

twelve and a half cents a box. As the total amount of purchase money was only between \$140 and \$150, I took them. It was the best and most profitable purchase I ever made. Would you believe it, it was really the one turning point in my life. Those who can recall that historic period will recollect how rapidly, during the autumn of 1861, merchandise of every description advanced in price, some articles produced wholly by the hand labor of those who had now been withdrawn and gone in defense of the nation being sold at three and four times their former price. All articles of southern production, together with those of daily consumption by both citizen and soldier, were the first to receive this impetus. Within one month from the time I purchased my herring, they had advanced to 40 cents per box and 37½ in the East by the car lot, while my retail sales had also rapidly increased, and then brought me 50 cents a box. Money was becoming more plentiful. It was commencing to move from the great vaults of the nation, as well as from individuals who were voluntarily coming forward and tendering their wealth to save the Republic. Others were sufficiently far-seeing to know that there must be an increased demand for merchandise, which would so lessen the stocks that no factories could for a long time replace the goods. Just at this time, also, hundreds of tons of merchandise of every description was quietly moving over the borders into the disloyal states and Southern gold was paying for them. The South was supplying itself for the inevitable struggle and the price of goods was not an object. Thus, money was suddenly and lavishly being scattered among all classes all over the country. Trade and traffic returned with a bound and prices ran wild. The last of September, a man from Missouri who had heard that I had a quantity of the dried herring asked my price for 600 boxes. 'Seventy-five dollars per hundred,' was my answer. Without another word he ordered a bill for that number made out and receipted and I received the coin. As soon thereafter as I could reach a telegraph office, there being none in the village, I ordered another carload. They came billed at 38½ cents, I, of course, paying my own freight. Nearly this entire lot brought me \$1 per box, but, as there had begun to be some competition in trade, I was almost a year in getting rid of them. During the past eighteen months, however, I had reaped a harvest in trade which had placed me out of debt and with over \$4,000 in cash and goods, *all the result of my venture in herrings at precisely the right moment.* Without the amount of capital which this venture gave me, it would have been impossible to obtain sufficient groceries for the trade I had already secured, but, with this amount of cash at my disposal, and all goods constantly advancing during this period, I had made the best use of it, and had turned it and its interest over many times in trade. I did not stop here but leased the old store of Wheaton & DuBois and removed my stock into it. Then, hiring a thoroughly competent man and his wife, I converted the basement grocery into a bakery and lunch room exclusively. Watching the markets, I took advantage of the leading staples, more especially Southern products, such as sugar, tar, rosin, turpen-

tine and tobacco. None of these goods grew stale by keeping and were constantly increasing in value. Missouri being a tobacco producing State, and large factories being located at Glasgow and Lexington about 150 miles south of me, I took advantage of a time when all troops were withdrawn from around Glasgow to obtain a quantity of manufactured tobacco. Sending for two men well known to me who resided about fifteen miles over the border in Missouri, and whose uncle was one of the firm in the Glasgow factory, I contracted with them to purchase and deliver to me at my store from 2,000 to 3,000 pounds of different kinds of plug tobacco, which was in general use at that time. I cautioned them to let no one but their uncle know that it was going out of the State, and to load both their wagons in the evening and cover as many miles as possible during the first night, as, after that, they could travel more slowly. Their trip was a successful one, the tobacco arriving in prime condition, and none too soon, as both factories at Glasgow and Lexington were closed within the next fortnight and the entire stock on hand removed South by the rebel government. The moment that that Missouri purchase was in my possession, it was worth twenty per cent. more than I paid for it, and six months afterward I could have taken one hundred per cent. upon what was on hand for my bargain.

"Well, Charles," said I to my old friend, "I have given you a condensed account of my first start in business away out in Iowa, and, to tell you the truth, I am there yet, although retired from trade and moved out of the village on a fine farm of my own, where I expect to remain the balance of my life. I take very little credit for having been successful in store keeping, as it was at a time when hundreds of others could—and did—accomplish the same thing, as, almost without effort of hand or brain, wealth was forced upon them. Times have changed since and goods are now more apt to decline than to advance upon the merchant's hands. The expenses of any merchant are more to-day than ever before in the history of the country, arising from modern customs, from the requirements expected from the dealer and from his own fancied wants and desires. Our imaginary wants are always greater than the real, you know, and few of us are exempt from some foibles or follies. You have promised to visit me at my home. Do not forget it, Charles, you shall meet with a royal reception." And I shook the hand of my friend and bade him good-bye.

Under the Imputation of Dishonesty. From the Bad Axe Democrat.

H. B. Gillard, Supreme Auditor of the Patrons of Industry, made us a call this week. Mr. Gillard has returned to his farm in Bloomfield, and will not be active hereafter in his capacity as Auditor. There has been a sub-volcanic condition of things among the supreme officers for some time past and one of the results seems to be the unceremonious relegation to private life of Supreme Auditor Gillard. Mr. Gillard says he has papers, documents and accounts which will be very interesting matter for the public and will place some gentlemen high in the order in unsavory light. He is a Patron of the original sort, one of the few first men who joined the order, believes implicitly in its principles and, knowing there are men connected with it who are determined to prostitute it for their personal and political gain, is arranging to have the order rid of them or otherwise make a public disclosure of their operation.

THE NEW YORK BISCUIT CO.,

S. A. SEARS, Manager.

Cracker Manufacturers,

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

TELFER SPICE COMPANY,

MANUFACTURERS OF

Spices and Baking Powder, and Jobbers of Teas, Coffees and Grocers' Sundries.

1 and 3 Pearl Street,

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.

LEMON & WHEELER COMPANY,

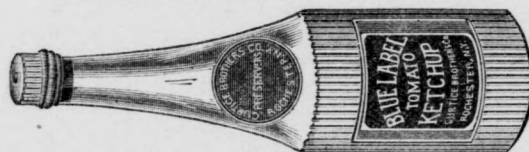
IMPORTERS AND

Wholesale Grocers

GRAND RAPIDS.

BALL-BARNHART-PUTMAN-COMPANY,

WHOLESALE GROCERS.



"BLUE LABEL" KETCHUP.

"Not how cheap, but how good."

Made from whole, ripe Tomatoes, seasoned with pure spices and free from artificial coloring. Prepared and guaranteed by

CURTICE BROTHERS CO., Rochester, N. Y.

½ pints and pints, packed 25 bottles in a case. The extra bottle "pays freight."

BALL-BARNHART-PUTMAN COMPANY, Agents.

CONFESSIONS OF A DRUMMER.

VII

Written for THE TRADESMAN.

Away up in Northern Michigan, at the end of a wagon road that seems to have lost itself in the forest and never found its way out again, I found a merchant sitting on a pine stump in front of his store. He was old and gray, and he couldn't have realized more than seventy-five cents on all the clothes he wore, but he was the most hopeful man I ever met.

"I can't give you much of an order to-day," he said, crossing his legs in the vain hope of concealing a patch on one knee; "it's a pity you didn't wait two or three months. You see there's a railroad coming in here."

I knew that if a railroad ever got in there, the men who owned it would give a bonus, if necessary, to get it out again, but I didn't say so.

"Then there's a man going to build a saw-mill down here on the creek, an' that'll make things hum. You come up here then an' I'll let you stock up the hull store."

The "hull store" was 16 x 20 and was innocent of both paint and plaster. A pine block under one corner had sunk into the soft earth, and the structure looked as though it had taken a sudden notion to fall down and then changed its mind with half the act accomplished.

"I've got an option on all these corner lots," continued the merchant, "an' I'll make a pretty penny on them. We're goin' to build the church on that little knoll on the left, right in the corner of the buryin' ground. My wife an' children are buried there, an' I thought it would be nice to have the singin' near them Sundays. They always liked singin'."

There was something so pathetic in the very cheerfulness of the worn-out old man that I hadn't the heart to interrupt him with the trifling thoughts that had been in my mind a moment before.

"It was a little different here," he continued, "before Martha and the children died. They slicked things up a good deal, and made things sort o' cheerful. I get a trifle lonesome sometimes when it comes night an' there ain't no one in the store, an' go over there an' sit down. I don't suppose it'll make any difference with that when they build the church."

The night was coming on, and the wind was making solemn music in the heavy pine boughs, as the old man sat there in the last years of a wrecked life, and looked with failing eyes over the acres of stump-blackened land to the spot where those who had fought life's battles all to no purpose, had lain down to rest and left him to complete life's journey alone.

"I think sometimes that if it wasn't for them being buried here," he continued, "I'd go away—it's so lonesome here without a house in sight or call, an' I'm gettin' old. But it wouldn't be the square thing for me to go away an' leave them, an' then there wouldn't be anyone here to push the railroad. You've got to keep at these railroad men or you won't get anything done. I wish they could have lived to see the engine comin' around that bend. They never saw much or had much exceptin' the ager after we came here, an' little Mary always wanted a ride on the cars."

I left the old man sitting there alone in the gathering darkness, knowing that the span between him and the mounds

could not be very long. Still, old and alone yet hopeful, I saw in him such stuff as pioneers are made of.

I had been on the road several months before I struck a place where the leading business houses were at war with each other. When I did strike the place, I wished I had stayed away, and after I got away I wished that I had stayed longer.

The settlement was not large enough to be dubbed a town or village. It was just a place. My firm had the trade of both the stores, and every salesman that went there was sure to get a blowing up from one or the other of the merchants.

I sold one of the men quite a large bill of goods on my way up from the depot, and then, with fear and trembling, took my way to the rival store.

"Good morning," I said as I entered the store and presented my card, "sold everything out since our man was here?" "Suppose they've sold everything out down below?"

I knew well enough what the old pirate meant, but I kept still because I didn't care to mix up in their quarrels, and I hadn't quite made up my mind whether to lie or tell the truth about it. Of course, being a commercial salesman in good standing, all my personal leanings were on the side of the truth. But then I had the order book to think of, and I actually believe that most salesmen would rather have a full order book than a clear conscience.

"I suppose they're all sold out up there?" repeated the merchant.

I had to say something, and the lie seemed the correct thing.

"Couldn't say," I replied. "If he don't sell any more goods than he buys of our house, he'd better turn his old store into a penny pin show or a hen-coop. How are you off for sugar?"

"Purty middling. How was he off for sugar?"

"Oh, he cuts his order down every time. I don't see how he gets a living. What grade are you selling?"

"He don't get much of a living," grinned the merchant. "His wife haint had only one pair o' shoes in a year, an' the overcoat his boy's got was made over. No, sir; there can't no man like him get the trade of decent people. I guess I don't want any sugar to-day."

"Tea? Coffee? Spices?"

"Yes, sir," continued the pirate, filling an old clay pipe that looked as though it had been in use since the day the ark landed, "his folks is in bad shape. They haint got no cow, and they can't pay fur only a pint o' milk a day. I guess I don't want any tea or coffee or spices to-day."

"Baking powder? Fish?"

"He had to git elected treasurer o' this here township last town meetin' day so he could run his business with other people's money. If I had to do that I believe I'd go out in the cow lot an' die. No; I guess I don't care about any bakin' powder or salt fish to-day."

"Tobacco?"

"You see he didn't have nothin' when he come here, an' I guess he's just about kept even. I don't see how he sells as much as he does, the way he musses up things. Guess I don't want any tobacco now."

I was getting weary. I presume I could have had the history, domestic, moral and commercial, of every man, woman and child in the place by waiting over one train, but I didn't. I packed up and got out, and was sorry afterwards that I didn't stay long enough to put a head on the old pirate.



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.

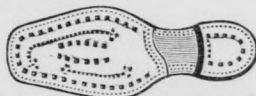
Spring & Company.

THE PUTNAM CANDY CO.,

Wholesale
Manufacturers.

Fruit and Nut Jobbers.

ASK FOR PRICE LIST.



RINDGE, BERTSCH & CO.

GRAND RAPIDS.

Buy our Custom Made River Boots and Shoes. We make the Correct Styles in River Goods. The bottom stock is more solid and the fitting on the upper is stronger than any other lines made. Our New Spring lines have proved great sellers.

AMONG THE TRADE.

AROUND THE STATE.

Detroit—W. B. Rice succeeds Rice & Blunt in the pump business.

Kalamazoo—Selig Stern has purchased the grocery stock of H. Shear.

Jackson—Chas. D. Brown has sold his grocery stock to Byron Champlin.

Wickware—F. A. Ellis has bought the general stock of Hugh E. Hunter.

Saginaw—Camille Marcotte succeeds Marcotte & Twist in the grocery business.

Addison—Wm. Brown & Son have sold their drug and grocery stock to F. J. McAdam.

Cheboygan—Thos. R. Frawley succeeds T. R. Frawley & Co. in the grocery business.

Northville—Geo. J. Green has purchased the meat market of Cady & Boughner.

Jackson—John F. Sauer & Co. are succeeded by Sauer & Haefner in the grocery business.

West Bay City—John C. Weber has retired from the hardware firm of A. W. Weber & Bro.

Amada—Wm. A. Gerk has sold his boot and shoe and harness stock to Herman Tietz.

Roscommon—Miss F. A. Mason has closed out her confectionery and stationery stock.

Whiteford Center—Davenport, Sullivan & Son have sold their general stock to Jim Bodimer.

Tecumseh—Delos L. Whitenack & Co. succeed Whitenack, Bordine & Co. in the hardware business.

Wyandotte—Jas. Melody is succeeded by Melody Bros. in the dry goods and furnishing goods business.

Greenville—C. C. Sprout succeeds Stillson & Sprout in the dry goods, clothing and furnishing goods business.

Detroit—H. J. Milburn, dealer in drugs and surgical instruments, is succeeded by H. J. Milburn & Co., incorporated.

Manton—Frank Weaver has sold his grocery stock to the P. of I. Association and leased the purchasers his building.

Shelby—S. S. Spellman & Co.'s drug store will soon be a thing of the past, as they will close out the stock as soon as possible.

Plainwell—H. J. Brown has repurchased the People's meat market from H. H. Kelly, of Wayland, to whom he sold the business last week.

Grattan—E. E. Lessiter has purchased an interest in the grocery, drug and hardware stock of M. Byrne. The new firm name is Byrne & Lessiter.

Otsego—P. W. Travis, sometimes referred to as the "Great American Traveler," left home Monday for a month's trip to the Pacific coast.

Bay City—Wm. B. Osgood has retired from the jewelry firm of F. H. Shearer & Co. The remaining partners will continue business under the same style.

Otsego—Barnes & Williams succeed C. A. Barnes in the grocery business. The drug business will be continued under the former style of C. A. Barnes.

Charlotte—J. H. Green and Hiram Laverty have formed a partnership and will conduct a clothing business in the Titus building, the firm dating from March 1. Mr. Green now owns the Barrett millinery stock in the building and will close it out at once in order to make room for their clothing stock, which he hopes to get in by April 1.

Kent City—The O'Connor & Thompson grocery stock was bid in at assignee's sale by O. F. & W. P. Conklin, of Ravenna, at \$1,515. The stock was inventoried at \$2,350. It will be kept here for the present and run in connection with the Ravenna store of the purchasers. Mr. O'Connor has resumed business with the stock taken for his exemptions.

MANUFACTURING MATTERS.

Reading—Culver & Marks are succeeded by Culver & Co. in the furniture business.

Perrinton—D. M. Brown succeeds D. M. Brown & Co. in the stove and sawmill business.

Saginaw—Miller & Lewis are succeeded by Miller & Turner in the lumber and salt business.

Ferry—W. E. Hightower has returned, contrary to general expectation, but will not resume control of his shingle mill, which will be operated by A. M. Prosser for Ryerson, Davis & Co., of Fremont.

Hart—Matthews & Chappell have dissolved partnership, dividing real estate, accounts, debts, etc. Chappell takes the lumber business and leaves D. J. entirely free. Mr. Matthews has not decided what he will do.

Newaygo—The John S. Carpenter Furniture Co. has been incorporated, with a capital stock of \$25,000, to succeed the business formerly conducted by John S. Carpenter. The officers are John S. Carpenter, President; Cora A. Carpenter, Secretary and Treasurer; Wm. Graham, Superintendent.

Jackson—The Jackson Harrow Point Co. is the style of a new Jackson organization, the articles of association of which were filed last week. The capital stock is \$10,000, all paid in, and there are 1,000 shares, owned as follows: Jerome B. Wilson, Eaton Rapids, 400; Melbourne Pettit, Jackson, 400; Geo. J. Schofield, Eaton Rapids, 200. The company will manufacture harrow teeth.

Collection Envelopes.

Another decision of importance construing the law prohibiting the mailing of envelopes having on the outside words calculated to reflect injury on the character of any one was rendered in the United States District Court of Vermont a few weeks since. There was printed across the top of the envelope in large letters, "Excelsior Collection Agency." The directions for return, if uncalled for, were in the lower left hand corner of the envelope. The court held that the words were so placed to attract attention and reflect delinquency in making payment on the persons to whom the envelopes were sent, and that the act prohibiting the same was violated.

It might be well for mercantile houses to remember that they are liable for the illegal acts of these agencies whom they employ as their agents, and are equally with the agencies themselves liable for penalties affixed to such acts.

Association Notes.

The Luther Business Men's Association has been organized for the purpose of securing concert of action in building up the town.

Watervliet Record: "The Watervliet Business Men's Association held a meeting Monday evening and considered some important matters relative to the growth and improvement of our beautiful village."

A man has invented a chair which can be adjusted to 800 different positions. It is designed for the small boy to sit in when he goes to church.

WELCOME THE WINNER.

The "Medal of Excellence" Paint is the Gutta Percha.

For many years the United States Gutta Percha Paint Co. has carried on the manufacture of a Gutta Percha paint at Providence, R. I. Meeting a cordial reception at the hands of both painters and paint dealers, the factory has had all it could do to supply the demand created in the Eastern States—a demand which has necessitated constant enlargements of the factory and frequent increase of facilities.

In the meantime, occasional volunteer orders have been received from the West, which have increased from time to time until a considerable trade has been worked up—all without special effort on the part of the manufacturers; due, in fact, to the superior merits of the goods. Satisfied that the time has come for a vigorous introduction of the gutta percha paints throughout the West, the company determined to engage the most aggressive salesman to be found to bring the merits of its product to the attention of the people. From numerous applicants for this position, the company finally selected T. P. S. Hampson, whose long and successful career with the Anti-Kalsomine Company rendered him peculiarly fitted to undertake so extended a work.

Mr. Hampson entered upon the duties of his new position about a month ago and has met with a cordial reception at the hands of the trade everywhere. The elasticity, durability and economy of the gutta percha paint is no longer a matter of doubt, recommendations of the most positive character establishing its status in this respect. Gutta Percha paint is the only mixed paint in the United States that was ever awarded a special medal for excellency at the hands of practical painters, the American Institute of New York city having granted this, the judges being the expert painters of New York city. Its superiority is also attested by a gold medal awarded by the World's Industrial and Cotton Centennial Exposition at New Orleans in 1884.

This remarkable paint is prepared by a process known only to the manufacturers, of combining gutta percha with linseed oil, without the use of injurious solvents. It is particularly adapted to marine work, possessing elements of stability not embodied in any other mixed paint on the market. For railroad cars, bridges, water tanks, roofs, etc., it has no equal. For ordinary work, it is also ahead of any competitor, owing to its glossy appearance, as well as its lasting qualities. In short, while this paint is not likely to drive all other brands out of the market, it is surely destined to lead all others in point of sales. Miller & Middleton have been appointed agents for this city, and will keep a full line of the goods in stock at all times.

It Pays to be Prompt.

The country merchant who has a regard for his credit—who is honest and never allows his bills to run overtime—is a source of pride and satisfaction to his wholesale or jobbing house. As a rule he is treated with more consideration than the "perfectly responsible" buyer who is a sluggard as regards the meeting of his obligations. The shipping clerk, through the introduction of the book-keeper, seldom allows his orders to hang fire on the order hook. It pays to be prompt.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

FOR SALE—STORE BUILDING WITH OR WITHOUT stock of furniture and undertaking goods. New house. Living rooms overhead. Cottage adjoining. Barn. Terms to suit. Address No. 190, care Michigan Tradesman.

WANTED—TO EXCHANGE TWO GOOD STORES and good brick residence, with stock of general merchandise, for a good water power custom roller mill on railroad in good town. Northern Michigan preferred. Address I. P. Roberts, Springport, Mich. 189

FOR SALE—CLOTHING & FURNISHING GOODS BUSINESS, established five years in good town of 1,300 people. A snap for someone, as there is but one other clothing store here. L. R. Hinsdill, Hartford, Mich. 181

FOR SALE—CLEAN GENERAL STOCK, EXCEPT drugs and hardware, situated at good country trading point, 23 miles from Grand Rapids. Stock and fixtures will inventory about \$3,500. Purchaser will get a bargain, as owners have other business which requires their attention. Postoffice in connection. C. Eddy & Son, Grattan, Mich. 205

FOR SALE—LARGE GENERAL STOCK, WELL LOCATED, and carrying the good will of a long established, successful business. Goods staple, and all bought for cash. This is a great bargain and a rare opportunity for anyone looking for a good business opening. Phil M. Roedel, White Cloud, Mich. 204

FOR SALE—DRUG STOCK IN ONE OF THE BEST villages in Michigan. Western fever is cause of wishing to sell. Easy terms given to one who can furnish security. For full particulars address "Kasson," care of Michigan Tradesman. 201

FOR SALE—STOCK OF BOOTS, SHOES, HATS AND caps. Will sell one or both. Bargains for some one. For particulars, address 18 East Main street, Battle Creek, Mich. 206

WANTED—TO BUY A SMALL STOCK OF GROCERIES for cash, in a lively town of about 800 inhabitants. Address Box 174, White Cloud, Mich. 199

FOR SALE—WELL-SELECTED DRUG STOCK, INVENTORY about \$1,200, situated in good country town of 600 people. Reason for selling, proprietor has other business. Address No. 173, care Michigan Tradesman. 173

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, South Ionia street, Grand Rapids. 135

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

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

I WANT A STOCK OF GOODS IN EXCHANGE FOR a good farm between Muskegon and Grand Rapids or a house and lot in Grand Rapids. Write, giving particulars, to O. F. Conklin, Grand Rapids. 185

SAMPLES OF TWO KINDS OF COUPONS FOR RETAILERS will be sent free to any dealer who will send them to the Suttiff Coupon Pass Book Co., Albany, N. Y. 564

FOR SALE—DRUG STOCK AT \$1,300 IN CITY OF 5,000 people and three other stores in the city. Owner non-resident and will make favorable terms to good man. For particulars address C. A. Jerman, care Lord, Owen & Co., Chicago, Ill. 194

FOR SALE—FRESH STOCK OF GROCERIES IN good location. Rent of brick store, only \$225 per year, payable in trade. Reason for selling, sickness of proprietor, who has been unable to attend to business for two months. A bargain for some one. Address: T. Moore, 408 Franklin st., East, North Lansing Mich. 203

FOR SALE—BRANCH DRUG STOCK, IN CITY OF 50,000. Sales \$4 to \$8 per day. Price, \$500. Will sell half interest to responsible party. Address No. 193, care Michigan Tradesman. 193

DRUG STOCK—NEAT AND ATTRACTIVE, AND NEW hardware fixtures. Excellent location on best retail street in Grand Rapids. Expenses very light and trade steadily increasing. Low inventory, just completed, \$3,600. On account of failing health, will sell at invoice or for \$2,400 cash, if sold by March 15. Otherwise will hold it as an investment. A genuine bargain. Personal investigation solicited. Address "F.," care Hazeltine Perkins Drug Co., City 197

FOR SALE—AN EXCELLENT AND WELL ESTABLISHED business in Petoskey, Michigan, requiring a capital of \$4,000; It is a first-class chance for an energetic man; satisfactory reasons for selling. Address Lock box W. Petoskey, Mich. 196

FOR SALE OR EXCHANGE—BEING DESIROUS OF devoting our entire time to our lumber interests, we have desired to offer our stock of general merchandise, consisting of dry goods, groceries, hardware, shoes, tinware, boots and shoe caps and caps, notions, farming tools and agricultural implements, together with the store furniture and fixtures, which will inventory about \$4,000, at a bargain, or will exchange the whole for lumber, either hard or soft wood, and give good responsible parties a good chance. For further particulars write us at Paris, Mich., or address our agents Geo. F. Lewis & Co., over 37 Monroe St. Grand Rapids, Mich. Stickney & Co. 206

SITUATIONS WANTED.

WANTED—SITUATION IN OFFICE BY YOUNG lady of 20, who has had the advantage of collegiate education; does not write short hand, but is good penman; wages of so much an object as a pleasant place to work. Address Z, care Michigan Tradesman 128

MISCELLANEOUS.

WANTED—I WILL PAY CASH FOR GENERAL stock of from \$7,000 to \$15,000, if offered cheap for spot cash. Drawer, 37, Sheridan, Mich. 192

DRUGGIST—APPRENTICE WANTED FROM 17 TO 21 years of age, address J. J. Coulson, care Box 335 Bessmer, Mich. 191

JUST HATCHED—EASTER PAMPHLET CONTAINING fresh laid schemes for displaying goods in show windows and interior store decorating, with illustrations. Price 50 cents. Send for a copy to Harry Harman, decorator and window draper, P. O. Box 103, Louisville, Kentucky. 207

FOR SALE OR RENT—CORNER LOT AND 5-ROOM house on North Lafayette st., cellar, brick foundation and soft water in kitchen. \$1,200. Terms to suit. Cheap enough for an investment. Address No. 187, care Michigan Tradesman. 187

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

GRAND RAPIDS GOSSIP.

L. Vander Jagt has opened a grocery store at 224 Madison street. The Ball-Barnhart-Putman Co. furnished the stock.

Perkins & Hess have platted their eight acre tract in the Fifth ward into 50 lots and will place same on the market the coming season.

Foster, Stevens & Co. have purchased the sporting goods stock of E. G. Studley and also the stock of sporting goods and bicycles formerly owned by Spalding & Co. and will departmentize the line under the immediate personal management of Wm. Woodworth, who has been connected with the sporting goods business for the past fifteen years. Room has been made for the new line in the west store of the firm, the tool department having been moved further back for that purpose.

Gripsack Brigade.

W. C. Hedden, of Flint, has gone on the road for Jas. Craig, of Detroit.

Wm. Connor was in town a couple of days last week and filled several pages of his order book with the peculiar hieroglyphics for which he is somewhat famous.

Jas. McLeod, whose service as a salesman for H. P. Baldwin 2nd Co., extends over a quarter of a century, was in town several days last week. McLeod is a "Shriner."

Jas. A. Massie was called to Greenville Tuesday to attend the funeral of his mother, who died a lingering death from a cancerous affliction. The deceased was the wife of one of the oldest grocers in Greenville.

Wm. H. Downs has opened his notion stock in the basement of the Hermitage block, corner Canal and Bridge streets, and pulled off the road a couple of weeks for the purpose of sorting up and getting out spring samples.

Chas. L. McLain was called to Toledo last Friday by a telegram announcing a more serious turn in his sister's illness. She was taken with typhoid fever the same day he went to St. Mark's Hospital with peritonitis, but did not mend as rapidly as he did.

Milton Kerns, traveling representative for the cigar department of Dilworth Bros., Pittsburg, was in town several days last week. The demand for Mr. Kerns' own brand, "El Puritano," is steadily increasing, plainly indicating the superior quality of the cigar.

Chas. M. Wheaton, formerly on the road for the Ball-Barnhart-Putman Co., is now general traveling representative for Wetmore & Pride, coconut manufacturers of Chicago. His territory includes Michigan, Ohio, Indiana, Illinois and the Missouri River. Mr. Wheaton was in town over Sunday, renewing old friendships and making some new ones.

Frank Cole was dropped from membership in the Northwestern Traveling Men's Association after suffering a paralytic stroke and losing his reason. His friends brought mandamus proceedings to compel the Association to reinstate him, and the court ordered that Cole must be treated as a member as long as he paid his dues.

Frank Tilden, the irrepressible wag who sells sugar for future delivery for W. J. Gould & Co., of Detroit, played a practical joke on Manley Jones at an Ionia hotel one night last week. He

inveigled the man of Celtic birth to occupy a room with him at the hotel and then aroused him at 2 o'clock in the morning under the pretense that the breakfast bell had rung. Not until Manley found the dining room door locked did he realize the nature of the deception.

Purely Personal.

J. A. Richardson, general dealer at Scotts, was in town one day last week. H. W. Worden, the Boone general dealer, was in town several days last week.

Ed. Gundry, for some time past clerk of the Buckner House, at Manistee, has taken the management of that hostelry.

Otto Mix, of the drug firm of Lee & Mix, at Manistee, was married last Monday to an estimable young lady of that place.

Frank Narregang, the Byron Center general dealer, has recovered from a month's illness with malarial fever and la grippe.

S. H. Knight, who has charge of the fresh meat stations of Swift & Company within a certain radius, was in town several days last week, inspecting the local depot.

Marcus W. Bates, for many years a resident of this city, but now Superintendent of the St. Louis Land Improvement Co., of St. Louis, Wis., is in town for a few days.

F. R. Hulbert, who is lumbering at Hulbert Station, U. P., was in town several days last week. He is arranging to erect a store building at that place and will also plat a summer resort on the banks of Lake Benegamah, all the frontage of which he owns.

C. E. Clapp, general dealer at Archie, was in town Saturday, on his way home from Allegan county, where he has spent a couple of months among friends. He expects to plat a summer resort on his farm on the Traverse Peninsula the coming summer.

M. F. Barber has gone to Ishpeming, where he will open a wholesale candy house under the name of the Upper Peninsula Candy Co., as a branch of the candy house of the Marple-French-McGrath Co., of Lansing.

Will Granger, the immaculate dude who presides over the shipping department of the Grand Rapids Packing & Provision Co., recently purchased a country nag which is troubled with lice. If any of THE TRADESMAN's readers has a good recipe for that trouble, he will confer a favor on Mr. Granger by communicating the same to him.

Spring Season 1891.

If You desire to sell

Carpets by Sample

Send for

Circular and Price List.

Smith & Sanford,

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.



Pennsylvania Lumberman's.

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

GEO. H. REEDER & CO.,

State Agents for
LYCOMING RUBBER CO.

158 and 160 East Fulton Street.

SEEDS!

Parties wishing seeds of any kind for garden or field please send for our catalogue and wholesale price list before buying.

We carry the largest and most complete stock of seeds in Western Michigan, and offer only such seeds as are of the highest grade.

The Alfred Brown Seed Store.

GRAND RAPIDS, MICH.

Parties having Clover Seed to sell, please correspond with us.

Heyman & Company,

Manufacturers of

Show Cases

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.

63 and 65 Canal St., - GRAND RAPIDS.



MANUFACTURED BY AMERICAN MACHINE CO.,
LEHIGH AVENUE AND AMERICAN STREET, - - - PHILADELPHIA.
JOHN H. GRAHAM & CO., MANUFACTURERS' AGENTS,
113 CHAMBERS STREET, NEW YORK.

DOUBLE ACTION. GEARING COMPLETELY COVERED.
WHITE CEDAR PAUL. SELF-ADJUSTING SCRAPER.
CANS FULL SIZE. USES SMALLEST POSSIBLE QUANTITY OF ICE.
THOROUGHLY WRAPPED FOR SHIPPING.
THAT THE GEM FREEZER IS RECOGNIZED AS THE BEST IN THE MARKET IS PROVEN BY THE FACT THAT OUR COMPETITORS ARE IMITATING ITS GOOD QUALITIES, AND USE IT AS THE STANDARD OF COMPARISON WHEN TRYING TO SELL THEIR OWN GOODS.
DO NOT BE IMPOSED UPON BY THOSE WHO MAY TRY TO SELL YOU OTHER FREEZERS BY TELLING YOU THEY ARE "JUST AS GOOD" OR "JUST THE SAME AS THE GEM."
INSIST ON HAVING THE GEM, AND IF YOU CANNOT GET IT FROM YOUR REGULAR JOBBER, WRITE TO US AND WE WILL TELL YOU WHERE YOU CAN GET IT OR QUOTE YOU PRICES AND DISCOUNTS.

The Gem Freezer
The Best in the World.

DE JONGE & VAN HEULEN

83 So. Division & 130 Oakes Sts.

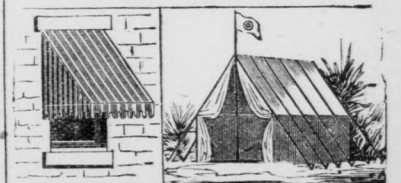
Wholesale and Retail Dealers in

Flour, Feed, Hay, Straw, Etc.

Pillsbury's and Washburn's "BEST"
Spring Wheat Flour.

A full line of Schumacher's goods and all other cereals constantly on hand.

AWNINGS
AND TENTS.



Flags, Horse and Wagon Covers, Seat Shades, Large Umbrellas, Oiled Clothing, Wide Cotton Ducks, etc.
Send for Illustrated Catalogue.

CHAS. A. COYE, 11 Pearl Street.
Telephone 106.

Dry Goods.

Some of the Advantages of the One-Price Store.

Written for THE TRADESMAN.

"Are one-priced stores always successful?" I asked a dry goods man the other day.

"They certainly are, if good faith is not broken, nor any distinctions made," he replied, "but the very moment it is known that one or more customers have purchased an article for a less price than others, the business is injured almost beyond repair. The one-price store, if properly conducted, possesses many advantages over the old-fashioned sort, one of which is readily apparent. Time, now-a-days to business men, is an important factor, and while others are wasting valuable moments or hours, quibbling over a price, possibly ending in disappointment to both parties, the one-price store has made many satisfactory sales and secured permanent customers. I am aware that the public hardly recognize the existence of a one-price store, but they are mistaken. At the first opening of such a store the temptation to the merchant is often almost irresistible to abandon the strict rule first adopted. Here is a wealthy customer—a lady, for instance—whose trade runs up into hundreds yearly and who is this moment asking a small discount on a \$50 purchase. Granted, that she will take no offense if I refuse the request, I may, however, lose the present sale and, possibly, all her future custom. All the politeness, finesse and suavity of the salesman is now required to be brought into action to save this customer to the establishment, while adhering to the invariable one price. With this thought uppermost in his mind, he must also remember not to overdo in conversation, nor betray any anxiety, except to please. In just such a case as is here presented, the skilled and gentlemanly salesman may richly earn his extra salary. Whether such a desirable customer is induced to make this—perhaps her first—purchase in the store or not, is in one sense immaterial, if she departs with a good impression of the treatment she has received, as in time she will drop in to look at other goods. Having come to the conclusion that it is a place having no favorites and that rich and poor are treated alike, she will find exactly what she desires at a fair price and thereafter become a permanent visitor. The best and most intelligent customers are not often the most talkative, but they are thoughtful and observing, are pleased with candor and politeness, and will appreciate a one price store when they are once convinced it is such in reality."

Points for Retailers.

When you can offer a line of staples at a less price than your competitor, you get his trade. To do this you have to visit this market after the rush of trade is over.

Never become dissatisfied with the small gains of your business. It is the small streams that make the mighty river; the grains of sand that make the mountain.

Some customers prefer not to be asked to buy; they prefer to ask for what they want, and any urgency or diversion from what they were looking at drives them away.

The merchant should avail himself of the special offerings that always follow an active season's jobbing trade. It is the job lots at special prices that he makes his money on.

Prices Current.

UNBLEACHED COTTONS.

Atlantic A.....	7	Clifton C.C.C.....	6½
" H.....	6½	" Arrow Brand.....	5½
" P.....	6	" World Wide.....	7
" D.....	6½	" LL.....	5
" LL.....	5½	" Full Yard Wide.....	6½
Amory.....	7	Honest Width.....	6½
Archery Bunting.....	4	Hartford A.....	5½
Beaver Dam A A.....	5½	Madras cheese cloth.....	6½
Blackstone O, 32.....	5	Noie R.....	5½
Black Rock.....	7	Our Level Best.....	6½
Boot, AL.....	7½	Oxford R.....	6½
Chapman cheese cl.....	3½	Pegnot.....	7½
Comet.....	7	Solar.....	6½
Dwight Star.....	7½	Top of the Heap.....	7½

BLEACHED COTTONS.

Amsburg.....	7	Glen Mills.....	7
Blackstone A A.....	8	Gold Medal.....	7½
Beats All.....	4½	Green Ticket.....	8½
Cleveland.....	7	Great Falls.....	6½
Cabot.....	7½	Hope.....	7½
Cabot, %.....	6½	Just Out.....	4½ @ 5
Dwight Anchor.....	8½	King Phillip.....	7½
" shorts.....	8½	" OP.....	7½
Edwards.....	8	Lonsdale Cambric.....	10½
Empire.....	7	Lonsdale.....	8½
Farwell.....	7½	Middlesex.....	5
Fruit of the Loom.....	8½	No Name.....	7½
Pitchville.....	6½	Oak View.....	6
First Prize.....	6½	Our Own.....	5½
Fruit of the Loom %.....	8	Pride of the West.....	12
Fairmount.....	4½	Rosalind.....	7½
Full Value.....	6½	Sunlight.....	4½
Geo. Washington.....	8½	Vinyard.....	8½

HALF BLEACHED COTTONS.

Cabot.....	7½	Dwight Anchor.....	9
Farwell.....	8		

UNBLEACHED CANTON FLANNEL.

Tremont N.....	5½	Middlesex No. 1.....	10
Hamilton N.....	6½	" 2.....	11
" L.....	7	" 3.....	12
Middlesex-A.T.....	8	" 7.....	18
" X.....	9	" 8.....	19
" No. 25.....	9		

BLEACHED CANTON FLANNEL.

Hamilton N.....	7½	Middlesex A A.....	11
Middlesex P T.....	8	" 2.....	12
" A T.....	9	" A O.....	13½
" X A.....	9	" 4.....	17½
" X F.....	10½	" 5.....	16

DRESS GOODS.

Hamilton.....	8	Nameless.....	20
" 9.....	9	" 25.....	25
" 10½.....	10½	" 27½.....	27½
G G Cashmere.....	21	" 30.....	30
Nameless.....	16	" 32½.....	32½
" 18.....	18	" 35.....	35

CORSET JEANS.

Biddeford.....	6	Naumkeag satteen.....	7½
Brunswick.....	6½	Rockport.....	6½

PRINTS.

Allen, staple.....	5½	Merrim'ck shirtings.....	4½
" fancy.....	5½	" Repp furn.....	4
" robes.....	5	" Pacific fancy.....	6
American fancy.....	5½	" robes.....	6½
American indigo.....	5½	Portsmouth robes.....	6
American shirtings.....	4½	Simpson mourning.....	6
Arnold.....	6½	" greys.....	6
" long cloth B.....	10½	" solid black.....	6
" " C.....	8½	Washington indigo.....	6
" century cloth.....	7	" Turkey robes.....	7½
" gold seal.....	10½	" India robes.....	7½
" Turkey red.....	10½	" plain T'ky X.....	8½
Berlin solids.....	5½	" " X.....	10
" oil blue.....	6½	" Ottoman Tur.....	6
" green.....	6½	key robes.....	6
Coecheo fancy.....	6	Martha Washington.....	7½
" madders.....	6	Turkey red.....	9½
Eddystone fancy.....	6	Martha Washington.....	9½
Hamilton fancy.....	6	Turkey red robes.....	5
" staple.....	5½	Windsor fancy.....	6½
Manchester fancy.....	6	" gold ticket.....	6½
" new era.....	6	indigo blue.....	10½
Merrimack D fancy.....	6		

TICKINGS.

Amoskeag A C A.....	13½	A C A.....	12½
Hamilton N.....	7½	Pemberton AAA.....	16
" D.....	8½	York.....	10½
" Awning.....	11	Swift River.....	7½
Farmer.....	8	Pearl River.....	12½
First Prize.....	11½	Warren.....	14
Lenox Mills.....	18		

COTTON DRILL.

Atlanta, D.....	6½	Stark A.....	8
Boot.....	6½	No Name.....	7½
Clifton, K.....	7½	Top of Heap.....	10

SATINES.

Simpson.....	20	Imperial.....	10½
" 18.....	18	Black.....	9½
" 16.....	16	" 10½.....	10½
Coecheo.....	10½		

Amoskeag.....	12½	Jaffrey.....	11½
" 9 oz.....	14½	Lancaster.....	12½
" brown.....	13	Lawrence, 9 oz.....	13½
Andover.....	11½	" No. 230.....	13
Everett, blue.....	12	" No. 250.....	11½
" brown.....	12	" No. 280.....	10½

GINGHAMS.

Glenarven.....	6½	Lancaster, staple.....	6½
Lancashire.....	6½	" fancies.....	7
Normandie.....	7½	" Normandie.....	8
Renfrew Dress.....	7½	Westbrook.....	8
Toil du Nord.....	10½	York.....	6½
Amoskeag.....	7	Hampton.....	6½
" AFC.....	10½	Windermeer.....	5
Persian.....	8½	Cumberland.....	5
Bates.....	6½	Essex.....	4½
Warwick.....	8½		

CARPET WARP.

Peerless, white.....	18	Peerless colored.....	20½
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GRAIN BAGS.

Amoskeag.....	16½	Valley City.....	15½
Stark.....	20½	Georgia.....	15½
American.....	16½	Pacific.....	14½

THREADS.

Clark's Mile End.....	45	Barbour's.....	88
Coats, J. & P.....	45	Marshall's.....	88
Holyoke.....	22½		

KNITTING COTTON.

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

CAMBRICS.

Slater.....	4½	Washington.....	4½
White Star.....	4½	Red Cross.....	4½
Kid Glove.....	4½	Lockwood.....	4½
Newmarket.....	4½	Wood's.....	4½
Edwards.....	4½	Brunswick.....	4½

RED FLANNEL.

Fireman.....	32½	T W.....	22½
Creedmore.....	27½	P T.....	32½
Talbot XXX.....	30	J R F, XXX.....	35
Nameless.....	27½	Buckeye.....	32½

MIXED FLANNEL.

Red & Blue, plaid.....	40	Grey S R W.....	17½
Union R.....	22½	Western W.....	18½
Windsor.....	18½	D R P.....	18½
6 oz Western.....	21	Flushing XXX.....	23½
Union B.....	22½	Manitoba.....	23½

DOMEST FLANNEL.

Nameless.....	8 @ 9½	" 9 @ 10½	12½
" 8½ @ 10		" 10 @ 11	

CANYASS AND PADDING.

Slate. Brown. Black. Slate. Brown. Black.			
9½.....	9½	13.....	13
10½.....	10½	15.....	15
11½.....	11½	17.....	17
12½.....	12½	20.....	20

DUCKS.

Severn, 8 oz.....	9½	West Point, 8 oz.....	10½
Mayland, 8 oz.....	10½	" 10 oz.....	12½
Greenwood, 7½ oz.....	9½	Raven, 10oz.....	13½
Greenwood, 8 oz.....	11½	Stark.....	13½

WADDINGS.

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

SILKESIAS.

Slater, Iron Cross.....	8	Pawtucket.....	10½
" Red Cross.....	9	Dundie.....	9
" Best.....	10½	Bedford.....	10½
" Best A A.....	12½	Valley City.....	10½

CORSETS.

Coraline.....	\$9 50	Wonderful.....	\$4 75
Schilling's.....	3 00	Brighton.....	4 75

Corticelli, doz.....	75	Corticelli knitting, per ¼ oz ball.....	30
twist, doz.....	37½		
50 yd, doz.....	37½		

HOOKS AND EYES—PER GROSS.

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

PINS.

No 2-20, M C.....	50	No 4-15 F 3½.....	40
" 3-18, S C.....	45		

COTTON TAPE.

No 2 White & Bl'k.....	12	No 8 White & Bl'k.....	20
" 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.....	

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 So. Ionia St., Grand Rapids.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

D. A. DGETT, Vice-President.

H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

J. & P. COATS'



BEST SIX-CORD

Spool Cotton

IN WHITE, BLACK AND COLORS, FOR

Hand and Machine Use.

FOR SALE BY P. STEKETEE & SONS.

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

P. STEKETEE & SONS,

Wholesale - Dry - Goods,

GRAND RAPIDS, MICH.

We have just received a large line of Outing Shirts in Flannel, Silk, Wool and Linen, Domett, Cheviot and Satine; also a complete line of cheap and medium price PANTS. Inspection invited.

HERCULES POWDER



SEND
FOR
DESCRIPTIVE
PAMPHLET.



Stamp before a blast. | Fragments after a blast.

STRONGEST and SAFEST EXPLOSIVE
Known to the Arts.
POWDER, FUSE, CAPS
Electric Mining Goods
AND ALL TOOLS FOR STUMP BLASTING.

HERCULES,

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, MARCH 4, 1891.

ROBBER PROFITS.

The following statistical statement of the earnings of the Western Union Telegraph Company was recently made before a congressional committee and, as no attempt has ever been made to controvert it, the figures stand as authentic:

The capital stock of the Western Union Telegraph Company in 1858 was \$358,700. The stock dividends declared between 1858 and 1866 amounted to \$17,810,146, and the stock issued for new lines was \$1,937,950; so that the capital stock on July 1, 1866, was \$20,133,800. In 1866 new stock was created to the amount of \$20,450,500; so that the total capital of the Western Union on the first of July, 1867, was \$40,568,300. The largest dividend declared by the company up to 1874 was 414 per cent. The largest amount of stock ever divided at one time was \$10,000,000, and for a period of seven years the dividends were about 100 per cent. a year on its average capital. It was by adding dividends to dividends, and by piling the one up on top of the other that this tremendous amount of \$40,000,000 of capital and debt was created. The history of the company shows no change of policy. In 1874 the company bought up its own stock and the stock of other telegraph companies and accumulated a fund of over \$15,000,000, which was held in one shape or another in the treasury of the company. An investment of \$1,000 in 1858 in Western Union stock would have received up to the present time stock dividends of more than \$50,000 and cash dividends equal to \$100,000, or 300 per cent. of dividends a year. These have been some of the dividends declared: In 1862, 27 per cent.; in 1863, 100 per cent.; in 1864, 100 per cent.; in 1878, \$6,000,000; in 1881, one of \$15,000,000 and another of \$4,300,000; in 1886, 25 per cent. The Western Union plant, exclusive of its contracts with railroads, could be duplicated for \$35,000,000. Its present capital is \$85,960,000. It has realized \$100,000,000 of net profits in twenty-five years by its high charges.

THE TRADESMAN has always advocated fair and legitimate profits, as such a condition is the only one under which the continuation of business is rendered either possible or desirable, but the record of the Western Union monopoly carries the matter of margins altogether too far and suggests the idea that the time has come when someone—Uncle Sam or some other fellow or set of fellows with long pocket books—should take the matter in hand and give the people decent service at a price commensurate with the expense and risk involved in such an undertaking.

THE TRADESMAN has frequently commended the efforts made by various State Legislatures to prohibit sleeping car companies from putting the upper berth down on the occupant of a lower berth where the former is not sold or occupied. Such measures have already become laws in several States and THE TRADESMAN is pleased to note that Senator Doran, of this city, has introduced a bill to that effect in the Michigan Legislature. Mr. Doran accompanies his measure with a clause restricting the rate charged for

sleeping car service to \$1 per 200 miles or under, the wisdom of which THE TRADESMAN is inclined to question. The general scope of the bill, however, is entitled to the warmest commendation and will undoubtedly meet with the strongest sort of approval at the hands of the traveling public.

The mercantile agencies are somewhat disturbed over the introduction of a bill in the Legislature compelling them to put up a bond of \$100,000 and restricting their reports to the absolute truth, making them responsible for any loss occasioned by the sending of a false report. The bill was drawn by Gideon Rutherford, of this city, having been introduced by a member from Oceana county.

The Art of Dunning.

An exchange says: "A salesman is born, not made." His make-up comprises many natural faculties and peculiarities which cannot be acquired by any amount of study. The requirements of a collector are far different. Collection is an art, and is fairly a subject for study, while capacity to sell is a natural gift.

The Boston Post gives the following as its idea of the best manner to dun a creditor, and as doing credit alike to the heads and hearts of the tradesmen who sign it:

Dear Sir—It will greatly convenience us if you will kindly remit the amount of your bill. Do not inconvenience yourself, but a favorable response will be appreciated by
Very truly yours
TILER & CAIN.

This is a well-worded appeal to the debtor and far more liable to influence him in the direction of paying his debts than the often brusque demands to "call and settle." A threat is almost certain to antagonize the person to whom it is addressed, and invariably fails to accomplish any purpose favorable to the person using it. The collector ought certainly to be as polite as the salesman.

Compare these two invitations to settle up:

Dear Sir—Your account is overdue unless paid at once we shall take measures to collect, or we shall put it in the hands of a collector.
Yours, etc.,
SELLER & CO.

Dear Sir—For some reason you are not as prompt as usual in your payments. What is the matter?
Yours, etc.,
GOODSELLER & CO.

Which request would Mr. Dear Sir be most likely to notice? The put-yourself-in-his-place process will give a ready reply, and in every instance where a man deals with his fellow, whether he wants to sell him shoes or have him pay his debts, politeness is requisite, and it is the genuinely polite person who succeeds. It gives a truly honest man as much pleasure to pay his debts as to the creditor to receive his pay, and no one likes to be "dunned."

The Drug Market.

Opium is steady. Morphia is unchanged. Quinine is firm. Nitrate silver has declined. Sulphur and brimstone tend higher. Paraffine wax has advanced. African capsicum has advanced. Turpentine is lower.

A prophet need not be among us to predict that the demands of the Farmer's Alliance will be met by the people of this country as they should be, with such a powerful and repulsive negative as to dispel for the next decade all semblance of such nefarious legislation.

A Hardware Dealer's Strictures on the Street Fakir.

Written for THE TRADESMAN.

"What is the attraction on that street corner yonder?" I was standing by the counter of a hardware store where I frequently made purchases and had addressed the middle-aged proprietor, with whom I was intimately acquainted. As I asked the question, he turned to a shelf behind him and took from a box a small and curiously shaped kitchen knife for paring fruits, vegetables, etc., and, holding it toward me, said:

"He is selling this knife and will average thirty sales every day in the year, while I sell about one a week."

The man spoke in an impatient tone, and I instinctively felt that he was vexed at what we were witnessing.

"These fellows certainly interfere with regular home trade," I ventured to remark.

"They do," he replied, "and there is a large variety of fancy shelf hardware, with which they supply almost the entire country, by thus bringing it directly to the consumers' attention. Upon such small articles, I am free to admit, our profits formerly depended, while in later years we are almost debarred from selling them; and when I think of the daily profits that fakir is making with that one article, and compare his expenses and hard work with mine, I feel as if I wanted to sell my stock and never embark in the business again."

"What do those knives retail for?" I enquired; "possibly his profits may be larger than I supposed."

"They sell for 25 cents," he answered. "And you said he would average a sale of thirty a day the year round?" I said. "Let me see," I continued, musing a moment, "that is a fraction over seventy-six gross a year. He ought to obtain bottom prices from the manufacturers if he takes such a large number."

"He does purchase them less than I can," replied the merchant, "because he takes such a quantity. I need not specify particulars," he continued, "but I can truthfully tell you, that if he sells the number named (which I believe he does) he makes a profit of \$2,200 a year. I cannot make that in my business. Of course, in this country everyone is free to engage in any branch of trade which his neighbor is engaged in and compete with him, if he can, even side by side, or he may select any one article he has, which is supposed to be most profitable, and—as this man is doing—supply the entire demand if they can, but, wherever this is done, the trade of the permanent merchant is to that extent injured. It is extremely doubtful if on the whole the true interest of consumers is not permanently injured by the fakir; as no merchant can afford to keep the large and varied assortment of stock on hand, if his sales are to be limited in certain lines. Let me call your attention to the thousands of pocket knives, compasses and numerous other articles of shelf hardware that are hawked about the country and offered for sale on the streets. Whether they are of good or bad quality has nothing to do with the fact that they are sold, and just that amount of money is taken from the legitimate hardware business. The dry goods men, the grocers and druggists are all of them injured in the same way. It would seem as if the

public who patronize these peripathetic merchants would long since have learned by experience that in such dealing there were too many chances against them; that if deceived or disappointed in the article, there was no redress, whereas at their neighbor's permanent place of business, he could not only be found at any time, but would also be willing to talk and to make any honorable amends, if any error occurred or an article was defective. The merchants' trade in all lines now sold by traveling hawkers would be far better and his stock kept fully up to the wants of customers. By purchasing in larger quantities, he could and would sell at lower prices, were it not for this outdoor interference with his trade. A few restricting laws upon this evil have been passed by the different states and heavy licenses required, which in a few instances amount almost to prohibition, but there will have to be complete prohibition before the practice will cease. There is one more phase of this question that is seldom thought of, yet the dealer often becomes aware of it. The average man or woman is quite liable, under certain circumstances to become excited—mesmerized they call it in these days—by observing others hurriedly making these purchases on the street, as if the people were getting double the value of their money, and there was hardly a sufficient quantity of the article to go around. Several of the first purchasers are often stool-pigeons, purposely employed and who with a quick change of appearance in hat or coat come forward with conspicuous haste the third or fourth time to call for one or two more, while they can obtain them so cheaply. By this means many persons are led to purchase what they ought not, or hardly have use for. Often their scanty earnings are sorely needed by a suffering family at home, and I have repeatedly heard them remark, 'I do not know why I was so foolish as to buy such an article at all, when every cent I possessed was required for half a dozen other purposes.' I have presented this subject in its true light and, should it seem selfish from any standpoint, it is no less worthy of thought and investigation."

Why Women Fail as Drummers.

From the Detroit Free Press.

At first glance it strikes one as odd that women are not employed as travelers by wholesale millinery houses, corset manufacturers and other people employed in manufacturing or selling articles of female wear or ornament. The objections are many. A drummer must rough it to a certain extent, and he is supposed to rush business. He must travel by day or night, be out in all sorts of weather, put up with any kind of fare, ride in a palace car or take a freight train, and no woman could stand the wear and tear of it. Then, much as a woman is supposed to be given to "gab," a man can out-talk her in talking business.

He may have to make three or four trips from the hotel to a store to catch the man he wants to see. He may have to get up at midnight and carry one end of his sample trunk through rain and mud to a depot a mile away. He gets into a bed on which the sheets are damp, gets along without a fire in his room, sits down to any sort of a meal and has customers to see him both day and night. Women have been tried time and again, but most of them either quit on account of hardships or fail to take enough orders to make it pay. As canvassers for books or pictures they are all right, as they remain in a town for a few days or weeks at a time, and have nobody in particular to see and are not limited as to time.

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

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.	90
Grand Rapids Electric Light and Power Co.	75
Grand Rapids Felt Boot Co.	110
Grand Rapids School Furniture Co.	110
Michigan Barrel Co.	100
Nelson, Matter & Co.	100
New England Furniture Co.	100
Phoenix Furniture Co.	60
Sligh Furniture Co.	85
Widdicomb Furniture Co.	120

MERCANTILE.

Grand Rapids Packing and Provision Co.	103
Hazeltine & Perkins Drug Co.	100

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.

D. P. Clay claims to have a panacea for the salvation of the country. He would have Congress pass a law prohibiting the national banks from paying interest on certificates of deposit—any kind of deposits, in fact. This, he claims, would keep the farmers' money out of the hands of the banks, which loan it to business men almost solely. Instead of being loaned to business men to promote business enterprises, the farmers would loan it to each other at a reasonable rate of interest—say 5 per cent.—thus doing away with much of the mortgage indebtedness of the farmers and bringing about an era of good feeling among the rural classes which could not fail to be a handmaid to progress and prosperity.

The Massachusetts savings banks seem to be well supplied with funds and more anxious to loan on 5 per cent. mortgages than to invest it in any other way.

MUSKEGON.

Albert Bush is erecting a store building at the corner of Ionia and Terrace streets, 22x45 feet in dimensions. He will occupy it with his grocery stock about April 15.

C. J. Westerland, boot and shoe dealer on West Western avenue, is building a double store at the corner of Washington and Hudson streets.

G. H. Bennink, the Mason street grocer, is erecting two new stores, each 24x50 feet in dimensions, at 46 and 48 Mason street. One of the stores will be occupied by his son, J. H. Bennink, who will embark in the flour and feed business.

Artificial Diamonds.

It is said that some shrewd swindlers in Amsterdam have worked upon the trade an enormous lot of artificially colored diamonds. The steel-blue diamond was all the go up to the time of the arrival of this new stone, which is of a bright yellow tint. By means of a die the sharpeners managed to market a vast quantity of these inferior golden-hued diamonds in Europe. The dye can easily be renovated with ammonia. It was this that brought out the deception, but before it was known here, a number of Philadelphia and New York houses were caught. It is said that one New York firm holds them as an investment of \$40,000. The yellow diamond fad may not be as popular as it was thought 'twould be when all the facts concerning the case came out.

Wool Quiet--Hides Unsettled--Tallow Firm--Furs Weak.

The wool trade is quiet but firm. There is a fair inquiry, but purchases are not made freely on account of the condition of the wools, which are heavy in shrinkage. Australian wools are used where never used before and are well liked, and are taking the place of domestic fleeces largely. This is on account of the poor condition of domestic fleeces, which is caused by the neglect of the grower, manufacturers claiming that the shrinkage of late years is much greater than formerly. Prices are unchanged.

The hide market is in a decidedly unsettled condition. Heavy hides are plenty, while light are scarce, with dealers holding at $\frac{1}{2}$ c to 1c per pound above tanners' ideas. Sales are made to advanced prices, when a tanner is obliged to have some, but our larger tanners are well stocked and will not buy. Leather is dull and cannot be made at the present prices of hides to give the tanner cost on stock.

Tallow is in good supply and firm at old prices.

Furs have weakened, as collections are poor in quality and collectors have large stocks at high cost and are now looking for an outlet. The March sales are near at hand and anxiously waited for.

Not an Unusual Case.

"I often get information in unpromising places," said an observant citizen. "Some people never look at circulars sent through the mails, but I read all that comes to me. Yesterday a retail grocer sent me an eight-page catalogue of his wares, and as I went through it I got new light on the great variety of comestibles for sale on my own block. A second-hand clothes man sent me a circular, and before night time he had paid me \$8 for my cast-aways. A newsdealer who started in business on my block mailed me his card and soon I gave him my custom. I find out lots of things by looking at the circulars and cards and catalogues and prospectuses and specimen copies that come to me through the mails."

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.

Grand Palace Hotel

81 to 83 North Clark St., Chicago.

Four Minutes from Court House.

Both Plans: WEEKLY, \$3.00
TRANSIENTS, 50 C. UP

Restaurant by Compagnon, late Chicago Club Chef.

POPULAR PRICES! NEW HOUSE!

Cut this out for future reference.

Wholesale Rubber Goods.

Our line of Rubber Goods cannot be surpassed in the State.

SHOES, CLOTHING,

AND

Miscellaneous Rubber Goods.

ORDER AT ONCE.

We also carry a large and complete line of Mill Supplies, Sporting Goods and Fire Department Supplies.

Studley & Barclay,

Grand Rapids,
Mich.

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catalogue.



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Estimates and Samples on application.

The Tradesman Company

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Bolts Wanted!

I want 500 to 1,000 cords of Poplar Excelsior Bolts, 18, 36 and 54 inches long.

I also want Basswood Bolts, same lengths as above. For particulars address

J. W. FOX, Grand Rapids, Mich.

C. N. RAPP & CO.,

WHOLESALE DEALERS IN

Foreign and Domestic Fruits.

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

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El. Puritano Cigar.



The Finest 10 Cent Cigar
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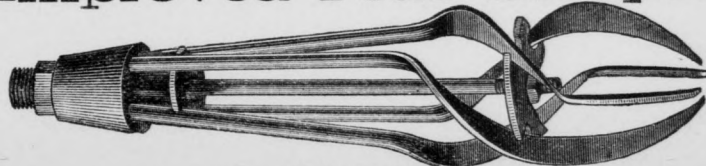
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TRADE SUPPLIED BY

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Improved Flue Scraper.



THE BEST ON THE MARKET.

HESTER & FOX, Sole Agents, Grand Rapids, Mich.

Drugs & Medicines.

State Board of Pharmacy.

One Year—Stanley E. Parkhill, Owosso.
Two Years—Jacob J. Jenson, Muskegon.
Three Years—James Vernor, Detroit.
Four Years—Ottmar Eberbach, Ann Arbor.
Five Years—George Gundrum, Ionia.
President—Jacob J. 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 7; Houghton, Sept. 1; Lansing Nov. 4.

Michigan State Pharmaceutical Ass'n.

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

Grand Rapids Pharmaceutical Society.

President, W. R. Jewett, Secretary, Frank H. 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.

The Mysterious Box.

Written for THE TRADESMAN.

I was at one time in my youth a clerk in a general store in the Dominion of Canada. My employer was an active, good-natured, live Yankee, and I have since regretted ever having left his service. The \$20 a month and board which I received was worth more to me, considering the experience and information I was getting, than any salary I have obtained since. And that board! Shades of Epicure attend and listen! It may be summed up by saying that in truth it was one continued festival. The reader may judge that it easily might have been, when I say that good board anywhere except at hotels was readily obtainable at \$1.50 per week. My employer was a man, small in stature, but a generous eater and kept a superior English cook who was given permission to furnish the best food, regardless of expense. I have been particular to speak of the board, as it is generally conceded that "a generous liver is a sure indication of a generous and kind disposition." Before engaging with this man, I had some experience in a drug store and was still pouring over my primary studies in this direction whenever opportunity permitted, hoping to fit myself for that vocation at some future day. There was no drug store nearer than ten miles from our village of 300 people, with an old, well-settled farming country about us. Any country store in such a locality was, therefore, obliged to keep a few commonly-used drugs and medicines to accommodate the people, and, in this respect, I often think my services in particular were secured on account of my knowledge of drugs, limited as it was. I distinctly remember the few medicines usually found in the general stores at that time. The standard patent medicines were Moffat's Pills and Bitters, Brandreth's Pills, Dalley's Salve, Godfrey's Cordial and Turlington's Balsam of Life. These, with epsom salts, gum camphor, licorice extract, calomel, pica, paregoric and alcohol constituted our stock in that line. My employer, whose name for several reasons I will omit, made a journey to New York, generally twice a year, to purchase his stock, in the interval replenishing in a small way from some Canadian house. Our goods came *via* canal and lake navigation to the nearest port on Lake Erie and thence by wagon. I had been in the store about six months when a large and heavy box came from the port directed to the proprietor. It was made of superior one and a quarter inch pine, planed and matched, and put together with

screws. The directions were plainly painted and the name was in full, indicating an acquaintance with the merchant to whom it was shipped. It was not shipped to his care, but to him direct, and freight was prepaid. We opened the box carefully and found it filled with drugs, but not a scrap of writing inside—even to a memorandum of the goods. My employer assured me the goods had never been ordered by him, neither could he imagine from whom or whence they came. After waiting for some time for a letter or invoice in relation to the box, a correspondence was opened with several parties in the East, endeavoring to gain some knowledge of the owner, but with no satisfactory result. Afterward, I opened and placed the goods upon the shelves. From a wholesale price current, the valuation of them was considerably more than \$100. Most of the contents of the box was creosote and valuable essential oils, from which it was inferred that it was from some one who had intended engaging in the manufacture of some kind of ointment and had preferred to put up the medicine in Canada, rather than pay duty upon the manufactured article. He had shipped the box to this merchant, intending to follow it soon, and had probably been stricken by disease and suddenly died, leaving no trace of the property to his friends. This, at least, was the theory upon which we founded the shipment of the box to this part of the province. A retail price was placed upon the goods and many of them sold, but in after years my employer informed me no claimant had ever appeared. I shall always gratefully remember that when leaving the service of my friend, the motto of "a generous liver," etc., was established beyond a doubt by his presenting me with \$25 extra which, as he remarked, was for the valuable aid I had rendered him in the care and sale of some of the contents of the "mysterious box."

The Postage Stamp Nuisance.

Written for THE TRADESMAN.

"Are postage stamps either a commercial or mercantile article?" was a question asked a few days ago.

"No, sir," was the very decided reply. "They are neither an article of exchange, nor bought and sold as the goods of merchants usually are. They take the place of money for the payment of postage only, and are not a legal tender in payment of anything else."

The question came up for discussion because a man enquired why it was that druggists, especially, were expected by the majority of people to keep them for sale. There is a cause why the supposition arose that druggists—more than others—were expected to have them. All druggists generally keep for sale stationery in all its forms, and it is not uncommon for a customer to request the use of pen and ink to write a few words or direct a letter; and, desiring to mail the letter at once, it is natural to ask if he can be accommodated with a stamp where he had purchased the paper. Possibly the druggist was not always exempt from mercenary motives in keeping them, for if pennies were scarce he would often save a few cents by having the exact change in a stamp or two, which, if not a legal tender, would be cheerfully accepted. Again, if it were known that he alone in his vicinity kept them, the public would quite naturally purchase their stationery where the

stamps might also be obtained, thereby giving the druggist an advantage over his competitors.

Many persons suppose that any one having postage stamps for sale makes a profit upon them, the same as upon any commercial article, while the truth is he makes nothing whatever and loses or donates his time to wait upon them. An arrangement is made by the postmasters of cities of a certain class, through permission of the Postmaster General, by which agencies for the sale of stamps and stamped envelopes may be established in districts within the city limits, but remote from the office. In such cases, the agency is usually given to a druggist in good standing, who is required to purchase and pay for in advance a certain quantity; to constantly keep himself supplied and to wait upon those who desire them. In consideration, he receives—I believe—the sum of \$25 annually. From this, also, may have arisen the supposition that druggists are obliged to keep stamps for sale. While the indiscriminate and wholly gratuitous sale of postage stamps might be a great accommodation to the public, it is no less a nuisance to any merchant doing a fair business, and the wider the knowledge of his having them is extended, the greater the nuisance becomes. "But," says one, "a merchant should deem it a pleasure to oblige his customers." He should, and does, when he is not asked to neglect his daily business and devote his time without an equivalent. Persons will often expect him to oblige them to a greater extent than common courtesy should ask. A lady has been known to enter a drug store with a letter in her hand, and, as if it were a post-office, say, "Give me a two-cent stamp, please," take it and affix it to the letter, and without a word tender a \$5 note in payment. The stamp is now in its place and the merchant finds he is unable to make the change so as to take just two cents from the note. He cannot, with out much inconvenience, go out for change and the only thing for him to do is to say, "You may hand the two cents to me at some other time." It is only a trifle in itself, but the incident is one liable to occur many times over. Perhaps, too, the gentleman has been obliged to leave a customer to obey her command. A gentleman entered the same store, threw down a silver dollar and said, "Fifty cents worth of stamps, please." These are only brief examples, but will suffice. I am aware, there are those who think they would cheerfully perform all such insignificant labor for customers with pleasure, and that the respect and politeness due to ladies, especially, should demand it; but let them once have all the trials and annoyances of the "stamp act" thrust upon them daily and hourly and accentuated with a command or demand, and a few months will cause a radical change of opinion. "But," says one, "you would surely wish to accommodate your friend with a stamp, if you took the last one from your pocket to do so." "Granted," I answer. I have been stopped by strangers on the street who have asked for a stamp or a match in such a manner as made it a pleasure to oblige them, if in my power, and I am thankful it usually was. Every true lady and gentleman is supposed to be accommodating to friends, and occasionally a stranger, but there are bounds to ac-

commodation when it includes an entire community and serious loss of time. Perhaps one-half the people are not aware that the postoffice department is the only source whence postal envelopes and stamps can be obtained in any quantity—at least such is the inference from their actions—and it would be more reasonable to expect certain merchants to keep an express office and banking house, than to bother with the sale of government stamps gratuitously.



Send for Quotations.

WM. BRUMMELER & SONS

Manufacturers of and Jobbers in

Pieced and Stamped Tinware, Rags, Metals, Iron, Rubber and Wiping Rags.
264 So. Ionia St., GRAND RAPIDS.
Telephone 640.

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.

Furniture

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Nelson, Matter & Co.'s

Styles New, Cheap, Medium and Expensive.

Large Variety. Prices Low.

CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists, GRAND RAPIDS.

Wholesale Price Current.

Advanced—African capsicum.

Declined—Nitrate Silver, Turpentine.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzolium German.	80 10	Aloes	60
Boric	30 00	Arnica	50
Carbolicum	20 35	Asafetida	50
Citricum	58 60	Atrope Belladonna	60
Hydrochloric	30 12	Benzoin	60
Nitricum	10 12	Sanguinaria	50
Oxalicum	11 30	Barosma	50
Phosphoricum dil.	1 40 10	Cantharides	50
Salicilic	1 40 10	Capsicum	50
Sulphuric	13 60	Ca damon	50
Tannic	1 40 10	Catechu	50
Tartaric	40 42	Cinchona	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 25	Cyanide	50 55
Brown	80 10	Iodide	2 80 2 90
Red	45 50	Potassa, Bitart. pure.	30 33
Yellow	2 50 3 00	Potassa, Bitart. com.	8 10
BACCAR.		Potass Nitras, opt.	8 10
Cubeae (po. 1 50)	1 60 1 75	Potass Nitras	30 33
Juniperus	80 10	Prussiate	7 9
Xanthoxylum	25 30	Sulphate po.	15 18
BALSAMUM.		RADIX.	
Copaiba	60 65	Aconitum	20 25
Peru	1 80	Althae	25 30
Terabin, Canada	35 40	Anchusa	15 20
Tolutan	40 45	Arum, po.	20 25
CORTEX.		Calamus	20 25
Abies, Canadian	18	Gentiana, (po. 15)	10 12
Cassiae	11	Glycyrrhiza, (pv. 15)	16 18
Cinchona Flava	18	Hydrastis Canaden.	35
Euonymus atropurp.	30	(po. 40)	35
Myrica Cerifera, po.	20	Helibore, Ala. po.	15 20
Prunus Virgini.	12	Inula, po.	15 20
Quillaja, grd.	12	Ipecac, po.	2 40 2 50
Sassafras	12	Iris plox (po. 20 22)	19 20
Ulmus Po (Ground 12)	10	Jalapa, pr.	45 50
EXTRACTUM.		Marana, 1/4 s.	15 18
Glycyrrhiza Glabra.	24 25	Podophyllum, po.	15 18
" po.	33 35	Rhel.	75 100
Haematox, 15 lb. box.	11 12	" cut.	75 100
" 1 s.	13 14	" pv.	75 100
" 1/4 s.	14 15	Spigelia	48 53
" 1/8 s.	16 17	Sanguinaria, (po. 25)	20
FERRUM.		Serpentaria	40 45
Carbonate Precip.	15	Senega	50 55
Citrate and Quinia.	23 50	Similax, Officinals, H	40 45
Citrate Soluble.	80	" M	10 12
Pterocyanidum Sol.	50	Scilla, (po. 35)	10 12
Solut Chloride	15	Symplocarpus, Feti-	35
Sulphate, com'l.	1 1/2 2	dus, po.	35
" pure.	7	Valeriana, Eng. (po. 30)	25
FLORA.		" German.	15 20
Arnica	25 30	Ingiber a	10 15
Anthemis	20 25	Zingiber j.	22 25
Matricaria	25 30	SEMEN.	
FOLIA.		Anisum, (po. 20)	15
Barosma	20 22	Apium (graveleons)	15 18
Cassia Acutifol, Tin-	25 28	Bird, 1 s.	40 6
nively	35 50	Carul, (po. 18)	8 12
Salvia officinalis, 1/4 s	12 15	Cardamon	1 00 1 25
and 1/8 s.	80 10	Corlandrum	10 12
Ura Urel	80 10	Cannabis Sativa	45 50
GUMMI.		Cydonium	75 100
Acacia, 1st picked	21 00	Chenopodium	10 12
" 2d	20 90	Dipterix Odorata	2 00 2 25
" 3d	20 80	Foeniculum	15
" sifted sorts.	65	Foenugreek, po.	6 8
" po.	75 100	Lini	4 4 1/2
Aloe, Barb. (po. 60)	50 60	Lini, grd. (bbl. 3 1/2)	4 4 1/2
" Cape, (po. 20)	12	Lobelia	35 40
" Socotri, (po. 60)	50	Pharlaris Canarian	3 1/2 4 1/2
Catechu, 1 s, 1/4 s, 1 1/4 s,	1	Rapa	8 9
16)	20 30	Sinapis, Alb.	8 9
Ammoniac	25 30	" Nigra	11 12
Assafetida, (po. 30)	50 55	SPIRITUS.	
Benzoinum	50 52	Fruentil, W. D. Co.	2 00 2 50
Camphora	50 52	" D. F. R.	1 75 2 00
Euphorbium po.	30 35	" 1 10 1 50	1 75 2 00
Galbanum	23 00	Juniperis Co. O. T.	1 75 2 00
Gamboge, po.	80 95	Saacharum N. E.	1 75 2 00
Guaiacum, (po. 40)	35	Spt. Vinl Gall.	1 75 2 00
Kino, (po. 25)	20	Vini Oporto	1 25 2 00
Mastic	90	Vini Alba	1 25 2 00
Myrrh, (po. 45)	40	SPONGES.	
Opil, (po. 3 85)	2 25 2 40	Florida sheeps' wool	2 25 2 50
Shellac	13 35	Nassau sheeps' wool	2 00
" bleached	28 40	Velvet extra sheeps'	1 10
Tragacanth	30 35	wool carriage	85
HERBA—In ounce packages.		Extra yellow sheeps'	85
Absinthium	25	carriage	65
Eupatorium	25	Grass sheeps' wool car-	75
Lobelia	25	riage	1 40
Majorum	25	Hard for slate use.	
Mentha Piperita	23	Yellow Red, for slate	
" Vir.	25	use	
Rue	30	SYRUPS.	
Tanacetum, V.	22	Accacia	50
Thymus, V.	25	Zingiber	50
MAGNESIA.		Ipecac	50
Calcined, Pat.	55 60	Ferri Iod.	50
Carbonate, Pat.	20 22	Aurant Cortes	50
Carbonate, K. & M.	20 25	Rhel Arom.	50
Carbonate, Jennings.	35 36	Similax Officinals.	50
OLEUM.		" Co.	50
Absinthium	5 00 5 50	Senega	50
Amygdalae, Dulc.	45 75	Scillae	50
Amygdalae, Amarae.	8 00 8 25	" Co.	50
Anisi	1 00 2 00	Tolutan	50
Aurant Cortes	2 50	Prunus virg.	50
Bergamli	3 75 4 00	TINCTURES.	
Cajiputi	90 100	Aconitum Napellis R.	60
Caryophylli	1 20 2 15	Aloes	60
Cedar	35 65	Arnica	50
Chenopodii	35 65	Asafetida	50
Cinnamonli	1 30 1 45	Atrope Belladonna	60
Citronella	45	Benzoin	60
Conium Mac.	35 65	Sanguinaria	50
Copaiba	1 20 2 10	Barosma	50

Morphia, S. P. & W.	2 20 2 45	Seidlitz Mixture	25	Lindseed, boiled	58	61
" S. N. Y. Q. &	10 22 35	Sinapis	18	Neat's Foot, winter	50	69
Moschus Canton.	40	" opt.	30	strained	50	69
Myristica, No. 1.	70 75	Snufl, Maccaboy, De	35	Spirits Turpentine	44	50
Nux Vomica, (po. 20)	10	Voes	35	PAINTS.		bbl. lb.
Oa. Sepia	33 38	Snufl, Scotch, De. Voes	35	Red Venetian	1 1/2	20 3
Pepsin Saac, H. & P. D.	2 00	Soda Boras, (po. 13)	12 13	Ochre, yellow Mars.	1 1/2	20 3
" Co.	2 00	Soda et Potass Tart.	30 33	" Ber.	1 1/2	20 3
Picis Liq. N. C., 1/4 gal	2 00	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2	24 23
" do.	2 00	Soda, Bi-Carb.	5	" strictly pure	2 1/2	24 23
Picis Liq., quarts	2 00	Soda, Ash	3 1/2 4	Vermilion Prime Amer-	13 16	
" pints	2 00	Soda, Sulphas	50 55	ican	13 16	
Pil Hydrarg, (po. 80)	50	Spts, Ether Co.	50 55	Vermilion, English	85 88	
Piper Nigra, (po. 22)	50	" Myrcia Dom.	23 25	Green, Peninsular	70 75	
Piper Alba, (po. 55)	50	" Myrcia Imp.	23 25	Lead, red	2 1/2	24 23
Pix Burgun.	7	Vini Rect. bbl.	2 33	" white	2 1/2	24 23
Plumbi Acet.	14 15	Less 5c gal., cash ten days.	2 33	Whiting, white Span.	2 1/2	24 23
Pulvis Ipecac et opil.	1 10 1 20	Strychnia Crystal.	2 10	Whiting, Gliders	2 1/2	24 23
Pyrethrum, boxes H	30 35	Sulphur, Subl.	2 1/2 3 1/2	White, Paris American	1 00	
" P. D. Co., doz.	2 15	" Roll.	2 1/2 3 1/2	Whiting, Paris Eng.	1 40	
Pyrethrum, pv.	30 35	Tamarinds	80 10	Pioneer Prepared Paints	20 1 40	
Quassia	80 10	Terebenth Venice	28 30	Swiss Villa Prepared	1 00 1 20	
Quinia, S. P. & W.	35 40	Theobromae	50 55	Paints	1 00 1 20	
" S. German	24 30	Vanilla	9 00 16 00	VARNISHES.		
Rubia Tincturum	12 14	Zinc Sulph.	70 8	No. 1 Turp Coach	1 10 1 20	
Saccharum Lactis pv.	40	OILS.		Extra Turp.	1 00 1 20	
Salecin.	2 00 2 10	Bbl. Gal		Coach Body	2 75 3 00	
Sanguis Draconis.	40 50	Whale, winter	70 70	No. 1 Turp Furn.	1 00 1 10	
Santonine	24 50	Lard, extra	55 60	White, Turk Damar	1 55 1 60	
Sapo, W.	12 14	Lard, No. 1.	45 50	Japan Dryer, No. 1	70 75	
" M.	10 12	Linseed, pure raw	55 58			
" 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,

Cins, Wines, Rums.

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

Whisky and Druggists' Favorite Rye Whisky.

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

Hazeltine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

GROCERIES.

A Grocer's Talk on Crackers.

Written for THE TRADESMAN.

It was a pleasant day and there seemed to be a lack of business inside the grocery. Here was the place I had been looking for. I dropped in, passed back out of the way and seated myself to study human nature. Someone has remarked that "human nature is about the same the world over." Sometimes I think the fellow who said that never traveled much. I won't stop now, however, to moralize on the subject, as I am in a large city and time is valuable; besides, I might get run over. "What new 'fad' have you there?" I asked the proprietor as he approached me soon after, pointing to what had once been a neat paper package standing on a show case on the opposite counter. The upper end of the package presented the appearance of having been opened by a small charge of dynamite, gently placed upon it, and protruding from the ragged opening was a card bearing this inscription: "Take a cracker." The man smiled at my question, then glanced about the room and, seeing we were partially secluded, seated himself near me and said, "That package has a history—shall I relate it?" "If you please," I replied. "Three or four days ago," said he, "a little girl came in and enquired for a certain brand of crackers sold in packages. I furnished the kind she wanted, for which she paid and left the store with them. Half an hour afterward she returned with the package opened as you see it, but well wrapped in a newspaper, and remarked that her mother could not use them. The brand was all right, but something was wrong with the flavor of the crackers, and she asked as a favor if I would take them back. 'Certainly,' I replied, and returned her the money she had paid me. The woman may have opened the package in haste, but I said nothing to the child about its appearance. In fact, it is a mistake in such cases to have any conversation with a child concerning goods returned, as they are forgetful and your remarks often go from them distorted in a form liable to occasion trouble, if not loss of custom, and I did not desire the loss of this family. Then, also, it might be that something was wrong with this particular package. If there is one thing more than another that I take a pride in doing, it is to treat ladies and children in the most courteous manner possible, even at the expense of personal inconvenience and loss. Aside from any feeling of duty and right, it richly pays any dealer to do so, and fortunate is he who can smilingly receive any rebuke or implied abuse from the public, and yet make no harsh report. At my leisure I closely examined the crackers, having sold the same kind for a year or more, and certainly I could find nothing in appearance, taste or smell that seemed wrong. Feeling desirous of knowing whether I was erring in my judgment, the thought came to place that card upon them and get the opinion of others, for I really wish to sell good articles, if I can. I have asked many of my acquaintance to taste them, and many others have accepted the request on the card and tasted them also, and thus far only one person has found anything wrong, and that he describes as a peculiar smell. Singular to relate, at least one-third of all who 'take a

cracker' remember that they ought to take some home and insist upon having this brand only, and I am having almost a run upon them, have ordered a second supply this week, something which seldom occurs. My discovery is not copyrighted and it may be that other dealers, either in this or other kinds of goods in packages, may find it profitable to call attention to their stock in this manner. I do not know how it is with other grocers, but many of my customers have obtained the impression that crackers in packages are not as fresh as those in barrels or boxes. I know not how it may be in all places, but I am supplied here in the city with about the quantity I can sell several times a week, fresh from the ovens. If I run short, I telephone for more. If packages are left over, when the delivery wagon comes again, they are asked for and carried away, to be opened and go into barrels for shipment where they are wanted in larger quantities, far from the house. On the other hand, many persons erroneously think dust necessarily gets into a barrel while the goods are being weighed out, and will buy none except those put up in sealed packages. Thus, you see, we have people of all opinions to deal with and all sorts of whims and prejudices to contend with."

Story of a Smart Clerk.

From the New York Times.

It seems that Heinrich, in one of those lulls of trade which come in the grocery as in other lines of commerce, had been assailed by what appeared to him to be a bright idea. Procuring a large piece of fair white paper, he printed thereon, in large, black letters this legend: "N. O. Molasses, 50 cents." He hung the card up in a conspicuous place and waited developments.

They came in the form of a tall, thin woman, fierce of visage and sharp of tongue, the keeper of a big boarding-house and the best customer Heinrich's employer had. Her keen eyes noticed the sign at once.

"What's that?" she said. "New Orleans molasses gone down to fifty cents a gallon? Thank goodness, one thing's fell! Send me four gallons at once; I'll lay in a stock before 't goes up again."

Here was Heinrich's opportunity. "You haven't read it right," he said, somewhat frightened, but determined to give his bright idea an airing. "Of course, we couldn't sell New Orleans or any other kind of molasses for any such price as that, so I—to prevent mistakes, you know—put up that sign—'No molasses, 50 cents'—but I can send you some for—"

"You'll send me nothin'," cried the woman angrily, and she marched out of the store.

She never came back. Heinrich tried to explain how harmless his bright idea was, but the old German couldn't understand it. "You vas too schmart for der groc'ry peesness. Better you get out," was all he would say, and the wretched victim of his own brilliancy had to go.

Good Words Unsolicited.

C. W. Peters, ex-grocer, Bangor: "Enclosed find \$1, which please place to my credit. Please send my paper to Aberdeen, Washington, as I expect to go to that place soon, and I shall want to know how my Michigan friends are getting along, and there will be no better way than through THE TRADESMAN."

The business outlook for the coming spring and summer is a good one. The stagnation of the money market appears to have spent itself, and the spring tidal wave of prosperity seems ready to burst itself over the country.

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.

PRODUCE MARKET.

Apples—Green, \$4.25@4.50 for choice eating and \$3.50@3.75 for cooking stock. Evaporated are firm at 14@15c, and sun-dried are strong at 10@10½c.

Beans—The demand is steady and the market without special change. 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—50c per bu. Butter—Dairy is in stronger demand and the market is nearly bare of choice stock. Dealers are offering 17c and holding at 18c, and the price will likely go to 20c before the end of the week. Creamery is in good demand at 22@24c.

Cabbages—50c per doz, or \$4 per 100.

Carrots—20@25c per bu.

Celery—20@25c per doz.

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

Cranberries—Cape Cods are now out of market. Bell and Cherry are held at \$9 and Jerseys at \$9.50.

Eggs—The market is weak, dealers paying 14c and holding at 15c.

Onions—Mosley Bros. paid \$1.18 for a carload of choice stock at Hilliards last week and as high as \$1.25 has been offered for smaller lots in this market. Dealers hold at \$1.40 in a small way.

Potatoes—The market continues to strengthen at some of the consuming and distributing points, while in others it is weak and vacillating. Handlers are paying 80c here and at the principal buying points in the State.

Squash—1½c per lb.

Sweet Potatoes—Kiln dried Jerseys are in good demand readily commanding \$3.50 per bu.

Turnips—30@35c per bu.

PROVISIONS.

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

PORK IN BARRELS.	
Mess, new.	10 00
Short cut	10 25
Extra clear pig, short cut.	12 50
Extra clear, heavy	
Clear, fat back.	11 00
Boston clear, short cut.	11 50
Clear back, short cut.	11 50
Standard clear, short cut, best.	12 00

SAUSAGE—Fresh and Smoked.	
Pork Sausage.	6½
Ham Sausage.	9
Tongue Sausage.	7½
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.
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
30 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.	6 75
Boneless, rump butts.	9 75

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

FISH AND OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.	
Whitefish.	20
Trout.	9
Halibut.	18
Ciscoes.	5
Flounders.	9
Bluefish.	13
Mackerel.	25
Cod.	12
California salmon.	18

OYSTERS—CANS.	
Fairhaven Counts.	28
F. J. D. Selects.	29
Selects.	25
F. J. D.	23
Anchors.	20
Standards.	18

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

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

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcasses.	5½@7½
" hind quarters.	7½
" fore.	4½
" loins, No. 3.	10½@11
" ribs.	9
" rounds.	5 @ 1½
" tongues.	10½@11
Hogs.	4½
Bologna.	5
" Pork chops.	7
" shoulders.	5
Sausage, blood or head.	5
" liver.	5
" Frankfurt.	7½
Mutton.	7½@8
Veal.	6½@7

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.	
Standard, per lb.	8
" H. H.	8
" Twist.	8
" pails or packages, net weight.	8½
" 24-lb. bbls.	9
Boston Cream.	10
Cut Loaf.	9
Extra H. H.	10

MIXED CANDY.	
	Bbls. Pails.
Standard, per lb.	7½
Leader.	7½
Special.	8½
Royal.	8½
Nobby.	9
Broken.	9
Midget.	10
English Rock.	9
Conserves.	9
Broken Taffy.	net, 9½
Peanut Squares.	net, 9½
Extra.	10½
Kindergarten.	10
French Creams.	11
Valley Creams.	14

FANCY—In 5 lb. boxes.	
	Per Box
Lemon Drops.	60
Sour Drops.	60
Peppermint Drops.	70
Chocolate Drops.	70
H. M. Chocolate Drops.	90
Gum Drops.	40@50
Licorice Drops.	1 00
A. B. Licorice Drops.	1 00
Lozenges, plain.	65
" printed.	70
Imperial.	65
Mottos.	75
Cream Bar.	60
Molasses Bar.	60
Caramels.	16@18
Hand Made Creams.	90@1 00
Plain Creams.	80@90
Decorated Creams.	1 00
String Rock.	75
Burnt Almonds.	1 00@1 10
Wintergreen Berries.	65

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

ORANGES.	
Floridas, fancy 250-300 175-150.	3 50@3 75
" 138-125.	3 25@3 50
" 96.	@
Russets, fancy 300-175-150-138.	5 25
" 125-112.	3 00
Valencias, choice to fancy 420.	5 75
Messinas, " 300-240.	3 00
" " 200.	3 00

LEMONS.	
Messina, choice, 360.	3 75@4 00
" fancy, 360.	4 50@4 75
" choice 300.	4 00
" fancy 360.	4 50@4 75

OTHER FOREIGN FRUITS.	
Figs, Smyrna, new, fancy layers.	18@20
" " " choice.	16
" " " " "	12½
" Fard, 10-lb. box.	10
" " 50-lb. "	8
" Persian, 50-lb. box.	4 @ 6

NUTS.	
Almonds, Tarragona.	21½
" Ivaca.	217
" California.	217
Brazils.	@
Filberts.	@
Walnuts, Grenoble.	215½
" Marbot.	212
" Chili.	210½
Table Nuts, No. 1.	215½
" No. 2.	214
Pecans, Texas, H. P.	14@16
Cocoanuts, full sacks.	24 50

PEANUTS.	
Fancy, H. P., Suns.	@ 6
" " Roasted.	7½@8
Fancy, H. P., Flags.	@ 8
" " Roasted.	7½@8
Choice, H. P., Extras.	@ 8
" " " Roasted.	6½@7

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

FLOUR SACKS, GROCERY BAGS, TWINE AND WOODEN WARE.

Houseman Block,

Grand Rapids, Mich.

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

Pepper, Singapore, black	15	SALEKATUS.		" assorted, 17s and 19s	2 35
" white	25	15s. Arm Hammer	5 1/2	" 15s, 17s and 19s	2 35
" shot	19	Dwight's Cow	5 1/2	Baskets, market	1 50
Pure Ground in Bulk		Taylor's	5 1/2	" bushel	1 50
Allspice	15	DeLand's Cap Sheaf	5 1/2	" willow c'd's, No.1	5 75
Cassia, Batavia	30	" pure	5 1/2	" " " " " "	No.2 6 25
" and Saigon	25	Our Leader	5	" " " " " "	No.3 7 25
" Saigon	35			" splint	No.1 3 50
Cloves, Amboyna	30	STYRUPS.		" " " " " "	No.2 4 35
" Zanzibar	30	Corn, barrels	25	" " " " " "	No.3 5 00
Ginger, African	15	" one-half barrels	27		
" Cochin	18	Pure Sugar, bbl.	30 @ 40		
" Jamaica	20	" half barrel	32 @ 42		
Mace Batavia	80	SWEET GOODS.			
Mustard, Eng. and Trieste	25	Ginger Snaps	7		
" Trieste	27	Sugar Creams	8 1/2		
Nutmegs, No. 2	75	Frosted Creams	8		
Pepper, Singapore, black	20	Graham Crackers	8		
" white	30	Oatmeal Crackers	8		
" Cayenne	25	" sugar polish	8		
Sage	20	Jetline, 1 doz. in box	75		
" Absolute" in Packages.		TEAS.			
Allspice	4s 15s	JAPAN—Regular.			
Cinnamon	84 1 55	Fair	@ 20		
Cloves	84 1 55	Good	@ 22		
Ginger, Jam	84 1 55	Choice	24 @ 29		
" AF	80 1 50	Choicest	32 @ 36		
Mustard	84 1 55	Dust	10 @ 14		
Pepper	84 1 55	SUN CURED.			
Sage	84	Fair	@ 20		
Cut Leaf	@ 7 1/2	Good	@ 22		
Cubes	@ 7	Choice	24 @ 29		
Powdered	@ 7 1/2	Choicest	32 @ 36		
Standard Granulated	@ 7	Dust	10 @ 14		
" Fine	@ 7	BASKET FIRED.			
Confectioners' A.	@ 6 1/2	Fair	@ 20		
White Extra C.	@ 6	Choice	@ 25		
Extra C.	@ 6	Choicest	@ 35		
C	@ 5 1/2	Extra choice, wire leaf	@ 40		
Yellow	@ 5 1/2	GUNPOWDER.			
Dark Molasses		Common to fair	25 @ 35		
Less than 100 lbs. advance		Extra fine to finest	50 @ 65		
SCALES—Perfection.		Choicest fancy	75 @ 85		
Tea, 2 lb, tin scoop	\$ 6 50	OOLOG.			
" brass	7 25	Common to fair	25 @ 30		
" 5-lb, tin scoop	8 75	Superior to fine	30 @ 50		
" brass	8 75	Fine to choicest	55 @ 65		
Grocers', 1-lb, tin scoop	11 00	IMPERIAL.			
" brass	12 25	Common to fair	20 @ 25		
" 22-lb, tin	13 25	Superior to fine	40 @ 50		
" brass	14 75	YOUNG HYSON.			
STARCH.		Common to fair	18 @ 26		
Corn		Superior to fine	30 @ 40		
20-lb boxes	6 1/4	ENGLISH BREAKFAST.			
40-lb "	6 1/4	Fair	25 @ 30		
Gloss		Choice	30 @ 35		
1-lb packages	6	Best	55 @ 65		
3-lb "	6	Tea Dust	8 @ 10		
6-lb "	6 1/2	TOBACCOS—Fine Cut.			
40 and 50 lb. boxes	6 1/4	D. Scotton & Co.'s Brands.			
Barrels	4 1/2	Hiawatha	60		
SNUFF.		Sweet Cuba	34		
Scotch, in bladders	37	TOBACCOS—Plug.			
Maccaboy, in jars	35	Jas. G. Butler & Co.'s Brands.			
French Rappee, in jars	43	Something Good	30		
SOAP.		Peach Pig	34		
Detroit Soap Co.'s Brands.		" Tobacco"	34		
Superior	3 30	TOBACCOS—Smoking.			
Queen Anne	3 85	Hector	17		
German Family		Plow Boy, 2 oz	32		
Mottled German	3 00	" 4 oz	31		
Old German	2 70	" 15 oz	32		
U. S. Big Bagin	2 00	VINEGAR.			
Frost, Floater	3 75	40 gr	8		
Cocoa Castle	3 00	50 gr	9		
Cocoa Castle, Fancy	3 36	" Yeast Compressed.			
Allen B. Wrisley's Brands.		Tin foil cakes, per doz	15		
Old Country, 80	3 30	Baker's, per lb.	30		
Uno, 100	3 50				

G. R. MAYHEW, Grand Rapids.

Building and Loan Associations vs. Savings Banks.

From Bradstreets.

Building and loan associations are fast becoming a financial factor of magnitude. They are absorbing vast sums of the people's earnings, and if their present rate of growth continues they will soon pass the savings banks in importance, and come near monopolizing the field for small real estate loans. It is interesting to speculate as to whether they can maintain this rate of growth.

The building and loan association, or, as it is more aptly termed, the co-operative bank, is nothing more or less than a savings bank. It differs from the institution ordinarily known as such only in the technical details of the borrowing and lending of money. Its depositors agree to make their deposits regularly, and, by what is called a purchase of shares, indicate how large they mean these deposits to be. The bank lends only to depositors, lends to the highest bidder, provided the security is good, and secures by the share system repayment on the installment plan. It is in these details that must be found the secret of the relatively greater success of the co-operative bank in comparison with the old-style savings bank. That it is greater cannot be denied. The last report of the Comptroller of Currency showed that of the 637 purely mutual savings banks in the country all but eleven are in the New England and Middle States, with Maryland and the District of Columbia. Contrast with this showing for the rest of the country the fact that the west has hundreds, not to say thousands, of building and loan associations. In Michigan alone, for instance, there are more than two hundred, against not a single mutual savings bank, and only sixty-seven stock savings banks. In the New Jersey State Convention of Building and Loan Associations, held at Trenton last week, 179 were represented, and there are sixty-seven others, said to represent in all \$20,000,000. New Jersey's mutual savings banks number twenty-six, and have total resources of a little less than \$34,000,000. The first savings bank in Boston, and the second in the country, was established in 1816, and Massachusetts now heads the list with 177, the total resources of which are \$350,000,000. Co-operative banks were introduced there only a dozen years ago, and already there are 106 of them, with new ones being organized at the rate of ten a year. Thus far their assets are small compared with those of the savings banks, being only \$10,000,000.

The aggregate resources of the savings associations of the country are nearly 60 per cent. of the entire assets of all state, savings, loan and trust companies and private banks and bankers from which reports were received last year. Their deposits were less than 10 per cent. below those of the national banks, and were more than twice as large as the total capital stock of the national banks. With this true now, when ordinary savings banks are practically confined to a small part of the country, what will happen when the new form of savings bank gets its growth throughout the Union?

The mathematical bearings of that question indicate what may be the future of co-operative banking. The system hardly displays the rosy hue pictured by its enthusiastic advocates. Like most financial enthusiasts they are too ready to waive the laws of supply and demand, and to ignore the economic truth that profits tend to a level. The avowed purpose of these associations is to aid home building. They could not well turn their investments in other directions without losing much of that which has attracted the popular fancy, and deservedly. But the field of real estate loans is not limitless. There are not too few houses now. Were the demands for real estate loans enormous they would not be, as they are now, only a little more than a third of the resources of the savings banks, for few investments so combine security and profit. It is inevitable, then, that as the building and loan associations grow, and the aggregate of their resources outstrips the demand from house-builders, as it must, their auction sales will have less eager com-

petition and their dividends must fall. Already this is happening. In the case of Boston banks the loaning rate has fallen within a year from a range of 6.9@7.2 per cent. down to a range of 6.3@6.6 per cent. The Massachusetts banks accept no bids at less than 5c. premium, which means that 6.3 per cent. is their minimum rate to borrowers. Right beside them are the savings banks, with plenty of money to lend on the same sort of security at from 5 to 5½ per cent., the only difference being that the law restricts the savings bank loan to 60 per cent. of the value of the property, while the co-operative bank can go up to 70 per cent. The reason for this is that the co-operative bank is made the more secure by the obligation for repayment in regular, frequent and small installments, but when the savings banks adopt a like method, as they easily can and may, where then will be the advantage of the co-operative bank, and how can it expect to earn a higher rate of interest? At present it has an apparent advantage because it pays its depositors a higher rate, averaging 6½ per cent. to the 4 per cent. of the savings bank; but it is feasible for the would-be house-owner to borrow his money at 5 per cent. from the savings bank, and still by depositing it in the co-operative bank get 6½ per cent. interest on the installments toward paying for his house. This is now possible, because few of the depositors are shrewd enough to realize it.

Yet the co-operative bank has some features that will continue to give it superiority. It is conducted in the main by people who give it their time for nothing, or rather without money return, for they have doubtless satisfactory compensation in the knowledge that they are really accomplishing good. As the bank meets but once a month, in some room or hall where settees and a small safe are all the necessary furniture, it saves again in the matter of rent and fittings. It has a decided hold on its depositors in that they really control and manage it. The people feel that the ordinary savings bank is apart from and above them; they suspect its directors of making something out of it. There is more democracy in the co-operative bank. In these respects the newer institution is the more admirable, and there have been few instances where the trust thus put in the people by each other has been abused. The states, too, are rapidly bringing them under laws that improve their security. In Michigan, for instance, a bill is now ready for introduction into the legislature providing for a commissioner of building and loan associations, through examinations and severe punishment for embezzlements. It looks, indeed, as if the institution were one that will find a permanent place in our financial system, and serve a most admirable end, but that it will continue long its present rate of growth and remarkable profits is outside the pale of probability.

The Handsomest Grocery Store in the World.

A gentleman who has wandered over nearly the entire world writes:

"The handsomest grocery I ever saw, or ever expect to see, is in Belfast, Ireland. It has a grand front on two streets. The goods are arranged with the best effect. The ornamental woodwork is of black walnut, traced with gold. The floor would answer for a ballroom. Innumerable gas-jets flood the place with light, and gorgeous mirrors double the brilliancy. Sixty clerks are employed in this establishment, mostly young men and neatly dressed. You could shake hands with any one of them, and not smell like a mackerel for two hours after. The proprietor boards and lodges all of them. Their dining-room through the day becomes their sitting room in the evening. He not only gets the work out of them for his money, but he also keeps a careful eye on their personal interests."

BEFORE BUYING GRATES
Get Circular and Testimonials. Sent Free.
Economical, Sanitary, Cleanly and Artistically.
ALDINE FIRE PLACE, GRAND RAPIDS, MICH.

RED STAR The most effective Cough Drop in the market. Sells the 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.

Jennings' Flavoring Extracts

Are Acknowledged the Most Profitable.

SEE QUOTATIONS.

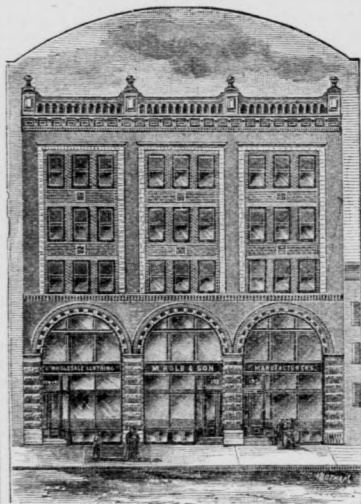
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Michael Kolb & Son,

ONE OF THE OLDEST AND MOST RELIABLE

Wholesale Clothing Manufacturers

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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.

MOSELEY BROS.,

—WHOLESALE—

Fruits, Seeds, Oysters and Produce.

All kinds of Field Seeds a Specialty.

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

26, 28, 30 and 32 Ottawa St., - - GRAND RAPIDS

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

PERKINS & HESS
DEALERS IN
Hides, Furs, Wool & Tallow,

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

There is Always "Room at the Top."
Written for THE TRADESMAN.

It is a common saying among Americans, when speaking of success in any business, that "there is always room at the top." The only question then, for youth to consider is, Has the top been reached? Even if it has, that round in the ladder of business or fame is not crowded as are those at the base and it is well to make the trial to reach it. This will apply to the merchant or mechanic, to the farmer, or any of the professions; for those who use their brain alone are yet producers of ideas, for still others to clothe with life and power.

This article is suggested from someone having asserted that farming is a failure, or is simply furnishing a bare subsistence, without interest or profit. We live in an age in which, while poverty exists, the masses are enabled to possess the comforts, if not the luxuries of life. There is also great wealth in the hands of a larger number of persons than ever before known; and this latter class are the ones who constantly are seeking for the best of everything and are perfectly willing to pay the prices asked. At no period within a century past, except during the time of war, or under extraordinary circumstances, were even wealthy people so willing to pay round prices for everything used or consumed by them as at present. In this respect, wealth is a patron of science and art and a talisman for the laborer. We look into our warerooms, upon the magnificent and artistic furniture and furnishings for our palatial residences or stores, and are amazed at the vast amount of labor and intricate machinery required in producing them, and at the princely prices obtained from those to whom thousands of dollars are mere pocket money. There are those so jealously blind that they will not see that this wealthy class is scattering gold by the handful among the producers and dealers in all these costly things, and regret that anyone has sufficient wealth to purchase them at all. Why is it that one man can obtain two or even three ordinary prices for his productions while another cannot? It is because by the skill of his brain or hand, or both combined, he has produced a better article of the same kind than others. I may specify articles of food as examples, as this will apply to the assertion mentioned, that "farming is a failure," while the principle is still applicable to all descriptions of business. One man, we say, is obtaining 40 cents a pound for all the butter he can make. Another is selling his cheese and his fruit at two prices continually. Still a third is obtaining a fancy price for all the spring chickens he can furnish to a few metropolitan hotels, and while he commenced with limited means, but with a determination to win at one thing, he has arrived at that position where his accumulated wealth enables him to furnish his product every day in the year, if wanted, regardless of sunshine or storm. The artisan who confines his talents and skill to one branch of work attains the same end. These persons are specialists and demonstrate the perfection and success which may be attained by a combination of mind, energy and perseverance upon one or two exclusive ideas or articles. Specialists are the glory of the present century. One grocer is

patronized by rich and poor alike, not because the same goods are any better or different in price, but because he has them in more tempting forms and in a cleaner and sweeter store than his neighbor. To those who seek a business for themselves and have imagined every avocation already over-supplied, it will be seen that there is still one avenue open by which even limited capital may succeed. In the production of every kind of food in its purity and cleanliness and the tempting package or manner in which it is offered for sale, there is still ample room for fame and fortune to those who desire to stand at the top. It is the same in all trades and professions and in every branch of mercantile business. Do not fear an over-supply of the best, as herein is a field, as yet almost unoccupied and unexplored.

F. A. H.

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.

Beans and Clover Seed

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

We also want

Potatoes and Onions

In car lots.

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

W. T. LAMOREAUX & CO.

128, 130 and 132 West Bridge St.,

GRAND RAPIDS,

MICH.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker
AND
Jeweler,

44 CANAL ST.,

Grand Rapids, - Mich.

MICHIGAN CENTRAL

"The Niagara Falls Route."

	DEPART.	ARRIVE
Detroit Express.....	7:30 a.m.	10:00 p.m.
Mixed.....	6:30 a.m.	9:00 p.m.
Day Express.....	12:00 a.m.	10:00 a.m.
*Atlantic & Pacific Express.....	11:15 p.m.	6:00 a.m.
New York Express.....	5:40 p.m.	1:15 p.m.

*Daily.
All other days 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.

DETROIT
GRAND RAPIDS
AND
MILWAUKEE
RAILWAY

TIME TABLE

NOW IN EFFECT.

EASTWARD.

Trains Leave	*No. 14	*No. 16	*No. 18	*No. 28
Grand Rapids, Lv	6:50 a.m.	1:20 a.m.	3:45 p.m.	10:55 p.m.
Ionis, Ar	7:45 a.m.	11:25 a.m.	4:52 p.m.	12:37 a.m.
St. Johns, Ar	8:28 a.m.	12:17 a.m.	5:40 p.m.	1:55 a.m.
Owosso, Ar	9:15 a.m.	1:20 p.m.	6:40 p.m.	3:15 a.m.
E. Saginaw, Ar	11:05 a.m.	5:00 p.m.	8:45 p.m.	.....
Bay City, Ar	11:55 a.m.	6:25 p.m.	9:35 p.m.	.....
Flint, Ar	11:10 a.m.	3:55 p.m.	8:04 p.m.	.....
Pt. Huron, Ar	3:05 p.m.	6:50 p.m.	10:50 p.m.	.....
Pontiac, Ar	10:57 a.m.	3:05 p.m.	8:55 p.m.	.....
Detroit, Ar	11:5 a.m.	4:05 p.m.	9:50 p.m.	7:20 a.m.

WESTWARD.

Trains Leave	*No. 81	*No. 11	*No. 13
Grand Rapids, Lv	7:05 a.m.	1:00 p.m.	5:10 p.m.
Grand Haven, Ar	8:50 a.m.	2:15 p.m.	6:15 p.m.
Milwaukee Str., Ar	.....	.....	.....
Chicago Str., Ar	.....	.....	.....

*Daily. +Daily except Sunday.

Trains arrive from the east, 6:40 a. m., 12:50 p. m., 5:00 p. m. and 10:25 p. m.

Trains arrive from the west, 10:10 a. m., 3:35 p. m. and 9:50 p. m.

Eastward—No. 14 has Wagner Parlor Buffet car, No. 18 Chair Car, No. 82 Wagner Sleeper.

Westward—No. 81 Wagner Sleeper, No. 11 Chair Car, No. 15 Wagner Parlor Buffet car.

JOHN W. LOUD, Traffic Manager.

BEN FLETCHER, Trav. Pass. Agent.

JAS. CAMPBELL, City Ticket Agent.

23 Monroe Street.

CHICAGO
& WEST MICHIGAN RY.

DEPART FOR	A. M.	P. M.	P. M.	P. M.	P. M.
Chicago.....	10:00	1:00	11:35	.....	.....
Indianapolis.....	.....	1:00	11:35	.....	.....
Benton Harbor.....	10:00	1:00	11:35	.....	.....
St. Joseph.....	10:00	1:00	11:35	.....	.....
Traverse City.....	10:00	1:00	11:35	.....	.....
Muskegon.....	10:00	1:00	11:35	.....	.....
Manistee.....	10:00	1:00	11:35	.....	.....
Ludington.....	10:00	1:00	11:35	.....	.....
Baldwin.....	10:00	1:00	11:35	.....	.....
Big Rapids.....	10:00	1:00	11:35	.....	.....
Grand Haven.....	10:00	1:00	11:35	.....	.....
Holland.....	10:00	1:00	11:35	.....	.....

+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 free chair car to Manistee, via M. & N. E. R. R.; solid train to Traverse City.

11:35 P. M. is solid train with Wagner palace sleeping car through to Chicago.

DETROIT,
Lansing & Northern R R

DEPART FOR	A. M.	P. M.	P. M.
Detroit and East.....	10:25	1:20	6:25
Lansing.....	10:25	1:20	6:25
Howell.....	10:25	1:20	6:25
Grand Ledge.....	10:25	1:20	6:25
Lake Odessa.....	10:25	1:20	6:25
Plymouth.....	10:25	1:20	6:25
Howard City.....	10:25	1:20	6:25
Edmore.....	10:25	1:20	6:25
Alma.....	10:25	1:20	6:25
St. Louis.....	10:25	1:20	6:25
Saginaw City.....	10:25	1:20	6:25

*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.

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.

Grand Rapids & Indiana.

In effect February 1, 1891.

TRAINS GOING SOUTH.

Trains Leave	Trains Arrive
For Saginaw, solid train.....	7:30 a.m.
For Traverse City.....	7:30 a.m.
For Traverse City & Mackinaw.....	9:20 a.m.
For Saginaw, solid train.....	11:30 a.m.
For Cadillac.....	11:30 a.m.
For Mackinaw.....	11:30 p.m.
From Kalamazoo.....	11:30 p.m.

TRAINS GOING NORTH.

Trains Leave	Trains Arrive
For Cincinnati.....	6:00 a.m.
For Kalamazoo and Chicago.....	10:30 a.m.
From Saginaw.....	11:45 a.m.
For Fort Wayne and the East.....	11:45 a.m.
For Cincinnati.....	11:45 a.m.
For Kalamazoo and Chicago.....	11:45 a.m.
From Saginaw.....	11:45 a.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—7:00 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.

Toledo, Ann Arbor & North Michigan Railway.

In connection with the Detroit, Lansing & Northern or Detroit, Grand Haven & Milwaukee offers a route making the best time between Grand Rapids and Toledo.

VIA D., L. & N.

Lv. Grand Rapids at..... 7:25 a. m. and 6:25 p. m.

Ar. Toledo at..... 1:10 p. m. and 11:00 p. m.

VIA D., G. H. & M.

Lv. Grand Rapids at..... 6:50 a. m. and 3:45 p. m.

Ar. Toledo at..... 1:10 p. m. and 11:00 p. m.

Return connections equally as good.

W. H. BENNETT, General Pass. Agent,

Toledo, Ohio.

FIT FOR
A Gentleman's
Table:

All goods bearing the name of

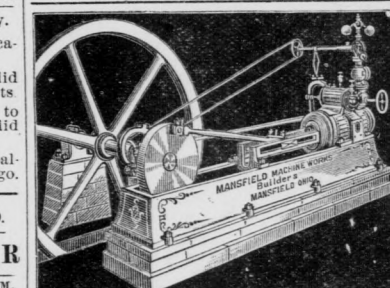
THURBER, WHYLAND & CO.,

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, Reade & Hudson Streets
New York City

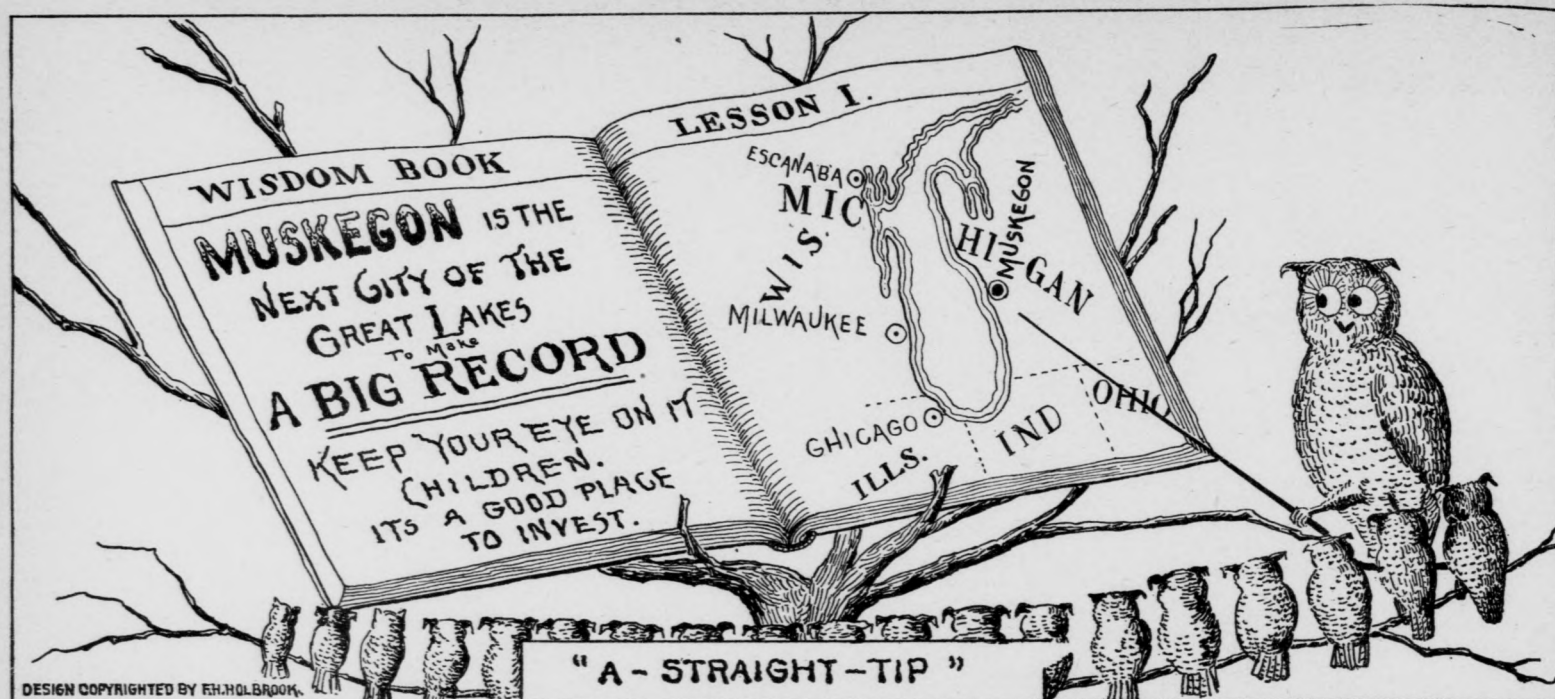


For Portable or Stationary Engines, 1 to 500 Horse Power, Portable or Stationary Boilers, Saw Mills, Shuffling, Pullies, Boxes, Wood-working Machinery, Planers, Matchers, Moulders, etc., call on

W. C. DENISON,
Manufacturers' Agent,

88, 90, 92 So. Division St., Grand Rapids
Estimates given on Complete Outfits.

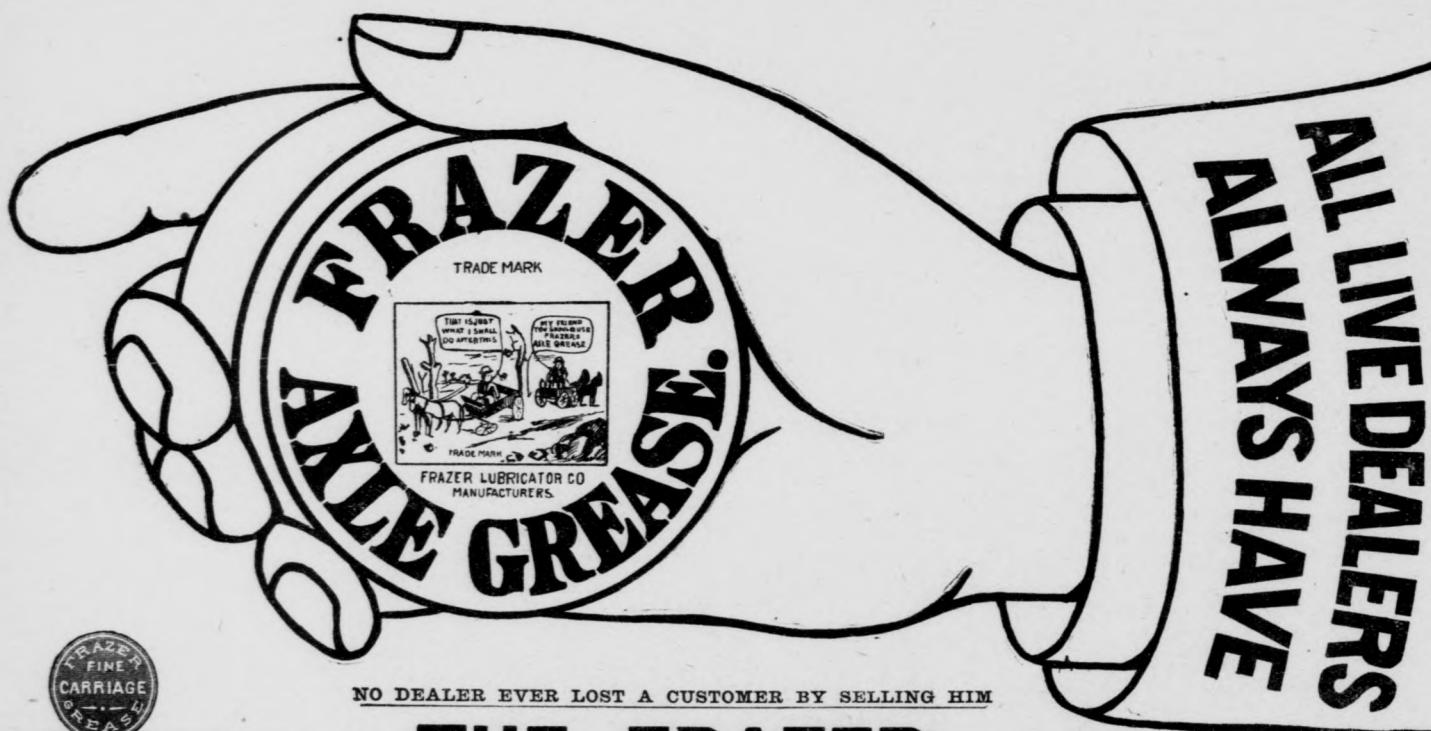
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ELECTROTYPERS
Stereotypers
Photo & Zinc Engraving
Also LEADS, SUCCS, BRASS, RULE
WOOD & METAL FURNITURE
BOX, WOOD, MAPLE, ERECT GRAND RAPIDS MICH.



MUSKEGON'S PROGRESS FOR 1890

As follows: Three lines of Electric Railway, six miles of paving, making twenty-five miles in all; new Water Works with Lake Michigan as source of supply; four miles 24-inch main put in; five new school buildings, several churches, numerous residences, and the finest public library in the State were built. The Muskegon Iron and Steel Co., The Chase Bros. Piano Co., The Sargeant Manufacturing Co., The Heaps Earth Closet Co., The Muskegon Cracker Co., The Muskegon Milling Co., The Kelly Bros. Manufacturing Co., The Michigan Washing Machine Co. and The Electric Power Co. each built a good plant. All of these are now completed and running. Besides the nine factories above enumerated several more were started and are well under way, viz.: The Muskegon Machine Co., The R. D. Scott & Co. Carriage and Cart Co., The Morton Key Seating Co., The Muskegon Malleable Iron Works, The Morton Implement Co. These together with the Nelson Piano Co., The Gray Bros. Manufacturing Co., The Muskegon Furniture Co., The Muskegon Wire Nail Co., The Alaska Refrigerator Co. and others will be pushed to completion early this spring. Come and see for yourself or send for printed matter to

F. H. HOLBROOK,
Secretary of the Board of Trade.



NO DEALER EVER LOST A CUSTOMER BY SELLING HIM

THE FRAZER

ALWAYS UNIFORM. OFTEN IMITATED. NEVER EQUALLED.
KNOWN EVERYWHERE. NO TALK REQUIRED TO SELL IT.

Good Grease Makes Trade. Cheap Grease Kills Trade.



One Pound Decorated Tins
1 DOZ. IN A CASE.

FRAZER HARNESS SOAP
FRAZER HARNESS OIL
FRAZER MACHINE OIL