Prunus virg.	50
Bergamit	3 75 2 40	TINCTURES.	
Caliput	90 2 10	Aconitum Napellis R.	60
Caryophylli	1 30 2 25	" F.	50
Cedar	35 65	Aloes.	60
Chenopodii	2 00	" and myrrh	60
Cinnamoni	1 30 2 25	Arnica	50
Citronella	45	Asafetida	0
Conium Mac.	35 65	Atrope Belladonna	60
Copaiba	1 1 30	Benzoin	60

Morphia, S. P. & W.	2 30 2 55	Selditz Mixture	25	Lindseed, boiled	56	59
" S. N. Y. Q. &	2 30 2 45	Sinapis	18	Neat's Foot, winter	50	69
C. Co.	2 30 2 45	" opt.	30	strained	43 50	69
Moschus Canton	2 40	Snuff, Maccaboy, De	35	Spirits Turpentine	43 50	69
Myristica, No. 1.	70 75	Voes	35	PAINTS.	bbl. 1b.	
Nux Vomica, (po. 20)	70 75	Snuff, Scotch, De. Voes	35	Red Venetian	1 1/2 2 03	
Os. Sepia	33 38	Soda Boras, (po. 13)	12 13	Ochre, yellow Mars	1 1/2 2 04	
Pepsin Saac, H. & P. D.	33 38	Soda et Potass Tart.	30 33	" Ber	1 1/2 2 03	
" Co.	2 00	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2 2 43	
Picis Liq, N. C., 1/2 gal	2 00	Soda, Bi-Carb.	5	" strictly pure	2 1/2 2 43	
doz	2 00	Soda, Ash	3 1/2 4	Vermilion Prime Amer-	13 16	
Picis Liq., quarts	2 00	Soda, Sulphas	2	ican	85 88	
" pints	2 00	Spts. Ether Co.	50 55	Vermilion, English	70 75	
Pil Hydrarg., (po. 80)	50	" Myrcia Dom.	2 25	Green, Peninsular	70 75	
Piper Nigra, (po. 22)	1	" Myrcia Imp.	2 30	Lead, red	2 1/2 2 74	
Piper Alba, (po. 65)	3	" Vini Rect. bbl.	2 33	" white	2 1/2 2 74	
Pix Burgun	7	Less 5c gal., cash ten days.	2 33	Whiting, white Span	2 70	
Plumbi Acet	14 15	Strychnia Crystal	2 10	Whiting, Gliders	2 70	
Pulvis Ipecac et opii	1 10 2 10	Sulphur, Subl.	2 1/2 3 1/2	White, Paris American	1 00	
Pyrethrum, boxes H	50	" Roll	2 1/2 3	Whiting, Paris Eng.	1 40	
Pix Burgun	7	Tamarinds	80 10	Pioneer Prepared Paints	20 21	
Quassiae	80 10	Terebenth Venice	25 30	Swiss Villa Prepared	1 00 2 10	
Quinia, S. P. & W.	37 42	Theobromae	50 55	PAINTS.	1 00 2 10	
" S. German	2 35	Vanilla	9 00 2 16 00	VARNISHES.		
Rubia Tincturum	12 14	Zinci Sulph.	7 8	No. 1 Turp Coach	1 10 2 10	
Saccharum Lactis pv.	40	OILS.		Extra Turp.	1 60 2 10	
Salacin	2 00 2 10	Whale, winter	70 70	Coach Body	2 75 2 80	
Sanguis Draconis	40 50	Lard, extra	55 60	No. 1 Turp Furr	1 00 2 10	
Santonine	40 50	Lard, No. 1	45 50	Extra Turk Damar	1 55 2 60	
Sapo, W.	12 14	Linseed, pure raw	53 56	Japan Dryer, No. 1	55 2 10	
" M.	10 12			Turp.	70 75	
" G.	15					

HAZELTINE & PERKINS DRUG CO

Importers and Jobbers of

--- DRUGS ---

Chemicals and Druggists' Sundries

Dealers in

Patent Medicines, Paints, Oils, Varnishes.

Sole Agents for the Celebrated Pioneer Prepared Paints.

We are Sole Proprietors of

WEATHERLY'S MICHIGAN CATARRH REMEDY

We have in stock and offer a full line of

Whiskies, Brandies,
Gins, Wines, Rums.

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

Henderson County, Hand Made Sour Mash

Whisky and Druggists' Favorite

Rye Whisky.

We sell Liquors for Medicinal Purposes only.

We give our Personal Attention to Mail Orders and Guar-

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

Hazeltine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

GROCERIES.

The Grocery Market.

Refined sugars are considerably firmer, Speckles having started the upward movement on Thursday. Referring to the market, Willett & Gray write as follows:

Refined is without special comment, as far as regular demand goes, but several expressed wishes of grocers to buy a supply for April delivery are met with total refusal to name prices. In this connection, it may be well to call attention to a difficulty which may prove temporarily serious either in March or April. The new tariff law which permits refining in bond during March contemplates that a refinery which engages in this business must abandon refining duty paid sugars during the same time. Hence some refineries will work in March on duty paid sugar and some refineries will work on "in bond" sugars.

If too many refineries work in bond in March, then refined for March delivery will be scarce and high, while if too few work in bond in March refined will be scarce and high in April. This can be avoided by the Government permitting the refining of duty paid sugars to continue up to the first of April, and allowing the usual drawback on all refined in warehouse on April 1st, the same as if exported. It is very doubtful, however, if this will be done and refined sugar buyers may have to prepare for such a contingency as is suggested. At the close to-day sales have been made to refiners in New York, Philadelphia and Baltimore of five cargoes Cuba 96 degrees Centrifugals at 3½¢, cost and freight. We understand that Philadelphia refiners are selling moderately of refined for all April delivery at 4½¢ for granulated.

Canned corn and tomatoes are very active and prices are getting firmer. There are no stocks to speak of in jobbers' hands and Eastern packers are getting in shape to ask their own prices. Canned fruits are about in the same shape, especially gallon apples, which are firm at \$3.75 at first hands.

The new oatmeal combination is as yet in statu quo, no definite agreement having been reached.

More Short Count Pickles.

GRAND RAPIDS, Jan. 13.—I recently bought a barrel of J. S. Walker's pickles through a local wholesale grocery house, and, seeing the complaint of John Snyder published in a recent issue of THE TRADESMAN, concluded to count its contents. The count showed an even thousand—no more, no less. As about 10 per cent of the pickles exposed for sale are usually consumed by "samplers," the profit on short-count goods is reduced to a granulated sugar basis. I think it is time the retail grocers banded together to put an end to the cheats and frauds in trade.

ISAAC VAN WESTENBRUGGE,
Cor. Center and Third Sts.

Some Observations by an Old Merchant.

DUSHVILLE, Jan. 15.—What's in a name? Perhaps considerable. My name is Ailyn, it having been spelled that way for many years by my Scotch ancestors. Allen is English. Allan is Highland Scotch. Allin is Irish. Alleine is Welsh. Allinje is Dutch.

Forty-eight years ago, at the age of 14, I was badly crippled in the left arm by a runaway horse. My father gave me two dollars. My mother gave me a market basket. These, with my bodily defect and my natural pluck, constituted my stock in trade. I have since then peddled for about ten years—with a basket, with a tin box, with two tin boxes, with two satchels, with one horse, with two horses. I have sold essences, Yankee notions, almanacs, pictures, maps, shirts, washing machines, bibles and tracts in English, French and Spanish, fence posts, cull shingles, beans and clover seed. For ten years I conducted a general store near the "Father of Waters" in Iowa. Eleven years have been spent here in a general store. Ten years teaching and ten years of growing boyhood and a few years in miscellaneous operations round up the writer's days past three score years and passing toward the ten.

If, in those various callings, some lessons have not been learned, some truthful pictures seen, your correspondent would be too dull to pen this introductory sheet.

With the consent of THE TRADESMAN, I will endeavor, as opportunity presents itself, to give statistics, facts, etc., that have come under my personal observation. They may prove interesting and useful to younger merchants and other would-be merchants.

It has been a considerable part of my business to keep a general supervision of the work, and I would say to the readers of THE TRADESMAN that short count pickles are not the only shorts in our business. Our pails of candy lack from two to three pounds of the candy that is paid for in a pail. Kerosene oil lacks full measure often from three to seven gallons to the barrel. I say to the retail merchants of Michigan, look to this matter. Many of your goods which come by the gallon in barrels are sealed or gauged too high in the interest of the large companies much to the detriment of the small trader. In fact, the retail merchants' business is so punctured with gimlet holes that it is a wonder that any escape bankruptcy.

I am pressed for time just at present, but I will have more to say about this matter another time. P. ALLYN.

It is understood that the business of the late firm of Pliny, Watson & Co., wholesale grocers at Toledo, will be continued under the same style by the remaining members, Mr. Watson's heirs having assumed his interest in the business. A partnership has accordingly been formed for one year, with Lawrence Newman as a special partner, and Messrs. E. E. Dow and A. J. Snell and the heirs of Mr. Watson as general partners.

PRODUCE MARKET.

Apples—Green, \$4.25@4.50 for choice eating and \$3.50@3.75 for cooking stock. Evaporated are firm at 13¢@14¢, and sun-dried are strong at 9¢@10¢. Beans—The market is more active, but no advance has taken place. Handlers pay \$1.65@1.80 for country picked and find no difficulty in making sales at \$2.05@2.10 for city picked.

Butter—50¢ per bu.
Butter—Dairy is quiet and in small demand at 17¢@20¢ per lb. Creamery finds moderate sale at 25¢@26¢.

Cabbages—50¢ per doz. or \$4 per 100.
Carrots—2¢@2.5¢ per bu.
Celery—20¢@25¢ per doz.

Cooperage—Pork barrels, \$1.25; produce barrels 25¢.

Cranberries—Cape Cod commands \$11@13 per bbl. and Bell and Cherry are held at \$9.50@10.
Eggs—Fresh are firmly held at 23¢@24¢. Cold storage and pickled stock are about out of market.

Field Seeds—Clover, mammoth, \$4.60 per bu.; medium, \$4.10@4.30. Timothy, \$1.50@1.60 per bu.

Lettuce—There is less demand than usual, owing to the great amount of celery on the market.

Onions—Nearly out of market. Dealers pay \$1.25 and hold at \$1.50 per bushel.
Potatoes—The market is steady, the demand continuing good from nearly all points of the compass. Shippers are paying from 80¢@90¢ per bu.

Squash—1½¢ per lb.
Sweet Potatoes—Kiln dried Jerseys are scarce, readily commanding \$4.50 per bu.

Turnips—30¢@35¢ 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.	10 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	6½
Ham Sausage	9
Tongue Sausage	9
Frankfort Sausage	7½
Blood Sausage	5
Bologna, straight	5
Bologna, thick	5
Head Cheese	5

LARD—Kettle Rendered.	
Tierces	6½
Tubs	7
50 lb. Tins	7

LARD.	
	Family. Com-
	pound.
Tierces	5½
0 and 50 lb. Tubs	5½
3 lb. Pails, 20 in a case	6½
5 lb. Pails, 12 in a case	6½
10 lb. Pails, 6 in a case	6½
20 lb. Pails, 4 in a case	6½
50 lb. Cans	5½

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 30 lbs.	8½
" 16 lb.	9
" 12 to 14 lbs.	9½
" picnic	6
" best boneless	9
Shoulders	5½
Breakfast Bacon, boneless	8
Dried beef, ham prices	8
Long Clears, heavy	5½
Briskets, medium	5½
" light	5½

FISH and OYSTERS.

F. J. Detenthaler quotes as follows:

FRESH FISH.	
Whitefish	210
" smoked	210
Trout	20
Halibut	218
Ciscoes	24
Flounders	29
Bluefish	210
Mackerel	225
Cod	210
California salmon	218

OYSTERS—Cans.	
Fairhaven Counts	235
F. J. D. Selects	228
Selects	223
F. J. D. D.	222
Anchors	220
Standards	218
Favorites	216

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

BULK GOODS.	
Standards, per gal.	21 25
Selects	21 65
Scrimps	1 50
Clams	1 50
Scallops	1 50

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass	5 @ 6½
" hind quarters	6 @ 8½
" fore	3½ @ 4
" loins, No. 3	10½
" ribs	8½
" rounds	5 @ 6
" tongues	9
Hogs	14 @ 4½
Bologna	5
Pork loins	7
" shoulders	5½
Sausage, blood or head	5
" liver	5
" Frankfort	7½
Mutton	7
Veal	7½

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	8½
" 24-lb. bbls	8
Boston Cream	10
Cut Loaf	10
Extra H. H.	10

MIXED CANDY.	
	Bbls. Boxes.
Standard, per lb.	7½ 8
Leader	7½ 8
Special	8 8½
Royal	8 8½
Nobby	9 9½
Broken	9½ 9½
Midget	10
English Rock	9½
Conserves	10
Cut Loaf	10
Ribbon	9½
Broken Taffy	9½
Peanut Squares	10½
Extra	11
Kindergarten	11
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
Imperial	70
Mottos	75
Cream Bar	60
Molasses Bar	60
Caramels	16¢@18
Hand Made Creams	90¢@1 00
Plain Creams	80
Decorated Creams	1 00
String Rock	75
Burnt Almonds	1 00@1 10
Wintergreen Berries	70

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

ORANGES.	
Floridas, fancy 250-300 17-150	\$3 75@4 00
" 138-126	3 75@3 50
" 96	3 25@3 00
Russets, fancy 200-176-150-138	3 75
" 126-112	3 50
Valencias, choice to fancy 420	3 00@3 25
Messinas, " 300-240	3 25
" 250	3 25

LEMONS.	
Messina, choice, 300	2 75@3 25
" fancy, 300	3 50
" choice 300	3 50
" fancy 300	3 75@4 00

OTHER FOREIGN FRUITS.	
Figs, Smyrna, new, fancy layers	18¢@20
" " choice	216
" " " "	212½
" Fard, 10-lb. box	210
" 50-lb. "	28
" Persian, 50-lb. box	5½

NUTS.	
Almonds, Tarragona	218
" Ivaca	217
" California	217
Brazils	217
Filberts	11½
Walnuts, Grenoble	216
" Marbot	212
" Chili	210½
Table Nuts, No. 1	216
" No. 1	214½
Pecans, Texas, H. P.	14¢@16
Cocoanuts, full sacks	24 50

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



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

GEO. H. REEDER & CO.,

State Agents for
LYCOMING RUBBER CO.
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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.

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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.		CHICORY.		TAPIOCA, R'K or P'rl.	
Chicago goods.....	7½@8	Red.....	4	Wheat, cracked.....	@ 5
AXLE GREASE.		CHEESE.		Vermicelli, import.....	@ 11
Frazer's.....	\$2.40	Fancy Full Cream.....	11 @ 11½	" domestic.....	@ 55
Aurora.....	1.75	Good.....	10 @ 10½	FISH-SALT.	
Diamond.....	1.75	Part Skimmed.....	8 @ 9	Cod, whole.....	5 @ 5½
Wise's.....	2.25	Sap Sago.....	@ 22	" bricks.....	7½ @ 7½
BAKING POWDER.		Edam.....	@ 21.00	" strips.....	7½ @ 7½
Thepure, 10c packages.....	\$1.20	Swiss, imported.....	24 @ 25	Herring, gibbed, bbl.....	5.25
" ¼ lb. ".....	1.56	" domestic.....	15 @ 16	" Holland, bbls.....	12.00
" 6 oz. ".....	2.28	Limburger.....	15	" kegs.....	75
" ¼ lb. ".....	2.76	CHEWING GUM.		" Scaled.....	20
" 12 oz. ".....	4.20	Rubber, 100 lumps.....	40	Mackerel, No. 1, ¼ bbl.....	12.00
" 1 lb. ".....	5.40	" 200.....	50	" 10 lb. kits.....	1.10
" 5 lb. ".....	26.00	Spruce, 200 pieces.....	40	Trout, ¼ bbls.....	@ 5.75
Less 20 per cent. to retailers.		CATSUP.		White, No. 1, ¼ bbls.....	@ 7.00
Absolute, ¼ lb. cans, doz.....	1.00	Snider's, ¼ pint.....	1.35	" 10 lb. kits.....	95
" ½ lb. ".....	1.90	" pint.....	2.30	" Family, ¼ bbls.....	2.75
" 1 lb. ".....	3.50	" quart.....	3.50	" kits.....	60
Acme, ¼ lb. cans, 3 doz.....		CLOTHES PINS.		FLAVORING EXTRACTS—Jennings'	
" ½ lb. ".....	85	5 gross boxes.....	50	2 oz folding box.....	75
" 1 lb. ".....	1.10	COCOA SHELLS.		3 oz.....	1.00
Teifer's, ¼ lb. cans, doz.....		Bulk.....	4 @ 4½	4 oz.....	1.50
" ½ lb. ".....	85	Pound packages.....	@ 7	6 oz.....	2.00
" 1 lb. ".....	1.50	COFFEE EXTRACT.		8 oz.....	3.00
Arctic, ¼ lb. cans.....		Valley City.....	75	GUN POWDER.	
" ½ lb. ".....	1.20	Felix.....	1.15	Kegs.....	5.50
" 1 lb. ".....	2.00	Hummel's.....	65	Half kegs.....	3.00
" 5 lb. ".....	9.60	COFFEE—Green.		HERBS.	
Red Star, ¼ lb. cans.....		Rio, fair.....	@ 21	Sage.....	15
" ½ lb. ".....	80	" good.....	@ 22	Hops.....	25
" 1 lb. ".....	1.50	" prime.....	@ 23	JELLIES.	
BATH BRICK.		" fancy, washed.....	@ 24	Chicago goods.....	4
English, 2 doz. in case.....	80	" golden.....	@ 24	No. 1.....	30
Bristol, 2.....	75	Santos.....	@ 23	No. 2.....	50
American, 2 doz. in case.....	70	Mexican & Guatemala.....	@ 24	LAMP WICKS.	
BLUING.		Java, Interior.....	@ 24	No. 1.....	30
Arctic, 4 oz. ovals.....	Gross	Peaberry.....	@ 24	No. 2.....	50
" 8 oz. ".....	4.00	Mocha, genuine.....	@ 23	LICORICE.	
" pints, round.....	10.50	To ascertain cost of roasted		Pure.....	30
" No. 2, sifting box.....	2.75	coffee, add ¼ c. per lb. for roast-		Calabria.....	25
" No. 3.....	4.00	ing and 15 per cent. for shrink-		Sicily.....	18
" No. 5.....	8.00	age.		LYE.	
" 1 oz ball.....	4.50	COFFEES—Package.		Condensed, 2 doz.....	1.25
BROOMS.		Bunola.....	24½	MATCHES.	
No. 2 Hurl.....	1.75	" in cabinets.....	24½	No. 9 sulphur.....	2.00
No. 1.....	2.00	McLaughlin's XXXX.....	24½	Anchor parlor.....	1.70
No. 2 Carpet.....	2.25	" in cabinets.....	25½	No. 2 home.....	1.10
Parlor Gem.....	2.75	Durham.....	24½	Export parlor.....	4.00
Common Whisk.....	90	CLOTHES LINES.		MOLASSES.	
Fancy.....	1.20	Cotton, 40 ft. per doz.....	1.35	Black Strap.....	17
Mill.....	3.25	" 50 ft. ".....	1.50	Cuba Baking.....	22
Warehouse.....	2.75	" 60 ft. ".....	1.75	Porto Rico.....	26½
BUCKWHEAT FLOUR.		" 70 ft. ".....	2.00	New Orleans, good.....	35
Rising Sun.....	5.00	" 80 ft. ".....	2.25	" choice.....	40
York State.....	5.00	" 90 ft. ".....	2.50	" fancy.....	50
Self Rising.....	4.50	Jute.....	1.15	One-half barrels, 3c extra	
CANDLES.		CONDENSED MILK.		OATMEAL.	
Hotel, 40 lb. boxes.....	10	Eagle.....	7.50	Barrels.....	6.7
Star, 40.....	9½	Anglo-Swiss.....	6.00 @ 7.70	Half barrels.....	3.50
Paraffine.....	11	COUPONS.		ROLLED OATS.	
Wicking.....	25	\$1 per hundred.....	2.50	Barrels.....	@ 6.5
CANNED GOODS.		\$2, ".....	3.00	Half bbls.....	@ 3.50
FISH.		\$5, ".....	4.00	PICKLES.	
Clams, 1 lb. Little Neck.....	1.10	\$10, ".....	5.00	Medium.....	\$7.50
Clam Chowder, 3 lb.....	2.10	\$20, ".....	6.00	" bbl.....	4.25
Cove Oysters, 1 lb. stand.....	1.25	" Tradesman."		" ¼ bbl.....	9.00
" 2 lb. ".....	2.25	\$1, per hundred.....	2.00	" ½ bbl.....	5.00
Lobsters, 1 lb. picnic.....	1.90	\$2, ".....	2.50	PIPES.	
" 2 lb. ".....	2.65	\$5, ".....	3.00	Clay, No. 216.....	1.75
" 1 lb. Star.....	2.50	\$10, ".....	4.00	" T. D. full count.....	75
" 2 lb. Star.....	3.25	\$20, ".....	5.00	Cob, No. 3.....	1.25
Mackerel, in Tomato Sauce.....	3.50	Subject to the following dis-		RYCE.	
" 1 lb. stand.....	1.20	counts:		Carolina head.....	7
" 2 lb. ".....	2.00	200 or over.....	5 per cent.	" No. 1.....	6½
" 3 lb. in Mustard.....	3.50	500.....	10	" No. 2.....	6
" 3 lb. soured.....	3.50	1000.....	20	Japan, No. 1.....	7
Salmon, 1 lb. Columbia 175 @ 175	93	CRACKERS.		" No. 2.....	6
" 1 lb. Alaska.....	@ 60	Kenosha Butter.....	7½	SAUERKRAUT.	
Sardines, domestic.....	@ 8	Seymour.....	5½	Barrels.....	5.25
" Mustard ¼s.....	@ 10	Butter.....	5½	Half barrels.....	3.00
" Imported ¼s.....	@ 12	" family.....	5½	SOUPS.	
" spiced, ¼s.....	@ 12	" biscuit.....	6½	Kitchen, 3 doz. in box.....	2.50
Trout, 3 lb. brook.....	2.50	Boston.....	7½	Hand 3 ".....	2.50
FRUITS.		City Soda.....	7½	SNIDER'S TOMATO.	
Apples, gallons.....	4.00	Soda.....	6	Snider's Tomato.....	2.40
Apricots.....	2.50	S. Oyster.....	5½	SPICES—Whole.	
Blackberries.....	1.10	City Oyster, XXX.....	5½	Allspice.....	10
Cherries, red.....	1.30	CREAM TARTAR.		Cassia, China in mats.....	8
" pitted.....	1.40	Strictly pure.....	38	" Batavia in bund.....	15
Damsons.....	1.50	Grocers.....	25	" Saigon in rolls.....	35
Egg Plums.....	1.10	DRIED FRUITS.		Cloves, Amboy.....	22
Gooseberries.....	1.10	DOMESTIC.		" Zanzibar.....	22
Green Gages.....	1.10	Apples, sun-dried.....	10 @ 10½	Mace Batavia.....	80
Peaches, pie.....	1.00 @ 2.00	" evaporated.....	13 @ 15	Nutmegs, fancy.....	80
" seconds.....	2.30	Apricots.....	20 @ 21	" No. 1.....	75
" stand.....	2.65	Blackberries.....	10	" No. 2.....	65
" California.....	2.85	Peaches.....	20 @ 22	Pepper, Singapore, black.....	16
Pears.....	1.50	PRUNES.		" white.....	26
Pineapples, common.....	1.25	Turkey.....	@ 8	" shot.....	20
" sliced.....	2.75	Bosnia.....	@ 9	SPICES—Ground—In Bulk.	
" grated.....	3.00	PEEL.		Allspice.....	15
Quinces.....	1.10	Lemon.....	18	Cassia, Batavia.....	20
Raspberries, black.....	1.30	Orange.....	18	" and Saigon.....	25
" red.....	1.40	CITRON.		" Saigon.....	42
Strawberries.....	1.25	In drum.....	@ 18	Cloves, Amboy.....	25
Whortleberries.....	1.40	In boxes.....	@ 20	" Zanzibar.....	20
MEATS.		CURRENTS.		Ginger, African.....	12½
Corned beef.....	2.00	Zante, in barrels.....	@ 5½	" Cochiti.....	15
Roast.....	1.75	" in ¼ bbls.....	@ 5½	" Jamaica.....	18
VEGETABLES.		" in less quantity.....	@ 6	Mace Batavia.....	90
Beans, soaked Lima.....	85	RAISINS—California.		Mustard, English.....	22
" Green Lima.....	@ 1.00	Bags.....	2.25	" and Trie.....	25
" String.....	@ 90	London Layers, 2 cr'n.....	2.50	" Trieste.....	27
" Stringless.....	90	" fancy.....	2.75	Nutmegs, No. 2.....	80
" Lewis' Boston Baked.....	1.40	Muscadels, 2 crown.....	2.00	Pepper, Singapore, black.....	18
Corn, stand. brands.....	1.00 @ 1.25	" 3.....	2.25	" white.....	30
Peas, soaked.....	23	Foreign.....	2.25	" Cayenne.....	25
" marrowfat.....	@ 30	Valencias.....	8	SUGARS.	
" stand June.....	1.40	Ondaras.....	8½ @ 9	Cut Leaf.....	@ 7½
" sifted.....	@ 1.75	Sultanas.....	16 @ 20	Cubes.....	@ 6½
" fine French.....	2.10	FARINACEOUS GOODS.		Powdered.....	@ 6½
Mushrooms.....	1.80	Farina, 100 lb. kegs.....	04	Standard Granulated.....	6.31 @ 6½
Pumpkin.....	@ 1.00	Hominy, per bbl.....	4.00	" Fine.....	6.31 @ 6½
Squash.....	1.10	Macaroni, dom 12 lb box.....	55	Confectioners' A.....	6½ @ 6½
Succotash, soaked.....	85	Imported.....		White Extra C.....	@ 5½
" standard.....	1.30	Pearl Barley.....	3 @ 3½	Extra C.....	@ 5½
Tomatoes, stand br'ds.....	@ 1.00	Peas, green.....	@ 1.10	Yellow.....	@ 5½
CHOCOLATE—BAKER'S.		" split.....	@ 3½	Dark Molasses.....	@ 5½
German Sweet.....	22	Sago, German.....	@ 5	Less than 100 lbs. ¼ c advance.	
Premium.....	34				
Pure.....	38				
Breakfast Cocoa.....	40				

SCALES—Perfection.		SUN CURED.		MEAL.	
Tea, 2-lb. tin scoop.....	\$ 6 50	Fair.....	@ 2½	Bolted.....	1 45
" " brass.....	7 25	Good.....	@ 22	Granulated.....	1 65
" 5-lb. tin scoop.....	8 75	Choice.....	24 @ 24	FLOUR.	
" " brass.....	8 75	Choicest.....	32 @ 32	Straight, in sacks.....	5 00
Grocers', 11-lb. tin scoop.....	11 00	Dust.....	10 @ 14	" " barrels.....	5 20
" " brass.....	12 25	BASKET FIRED.		Patent " sacks.....	6 00
" 22-lb. tin ".....	13 25	Fair.....	@ 2½	" " barrels.....	6 20
" " brass.....	14 75	Choice.....	@ 25	Graham " sacks.....	4 80
STARCH.		Choicest.....	@ 35	Rye ".....	2 00
Corn.....		Extra choice, wire leaf.....	@ 4	MILLSTUFFS.	
20-lb boxes.....	6½	GUNPOWDER.		Brn.....	19 00
40-lb ".....	6½	Common to fair.....	@ 25	Screenings.....	16 10
" Gloss.....	6	Extra fine to finest.....	@ 50	Middlings.....	20 00
1-lb packages.....	6	Choicest fancy.....	@ 75	Mixed Feed.....	22 00
3-lb ".....	6	COLORED.		Coarse meal.....	21 50
6-lb ".....	6½	Common to fair.....	@ 25	RYE.	
40 and 50 lb. boxes.....	43½	Superior to fine.....	@ 30	No. 1.....	@ 57
Barrels.....	43½	Fine to choicest.....	@ 55	No. 2.....	1 15
SNUFF.		IMPERIAL.		CORN.	
Scotch, in bladders.....	37	Common to fair.....	@ 20	Small lots.....	58
Maccaboy, in jars.....	35	Superior to fine.....	@ 40	Car ".....	55
French Rappee, in jars.....	43	Young Hyson.....	@ 25	OATS.	
SOAP.		Common to fair.....	@ 18	Small lots.....	52
Detroit Soap Co.'s Brands.		Superior to fine.....	@ 30	Car ".....	48
Superior.....	3 30	ENGLISH BREAKFAST.		HAY.	
Queen Anne.....	3 85	Fair.....	@ 25	No. 1.....	9 00
German Family.....	3 00	Choice.....	@ 30	No. 2.....	8 00
Mottled German.....	3 00	Best.....	@ 55	HIDES, PELTS and FURS.	
Old German.....	2 70	Tea Dust.....	@ 10	Perkins & Hess pay as fol	
U. S. Big Bargain.....	2 00	TOBACCO—Fine Cut.		lows, nominal:	
Frost, Floater.....	3 75	D. Scotten & Co.'s Brands.		HIDES.	
Cocoa Castile.....	3 00	Hiawatha.....	60	Green.....	4 @ 5
Cocoa Castile, Fancy.....	3 36	Sweet Cuba.....	34	Part Cured.....	@ 5
Allen B. Wrisley's Brands.		TOBACCO—Plug.		Full ".....	5 @ 5½
Old Country, 80.....	3 30	Jas. G. Butler & Co.'s Brands.	37	Dry.....	6 @ 7
Uno, 100.....	3 50	Something Good.....	37	Kips, green.....	4 @ 5
Bouncer, 100.....	3 00	Peach Pie.....	34	" cured.....	5 @ 5½
SODA.		" Tobacco.....	35	Calfskins, green.....	5 @ 6
Boxes.....	5½	TOBACCO—Smoking.		" cured.....	5 @ 7
Kegs, English.....	4½	Hector.....	17	Deacon skins.....	10 @ 30
SAL SODA.		Plow Boy, 2 oz.....	32	No. 2 hides.....	
Kegs.....	1½	" 4 oz.....	31	PELTS.	
Granulated, boxes.....	2	" 15 oz.....	32	Shearings.....	10 @ 25
SEEDS.		VINEGAR.		Estimated wool, per lb.....	@ 28
Mixed bird.....	4½ @ 6	40 gr.....	8	WOOL.	
Caraway.....	9	50 gr.....	9	Washed.....	20 @ 30
Canary.....	3½	PAPER & WOODENWARE.		Unwashed.....	10 @ 22
Hemp.....	3½	PAPER.		FURS.	
Anise.....	13	Curtiss & Co. quote as fol		Outside prices are for No. 1 only	
Rape.....	6	lows:		Bear.....	\$0.20 @ \$1.00
Mustard.....	7½	Straw.....	175	Beaver.....	2 00 @ 8 10
SALT		Rockfalls.....	200	Cat, house.....	05 @ 25
Common Fine per bbl.....	@ 05	Hardware.....	24	Cat, wild.....	10 @ 50
Solar Rock, 56 lb. sacks.....	27	Bakers.....	2½	Coon.....	25 @ 90
28 pocket.....	1 75	Dry Goods.....	5½ @ 25	Fisher.....	4 00 @ 6 00
100.....	2 15	Jute Manila.....	6½ @ 25	Fox, cross.....	2 00 @ 5 00
Ashton bu. bags.....	75	Red Express No. 1.....	5	Fox, red.....	1 00 @ 1 75
Higgins ".....	75	" No. 2.....	4	Fox, gray.....	40 @ 89
Wersaw ".....	75	TWINER.		Lynx.....	2 00 @ 3 00
" ½ bu ".....	20	48 Cotton.....	25	Martin, pale and yellow.....	40 @ 75
Diamond Crystal, cases.....	1 50	Cotton, No. 1.....	22	Martin, dark.....	1 50 @ 3 00
" " 28-lb sacks.....	25	" " 2.....	18	Mink.....	25 @ 1 00
" " 56-lb ".....	50	Sea Island, assorted.....	40	Muskkrat.....	07 16
" " 60 pocket.....	2 25	No. 5 Hemp.....	18	Opossum.....	05 15
" " 28 ".....	2 10	No. 6 ".....	17	Otter.....	3 00 8 00
" " barrels.....	1 75	Wool.....	7	Skunk.....	10 1 25
SALEBATS.		WOODENWARE.		Wolf.....	1 00 3 00
Church's, Arm & Hammer.....	5½	Tubs, No. 1.....	7 00	Beaver castors, per.....	2 00 5 00
Dwight's Com.....	5½	" No. 2.....	6 00	low.....	Per pound.
Taylor's.....	5½	" No. 3.....	5 00	Thin and green.....	10 10
DeLand's Cap Sheaf.....	5½	Pails, No. 1, two-hoop.....	1 50	Long gray.....	20 20
" pure.....	5	" No. 1, three-hoop.....	1 50	Gray.....	25 25
Our Leader.....	5	Clothespins, 5 gr. boxes.....	50	Red and blue.....	35 35
SYRUPS.		Bowls, 11 inch.....	1 00	MISCELLANEOUS.	
Corn, barrels.....	25	" 13 ".....	1 25	Tallow.....	3 @ 3½
" one-half barrels.....	25	" 15 ".....	2 00	Grease butter.....	1 @ 2
Pure Sugar bu.....	30 @ 40	" 17 ".....	2 75	Switches.....	1½ @ 2
" " half barrel.....	33 @ 42	" assorted, 17s and 19s.....	2 50	Ginseng.....	2 5 @ 3 0
SWEET GOODS.		" 15s, 17s and 19s.....	2 75	OILS.	
Ginger Snaps.....	7	Baskets, market.....	35	he Standard Oil Co. quotes as	
Sugar Creams.....	8½	" bushel.....	1 50	follows:	
Frosted Creams.....	8	" willow cubs.....	1 50	Water White.....	@ 9
Graham Crackers.....	8	" ".....	No. 2 @ 6 25	Michigan test.....	@ 8½
Oatmeal Crackers.....	8	" ".....	No. 3 @ 7 25	Naphtha.....	@ 7½
SHOE POLISH.		" splint.....	No. 1 @ 3 50	Gasoline.....	@ 9½
Jettine, 1 doz. in box.....	.75	" ".....	No. 2 @ 4 25	Cylinder.....	.27 @ 36
TEAS.		" ".....	No. 3 @ 5 00	Engine.....	.13 @ 21
JAPAN—Regular.		GRAINS and FEEDSTUFFS		Black, 15 Cold Test.....	@ 10½
Fair.....	@ 20	WHEAT.			
Good.....	@ 25	White.....	92		
Choice.....	24 @ 29	Red.....	92		
Choicest.....	32 @ 36	All wheat bought on 60 lb. test.			
Dnst.....	10 @ 14				

OUT AROUND.

Facts and Fancies Picked up by an Occasional Contributor.

In my travels I may be able to furnish a few items concerning business and the curious things I see and hear which may be of some interest to your five or six thousand readers.

Having business with merchants and business men generally gives me an opportunity to study human nature and to note the true road to happiness. I am positive that a greater percentage of the truly happy ones are those who are what the world is pleased to call poor. One principal factor in this happiness is that the rushing, crushing haste that seems to pervade rich people is quite unknown to them. In the larger towns which I am visiting I find that the happiest and most contented merchants are those in the suburbs, and I believe that I can give some reasons for this. As a rule, the suburban dealers in merchandise own the store and dwelling, which are generally under one roof, where the husband is not separated from the family, and where each can, if necessary, assist the others. From a door opening into the dwelling one obtains a glimpse of the wife or daughter busy with household duties, but ready and capable of aiding in the store when a rush of customers demands. The expenses of this class of merchants are small, even if the building is a rented one. They will carry from \$1,000 to \$3,000 stock and generally do the business without help, outside of their own family. Why? because their customers do not all come at once, as is so often the case in the business centers of more fashionable trade. With many of this class of dealers trade is very good, but no curt speeches are heard by customers if it is not. They are always pleasant, wear no anxious, careworn expression upon their faces and the stranger is not greeted with a crusty salutation. They pay little attention to regular hours, but are up early and often, if the weather is fair keep the store open late. Their habits are plain and their tastes not extravagant. No extremes of fashion oppress or plague them. Of course, they have a leisure hour occasionally during the day or evening, and I find that a portion of them improve it in reading and study. While not neglecting business, often one member of the family will sit and read while the others continue their work and listen.

The dead-beat, I am happy to say, is almost unknown to this class of dealers. The merchants in the central parts of a city doing a far heavier business are often greatly over worked, both physically and mentally. Their rents and taxes are high and other expenses burdensome, and there is usually more complaining among them regarding business than is heard among the suburban dealers.

Among the druggists, few complaints are heard in regard to the condition of trade, if I except a few of their legitimate lines which dry goods and bazaar stores have cut into and are making leaders of at ruinous prices. This too common practice is deplored by them all over the country, and each has a remedy to suggest for the evil.

I found a few curiosities in the way of orders from the country which may be of service to the trade in attempting to

decipher similar ones. In the first example presented I include two small ones from different parties:

I
1 oz. Rupert Bark.
1 oz. Serpent Ontario Root.
2 oz. Why, Who?
20 grs. Saturn Nine.

Don't mix 'em.

What the druggist sent was the following:

1 oz. Rhubarb Root.
1 oz. Serpentaria (Snake root.)
2 oz. Wahoo bark.
20 grs. Santonin.

II

1 oz. Vomit Buttons.
2 oz. Fishes' Bones.
2 oz. Squashy.
1 oz. Oxe Bright.

The druggist sent the following:

1 oz. Nux Vomica (Dog buttons.)
2 oz. Cattle-fish (Os. Sepia.)
2 oz. Quassia chips.
1 oz. Lobelia herb (Eyebright.)

Here are four articles sent for separately:

Vinegar Silly Sally.
Aunt Chuse Root.
Golly.
Genuine Root.

The druggist sent:
Salicylic acid.
Anchusa root.
Galls (Nuttalls or Galla.)
Gentian root.

It takes an exceedingly practical, well educated and experienced druggist who would dare to assume the responsibility of filling such orders as the above and feel certain that no harm—if no good—would arise from their use. The parties from whom I obtained the above orders afterward obtained corroborative evidence that the drugs sent were really what were wanted, and also made the statement that when sent to other places they could not be read. The writer would not, by any means, intimate that *guessing* should, for a moment, be thought of by any person in filling orders for drugs and medicines, unless the use and effects were fully known. Such very faulty orders as these are a proof of the great value of close observation and long experience. Many well-educated persons may often be awkward in expressing themselves regarding medicine, as they have paid no attention to that particular subject, and few, indeed, are supposed to know about the nomenclature of drugs; but some of the mistakes made are, to say the least, ludicrous in the extreme.

Grocers in the retail trade, while they do not actually complain of hard times, say that, as a business, it is not so pleasant and profitable as in the past. I am told that the number of articles in their line which they are expected to keep for sale is continually on the increase, which requires larger capital with no corresponding increase in the profits. A few say that the credit system in their business is alone responsible for more than half the failures and that, without a combined and determined effort, nothing can be done by the few to stay its progress of ruin. Said one grocer:

"One-half the population in cities and villages have no permanent abiding place and are on the move continually. We cannot know this of each one personally, having neither the time nor opportunity. They live from hand to mouth, hardly knowing why or how, purchasing their supplies often but in small quantities, at first paying cash, then asking for a

few days' credit. Then, perhaps, they pay up what they owe and pay cash again. If I refuse to credit any more—perhaps he already owes me a little—perhaps he goes to the next grocer, gets accommodated(?) and I lose him and what he owes me forever. This is the course generally pursued, so anxious is each dealer for trade. I lose 10 per cent. of all my sales, annually, by the credit system, to say nothing of worry and wakful hours at night and the shoe leather I wear out in trying to collect it. The facilities for getting away secretly are now so great all over the country that these migratory people take their departure some dark night for some distant town or state, leaving no clew behind of their intended destination, and most of them are never found again. You see the situation—what can we do?"

"Why, refuse to credit anyone at all,"

I replied.

"Then, situated as I am, I might better close my business altogether and save expenses, as I could not pay rent and live."

"Probably your competitors also suffer from the same cause, and why will they not join you in an endeavor to stop this kind of business?" I asked.

"They pretend they are not crediting when I know they are, and, sir, it is only a question of the deepest purse who can stand it longest."

One evening at my hotel, I sat listening to a party of commercial travelers who were conversing with some farmers. Their conversation turned upon cold weather, and the "oldest inhabitant" granger had told his experience, when one of the men remarked that those so far south as Southern Michigan knew but little about the wonderful effects of frost, and said that he would relate an incident which occurred up in the "Soo" region one fearfully cold winter a few years ago. Being a stranger to the narrator, I do not wish for a moment to question the veracity of that commercial traveler, although I will say that he must, in his youth, have perused the "Arabian Nights" and, possibly, Baron Munchausen. I afterward admitted to myself that the weather mentioned was quite cold. Said he:

"A farmer of my acquaintance north of the 'Soo', who considered himself a scientific weather prophet, determined to have an extra good thermometer for that cold region. Accordingly, he ordered one made. It was a monster. The case and glass tubing was nearly six feet long, and the tube and its bulb held ten pounds of quicksilver. This thermometer he kept hanging on an apple tree in his orchard the year round. The first winter he obtained it, it was uncommonly cold even for that region, and neither the old man nor his family hardly moved away from the house. One day in the last days of the May following, the old gentleman told one of his overgrown boys that it was time to commence preparing the ground for gardening, as it had now begun to thaw out. While spading in the earth beneath one of the wide-spreading trees, the boy threw out some pieces of metal, and, noticing its brilliant appearance, he went at once to call his father. The old gentleman was delighted and believed it to be silver. An expert was at once summoned who quickly pronounced it sil-

ver of the purest kind in the form of solid crystals—something before unknown. It seemed to be found in good sized veins for five or six feet beneath the surface. The excitement spread and soon a mining company was formed and the entire farm was sold for \$50,000. Not long afterward and while the work was progressing, the mineral seemed to give out entirely. An examination revealed the fact that it was quicksilver. The intense cold of the past winter had not only frozen the mercury solid and into the most beautiful crystals, but had caused it to assert its natural tendency to go lower, until it had penetrated the frozen earth almost six feet in depth!"

Another agent then related his experience while camping on the east shore of Lake Superior with a party of seven hunters some five years previous.

"One unusually cold morning," said he, "as we went from breakfast into the open air, preparing to start out for the day, it was discovered that, although we could talk, there was no audible sound, although we made the most desperate efforts to speak louder and even to yell. Our voices were in the shape of fine engraving, which was frozed solid and floated off into the atmosphere as fast as it was emitted, the same as smoke from a cigar, as we were obliged to converse by signs. Some of the party were badly frightened and for a time continued to scream as loudly as lungs would permit, thinking that soon they would be able to here each others' voices. Still no sounds were heard. With the cold so extreme, we concluded to pack up and leave the country at once. The following spring a party who went up there trout fishing reported that, as the weather became warmer and everything began to thaw out, the sounds of men conversing with each other—voices with enraged yells and some swearing—came through the air from all points of the compass, at times so intermingled that it seemed as if all were talking at once. Among the voices they plainly recognized old John Benson's by his fearful swearing, also Abe Higgins' voice, who lives down in the south part of Posey county, Indiana. He was alternately calling and whistling for his dog, and soon after, from the yells and howls of the poor animal, it was inferred that the dog had not heard and was being punished for disobedience. It was nature's own phonograph reproducing the frozen voices of that hard winter!"

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun.....	45
No. 1 ".....	50
No. 2 ".....	75
Tubular.....	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.....	1 75
No. 0 Sun.....	1 88
No. 1 ".....	2 70
No. 2 ".....	2 70
First quality.	
No. 0 Sun, crimp top.....	2 25
No. 1 " ".....	2 40
No. 2 " ".....	3 40
XXX Flint.	
No. 0 Sun, crimp top.....	2 60
No. 1 " ".....	2 89
No. 2 " ".....	3 80
Pearl top.	
No. 1 Sun, wrapped and labeled.....	3 70
No. 2 " ".....	4 70
No. 2 Hinge, " ".....	4 70
La Bastic.	
No. 1 Sun, plain bulb, per doz.....	1 25
No. 2 " ".....	1 50
No. 1 crimp, per doz.....	1 35
No. 2 " ".....	1 60
STONEWARE.—AKRON.	
Butter Crocks, per gal.....	06 1/2
Jugs, 1/2 gal., per doz.....	75
" " ".....	75
" " ".....	80
Milk Pans, 1/2 gal., per doz. (glazed 75c).....	85
" " ".....	90c

From the Standpoint of the Buyer.

One of the best speeches made at the recent banquet of the Knights of the Grip, at Kalamazoo, was by W. L. Brownell, the Celery City grocer, who responded to the toast of "The Buyer." THE TRADESMAN solicited an opportunity to reproduce the effect, and was cordially accorded the opportunity. The response was as follows:

The gentleman who requested me to respond to this toast, "The Purchaser," very kindly informed me that the committee did not expect very much from me in a literary way, and I promised not to disappoint you in that respect, at least. He said that, as mine was one of the last numbers on the program, you would all be tired and sleepy, and that you would not be so particular about the quality, if I would only give you a small quantity.

One of the last speakers at a banquet is always at a disadvantage. I am placed at a peculiar disadvantage, as the gentleman who was to stand in my place tonight is one whom you would all be glad to hear, and one who, I am sure, could have done justice to the subject and the occasion.

It requires a man with iron nerve to tell a story in the presence of traveling men, for, if there is any story that they have not heard and repeated to their customers, it is either very, very new or else very, very poor.

I am not so fortunate as the preacher, although I fear I shall be placed very much in the same position. His preaching was so dull and uninteresting that the old, bald-headed deacons, try as hard as they would, could not keep awake. This naturally made the preacher a little nervous, and a small boy in the congregation, noticing the condition of things for several Sundays, came to service one morning prepared to help the minister out. When the deacons got to nodding nicely, the boy extracted a few mealy apples from his pockets and commenced pecking the sleepy deacons on their shiny bald pates. The minister stopped abruptly, and the boy sang out encouragingly, "You go right on with your preaching, mister; I'll keep 'em awake for you."

I think you will all agree with me when I say that human nature is human nature, whether in the form of a buyer or a seller, and that no class of citizens in this country have the opportunity or use that opportunity to better advantage in the study of human nature than do the traveling men, who daily come into contact with all kinds and conditions of men. The veteran salesman will size a man up as a dealer would measure a yard of cloth or weigh a pound of sugar.

There are some kinds of business—small business—that have a tendency to dwarf men and make them little in their dealings. You gentlemen of the road must—and I know that you do—make allowances for this no very small class.

I remember going one night into a little grocery kept by a man who had seen better days. The store was lighted by two little kerosene lamps that struggled hard to perform their duty, while the fragrant odor from the latest fall style of codfish permeated the atmosphere. Upon the shelves were a few cans of coffee extract, an assortment of soda and starch, while, displayed conspicuously in the window, was a large box of clay pipes. The grocer was seated upon an empty soap box back of the stove, his long neck, with head attached, craned to one side of the stove as I opened the door. A few preliminary remarks led to an inquiry from me as to the condition of trade. "Trade," he said, "is no good. Farmers haven't much to sell, and what they have don't bring 'em anything." (Did any of you ever hear that remark before?) "And then this McKinley bill is knocking my business endways." At this point the cat got up, looked sorrowfully at her master and went into the back room. "No siree; we've got to have a change in this country before long or we're all going to the dogs!" The door opened, a young lady entered and the grocer, with some of his old-time vigor, pushed his hands through his straggling locks and

sang to her that sweet refrain that has been sung by all merchants since the time that Noah made his contracts for building the ark down to the present era: "Nice day we've been having, but looks some like rain this evening." The young lady thought so too, and, thus far, both their minds running in the same channel, everything looked propitious for a good, healthy trade; but, as it is always either a feast or a famine in this world, the grocer's time for feasting had not arrived, for, in one of the sweetest and most cordial voices I ever heard, she inquired if he kept postage stamps for sale. The two little lamps sputtered and flickered, a chunk of alum on the shelf puckered and turned over and the grocer admitted that he did, but hastened to remark that the government didn't allow him to make a cent on them, that he sold them at cost and only kept them as an accommodation. The young lady departed; the grocer re-seated himself upon his soap box; the cat came back and laid down in the beans, and the good old grocer, heaving a sigh that for expression and volume I never heard equalled, said, "William, you can see for yourself about how my trade runs!" If one of our grocery salesmen had happened in on the old gentleman the next morning, and had not been received with that fervency that you thought should characterize the occasion, knowing his trade and what he had to contend with, could you blame him?

You must sometimes make allowances. That there is a different and, for the most part, a far superior class of men representing wholesale houses to-day as compared with fifteen years ago, is beyond question. It is a fact, too, that is noticed by everyone. As your procession was passing down Main street this morning, you were closely watched by an old lady who stood upon the corner. Turning to her companion, she said, "Jane, I've no doubt some of those men had respectable parents!"

The traveling salesman is the best business friend a merchant has, especially a small merchant, and the buyer, I care not who he is, how large or how small his business may be, who stands back upon his dignity and uses the traveling man as he uses his dentist—only when necessity drives him to it, and then in small doses and with a wry face—makes a mistake.

Buyers, too, should make some allowances. Traveling men are like all other men—they cannot always be jolly. A friend of mine and a representative of a large Eastern house, a man who was always good-natured and full of good feeling, came into my store one day, and, unthinkingly, I chaffed him about his long face and sober look, and asked him if some of the boys had stolen a customer from him. The tears came into his eyes. He opened his watch and held it toward me. On the inside case was a sweet baby face. Pointing to it, in a husky voice, he said, "Baby is dead!" He had received a dispatch from his wife that morning and was on his way home then. Gentlemen, we must all of us, buyer and seller alike, sometimes make allowances.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

AND Jeweler,

44 CANAL ST.,

Grand Rapids - Mich

Grand Rapids & Indiana.

In effect December 7, 1890.

TRAINS GOING NORTH.

For	Arrive from Leave going
For Saginaw, solid train	South.
For Traverse City	5:15 a m
For Traverse City & Mackinaw	9:30 a m
For Saginaw, solid train	4:30 p m
For Cadillac	2:15 p m
For Mackinaw	5:30 p m
From Kalamazoo	3:55 p m

TRAINS GOING SOUTH.

For	Arrive from Leave going
For Cincinnati	6:00 a m
For Kalamazoo and Chicago	10:15 a m
For Saginaw	11:45 a m
For Fort Wayne and the East	2:00 p m
For Cincinnati	5:30 p m
For Kalamazoo and Chicago	10:00 p m
From Saginaw	10:30 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. Almquist, ticket agent at Union Station, or George W. Munson, Union Ticket Agent, 67 Monroe street, Grand Rapids, Mich.

C. L. LOCKWOOD,

General Passenger and Ticket Agent.

Detroit, Grand Haven & Milwaukee.

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

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. R'y offices, 23 Monroe St., and at the depot. Jas. CAMPBELL, City Passenger Agent. Jno. W. LOUD, Traffic Manager, Detroit.

Toledo, Ann Arbor & Northern.

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

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

CHICAGO & WEST MICHIGAN RY.

OCTOBER 5, 1890.

DEPART FOR	A. M.	P. M.	P. M.	P. M.
Chicago	9:00	1:00	11:35	
Indianapolis	11:09	11:35		
Benton Harbor	9:00	1:00	11:35	
St. Joseph	9:00	1:00	11:35	
Traverse City	7:25	5:05	11:35	
Muskegon	9:00	1:00	5:05	8:40
Manistee	7:25	5:05		
Ludington	7:25	5:05		
Baldwin	7:25	5:05	11:30	
Big Rapids	7:25	5:05		
Grand Haven	9:00	1:00	5:05	8:40
Holland	9:00	1:00	5:05	8:40

*Week Days. *Every day. \$Except Saturday

9:00 A. M. has through chair car to Chicago. No extra charge for seats.

1:00 P. M. runs through to Chicago solid with Wagner buffet car; seats 75 cts.

5:05 P. M. has through chair car to Manistee, via M. & N. E. R. R.; solid train to Traverse City.

11:30 P. M. solid train has sleeper for Traverse City.

11:35 P. M. is solid train with Wagner palace sleeping car through to Chicago, and also a combination sleeping and parlor car through to Indianapolis, via Benton Harbor.

DETROIT, 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	7:30	4:30	
Edmore	7:30	4:30	
Alma	7:30	4:30	
St. Louis	7:30	4:30	
Saginaw City	7:30	4:30	

*Every Day. *Week Days.

7:25 A. M. runs through to Detroit with parlor car; seats 25 cents.

1:20 P. M. Has through Parlor car to Detroit. Seats, 25 cents.

6:25 P. M. runs through to Detroit with parlor car, seats 25 cents.

For tickets and information apply at Union Ticket Office, 67 Monroe street, or Union station. GEO. DEHAVEN, Gen. Pass'r Agt.

MICHIGAN CENTRAL

"The Niagara Falls Route."

	DEPART.	ARRIVE
Detroit Express	7:30 a m	10:00 p m
Mixed	6:30 a m	5:00 p m
Day Express	12:30 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.

FIT FOR A Gentleman's Table:

All goods bearing the name of

THURBER, WHYLAND & CO.,

OR

ALEXIS GODILLON, JR.

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

THURBER, WHYLAND & CO.,

West Broadway, Reale & Hudson Streets New York City

WANTED.

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

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

EARL BROS., COMMISSION MERCHANTS

157 South Water St., CHICAGO.

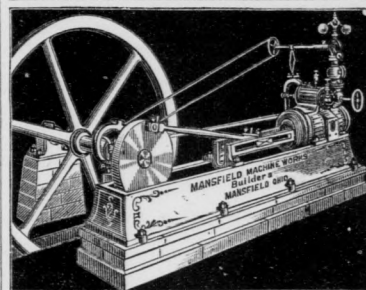
Reference: FIRST NATIONAL BANK, Chicago. MICHIGAN TRADESMAN, Grand Rapids.

BEFORE BUYING GRATES

Get Circular and Testimonials. Sent Free.

Economic, Sanitary, Cleanly and Artistic.

ALDINE FIRE PLACE, GRAND RAPID, MICH.



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

W. C. DENISON,

Manufacturers' Agent,

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

Estimates given on Complete Outfits.

C. R. Electro-FDY.

ELECTROTYPERS

Stereotypers

Photo & Zinc Engraving

ALSO LEADS SWISS BRASS RULE

WOOD & METAL FURNITURE

BOX WOOD MAPLE. ERNEST GRAND RAPIDS MICH.

THANKS!

WE take this method of thanking those who, by their generous support, have helped us complete this **BY FAR THE LARGEST AND MOST SUCCESSFUL YEAR'S BUSINESS IN OUR HISTORY.**

It is gratifying to know that our efforts to win friends are so appreciated.

The wonderful increase in our business not only convinces us that we are on the right track, but also enables us to sell goods on still **CLOSER MARGINS** than ever, and we propose to **HEAD THE PROCESSION** right along. When in the city **STOP WHERE YOU SEE THE MOST BUSINESS GOING ON**, and visit us.

Respectfully,

OLNEY & JUDSON GROCER CO.

Seen Through a Boy's Eyes.

DEER MA—you wantid I should rite you wen I got here but I was so buisy I cant till to-day. uncle john and me cume over here from the Cars in an old wagun and it joltid all the way. we are so busy I did not have no time to rite Till now. Papa has a nice big Store and me and papa wate on the peeple. that is What he calls it. The Folk Buy all they want hear, and thar is no other store in this vilage and no other bilding an no place for enny for the trees are not cut down Much Yet. papa says we must make hay while the Sun shines, for there will be More stores here Bimeby and a ralerode and the Cars will come two. What does he mean ma about makin hay for I didn't like to ast him. there aint no place to make hay around Here till you get One or two Miles off. Papa and me are the post-master here to We Sort over the letters and papers and there is not menny to sort over ether. the little male bag come here on a mule with a man Settlin on It now. Papa says it will be bigger bime by—the male bag I mean—not the Mule. We live in the back rooms Of the store. The Cat stais there part of the time to. Papa is a good Cook but he Burned the pan cakes Once, and I thot he yoused sware words then for he lookt arownd to me Kind of scart like, but I pertended I didnt here. he maikes Good boiled potatoes when I watch The fire under em, and He boils good Beef. He is lots of help I tell you. I bring in the would an bring some water an go down to aunt hanners after the Milk, and part of the time she sends some cream two. papa Likes cream In his coffee. The folks Come to This vilage to buy snuff And calico and tea and sugar, and They bring some eggs and Butter to pay for em and sometims when the eggs is all traded out the women reach Down in their shoe or their Stockin—Ime Not Shure which—and pull out a little money, and trade out that too. The eggs Is good and the butter aint so good. it smells sometims. Papa sends the butter awai somers Where he says they Dont mind if It is strons. I guess its eat By Strong men In the

woods. I see Some men Yesterday what looked As if they eat strong butter. their trousers was Made of striped an checkerd woolen Blankits and they wore long Red flannel stockins Way up over Their neas. A woman Come here yesterday for A letter and papa charged her Two cents for it an she Actid mad when she See there Was a stamp on it an said he shouldnt charge a cent an showed him It was paid. I thought she Was right but she paid it. An ma I see a Man take a Big wad of Tobacco out of papa's pail of what he calls fire Cut I think, and put it In His mouth quick when He thought No one was lookin, and when I went round and told papa About It he only sed hush and didnt seam to cair. I Thought it was Stealin. Was it right ma. You tell Me in your Next letter. I think next should be scratched out for you Havent wrote any letter Yet at all. We sell a few shoes here and the wimen Take the Stoutest ones. I ast one woman why, an she said they kep her feet warmer And wore longer. I tell That to you ma so you can Bye that Kind. It was A cold day and this woman Had a shawl over Her head and when she took It off there was no bunnit Under it, nothin but a high comb, and she sed I should tell My mother about that too. Well I must stop writin and begin to Get supper. I allers make a fire first and then put on the tee Kittle. Thats rite aint it ma. I'm keepin a diry ma an I shall tell you More in my next letter. papa likes this Country and tells me he's makin money but sed dont say enny thing about. But I thought I'd tell you Cause your my ma An I want you to come hear to Live with Us, and papa wants you To come too. he knows I'm writin To you and sed Kiss Mama For Me. I guess he ment send it in the letter. Tell Morty rood I like the Store Business, an That if he wants to See me he'll have to cum to Michigan. Its way ahed of Ohio, and I'm not cumin Back.

Your good boy

JIMMIE BIRDSEAL.

Education makes the man only when character and purpose go with it.

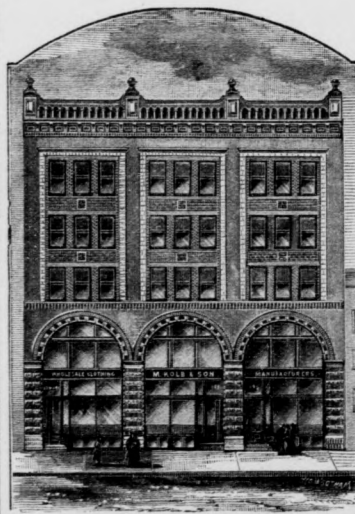
ESTABLISHED 30 YEARS.

Michael Kolb & Son,

ONE OF THE OLDEST AND MOST RELIABLE

Wholesale Clothing Manufacturers

ROCHESTER, N. Y.



A BUSINESS established 30 years speaks well for its integrity and it is just 30 years since Michael Kolb first entered into the wholesale Clothing Manufacturing Business at Rochester, N. Y., and it is an admitted fact through the trade generally that he has not a rival in style, fit and make up of every garment shipped out of that eminent house of Michael Kolb & Son. The senior member of the firm always was and is opposed to leaders or baits in any special line, he adopts the honest system of small profits, one price and quick returns.

The firm's representative in Michigan, William Connor, who is in his tenth year with us, will wait upon any of the trade and show our line, buy or not buy, giving every one an opportunity to see our line, learn our prices and equitable terms and trusting to future events. In addition, Mr. Connor attends periodically at Sweet's Hotel in Grand Rapids and will be there Thursday, Friday and Saturday, Feb. 5, 6 and 7, 1891, when customers'

expenses are paid who meet him there to buy. Such of the trade wishing him to call, kindly address William Connor, Box 346, Marshall, Mich.

MICHAEL KOLB & SON.