

Michigan Tradesman.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, MARCH 11, 1891.

NO. 390

EATON, LYON & CO.,

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FISHING TACKLE,
MARBLES,
BASE BALL GOODS**

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

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MADE TO ORDER.

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**Butter, Eggs, Poultry, Fruit, and all
Kinds of Country Produce.**

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WHOLESALE DEALER IN

SALT FISH,

New York City.

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17 Hermitage Block,

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GRAND RAPIDS.

MYSTERIOUS VARIATION IN TRADE.

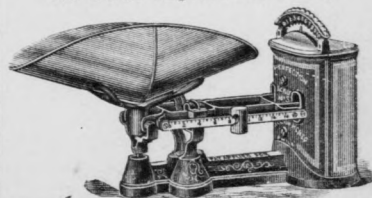
There were three men beside myself sitting around the stove in my store. It was midwinter, with a foot of snow on the ground, and the afternoon was cold and boisterous and customers scarce. Every one of us was, or had been, connected with mercantile business, and the conversation had for some time been devoted to our varied experiences in that line. The other three had just listened to my recital of the finding of a box of notions in my store only a few days previous, which I believed had been stolen four years before and supposed was lost to me forever, when, as I closed and all were congratulating me upon my good luck, one old gentleman who had been an interested listener said, "I once passed through an experience which astonished—I ought to say frightened—me more than any other incident of my life, as I expected, for the moment, that my business was ruined and myself a pauper. A crashing thunder storm from a clear summer sky would not have surprised me more than the denouement of that singular experience. I was simply the innocent victim of an accident—that was all."

"Tell us the story, Uncle Westover," came from three of us almost simultaneously, and I arose to replenish the stove with coal and pass the tin pan of apples around, after which the old gentleman went on:

"You all knew Percy Marvin, who died here a few years ago? Well, in 1846 Marvin and I were doing business in a small village up in the northern part of Warren county, New York. Anyone who was ever there will remember what a rough, hilly region it is and what the scenery is to the north and northwest up in the Adirondacks, but the country has been settled wherever there was room to own a few acres of soil ever since Ethan Allen thundered at the gates of old Fort Ticonderoga; consequently, there was a large population requiring almost everything that a general store in a country town is supposed to keep. I cannot say that it was a rich farming country in the full sense of the word, but a large number of cattle and horses were raised and sold, and the farmers managed to produce quantities of excellent butter, together with eggs, chickens, turkeys and ducks, which all found a ready market at remunerative prices. All these were taken from the country stores by middlemen, as they were called, who dealt in special kinds of produce for the Boston and New York markets and who came at stated times for that purpose. We purchased all our dry goods and groceries from one wholesale house in New York, and the balance of our stock we picked up where most convenient. We had already been doing business there a year or more previous to the date I mentioned, and our trade had been satisfactory, considering the times at that period. It was now in the early summer months, and we had just received a quantity of new goods from the metropolis. We were, as usual,

buying almost everything the farmers produced for twenty miles about us—if I except cord wood—and paying for it in goods. There being two of us in the store, we managed to get along without other help, although there were times in the year when receiving quantities of butter, eggs and fowls that we were only able to wait upon our customers during the day, busying ourselves afterward until near midnight taking care of what we had received in part payment. It may have been ten days after opening and getting our new goods upon the shelves that we were gratified to find our trade increasing. At any other season of the year this would have been expected, but just now, when farmers were supposed to be occupied at home, it was unusual, and, to our astonishment, the trade continued to increase from day to day. We were not only receiving more produce than ever before in the same length of time, but also far more cash. Before the third week after receiving the additional new stock one or two lines of our prominent goods were completely exhausted, necessitating large orders for more. Among our late customers were many strangers who, upon enquiry, we found resided a day's journey with a wagon distant, and who generally made their purchases in other localities. The cause for this extraordinary increase in trade at this time was a puzzle to us and we began to search for it. No fault was found with either the goods or our prices, yet we had both noticed that customers were notional and required more time than usual to make selections and consider what kind of goods they wanted. We examined closely everything we were receiving in payment, especially from strangers, fearing that some of the money might be spurious or else something wrong with the produce. Then we examined the quality of the goods last received, also the invoices, comparing the prices with those previously purchased, and were at last obliged to console ourselves with the belief that we were buying goods less than some others and perhaps selling them at a less profit. After an interval of ten or twelve days more we noticed another singular phase of the trade, which was that certain kinds of goods only were wanted, our stock of which was, therefore, soon gone. These particular kinds of goods consisted of ladies' summer dress goods of all shades and

Perfection Scale.
The Latest Improved and Best.



Does Not Require Down Weight.

Will Soon Save Its Cost on any Counter.
For sale by leading wholesale grocers.

patterns—texture of no consequence—30 to 32 inches wide, double fold, also prints, brown and bleached cotton, tickings, denims, drills, etc. Often without any apparent cause perhaps a dozen individuals at different times within twenty-four hours would call for and carry away our entire stock of some trifling article, and, while it seemed to be from some common impulse, we often discovered they were residing many miles apart and were total strangers to each other. Several gross of spool thread, of assorted colors and numbers, did not last a week. In fact, it was hardly possible to keep a supply of spool thread of one particular make on hand. Four dozen cheap wood mouse traps, after one or two had been sold, went off like hot cakes, several parties offering to pay for one dozen in advance if they could be ordered for them at once. Another and a better kind of trap, which we had had on hand many months, would not sell at any price. About the same time a few articles in the grocery line, in packages only, had the same unprecedented run, such as starch, spices, saleratus, shaving and toilet soaps, clay pipes and smoking tobacco. We tested some of these articles to find whether the quality was superior, or what was the reason why they should have such an extra sale, but found them worth only the price we asked. Enquiries, cautiously made, of course, of our customers as to the quality and price of our goods, compared with others, disclosed nothing. It was not uncommon for people to purchase entire pieces of dry goods when they had sufficient money or produce to do so. We knew that many of them had bought an over-supply of saleratus and starch, and others purchased thread enough, seemingly, to last an ordinary family for years, but, as they seldom said a word about the price, why should we care how much they wanted? The more they required, the better for us. We had kept memorandums of the goods having the largest sale, and our orders had gone forward from time to time to our New York house. It was now the last of June and the goods were beginning to arrive. For a short time only did our sales of the new stock keep up to our expectations, and, to our utter astonishment, they almost as suddenly dropped off. To be sure, it was at a time when farmers were supposed to be busily engaged in work upon their farms and dull times were expected everywhere for a few weeks. Now and then some of our customers from long distances came in, making a few cautious purchases and seeming to take more time in closely examining the goods than usual, preferring the older stocks to those just received. Their actions were inexplicable and we made free to jokingly enquire what caused the difference in the manner and amount of their trade, and begged they would inform us, if the goods were not all right, or if the prices did not please, but those who would converse with us only replied that they were suspicious the new stock was not the same; and when shown that the invoices were all from the same house, they looked at each other incredulously and seemed as badly embarrassed and mystified as ourselves.

"From this time on our trade was not the same, but fell back to our old-time business and no inducement to customers would increase it. In those days, it was

customary to give short credit for small amounts and take our chances of collecting it; and when I say small amount I mean one, and not to exceed five dollars, and until that was paid, not a cent more. The majority of the people were then poor and associations of retailers to protect them against bad debts were in their infancy. Very few merchants, therefore, outside of wholesale dealers, could have access to the ratings of anyone. The well-known honor and promptness of a man was worth everything to him at such a period, and to the very poor man it was the only capital he possessed, and he was compelled to hoard it carefully. The result of such a condition of affairs was that we seldom lost a debt, even by death, as neither the debtor nor his family could afford to refuse payment. I speak of this system of credit to show a mysterious connection of it with our more mysterious trade the present season. Two or three such customers of ours had obtained credit once or twice, and had voluntarily paid in full, before the time we allowed them had expired, and for several weeks afterward some member of the family would make frequent visits to our store, and with much seeming care and caution make larger purchases than usual, and astonish us by paying cash. It sometimes seemed to us as if they had received a legacy from some unexpected source. Now and then some party would drop in, as if accidentally, and for the information of a friend(?) ask whether we had received any new goods of certain kinds—naming them—since such a date, or were we expecting any, and, if so, when? This occurred so often that our curiosity was again excited and we made up our minds to watch our customers still more closely in the future. What could be the reason of such a change in the sale of apparently the same goods from the same house? What had our customers so suddenly discovered that injured the sale? Since they knew that all our dry goods and groceries came from the same house, why wait for any new stock—even to the extent of exhibiting some anxiety regarding it?

"These and other bewildering questions arose in our minds, which it was impossible to solve. As people must continue to wear clothing and to eat groceries, even in summer, we continued doing our old-time ordinary business and as September was ushered in I concluded to visit New York in person for a fall and winter stock.

(CONCLUDED NEXT WEEK.)

Crockery & Glassware

LAMP BURNERS.		
No. 0 Sun	.....	45
No. 1 "	.....	50
No. 2 "	.....	75
Tubular	.....	75
LAMP CHIMNEYS.—Per box.		
6 doz. in box.	.....	
No. 0 Sun	.....	1 75
No. 1 "	.....	1 88
No. 2 "	.....	2 70
First quality.	.....	
No. 0 Sun, crimp top	.....	2 25
No. 1 "	.....	2 40
No. 2 "	.....	3 40
XXX Flint.	.....	
No. 0 Sun, crimp top	.....	2 60
No. 1 "	.....	2 80
No. 2 "	.....	3 80
Pearl top.	.....	
No. 1 Sun, wrapped and labeled	.....	3 70
No. 2 "	.....	4 70
No. 2 Hinge, " " "	.....	4 70
La Bastic.	.....	
No. 1 Sun, plain bulb, per doz.	.....	1 25
No. 2 "	.....	1 50
No. 1 crimp, per doz.	.....	1 35
No. 2 "	.....	1 60
STONEWARE—AKRON.		
Butter Crocks, per gal.	.....	66 1/2
Jugs, 1/2 gal., per doz.		75
" 1 " " "		90
" 2 " " "		1 80
Milk Pans, 1/2 gal., per doz. (glazed 75c)		65
" 1 " " " (" 90c)		78

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GRAND RAPIDS, MICH.

Dealers in Illuminating and Lubricating

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NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave.

BULK STATIONS AT

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Highest Price Paid for Empty Carbon and Gasoline Barrels.

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Wholesale Grocers

GRAND RAPIDS.

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Grocers.

PUTMAN CO.

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.

The Story of a City Merchant.

Written for THE TRADESMAN.

It will sometimes astonish a man to find what he really *can* do, provided circumstances fairly force him to the work. He will take hold of a business that in more prosperous days and under different conditions he would have considered menial and beneath his dignity. Nothing equals poverty to remove silk hats and kid gloves, and a mountain of dignity, also.

"When I was first married," said the merchant, "I was at one time plodding along in a small grocery business, paying \$20 a month for a poor store room and the story above for our residence. I was barely able to meet the monthly payments, keep up my stock and feed myself and wife. I had, like hundreds of other youthful merchants, given too much credit, and 'man's inhumanity to man' had caused me not only to mourn, but to forget where anger resteth, and while I am naturally a jolly good natured man, I could now hardly conceal my cross and ugly feelings, as I surveyed my situation. I was really going down hill and concluded to 'balk.' The facts were that the expenses of doing business, and the losses by promises never fulfilled, were far beyond the profits. My wife was not only my housekeeper but my clerk as well, and one stormy day, as we sat discussing the situation, I said to her 'we will make a change.' I owned a lot, 50 x 150 feet, on a side street, five or six blocks out, in a growing city. We had plenty of household furniture for our comfort and convenience, and had kept out of debt—in fact, did not owe a dollar. But we must stop this constant drain for rent. Twenty dollars a month was \$240 a year, and it haunted us equal to a nightmare. My piece of land was worth \$1,500 and was practically worthless to me as it was. I reasoned that it was on a good street and already business houses were not far away and I would make it available. I at once wrote to an old friend in an Eastern State who knew me well and who was loaning money. I had not seen him for years, but I frankly stated the condition I was in and requested him to send me \$800, promising to return him a mortgage upon the ground, informing him, also, that I would at once erect a two-story building upon it, and occupy it as soon as completed. After sufficient time had elapsed and no reply came in answer to my letter, a lumber merchant one day accosted me, asking if I would not like to let some of his men have groceries, a few at a time, and take lumber for my pay. 'I want \$800 worth' I answered, 'providing you will spread that amount over two years for your pay.' 'Thank you, was his reply 'you can have it at once by saying where it is to be delivered.' Several good mechanics were already indebted to me who agreed to begin the work immediately. I had it well under way, when a letter from my friend came, enclosing a draft for the money asked, and many apologies for not attending to the matter sooner. Of course, I did not now require the money and, placing a sufficient amount with it to cover all his expenses for the trouble, I returned it, together with a voluminous letter of thanks and explanations. Finding I had a larger bill of lumber than necessary for my store, which covered twenty-five feet front, I added a small one-story building on a part of

the remaining twenty-five, which I believed would rent well. When finished, a butcher rented it for a meat market at \$5 a month, which, although low rent, I thought the extra custom it would bring to my store worth as much in addition. This was rent coming in, instead of going out. He paid promptly, but I noticed he was doing too much credit and after running it six months, he one day came to me and asked if I would not make an offer to buy him out. 'I have not much to sell,' said he, 'except the tools and blocks.' 'I am no butcher,' I replied, 'and what am I to do with it?' 'You can purchase your meat dressed and delivered to you, and I will stay a week and instruct you about cutting it up.' A little over \$50 bought him out, and I was called 'the butcher' at once. I am certain I was a butcher—in printers' parlance, at least—and one of the worst kind. My instructor went on a drunk at once, and I received no first lessons in the art. My wife said it was laughable to see my efforts to please and to notice that I *always* had plenty of surloin and porterhouse steak on hand, even if there was only part of a fore shoulder in stock. The simple truth was, I hardly knew one part of the animal from another, when cut up, and many of my customers, witnessing my anxiety to serve all, if possible, often kindly instructed and aided me, until I became familiar with the work. It was a dull season with merchants and I saw that meat was wanted daily, and, with the aid of my wife, we could run both places of business, and from the first I was determined to succeed. I at once cut off every credit customer from the meat department of my business. At first a few were offended, but some of them returned, and the first month the net profits paid for my entire outlay and rent and left me a quarter of beef on hand. I need not say to you that I was pleased with my new department in business and that it grew into large proportions."

As my time was valuable, I arose to leave my genial friend, when he button-holed me, and said:

"Just one moment! Let me say to you that a meat market to-day requires the least capital or knowledge of any other business as lucrative, from the fact that no matter where you are on the line of even one railroad, you can obtain your meats dressed readily and quickly and of good quality and your instructions from a good butcher will not exceed \$5. Few know what a grand opportunity it offers a man of small means, provided, of course, he is not afraid of soiling hands or clothing, is willing to remain close to his business, be honest and work."

An Unsympathetic Parent.

Young Lady (just home from Olivet College)—Father, as you are going to town, please stop at the drug store and get me half a pound of "New Mown Hay."

Honest Granger—New mowed hay! Well, Belle, if that pony you brought home can't live without half a pound of new mowed hay from the drug store, he'll have to die, and if you haven't learned that new mowed hay can't be had in January up in Michigan, I'll take you in hand at home.

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Economical, Sanitary, Cleanly and Artistic.
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Spring & Company,

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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
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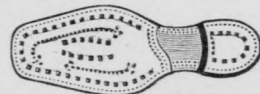
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THE PUTNAM CANDY CO.,

Wholesale
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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.

Rea—Harry Shaw has sold his general stock to A. E. Overmire.

Stockbridge—A. W. Curtis, of the drug firm of A. W. & O. Curtis, is dead.

Detroit—Mary Schuitz succeeds Chas. C. Hensel in the dry goods business.

Otsego—D. A. Drew has purchased a stock of lumber and will open a yard.

Monroe—Mark Liebermann has removed his dry goods stock to Monroe.

Port Huron—Conger & Sutton will remove their variety stock to Coldwater.

Bay City—John L. Root is succeeded by Calvin Root in the grocery business.

Adrian—Harris & Bollenberg succeed Jewitt Williams in the grocery business.

Gaines—Geo. W. Arms succeeds N. P. Leland in the drug and grocery business.

Orion—Miss Sarah W. Owen succeeds Owen & Whately in the millinery business.

Chesaning—Stuart & Morehouse succeed Stuart & Co. in the hardware business.

Meredith—Patrick W. Sweeney has sold his grocery stock to Kennedy & McMillan.

South Manitou—R. Kitchen has sold his general stock to the Garden City Land Co.

Bancroft—Shelley & Martin are succeeded by Shelley Bros. in the hardware business.

Carrollton—Winters & Spickerman succeed Oliver & Spickerman in the grocery business.

Detroit—Geo. B. Reese succeeds Reese & Co. in the auction and commission business.

Detroit—Hunt & Roehrig succeed Youngblood, Hunt & Co. in the hardware business.

Kalamazoo—C. L. Persing succeeds Harwood & Persing in the hardware business.

Lapeer—F. Lincoln is succeeded by Wm. Hawks in the grocery and boot and shoe business.

Midland—A. D. Salisbury is succeeded by Salisbury & Randolph in the drug and grocery business.

Newbury—Chas. Rosenthal succeeds Rosenthal & Goldman in the dry goods and clothing business.

Chesaning—Green & Nason are succeeded by Whipple Bros. & Granger in the hardware business.

Northville—Ida (Mrs. G. M.) Long has sold her millinery and fancy goods stock to Mrs. H. P. Murphy & Co.

Port Huron—A. Foster & Sons is succeeded by Andrew Foster & Foster Bros in the boot and shoe business.

Manistee—J. Hoare has sold his bakery business at Ludington and purchased the Steamboat bakery at this place.

Oakland—Hunderman Bros. have purchased the Heyboer Bros. general stock and will continue the business.

Wayland—H. J. Slade and John Yeakey have formed a copartnership for the purpose of handling farm produce.

Bloomington—Myers & Vickers, of Glendale, have bought E. J. Merrifield's meat market and taken possession.

Cadillac—Deskey Bros. will shortly remove their clothing stock to Salt Lake City, where they will re-engage in business.

Plainwell—Fred F. Patterson has purchased an interest in the dry goods stock of S. B. Smith. The new firm will be known as S. B. Smith & Co.

Detroit—W. H. Miller succeeds Annis & Miller in the manufacture of furs. The business will be continued under the style of W. H. Miller & Co.

Shelby—S. Kohler has associated himself with Floren Fuller, late of Hart, and the firm has purchased the meat market formerly conducted by Mr. Kohler.

Lakeview—A. S. Frey, who purchased the Gansen grocery stock some time ago, is now the owner of the Macomber & Bale grocery stock, having purchased it about ten days ago. He is conducting both stores separately for the present.

Fowler—The F. J. Eilenburg drug stock has been purchased by Fildew & Millman, the St. Johns druggists. The business will be conducted under the management of Fred Covert, who was formerly engaged in the drug business at Paw Paw under the style of Covert & Bartram.

Saginaw—The Gately & Burr Co., which has been incorporated with a capital stock of \$20,000, succeeds John Gately & Co. in the silverware and clock business. John Gately, of Chicago, is President of the corporation, G. W. Burr is Treasurer, and Charles P. Anderson is Secretary. The two last named are residents of this city.

Plainwell—An interesting landmark of Plainwell, the old hotel at the corner of Main and Allegan streets, is disappearing. It has been sold to J. H. Clement for \$2,500 and gives way to a brick block of three stores, to be erected at once, O. B. Granger and H. L. Bliss joining with Mr. Clement in building. The hotel was photographed before it was demolished, for it was older than the town, existing long before Plainwell even had a name.

Montague—Certain creditors of E. L. Dodge recently began pressing him and two writs of attachments were levied on his drug stock. These were provided for, and the stock was released, but Geo. E. Dowling, who held a \$300 mortgage on the stock, then stepped in and took possession. The store was closed a few days, when C. S. Dodge arranged all matters and business was resumed. The stock will be sold on a mortgage held by the elder Mrs. Dodge and the business will be started on a new footing.

Detroit—Moran, Fitzsimons & Co. are succeeded by the Moran-Fitzsimons Co., Limited, in the wholesale grocery business.

Manistee—A. Bauman has sold his meat market to C. A. Waal.

Armada—Herman Teitz has purchased the boot and shoe and harness stock of Wm. Gierk.

MANUFACTURING MATTERS.

Detroit—The Beals & Selkirk Truck Co. has decided to increase its capital stock and erect a new factory.

Gladwin—The Detroit Coal Mine Co. has purchased Simon's shingle mill, on the Gladwin branch, and will also erect ten coal kilns there.

Coral—Ewing McLennan has purchased an interest in the milling business of Isaac Morris. The new firm will be known as Morris & McLennan.

Kalamazoo—R. Arthur Stone has sold the plant, patents, stock and good-will of the Noyes Cart Co. to R. C. Lull & Co., who will continue the business at the same location.

Benton Harbor—R. E. Werkman, the furniture manufacturer of Holland, will build a factory at this place. The capi-

tal is \$50,000, and the contract calls for a 75-man power factory in three months.

Saginaw—Nease & Co., of this city, who have erected a planing mill and sash factory at the "Soo," have purchased a quantity of lumber at Dollarville, which will be shipped to their mill and factory.

Gladwin—The Noland & Co. hoop mill in Gladwin county is giving work to twenty-five men, and the firm has purchased 700,000 feet of logs to stock the mill this season. A shingle mill is to be erected in connection.

Naubinway—The Nelson Holland mill cut 15,000,000 feet of lumber last season and is being stocked for another season's operations. Chas. Holland, who has charge of the concern there, and who is a brother of Nelson Holland, is now here on a visit.

Eaton Rapids—The firm of Irish & Deaninger, of the Island City Flouring Mills, has been succeeded by Shaw, Deaninger & Co., Mr. Irish having disposed of his interest to Joseph E. and Edwy K. Shaw.

Loomis—S. C. Zeiter's saw and shingle mill is running steadily. Mr. Zeiter is purchasing a large quantity of shingle bolts and logs. There is a good deal of scattering timber in this locality, and he thinks he will be able to operate his mill ten years yet.

Bay City—The Wilson Hoop Co. is building an extension to its plant for the purpose of accommodating a new and improved hoop machine, a recent invention of Mr. Wilson's. It is particularly adapted to work up poor logs to the best advantage.

Traverse City—The Norris grist mill has been sold to the Traverse Bay Milling Co., a new corporation which has been organized with a capital stock of \$50,000. Wm. Core is President of the company, A. H. Brown, Secretary, and W. L. Jones, Manager.

Gladwin—Dyer Bros., who for years have been operating a saw and shingle mill in Gladwin county, will complete operations this month and will remove to Champion, about forty miles from Marquette, where they have purchased a body of pine timber.

Rockford—John C. Smith & Son, of Middleville, have purchased Mr. House's third interest in the Rockford Roller Mills and enough of Mr. Watkins' interest to give them a half interest in the property. The junior Smith will assume the management of the business immediately.

Detroit—Bills of sale, transferring the Home Knitting Works to the newly organized Peninsular Knitting Co., were recorded on the 4th. Geo. Hanley and S. Simon & Co. transfer their interest for \$40,000, the People's Savings Bank for \$15,000, Frank Howard and Geo. C. Balch for \$15,000, Ryan Bros. for \$5,000 and Geo. C. Balch for \$5,000.

Manistee—Buckley & Douglass shut down their mill a week ago for repairs for the coming season, and will start up again in about four weeks, as it will take them about that length of time to complete the necessary repairs. This mill has made the unprecedented record of eleven months' straight run, night and day, equal to twenty-two months, day run, without the loss of an hour for repairs. The only idle day since it started last spring was the Fourth of July. Any one who has had experience in keeping up a mill on day run only, will recognize what a strain a run of this

kind is on the millwrights and men who have the mill in charge.

A. G. Walters, for the past three years on the road for Berdan & Co., of Toledo, has engaged to travel for the Lemon & Wheeler Company, taking Southern Michigan and Northern Indiana as his territory. Mr. Walters was at one time on the road for the American Eagle Tobacco Co., having previously been engaged in trade on his own account at Weston and Montpelier, Ohio. He will continue to reside at Adrian.

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

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—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, 22 miles from Grand Rapids. Stock and fixtures will inventory about \$2,500. 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 fishing to sell. Easy terms given to any 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. 202

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, inventorying about \$1,200, situated in good country town of 500 people. Reason for selling, proprietor has other business. Address No. 173, care Michigan Tradesman. 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, 54 South Ionia street, Grand Rapids. 195

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. 196

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

DRUG STOCK—NEAT AND ATTRACTIVE, AND NEW hardware fixtures. Excellent location on best retail street in Grand Rapids. Expenses very light, trade steadily increasing. Low inventory, just completed, \$2,600. 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. J. care Hazeltine Perkins Drug Co., City. 197

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, stoves, tinware, boot and shoe, hats and caps, notions, farming tools and agricultural implements, together with the store furniture and fixtures, which will invoice about \$4,000, at a bargain, or will exchange the whole for lumber, either hard or soft wood, of 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. 200

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. 122

MISCELLANEOUS.

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

JUST HATCHED—EASTER PAMPHLET CONTAINING J. 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 113, Louisville, Kentucky.

FOR SALE OR RENT—CORNER LOT AND 8-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

ROOM AND POWER FOR RENT IN GOOD LOCATION on a busy track. H. Rademaker & Sons, Grand Rapids, Mich. 208

WANTED—I WILL PAY CASH FOR A CLEAN stock of boots and shoes or hardware in a good live town, Northern Michigan preferred. Address No. 209 care Michigan Tradesman. 209

FOR SALE—CLEAN DRUG STOCK, inventorying about \$800, in good locality, in suburb of booming city. Will be sold cheap, as owner has other business. Address 99 New Houseman block, Grand Rapids. 210

GRAND RAPIDS GOSSIP.

W. H. Gibbs has opened a grocery store at Grawn. The stock was furnished by I. M. Clark & Son.

W. C. Gray has opened a grocery store at Keno. The Ball-Barnard-Putman Co. furnished the stock.

J. W. Everhart has engaged in the grocery business at Allendale. I. M. Clark & Son furnished the stock.

Adams & Hart succeed the former firm of Adams & North in the agricultural implement business at 12 West Bridge street.

White & Co. have sold their drug stock at 141 South Division street to Edgar Campbell & Co. who will continue the business.

Theo. Trobridge has sold his drug stock at 501 South Division street to Geo. G. Steketee, who has presented it to his son, John G. Steketee.

Volmari & Von Kepple have sold their grocery stock at 27 No. Waterloo street to John Damstra, who was formerly engaged in general trade at Gitchel.

Geo. S. Jones and Chas. J. Clark have formed a copartnership under the style of Jones & Clark and opened a grocery store at 602 South Division street. The stock was purchased at this market.

C. U. Clark and C. W. Galer have formed a copartnership under the style of the Electric Construction Co. and embarked in the manufacture and sale of electrical supplies at 11 Canal street.

John Ferguson, formerly engaged in the grocery business on South Division street, has re-engaged in the same business at 133 South Division street. The stock was furnished by the Lemon & Wheeler Company.

The New York Biscuit Co.'s two new ovens are now completed and dried out and the new machinery will be put in the present week. The bakery will then have a capacity of 600 barrels of crackers per day, running ten hours.

Alexander Rutkoski and Frank Gwizdala have formed a copartnership under the style of Rutkoski & Gwizdala and engaged in general trade at Hilliards. P. Steketee & Sons furnished the dry goods stock. The groceries were purchased of several houses.

L. W. Toles has purchased the interest of C. A. Soule in the Soule Drug Co. The new firm will be known as the Toles Drug Co. Mr. Toles was formerly engaged in the drug business at Eaton Rapids under the style of Wilcox & Toles.

Boss & Barr have leased the store at 45 South Division street, formerly occupied by Thos. E. Wykes, and will carry on the flour and feed business at that location. Mr. Wyles will continue to handle feed, lime and builders' supplies from his warehouse at the corner of South Ionia street and Wealthy avenue.

The wholesale grocers have reduced the paying price for empty boxes from 5 to 3 cents apiece. The wail of the retailer is heard from Sweet street to Burton avenue, but the jobbers are obstinate and refuse to restore the former price. Martin Goossen is as obdurate as the wholesalers and proposes to organize an association to get up a corner on empty

boxes, withholding them all from sale until such time as the jobbers will restore the price.

Gripsack Brigade.

A local authority on pedro is preparing a new set of rules for the benefit of "Hub" Baker and Charlie Hall.

Chas. D. Crosby, traveling salesman for J. E. Doyle & Co., of Kalamazoo, is confined to his house by illness.

Adams & Hart are represented on the road by Geo. W. Hart, H. E. Clark, O. Y. Baker and F. M. Schermerhorn.

Dave Haugh has let the contract for the erection of a new residence on Terrace avenue, the contract price being \$3,800.

C. H. La Flamboy, traveling representative for the Hanselman Candy Co., of Kalamazoo, was in town one day last week.

Chas. L. McLain writes from Toledo that his sister is now out of danger and that he will bring her to Grand Rapids as soon as she is able to travel.

Olin W. Tarr, formerly of this city, but now on the road for Cooper, Wells & Co., of St. Joseph, has arranged to embark in the clothing business at Missoula, Montana.

T. P. S. Hampson, traveling representative for the United States Gutta Percha Paint Co., of Providence, R. I., is putting in a week among the trade of the Saginaw Valley.

Andrew Olsen, of the recent grocery firm of Olson & Gustafson, at Cadillac, has taken the position of traveling representative for the Swedish Importing and Exporting Co. of Chicago.

Geo. F. Owen expects to remove to his new residence at 59 North Union street about April 1. Geo. has bossed the job from the foundation up and flatters himself he has a home a little better than the average.

E. A. Withee, formerly with the Telfer Spice Co., has engaged to travel for the Jos. Biechele Soap Co., of Canton, Ohio, covering the Northern half of the State. He will make Grand Rapids headquarters for the next four weeks.

Corl, Knott & Co. now have five men on the road—F. H. Wood, F. C. Arthur, W. N. Corl, W. Bieneman and W. J. Deppen. Mr. Wood was formerly with Cooper & Putney, of Ionia, and Mr. Arthur was until recently on the road for C. H. Bassett, of Cleveland.

A. O. Freeman will sever his connection with the Olney & Judson Grocer Co. on the 15th and resume his former position with a Cincinnati safe concern. His trade will be covered by H. S. Robertson, who will hereafter work for the house continuously, instead of only half the time, as heretofore.

Harry T. Goodrich, for several years past on the road for the Chippewa Lumber Co., of Chippewa Lake, has engaged to travel for the Stronach Lumber Co., of Manistee. The Stronach company has heretofore shipped its product by cargo, but has concluded to establish a yard at Stronach and embark in the rail trade exclusively.

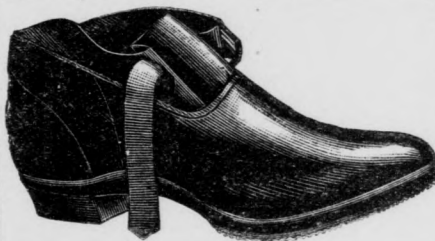
THE TRADESMAN has in preparation a list of the traveling men living in Grand Rapids who represent outside houses. Eighty-five such names are already listed and an effort is being made to increase it to 100. All persons coming under this category are requested to forward their names and houses to this office as soon as convenient.

Wall Paper and Window Shades.

House and Store Shades Made to Order.

NELSON BROS. & CO.,

68 MONROE STREET.



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.

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

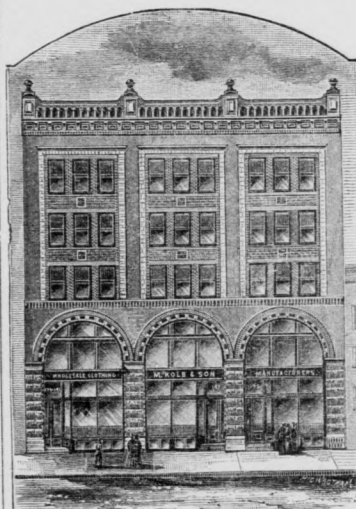
MANUFACTURED BY **A. E. BROOKS & CO. COUGH DROPS**
Grand Rapids, Mich.

The Finest Line of Candy in the State. **PERKINS & HESS**
DEALERS IN
Hides, Furs, Wool & Tallow,

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

READY-MADE CLOTHING!
ALL SIZES AND AGES!
Merchants will best consult their own interests by looking through the samples of

Michael Kolb & Son,
Wholesale Clothing Manufacturers,
ROCHESTER, N. Y.



ONE of the largest trades in Michigan, secured by selling excellent made and well-fitting garments at such low prices as to meet the requirements of the merchants generally, who when once they get Michael Kolb & Son's goods into their store are constantly sending mail orders. As we supply forms and instructions for measurements, our fits and make up are equal to the best custom made.

Write our Michigan representative, William Connor, at Marshall, Mich., to go and show you our line or meet him (as we pay expenses of customers) at Sweet's Hotel, Grand Rapids, Mich., on Thursday and Friday, March 26 and 27, room 82.

MICHAEL KOLB & SON.

In addition to the above William Connor calls attention to his elegant line of

BOYS' AND CHILDREN'S SUITS,

Which have been pronounced by experienced judges as the nicest, cleanest and neatest fitting, at lowest prices seen this season.

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

Dry Goods.

More Care Necessary.

It is the duty of every merchant to impress upon our farmers the necessity of putting up their produce in the best of condition for the market. All know that good appearances attract the eye and go far toward making ready and advantageous sales. Especially is this the case with wool. To do this our growers must use more care in washing their sheep, and in the care of them after washing until shorn, by keeping on clean pasturage. Again, if they would use as much care in keeping out of the fleece the tag locks as they do to keep them in, they will realize more for their wools. Reports from manufacturers say that our wools are in worse condition than formerly and steadily tend to show less want of care. This shrinkage from dirt left in wool makes them avoid it even at market prices. If growers wish to retain their prestige and obtain remunerative prices on their clips, they must exercise more care or not attempt to wash at all. The grower now has a competitor in Australia and other countries which take pride in their work, and no duties that can be levied will shut them out.

How to Wash a Lace Curtain.

Men in the trade do not do that sort of thing, but as many a retailer has lost a customer through the customer's ignorance of how a lace curtain should be laundered, the knowledge is worth acquiring. The washers of nice lace form a class of labor quite by themselves, and few people have an idea of the amount of labor involved in the cleansing operation, and of the skill and knowledge required. The labor, of course, comes in chiefly in drying, for the washing is but a simple thing in comparison. A table is cushioned and covered closely with a spotless cloth, and on this the lace is stretched with an intricate care that is amazing. Through every mesh a pin is placed to hold it in place, and the whole pattern is thus pricked out till every leaf and spray and sprig is firmly fastened, so that it cannot shrivel or contract, a whole day being sometimes used up in preparing a single yard of the lace, so that when dry it is lifted off soft and perfect and unimpaired in the design.

The Story of a Ham.

"Young man, take my advice and pay for things as you go. Do not run up bills."

This was the sage advice of a well-known grocer. "Why?" continued he. "Because in the end you will have to pay for it all, and there is no telling how much else beside. I will tell you of a little incident that came under my observation recently, and you will see why I say so. The proprietor of a large provision store in this city made a credit sale of a fine ham to one of his customers, but much to his surprise he found out a little later he had forgotten to whom he sold it, and failed to make any note of it.

"This bothered him somewhat until a happy thought struck him. He cudgled the gray matter in his brain and recalled the names of thirteen men who happened to be in the store at the time the transaction took place, though for the life of him he could not think who had gone off with that piece of swine. But, nothing daunted, he went back and told his book-keeper to charge up one ham to each of those thirteen different accounts, telling him at the same time that when twelve of the men objected to paying for it to explain to them that it was a mistake that would not occur again.

"What happened? Why, twelve of that party paid their bills without a question, and only one raised any objection on account of the pork item. So at least eleven, and very likely all twelve, had paid for something they had not bought and that someone else had disposed of. Steer clear of bills."

Shepherd—Mrs. Austin Wetzel is succeeded by Miss Etta Hawley in the millinery business.

Prices Current.

UNBLEACHED COTTONS.

Adriatic	7	" Arrow Brand	5 1/2
Argyle	6 1/2	" World Wide	5
Atlanta A.A.	7	" LI	5
" H.	6 1/2	Full Yard Wide	6 1/2
" P.	6	Georgia A.	6 1/2
" D.	6 1/2	Honest Width	6 1/2
" LL	5 1/2	Hartford A.	6 1/2
Amory	7	Indian Head	7 1/2
Archery Bunting	4	King A.A.	6 1/2
Beaver Dam A.A.	5 1/2	King E.C.	5
Blackstone O, 32	5	Lawrence L.L.	5 1/2
Black Crow	6 1/2	Madras cheese cloth	6 1/2
Black Rock	7	Newmarket G.	6
Boot, AL	7 1/2	" B.	5 1/2
Capital A.	5 1/2	" N.	6 1/2
Cavanat V.	5 1/2	" DD.	5 1/2
Chapman cheese cl.	3 1/2	" X	7
Clifton C.R.	5 1/2	Noibe R.	5 1/2
Comet	7	Our Level Best	6 1/2
Dwight Star	7 1/2	Oxford R.	6 1/2
Clifton C.C.C.	6 1/2	Pequot	7 1/2
		Solar	6 1/2
		Top of the Heap	7 1/2

BLEACHED COTTONS.

A B C	8 1/2	Geo. Washington	8
Amazon	8	Glen Mills	7
Amsburg	7	Gold Medal	7 1/2
Art Cambric	10	Green Ticket	8 1/2
Blackstone A.A.	8	Great Falls	6 1/2
Beats All	4 1/2	Hope	7 1/2
Boston	12	Just Out	4 1/2 @ 5
Cabot	7 1/2	King Phillip	7 1/2
Cabot, %	6 1/2	" OP.	7 1/2
Charter Oak	5 1/2	Lonsdale Cambric	10 1/2
Conway W.	7 1/2	Lonsdale	@ 5 1/2
Cleveland	7	Middlesex	5
Dwight Anchor	8 1/2	No Name	7 1/2
" shorts	8 1/2	Oak View	6
Edwards	6	Our Own	5 1/2
Empire	7	Pride of the West	4 1/2
Farwell	7 1/2	Rosalind	7 1/2
Fruit of the Loom	8 1/2	Sunlight	4 1/2
Fitchville	7	Utica Mills	8 1/2
First Prize	6 1/2	Vinnyard	1 1/2
Fruit of the Loom %	8	White House	8 1/2
Fairmount	4 1/2	" Rock	8 1/2
Full Value	6 1/2		

HALF BLEACHED COTTONS.

Cabot	7 1/2	Dwight Anchor	9
Farwell	8		

UNBLEACHED CANTON FLANNEL.

Tremont N.	5 1/2	Middlesex No. 1	10
Hamilton N.	6 1/2	" 2	11
" L.	7	" 3	12
Middlesex AT.	7	" 7	18
" X	9	" 8	19
" No. 25	9		

BLEACHED CANTON FLANNEL.

Hamilton N.	7 1/2	Middlesex A.A.	11
Middlesex P.T.	8	" 2	12
" A.T.	9	" A.O.	13 1/2
" X A.	9	" 4	17 1/2
" X F.	10 1/2	" 5	16

CARPET WARP.

Peerless, white	18	Peerless colored	20 1/2
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DRESS GOODS.

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

CORSETS.

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

CORSET JEANS.

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

PRINTS.

Allen turkey reds	5 1/2	Berwick fancies	4 1/2
" robes	5 1/2	Clyde Robes	6
" pink & purple	6 1/2	Charter Oak fancies	4 1/2
" buffs	6	DelMarine cashm's	6
" pink checks	5 1/2	" mourn'g	6
" staples	5 1/2	Eddystone fancy	6
" shirtings	4 1/2	" chocolat	6
American fancy	5 1/2	" rober	6
American indigo	5 1/2	" sateens	6
American shirtings	4 1/2	Hamilton fancy	6
Argentine Grays	4 1/2	" state	5 1/2
Anchor shirtings	4 1/2	Manchester fancy	6
Arnold	6 1/2	" new era	6
Arnold Merino	6	Merrimack D fancy	6
" long cloth B	10 1/2	Merrim'ck shirtings	4 1/2
" " C	8 1/2	" Repp furn	8 1/2
" century cloth	7	Pacific fancy	6
" gold seal	10 1/2	" robes	6 1/2
" green seal TR	10 1/2	Portsmouth robes	6
" yellow seal	10 1/2	Simpson mourning	6
" serge	11 1/2	" greys	6
" Turkey red	10 1/2	" solid black	6
Ballou solid black	5	Washington indigo	6
" colors	5 1/2	" Turkey robes	7 1/2
Bengal blue, green	5 1/2	" India robes	7 1/2
red and orange	5 1/2	" plain Tky X	8 1/2
Berlin solids	5 1/2	" " X	10
" oil blue	6 1/2	" Ottoman Tur	6
" green	6 1/2	key red	6
" Foulards	5 1/2	Martha Washington	7 1/2
" red 3/4	7	Turkey red 3/4	7 1/2
" 4 1/2	10	Martha Washington	9 1/2
" 3-4 XXXX	12	Riverpoint robes	5
Coecheo fancy	6	Windsor fancy	6 1/2
" madders	6	" gold ticket	6
" XX twills	6 1/2	Indigo blue	10 1/2
" solids	5 1/2		

TICKINGS.

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

COTTON DRILL.

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

SATINES.

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

Amoskeag	12 1/2	Columbian brown	12
" 9 oz	14 1/2	Everett, blue	12
" brown 13		" brown	12
Andover	11 1/2	Haymaker blue	7 1/2
Beaver Creek A.A.	10	" brown	7 1/2
" BB	9	Jaffrey	11 1/2
" CC	8	Lancaster	12 1/2
Boston Mfg Co. br.	7	Lawrence, 9 oz	13 1/2
" blue 7 1/2		" No. 220	13
" d & twist 13 1/2		" No. 250	11 1/2
Columbian XXX br.	10	" No. 280	10 1/2
" XXX bl	19		

Amoskeag	7	" fancies	7
" Persian dress	8 1/2	" Normandie	8
" Canton	8 1/2	Lancashire	6 1/2
" AFC	12 1/2	Manchester	5 1/2
Arlington staple	6 1/2	Monogram	6 1/2
Arasapha fancy	4 1/2	" Normandie	7 1/2
Bates Warwick dress	8 1/2	Persian	8 1/2
" staples	6 1/2	Renfrew Dress	7 1/2
Centennial	10 1/2	Rosemont	6 1/2
Criterion	10 1/2	Slatersville	6
Cumberland staple	5 1/2	Somerset	7
Cumberland	5	Tacoma	7 1/2
Essex	4 1/2	Toil du Nord	10 1/2
Elfin	7 1/2	Wabash	7 1/2
Everett classics	8 1/2	" seersucker	7 1/2
Exposition	7 1/2	Warwick	8 1/2
Glenarie	6 1/2	Whittenden	6 1/2
Glenarven	6 1/2	" heather dr.	8
Glenwood	7 1/2	" indigo blue	9
Hampton	6 1/2	Wamsutta staples	6 1/2
Johnson Chalon clo	9 1/2	Westbrook	8
" indigo blue 9 1/2		" "	10
" zephyrs	16	Windermeer	5
Lancaster, staple	6 1/2	York	6 1/2

Amoskeag	16 1/2	Valley City	15 1/2
Stark	20 1/2	Georgia	15 1/2
American	16 1/2	Pacific	14 1/2

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

No. 6	33	88	42
" 8	34	39	43
" 10	35	40	44
" 12	36	41	45

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

Fireman	32 1/2	T W	22 1/2
Creedmore	27 1/2	F T	22 1/2
Talbot XXX	30	J R F XXX	35
Nameless	27 1/2	Buckeye	32 1/2

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

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

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

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

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

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

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

No 1 Bk & White	10	No 4 Bk & White	15
" 2	12	" 8	20
" 3	12	" 10	25

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

No 2 White & Bk	12	No 8 White & Bk	20
" 4	15	" 12	23
" 6	18	" 18	26

No 2	28	No 3	36
------	----	------	----

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

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

Cotton Sail Twine	28	Nashua	18
Crown	12	Rising Star 4-ply	17
Domestic	18 1/2	" 3-ply	17
Anchor	16	North Star	20
Bristol	13	Pow Standard 4 ply	17 1/2
Cherry Valley	15	Powhattan	18
I X L	13		

Alabama	6 1/2	Mount Pleasant	6 1/2
Alamance	6 1/2	Oncida	5
Augusta	7 1/2	Pymont	5 1/2
Ar sapha	6	Randelman	6
Georgia	6 1/2	Riversids	5 1/2
Granite	5 1/2	Sibley A	6 1/2
Haw River	5	Toledo	6
Haw J.	5		

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. BOWETT, Vice-President.

H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

HARDWARE.

How He Got Even with the Drummer.
I had some important business to transact with a merchant in a Northern Michigan town, but we had scarcely got seated in his private office when in came a drummer for a Chicago house. He was probably new to the road, and he wanted some of his cheek shaved off. He was politely informed that nothing whatever was wanted, but he talked and hung on, and had to be fairly turned out. In half an hour he returned to the attack with a fresh stock of gall, saying:

"I know you must want something, and I'm bound to have an order."

Again he was turned away, and again he returned to the attack. The merchant was now mad all the way through, but he concealed the fact and quietly remarked:

"Come to think of it, I do need a few things. Get out your order book."

"Ah, ha! I knew you would give me an order if I hung on long enough!" exclaimed the drummer. "Nothing like perseverance in this profession."

The merchant ordered ten barrels of sugar, ten chests of tea, five bags of coffee, and a lot of other goods, and the drummer was on his high heels as he withdrew.

"Pretty big order," I observed.

"No order at all," he replied.

"How?"

"He'll mail it to Chicago to-night, and to-morrow I'll countermand by telegraph. Did it to get even with him for hanging on, you see. All the fun in this thing is not on the side of the traveling men."

Young clerks who desire to rise should never hesitate about doing any work that comes in their way. They should crush out the idea that many seem to have, that it is the proper thing to do as little work as possible for the largest pay. If a clerk expects to make a successful business man his first thought must be for his employer's interest. He should turn his hand to whatever he sees to do, and not let his employer's interests suffer because the work happens to be the duty of someone else. The clerks who advance to positions of trust and importance, and possibly become members of the firm, are those who stand ready to perform any required duty, no matter who has neglected to perform it.

"IMITATION IS THE SINCEREST, FORM OF FLATTERY"

THAT THE GEM FREEZER IS RECOGNIZED AS THE BEST IS PROVEN BY THE WAY OUR COMPETITORS ARE IMITATING ITS GOOD QUALITIES, AND USE IT AS A STANDARD OF COMPARISON WHEN TRYING TO SELL THEIR OWN GOODS. WE LEAD—OTHERS FOLLOW.

The Gem Freezer
The Best in the World



JOHN H. GRAHAM & CO.,
MANUFACTURERS' AGENTS,
113 CHAMBERS STREET,
NEW YORK.

AMERICAN MACHINE CO.,
LEHIGH AVE. & AMERICAN ST.,
PHILADELPHIA.

Prices Current.

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

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

HAMMERS.

Maydole & Co.'s.....	dis. 35
Kip's.....	dis. 35
Yerkes & Plumb's.....	dis. 40&10
Mason's Solid Cast Steel.....	30c list 60
Blacksmith's Solid Cast Steel, Hand.....	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3.....	dis. 60&10
State.....	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer.....	3 1/4
Screw Hook and Eye, 1/2.....	net 10
" " " ".....	net 8 1/4
" " " ".....	net 7 1/4
" " " ".....	net 7 1/4
Strap and T.....	dis. 50
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track.....	50&10
Champion, anti-friction.....	60&10
Kidder, wood track.....	40
HOLLOW WARE.	
Pots.....	60
Kettles.....	60
Spiders.....	60
Gray enameled.....	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware.....	new list 70
Japanned Tin Ware.....	25
Granite Iron Ware.....	new list 33 1/4&10
WIRE GOODS.	
Bright.....	70&10&10
Screw Eyes.....	70&10&10
Hook's.....	70&10&10
Gate Hooks and Eyes.....	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s.....	70
KNOBS—New List.	
Door, mineral, jap. trimmings.....	55
Door, porcelain, jap. trimmings.....	55
Door, porcelain, plated trimmings.....	55
Door, porcelain, trimmings.....	55
Drawer and Shutter, porcelain.....	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list.....	55
Mallory, Wheeler & Co.'s.....	55
Brantford's.....	55
Norwalk's.....	55
MATTOKES.	
Adze Eye.....	\$16.00, dis. 60
Hunt Eye.....	\$15.00, dis. 60
Hunt's.....	\$18.50, dis. 20&10
MAULS.	
Sperry & Co.'s, Post, handled.....	50
MILLS.	
Coffee, Parkers Co.'s.....	40
" P. S. & W. Mfg. Co.'s Malleables.....	40
" Landers, Ferry & Co.'s.....	40
" Enterprise.....	25
MOLASSES GATES.	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	25
NAILS.	
Steel nails, base.....	1 95
Wire nails, base.....	2 35
Advance over base:	Steel. Wire.
60.....	Base Base
50.....	10 20
40.....	15 25
30.....	15 35
20.....	15 40
16.....	15 45
12.....	15 50
10.....	20 40
8.....	25 50
7 & 6.....	40 65
4.....	60 90
3.....	1 50
2.....	1 50
Fine 3.....	1 50
Case 10.....	60 90
" 8.....	75 100
" 6.....	90 125
Finish 10.....	85 100
" 8.....	1 00 1 25
" 6.....	1 15 1 50
Clinch 10.....	85 75
Corrugated.....	1 00 90
" 6.....	1 15 1 50
Barrell 1/2.....	1 75 2 50
PLANES.	
Ohio Tool Co.'s, fancy.....	@40
Sciota Bench.....	@60
Sandusky Tool Co.'s, fancy.....	@40
Bench, first quality.....	@60
Stanley Rule and Level Co.'s, wood.....	@10
PANS.	
Fry, Acme.....	dis. 60-10
Common, polished.....	dis. 70
RIVETS.	
Iron and Tinned.....	40
Copper Rivets and Burs.....	50
"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's pat. planished, Nos. 25 to 27.....	9 20
Broken packs 1/4 c per pound extra.....	

ROPES.	
Sisal, 1/4 inch and larger.....	8 1/4
Manilla.....	11 1/4
SQUARES.	
Steel and Iron.....	75
Try and Bevels.....	60
Mitre.....	20
SHEET IRON.	
Com. Smooth.....	Com.
Nos. 10 to 14.....	\$4 20 \$3 10
Nos. 15 to 17.....	4 20 3 20
Nos. 18 to 21.....	4 20 3 20
Nos. 22 to 24.....	4 20 3 20
Nos. 25 to 26.....	4 40 3 40
No. 27.....	4 60 3 50
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	
SAND PAPER.	
List acct. 19, '85.....	dis. 50
SASH CORD.	
Silver Lake, White A.....	list 50
" " Drab A.....	" 55
" " White B.....	" 50
" " Drab B.....	" 55
" " White C.....	" 35
Discount, 10.....	
SASH WEIGHTS.	
Solid Eyes.....	per ton \$25
SAWS.	
" Hand.....	dis. 20
" Silver Steel Dia. X Cuts, per foot.....	70
" Special Steel Dia. X Cuts, per foot.....	50
" Special Steel Dia. X Cuts, per foot.....	30
" Champion and Electric Tooth X Cuts, per foot.....	30
TRAPS.	
Steel, Game.....	60&10
Onelida Community, Newhouse's.....	35
Onelida Community, Hawley & Norton's.....	70
Mouse, choker.....	15c per doz
Mouse, deusion.....	\$1.50 per doz.
WIRE.	
Bright Market.....	dis. 65
Annealed Market.....	70-10
Coppered Market.....	60
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	3 40
" painted.....	3 80
HORSE NAILS.	
Au Sable.....	dis. 25&10 25&10&5
Putnam.....	dis. 05
Northwestern.....	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nickleed.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75&10
MISCELLANEOUS.	
Bird Cages.....	dis. 50
Pumps, Cistern.....	75
Screws, New List.....	70&10
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	40
Forks, hoes, rakes and all steel goods.....	65
METALS.	
Pig Tin.....	26c
Pig Large.....	28c
ZINC.	
Duty: Sheet, 2 1/2 c per pound.....	
600 pound casks.....	6 1/2
Per pound.....	7
SOLDER.	
1/2@3/4.....	16
Extra Wiping.....	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson.....	per pound 16
Hallett's.....	" 13
TIN—MELYN GRADE.	
10x14 IC, Charcoal.....	\$ 7 50
14x20 IC, ".....	7 50
14x20 IC, ".....	9 25
14x20 IC, ".....	9 25
Each additional X on this grade \$1.75.	
TIN—ALLWAY GRADE.	
10x14 IC, Charcoal.....	\$ 6 50
14x20 IC, ".....	6 50
10x14 IC, ".....	8 00
14x20 IC, ".....	8 00
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, ".....	6 50
14x20 IC, ".....	8 50
14x20 IC, ".....	13 50
14x20 IC, ".....	5 75
14x20 IC, ".....	7 25
20x28 IC, ".....	12 00
20x28 IC, ".....	15 00
BOILER SIZE TIN PLATE.	
14x28 IC.....	\$14 00
14x31 IC.....	15 50
14x56 IC, for No. 8 Boilers.....	per pound 10
14x60 IC, " " " ".....	

FOSTER, STEVENS & CO.,

Exclusive Agents for
WESTERN MICHIGAN.

Grand Rapids, Mich.

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.

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 11, 1891.

Suit was begun about about a year ago in the Eaton County Circuit Court to recover of a married woman a debt due for groceries, physician's services, etc. The court refused to allow any evidence to be introduced until it was shown that the defendant's husband refused virtually or directly to provide necessities for the family. The counsel for the plaintiff could not or would not introduce the evidence required and the decision was rendered in favor of the defendant. The case was appealed to the Supreme Court, where the position of the plaintiff was fully sustained, that tribunal holding that a married woman is liable on any contract for the purchase of goods, or professional services, where the credit is extended directly to her and the contract is for the benefit of herself or her family. The decision is an important one to business men and THE TRADESMAN will have more to say on the subject hereafter.

The warning given in another column on the subject of over-weight should be considered by every man in trade. It is an evil which follows every store, leaving loss inevitably in its wake. Too little care is given this subject on the part of the average dealer. The intimation that clerks make a practice of giving over-weight and over-measure in order to ingratiate themselves in the estimation of their customers is probably true in some cases, but THE TRADESMAN is rather inclined to the opinion that the practice is more frequently due to carelessness. It is a capital point to consider—now that the dealer has finished counting his pickles and has not yet begun to count his garden seeds—and will bear the closest sort of scrutiny and stand a considerable wholesome reformation.

It is barely possible that the author of "Confessions of a Drummer" goes a little too deep into the subject in his contribution of this week. The situations he describes so graphically may have happened in his own case, but THE TRADESMAN is confident that many traveling men have won recognition and success on the road without indulging in the excesses so repulsively set forth in the writer's portrayal. The time has passed—if, indeed, it ever really existed—when traveling men must necessarily indulge in lapses of intemperance in order to sell goods.

Purely Personal.

J. J. Bale, of the firm of Macomber & Bale, sawmill operators and dry goods dealers at Lakeview, was in town one day last week.

Jas. Blair, Jr., succeeds D. Chas. Benedict as assistant book-keeper for the Ball-Barnhart-Putman Co. Mr. Benedict has taken the position of head book-keeper for C. C. Comstock.

I. M. Clark is confined to his house with rheumatism—common, every-day rheumatism. Mr. Clark is too plain a man to have any fancy frills around him, even when entertaining so pleasant a guest as Old Rheum.

Edward Telfer has purchased an acre of land at North Park and is getting out plans for a commodious summer home. If the country air agrees with him, he may conclude to make North Park his permanent abiding place.

Mr. Colvord, who has his hands full nowadays in combatting the boycotts placed on C. I. Hood & Co.'s goods by the druggists in various parts of the country, will be here Thursday to meet with the Grand Rapids Pharmaceutical Society.

Wm. H. Hoops has purchased a handsome residence at the corner of Fifty-first street and Kimbark avenue, Chicago, and will remove to the Windy City about July 1. Mr. Hoops has been an aggressive and enterprising citizen and his removal from the city will be a matter of general regret.

P. J. Connell, whose determined face and emphatic manner of expressing himself are familiar to all who have attended recent conventions of the Michigan Business Men's Association, leaves Muskegon about May 1 for a two months' tour of Europe. He will attend the International convention of Good Templars at Edinburgh on May 26, subsequently visiting England and the more important countries of the continent. He will be accompanied by his wife.

Financial Miscellany.

The American Waltham Watch Company has declared a semi-annual dividend of 4 per cent., payable March 2.

The Pullman Company's earnings are at a rate which will show this year \$1,000,000 ahead of last year. The car department alone is earning at the rate of 6 per cent. on the entire capital stock.

The bank of Grosvenor & Co., of Jonesville, established in 1854, will on April 1 be reorganized as the Grosvenor Savings Bank. The following directors have been elected: E. O. Grosvenor, John A. Sibbald, John S. Lewis, E. A. Wisner and Charles F. Wade. The officers are as follows: E. O. Grosvenor, President; J. A. Sibbald, Vice-President; Charles F. Wade, Cashier; W. M. Wetmore, Assistant Cashier.

A Commendable Move.

SHERWOOD, March 4—The Sherwood Business Men's Association met for the first time in nearly a year last evening and resolved to pay up their dues to the State Association and to advertise in THE TRADESMAN for correspondence in regard to securing some factories here; also as an association to be united by every tie of a common interest to help build up one of the best little towns to be found in any state. W. R. MANDIGO, Sec'y

The Grocery Market.

Sugar is a little lower, but much uncertainty exists as to the probable action of the refiners between now and April 1. All will be glad when the Rubicon is passed. Mild coffees are firmer and higher, the package manufacturers having advanced their prices a full cent during the past seven days.

MUSKEGON.

[THE TRADESMAN wishes to secure the services of a first-class correspondent at Muskegon, with whom a liberal arrangement will be made.]

G. S. BROWN & CO.,
— JOBBERS OF —
California Oranges

Bluefield Bananas.

SEND FOR QUOTATIONS.

24 and 26 North Division St., GRAND RAPIDS.

MOSELEY BROS.,

— WHOLESALE —

FRUITS, SEEDS, 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.

MUSKEGON CRACKER CO.,

Manufacturers of

Crackers, Biscuits and Sweet Goods.

Finest Quality and Largest Variety in the State.

MUSKEGON, : : MICHIGAN.

SPECIAL ATTENTION PAID TO MAIL ORDERS.

Jennings'
Flavoring Extracts

Are Acknowledged the Most Profitable.

SEE QUOTATIONS.

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

C. N. RAPP & CO.,

WHOLESALE DEALERS IN

Foreign and Domestic Fruits.

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

HEADQUARTERS FOR

ORANGES, LEMONS and BANANAS.

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.

GOING FORWARD.

The old firm of Thurber, Whyland & Co. always maintained the position of a leader among the great grocery jobbing firms of the country, and in a circular just issued they say:

"The merging of the old firm of Thurber, Whyland & Co., into a corporation known as the Thurber, Whyland Company, with a capital of \$3,000,000 (\$1,500,000 preferred stock, \$1,500,000 common stock) has been a great success. The preferred stock offered to the public was subscribed for two and one-half times over, and all that was left of the common stock was a small remnant which had been placed in the hands of bankers for underwriting purposes, and we have succeeded in getting the privilege from them of selling this balance through our salesmen where it will do us good with the trade.

"While the old house always occupied the first position in its line for size and quality of business, the new company, under the same management, with increased capital and largely co-operative in character, will undoubtedly make still greater progress.

"In the future, as in the past, the Thurber, Whyland Company will always stand for 'Good Quality and Honest Quantity' of goods, and endeavor to be progressive in everything that improves and elevates the grocery trade and the grocers' guild.

"We were the first house in the trade to advocate pure goods, honest weights, measures and gauges. We suggested to the *American Grocer* the advice it gave its readers—'Count, Measure, Weigh and Gauge Everything You Buy.'

"We were the first in our prune factories in France, to pack French prunes of honest count—the A. G. brand.

"We were the first in our spice mills to swing out the banner, 'Pure Spices Only,' and refused to deal in adulterated spices, and we have just now resolved on a new, important and progressive step of adopting the key, or self-opening attachment for our leading brands of canned goods which we pack in our own factories, and will give the preference in purchases of other goods in this line to manufacturers who use cans with this device, which we believe to be the greatest step forward in the popularizing of canned goods which has ever taken place.

"When we reflect that most canned goods are opened by women, who are not as strong as men; that can-openers are often out of order, and sometimes not at hand; that hands are often cut—any device which is so convenient, quick, safe and cheap as the key-opening attachment for canned goods, must inevitably take the front rank.

"Consumers will gladly pay a little more for goods thus packed, but as the cost amounts to less than half a cent per can, it is probable that many manufacturers will themselves assume the expense of this attachment without raising the price of their goods to the dealers, as is indicated by the action of Messrs. Richardson & Robbins, Armour & Co. and others.

"This will be our course wherever possible, and we shall, in this, as in all other things, endeavor to deserve the confidence and patronage of the grocery trade, but while doing so we have not a word to say against our worthy and enterprising competitors. There are many

such, and on our part, at least, it will be a generous and honest rivalry.

"The old firm of Thurber, Whyland & Co., expired by limitation on February 1 the present year, but the Thurber, Whyland Company will endeavor to be a worthy successor, and with sincere thanks for past favors, solicits the continued patronage of the grocers of the United States and other countries.

Respectfully yours,

"THURBER, WHYLAND COMPANY,

"By F. B. Thurber, President."

GOLD MEDAL, PARIS, 1878.



W. BAKER & Co.'s Breakfast Cocoa

from which the excess of oil has been removed,

**Is Absolutely Pure
and it is Soluble.**

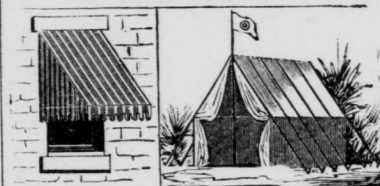
No Chemicals

are used in its preparation. It has more than three times the strength of Cocoa mixed with Starch, arrowroot or Sugar, and is therefore far more economical, costing less than one cent a cup. It is delicious, nourishing, strengthening, EASILY DIGESTED, and admirably adapted for invalids as well as for persons in health.

Sold by Grocers everywhere.

W. BAKER & CO., DORCHESTER, MASS.

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.

Grand Palace Hotel

81 to 83 North Clark St., Chicago.

Four Minutes from Court House.

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

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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El. Puritano Cigar.



The Finest 10 Cent Cigar
ON EARTH.

MANUFACTURED BY

DILWORTH BROTHERS,
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I. M. CLARK & SON,
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GRAND RAPIDS, MICH.

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.

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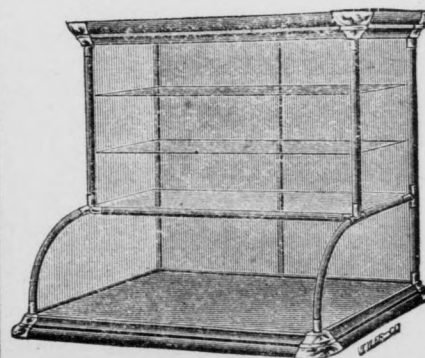
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GRAND RAPIDS.



63 and 65 Canal St.,

Drugs & Medicines.

State Board of Pharmacy.
One Year—Stanley E. Parkill, Owosso.
Two Years—Jacob Jesson, Muskegon.
Three Years—James Vernon, Detroit.
Four Years—Ottmar Eberbach, Ann Arbor.
Five Years—George Gundrum, Ionia.
President—Jacob Jesson, Muskegon.
Secretary—Jas. Vernon, Detroit.
Treasurer—S. E. Parkill, Owosso.
Meetings for 1891—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. Vernon, 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 DRUGGIST.

Written for THE TRADESMAN.

What man is he who night and day
Is at his store to serve a way,
Who hastes to aid without delay,
Often for kicks, instead of pay?
The Druggist.

Who on some cold and stormy night
Bounds from his cot and turns the light,
Admits some bruised and luckless wight
And binds his head, jammed in the fight?
The Druggist.

Who when some dire asthmatic wheeze,
When all our food has failed to please
And naught can give our body ease
Will then our aches and pains appease?
The Druggist.

Who keeps a balm for every pain,
A lotion for each painful sprain,
Presents to us our duty plain
And kindly says "please call again?"
The Druggist.

Whose gentle hand bathed aching head
"With menthol in some form," he said;
Whose tarter cream made light our bread,
Nor gave us alum in its stead?
The Druggist.

Who sells us ointments, salves and pills,
And all that quiets human ills;
Who keeps pure liquor from the stills,
That surgeon's wish may be fulfilled?
The Druggist.

With suffering child as ne'er before
When rain and sleet through darkness pour
I go where crashing thunders roar—
How welcome is that lighted store?
The Druggist.

In after years when frail with age
He glances back on memory's page
While other cares his thoughts engage
How bright the prospect of that stage?
The Druggist.

F. H.

The Board of Pharmacy.

Stanley E. Parkill succeeds Geo. McDonald as Treasurer of the State Board of Pharmacy, pending the annual election of officers, which will be held at Star Island in July. There is considerable speculation as to how the Jesson-Parkill-Gundrum triumvirate will divide the salaried offices at that time, but it is safe to predict that the Secretaryship will go to either Mr. Parkill or Mr. Jesson and that the one who does not take the position of Secretary will get that of Treasurer. As there is no salary connected with the office of President, it is not unlikely that it will be permitted to go outside the triumvirate.

Sentiment in favor of a change in the present law, electing the Secretary outside of the Board, appears to be gaining ground in all parts of the State, several letters having recently come to THE TRADESMAN office, commending the position taken a few weeks ago. Such a change would remove the unseemly scramble for appointment now indulged in whenever a candidate has the salaried positions in view, either for himself or friends, and do much toward bringing about a greater degree of harmony, which is absolutely essential to the success of the Board.

The Board is not now self-sustaining, owing to the expense of prosecuting so

many cases of violation. The first year the Board was in existence \$2,500 was turned into the State treasury and the second year \$1,000 was turned over to the State, but since that time the expense account has run in a different direction.

69 OUT OF 93.

List of the Successful Candidates for Registration.

There were 93 applicants for examination before the Michigan Board of Pharmacy, at Grand Rapids, March 3 and 4. Certificates as Registered Pharmacists were issued to twenty-four and that of Assistant Pharmacists to forty-five, the remaining twenty-four failing entirely. The names of the successful candidates are as follows:

REGISTERED PHARMACISTS.

Babcock, Wm. C., Britton.
Borrodale, Fredrick H., Ann Arbor.
Davis, A. Clement, Grand Ledge.
Fenton, Geo. C., Bailey.
Fisk, Frank M., Edwardsburg.
Golden, Enos, Fenton.
Goodwin, Andrew J., Detroit.
Hayes, Frank L., Detroit.
Herrick, Archie W., St. Louis.
Lamb, Bert, Detroit.
Miller, Mort. F., Cadillac.
Mortimer, Wm., Yale.
Newark, Wallace E., Brookfield.
Patterson, Albert A., Grand Rapids.
Pierce, Edwin P., Allegan.
Ramsell, Geo., Red Jacket.
Rannels, Chas. S., Vermontville.
Riggs, Miles E., Cheboygan.
Schall, Hiram W., Three Rivers.
Servis, Richard A., Pentwater.
Smith, Samuel R., Grand Rapids.
Srifer, Alva P., Grand Rapids.
Tuxbury, Fred S., Hart.
Webber, Forest M., Detroit.

ASSISTANT PHARMACISTS.

Andrews, Henry W., Adrian.
Bacon, Wm. Royal, Sault Ste. Marie.
Barth, Wm., Grand Rapids.
Beall, Lucien M., Richland.
Bidwell, Myron E., Dowagiac.
Connell, Harry J., Belding.
Day, Wm. D., Belding.
DeJonge, Cornelius, Zeeland.
Erb, Ernest L., Coopersville.
Foley, Bion E., Lakeview.
French, Hart P., Mulliken.
Holland, Wm. L., St. Joseph.
Humphrey, Curtiss E., Holly.
Johnson, Geo. A., Boyne City.
Jones, Freeman R., Muskegon.
Kaeding, Julius F., Detroit.
Karmsen, Theodore, Greenville.
Kincaid, Richard E., Hersey.
Kirtland, Addison L., Lakeview.
Knabb, Wm. F., Monroe.
Lane, Frank, Detroit.
Leonard, Oliver B., Grand Rapids.
Loppenthein, John W., Ludington.
McDonald, Newell, St. Johns.
Maser, John J., Lansing.
Mastenbroek, John, Muskegon.
Mulloy, Wm., Minden City.
Nichols, Omar A., Battle Creek.
Perry, Artemas A., Dowagiac.
Rensch, Moses E., Ionia.
Rickerd, Vinton J., Grand Rapids.
Reichel, Henry, Grand Rapids.
Robertson, Chas. A., Coopersville.
Ross, Zimmerman, Marlette.
Sweet, Fred A., Detroit.
Von Nostitz, Geo., Detroit.
Ware, Cornelius N., Colon.
Weinman, Fred, Lansing.
White, Claude, Lakeview.
Bosma, Ben J., Grand Rapids.
Chappell, Lewis E., Grand Rapids.
Col, Albert, Grand Rapids.
Fox, Henry W., Grand Rapids.
Risinger, Harry, Cedar Springs.
Eckerman, Chas. T., Muskegon.

JAMES VERNOR, Sec'y

The English Alkali Trust.

The trust of English alkali manufacturers, for some time they have been endeavoring to effect, is at last completed. The trust consists of those chemical works in which the Leblanc process of chemical manufactures are made, such as chloride of lime, calcinated soda, caustic soda, refined soda, sulphates,

crystalized soda, chlorate of potash, sulphuric acid, muriatic acid, sulphur, etc. The trust has also purchased salt mines and works over a large extent of country. The works which the trust has acquired, number in England, thirty-five; in Scotland, four; and in Ireland, one. Five firms have control of the management of the business of the trust. The combined production of the works consist of the following immense amounts: 700,000 tons of sulphuric acid, most of which is used in the production of 600,000 tons of salts, as in the manufacture of 150,000 tons of chloride of lime, 5,000 tons chlorate potash, 180,000 tons caustic soda, 140,000 tons calcined soda, 140,000 tons crystalized soda, 60,000 tons of the sulphate, 40,000 tons of sulphur, and also large quantities of muriatic acid, etc. The trust also produces yearly, 8,000 tons of the salts of strontium. They also manufacture superphosphates, and other useful fertilizers, soaps, glycerin, bichromate of potash, potash, caustic potash, sodium hypophosphite, liquid glass, permanganate of soda, sal ammoniac, sulphate of ammonia, ultramarine and bi-carbonate of soda.

Grand Rapids Pharmaceutical Society.

The quarterly meeting of the Grand Rapids Pharmaceutical Society, which will be held at THE TRADESMAN office on Thursday evening, promises to be an unusually interesting one, as the matter of handling or boycotting Hood's goods will probably come up for decisive action. Most of the city druggists have put Hood's goods under the counter and sell them only when the customer refuses to take any other. Only two or three city druggists have signed the rebate contract, the remainder refusing to agree to sell an article at a minimum price of 83 cents, when there is no necessity of selling it below the established price of \$1.

The Drug Market.

Opium is steady. Morphine is unchanged. Quinine is weak and lower for foreign brands. Domestic makes are unchanged. Nitrate silver is lower. Borax is scarce and higher. Cream tartar and tartaric acid are both firm and tend higher. Citric acid will probably advance again soon. American saffron is lower. Malaga olive oil has advanced and tends higher, on account of the custom house officials classing it as salad oil, on which there is a higher duty. Turpentine is higher. Cattle bone tends higher. Sulphur and brimstone have both advanced $\frac{1}{4}$ cent. Oil anise is lower.

Put on the "Cutters' List."

Through the influence of the Hazeltine & Perkins Drug Co., H. B. Larsen, of Manistee, has been put on the "cutters' list" of the National Wholesale Druggists' Association by the Committee on Proprietary Goods. This will prevent Mr. Larsen from getting his supplies of proprietary remedies from any wholesale reputable druggist—if he secures any hereafter, they will have to be purchased clandestinely through some retailer. This is the first case of listing in the State, but it will probably not be the last, as several dealers in Detroit are still advertising cut prices.

Hood's Mandate.

C. I. Hood & Co. have notified the wholesale drug trade that no dealer who has not signed the rebate agreement of January 20 shall be sold their goods at the \$8 per dozen rate, but must pay the long price of \$10 per dozen. As only an inconsiderable number of the druggists in this State have signed the agreement, the sale of Hood's goods is likely to be considerably curtailed in consequence of this mandate.



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

—AT—

**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.

SHIPPERS
CAN SAVE TIME
AND
CASH
TROUBLE
We have lately made a new
Using a Removable Cover.
A material Reduction in Prices is
gained. Write for Full Particulars.
BY USING
BARLOW'S
PATENT
MANIFOLD
SHIPPING
BLANKS. SEND FOR
SAMPLE SHEET AND PRICES
BARLOW BROS. GRAND RAPIDS, MICH.

Advanced—Malaga olive oil, turpentine, sulphur, brimstone.	Declined—Quinine foreign, nitrate silver, saffron oil anise.
--	--

Morpha, S. P. & W.	2 20@ 45	Selditz Mixture	@ 25	Lindseed, boiled	58	61
S. N. Y. Q. &		Sinapis	@ 18	Neat's Foot, winter	50	69
C. Co	2 10@ 35	opt.	@ 30	Spirits Turpentine	45	50
Moschus Canton.	@ 40	Suiff, Maccaboy, De	@ 35			
Myristina, No. 1	70@ 75	Snuif, Scotch, De Voes	@ 35	PAINTS.	bbl.	lb.
Nux Vomica, (po 30)	33@ 38	Soda Boras, (po 13)	12@ 13	Red Venetian	1 1/4	2@ 3
Os. Sepia	33@ 38	Soda et Potass Tart.	30@ 33	Ochre, yellow Mars.	1 1/4	2@ 3
Pepsin Saac, H. & P. D.		Soda Carb.	1 1/2@ 2	" Ber	1 1/4	2@ 3
C. Co	@ 2 00	Soda, Bi-Carb.	@ 5	Putty, commercial.	2 1/4	2 1/2@ 3
Picls Liq. N. C. 1/4 gal	@ 2 00	Soda, Ash.	3 1/4@ 4	" strictly pure	2 1/4	2 1/2@ 3
Picls Liq. quarts	@ 1 00	Soda, Sulphas.	@ 5	Vermillon Prime Amer.		
pints	@ 85	Spts. Ether Co	50@ 55	"	13@ 16	
Pil Hydrarg. (po 30)	@ 2 51	" Myrcia Dom.	@ 25	Vermillon, English	8@ 88	
Piper Nigra, (po 30)	@ 2 51	" Myrcia Imp.	@ 3 00	Green, Peninsular	70@ 75	
Piper Alba, (po 5)	@ 3	" Vinl Rect. bbl	@ 2 33	Lead, red	@ 7 1/4	
Pix Burgun	@ 7	" white	@ 7 1/4	Whiting, white Span.	@ 7 1/4	
Plumbi Acet	14@ 15	Less Sc gal, cash ten days.	@ 1 10	Whiting, Gilders'	@ 7 1/4	
Pulvis Ipecac et opil. 1	10@ 1 20	Styrychnia Crystal	@ 1 10	White, Paris American	1 00	
Pyrethrum, boxes H		Sulphur, Subl	2 1/4@ 3 1/4	Whiting, Paris Eng.		
& P. D. Co., doz	@ 1 25	" Roll	2 1/4@ 3 1/4	" cliff		1 40
Pyrethrum, pv	30@ 35	Tamarinds	8@ 10	Placed, Pops, Parisi 20@ 21		
Quassia	8@ 10	Terebenth Venice	28@ 30	Swiss Villa Prepared	1 00@ 2 10	
Quinia, S. P. & W.	35@ 40	" Gomae	50@ 55			
& P. D. Co.	33@ 38	Vanilla	9 00@ 16 00	VARNISHES.		
Rubia Tincturum	12@ 14	Zinci Sulph.	7@ 8	No. 1 Turp Coach	1 10@ 1 30	
Saccharum Lactis pv	@ 40			Extra Turp	1 00@ 1 70	
Salacin	2 00@ 2 10	OILS.		Coach Body	2 75@ 3 00	
Sanguis Draconis	40@ 50			No. 1 Turp Turp	00@ 1 10	
Santonine	@ 4 50	Whale, winter.	Bbl. 70	Eutra Turk Damar	1 55@ 1 80	
Sapo, W	12@ 14	Lard, extra	55 60	Japan Dryer, No. 1		
" M.	10@ 12	Lard, No. 1	45 50	Turp	70@ 75	
" G.	@ 15	Linseed, pure raw	55 58			

Importers and Jobbers of

CHEMICALS AND

DEALERS IN

Sole Agents for the Celebrated

Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of

We Have in Stock and Offer a Full Line of

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.

NEW ASSOCIATION.

The Retail Grocers Organize for Purposes of Protection.

In response to a call, circulated early in the week, about fifty retail grocers met at Opposition hall last Friday evening for the purpose of forming an organization to combat the encroachments of the trusts and the arbitrary actions of the wholesale grocery trade.

No one else volunteering to call the meeting to order, Mr. Snoozen arose and addressed the Knights of the Scoop in the following spirited manner:

"By virtue of my official position as chairman of the last picnic, I assume the liberty of calling this gathering to order. The retail grocers of Grand Rapids are writhing under the heels of many oppressive monopolies. In the first place, the yeast combination utterly refuses to sell us bulk yeast, thereby compelling us to handle the filthy stuff put up in tin foil packages. Then the wholesale grocers all agreed to sell sugar at a profit. The idea of wholesale grocers making any money on sugar is preposterous and ought to be frowned down upon by every retail dealer in the land! Not yet satisfied, the wholesale grocers have formed a combination on the goods they buy as well as those they sell, and refuse to allow us more than three cents apiece for our empty boxes. In the name of all that is fair and square, I protest against such a tyrannical assumption of authority on the part of the wholesale grocers and other trusts and suggest that we form an association to combat such injustice. I will act as chairman of the meeting, reserving the right to speak on any subject at least seven times."

Mr. Squint arose and said he deplored the fact that kerosene oil was now sold so low that there was no money in it for the dealer. He moved that on and after March 15 the price be fixed at 10 cents per gallon.

Chairman—The motion is out of order. This meeting was called for the purpose of combatting combinations—not to create new ones.

The motion was seconded, however, and was put to a vote and unanimously passed.

Mr. Art complained that a certain grocer on Monroe street had been selling oranges below cost.

Chairman—The gentleman is out of order.

The Monroe street dealer was hauled over the coals, however, and his action condemned as unneighborly and discourteous to the other members of the trade.

Mr. Pingleburg filed a complaint against a wholesale house from which he purchased a crate of eggs. At the end of five weeks he found some of the eggs to be bad, but the jobber utterly refused to take them back. Referred to the Complaint Committee.

Mr. De Spoken complained of the action of another jobber who refused to take back half a pail of jelly which was unsalable because his cat jumped into it by mistake. A customer saw the accident and reported it around the neighborhood, so that his jelly trade fell off altogether. Referred to the Complaint Committee.

Another dealer complained of the action of another house which refused to take back half a cheese he found to be a slow seller. Referred to Committee on Complaints.

Another grocer filed a peculiar complaint. He purchased a barrel of rice when the price was low, but afterward concluded he would not need it and returned it. In the meantime the price advanced $\frac{3}{4}$ cent a pound, but the jobber refused to allow him the advance. Referred to the Complaint Committee.

In the meantime, the chairman had appointed a Committee on Resolutions, which reported as follows:

Resolved, That we denounce the action of the wholesale grocers in putting the price of sugar up and the price of boxes down.

Resolved, That we will transfer our trade from any jobber who presses us too hard for his pay.

Resolved, That kerosene oil be sold at 10 cents per gallon straight on and after March 15.

Resolved, That we cut off all credit customers who do not pay their bills the first of each month.

Resolved, That we hereby resolve ourselves into an organization, to be known as the Millenium Retail Grocer's Association, to fight trusts, monopolies and combinations formed by others and to maintain such combinations among ourselves as we may form to secure better prices and bring about more uniform action in dealing with credit customers.

The report was unanimously adopted by a standing vote, but the election of officers was deferred until the next meeting.

As THE TRADESMAN was made an honorary member of the Association, it expects to be able to present a full report of the next meeting.

The Evil of Over-Weight.

Written for THE TRADESMAN.

There is probably no other fixtures connected with a grocery store so important to both merchant and customer as its weights and measures. The first point is the correctness of both. This is usually attended to by the sealer of weights and measures. The second essential is that they be kept scrupulously clean, and this must be attended to either by the merchant or his clerk. We occasionally hear customers complain of short-weight or measure, but who ever heard one complain of over-weight or measure? A pound of anything is not sixteen and a half ounces, nor even sixteen and a quarter, but is exactly sixteen, and anything more than that is as unjust to *some one* as anything short of it. No honorable customer desires that the merchant should give him more than he pays for, any more than he does that he should give him less. With many customers it is a stock remark, while watching the process of weighing their goods, to cry out, "Give me good weight, now!" This is generally accompanied by a laugh and the remark, "You fellows need watching, you know." Under the guise of a little cheap wit, this class of customers are, to say the least, very insolent.

My experience and observation teach me that employes too often give over-weight. Perhaps, as a rule, it is due to carelessness only, although in many cases there may be a motive and it may be done purposely. In the articles of tea and coffee, from one to four ounces have been found to be in excess. May it not be possible that employes intending to engage in business for themselves are in this way attempting quietly to establish a reputation for liberality, which would at once surround them with good customers from the start? Think of the aggregate of losses incurred by such constant over-weight or measure to a merchant doing a large business! In weighing out one pound of any article, if only one-eighth of an ounce over-weight is added, it is *one pound* loss in every 128 pounds and half an ounce is one pound in every 64. If "a small leak will sink a great ship," may not this trifling leakage sink many a business house?

The writer would not intentionally impugn the motives of any clerk, but that over-weight is given in large numbers of cases he is positive. He has also been told by reliable parties that occasionally a merchant instructs his clerks to do this very thing, in order either to do a little supposed advertising or to obtain customers from a few competitors of whom he may be jealous; but he may rest assured that such a procedure will in the end result in many ways to his disadvantage. "Right wrongs no one," and the true way for all merchants is to give exact weight and measure—neither more nor less—and see to it that their employes do the same, and success will be more likely to follow. OBSERVER.

PRODUCE MARKET.

Apples—Green, \$1.25@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@10 $\frac{1}{2}$ c.

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.

Beets—50c per bu.

Butter—The scarcity of choice stock has approached a famine. Dealers are offering 20c for all offerings of dairy which will pass muster. Creamery is firmly held at 23@23 $\frac{1}{2}$ c.

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 nominally weak, dealers paying 14c and holding at 15c.

Honey—Scarce at 16@18 for clean comb.

Onions—Unchanged. Dealers stand ready to pay \$1.25 and hold at \$1.40.

Potatoes—The market is stronger at all the principal consuming markets, an advance of 5c having been sustained during the past week. Handlers are now offering 8@9c and shipments are likely to be lively for some time to come.

Squash—1 $\frac{1}{2}$ c per lb.

Sweet Potatoes—Kiln dried Jerseys are in good demand and 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, 9 75

Extra clear pig, short cut, 11 75

Extra clear, heavy, 11 00

Clear, fat back, 11 50

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, 6 50

Ham Sausage, 9 00

Tongue Sausage, 7 50

Frankfort Sausage, 7 50

Blood Sausage, 5 00

Bologna, straight, 5 00

Bologna, thick, 5 00

Head Cheese, 5 00

LARD—Kettle Rendered.

Tierces, 6 50

Tubs, 7 00

50 lb. Tins, 7 00

LARD, Family, Com-

ound.

Tierces, 5 50

0 and 50 lb. Tubs, 5 50

3 lb. Pails, 20 in a case, 6 50

5 lb. Pails, 12 in a case, 6 50

10 lb. Pails, 6 in a case, 6 50

20 lb. Pails, 4 in a case, 6 50

50 lb. Cans, 5 50

BEEF IN BARRELS.

Extra Mess, warranted 200 lbs., 7 00

Extra Mess, Chicago packing, 6 75

Boneless, rump butts, 9 75

SMOKED MEATS—Canvassed or Plain.

Hams, average 20 lbs., 8 50

" " 16 lbs., 8 50

" " 12 to 14 lbs., 9 50

" picnic, 5 50

" best boneless, 8 50

Shoulders, 5 50

Breakfast Bacon, boneless, 7 50

Dried beef, ham prices, 5 50

Long Cleats, heavy, 5 50

Briskets, medium, 5 50

" light, 5 50

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.

Whitefish, 2@10

Trout, 2@9

Hallbut, 2@8

Ciscoes, 2@5

Flounders, 2@9

Bluefish, 2@12

Mackerel, 2@12

Cod, 2@12

California salmon, 2@18

OYSTERS—Cans.

Fairhaven Counts, 2@38

P. J. D. Selects, 2@30

Selects, 2@25

P. J. D., 2@23

Anchors, 2@20

Standards, 2@18

SHELL GOODS.

Oysters, per 100, 1 25@1 50

Clams, 75@1 00

BULK GOODS.

Standards, per gal., 2@1 25

Selects, 2@1 65

Scripps, 1 50

Clams, 1 50

Scallops, 1 50

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass, 6 @ 7 50

" hind quarters, 6 @ 5 00

" fore, 6 @ 4 50

" loins, No. 3, 6 @ 11 00

" ribs, 6 @ 9 50

" rounds, 6 @ 10 50

" tongues, 6 @ 10 50

Bologna, 6 @ 5 00

Pork loins, 6 @ 5 50

" shoulders, 6 @ 5 00

Sausage, blood or head, 6 @ 5 00

" liver, 6 @ 5 50

" Frankfort, 6 @ 7 50

Mutton, 7 50@8 00

Veal, 6 50@7 00

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.

Standard, per lb., 8 @ 8 00

" H. H., 8 @ 8 00

" Twist, 8 @ 8 00

" pails or packages, net weight, 8 50

" 24-lb. bbls, 8 50

Boston Cream, 10 00

Cut Loaf, 9 00

Extra H. H., 10 00

MIXED CANDY.

Standard, per lb., 7 50

Leader, 7 50

Special, 8 50

Royal, 8 50

Nobby, 9 00

Broken, 9 00

Midget, 10 00

English Rock, 9 00

Conserves, 9 00

Broken Taffy, net, 9 50

Peanut Squares, net, 9 50

Extra, 10 50

Kindergarten, 10 00

French Creams, 11 00

Valley Creams, 14 00

FANCY—In 5 lb. boxes.

Lemon Drops, 60 00

Sour Drops, 60 00

Peppermint Drops, 70 00

Chocolate Drops, 70 00

H. M. Chocolate Drops, 40@50

Gum Drops, 40@50

Licorice Drops, 1 00

A. B. Licorice Drops, 1 00

Lozenges, plain, 65 00

" printed, 70 00

Imperial, 65 00

Mottos, 75 00

Cream Bar, 60 00

Molasses Bar, 60 00

Caramels, 16@18

Hand Made Creams, 90@100

Plain Creams, 80@90

Decorated Creams, 1 00

String Rock, 1 00

Burnt Almonds, 1 00@1 10

Wintergreen Berries, 65 00

FANCY—In bulk.

Lozenges, plain, in pails, 11 00

" printed, in pails, 12 00

Chocolate Drops, in pails, 12 00

Gum Drops, in pails, 6 00

Moss Drops, in pails, 10 00

Sour Drops, in pails, 10 00

Imperial, in pails, 11 00

ORANGES.

Floridas, fancy 250-300 175-150, 3 50@3 75

" " 138-126, 3 00@3 25

" " 96, 3 00@3 25

Russets, fancy 200-175-150-138, 3 00

" " 120-112, 3 00

Valencias, choice to fancy 420, 5 75

Messinas, " " 300-240, 2 75@3 00

" " 200, 3 00

LEMONS.

Messina, choice, 360, 3 75@4 00

" fancy, 360, 4 50@4 75

" choice 300, 4 00

" fancy 300, 4 50@4 75

OTHER FOREIGN FRUITS.

Figs, Smyrna, new, fancy layers, 18@20

" " choice, 2@16

" " " " 2@12 50

" Fard, 10-lb. box, 2@10

" " 50-lb. " 2@8

" Persian, 50-lb. box, 4 @ 6

NUTS.

Almonds, Tarragona, 2@17 50

" Ivaca, 2@17

" California, 2@17

Brazils, new, 2@12 50

Filberts, 2@11

Walnuts, Grenoble, 2@15 50

" Marbot, 2@12

" Chili, 2@10 50

Table Nuts, No. 1, 2@15 50

" No. 2, 2@14

Wholesale Price Current.

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

APPLE BUTTER.	Strawberries.	S. Oyster
Chicago goods, 7 1/2 @ 8	Lawrence 1 10	City Oyster, XXX 5 1/2
AXLE GREASE.	Hamburg.	CREAM TARTAR.
Frazer's, 3 doz. case, 2 40	Common Whortleberries, 1 40	Strictly pure, 38
Wood boxes, per doz, 80 80	MEATS.	Grocers' 25
" 3 doz. case, 2 40	Corned beef, 2 00	
" per gross, 3 00	Roast, 1 75	
25 lb. pails, per doz, 13 00	VEGETABLES.	
15 lb. " per gross, 8 50	Beans, soaked Lima, 85	
Aurora.	" Green Lima, 60	
Wood boxes, per doz, 80 80	" String, 90	
" 3 doz. case, 1 75	" Stringless, 90	
" per gross, 6 00	" Lewis' Boston Baked, 1 40	
Diamond.	Corn, stand. brands, 1 05 @ 1 25	
Wood boxes, per doz, 80 50	Peas, soaked, 75	
" 3 doz. case, 1 50	" marrowfat, 1 30	
" per gross, 5 50	" stand June, 1 40	
Peerless.	" sifted, 1 75	
25 lb. pails, 80 90	" fine French, 2 10	
BAKING POWDER.	Mushrooms, 1 80	
Thepure, 10c packages, 1 20	Pumpkin, 1 00	
" 4 lb., 1 50	Squash, 1 10	
" 6 oz., 2 25	Succotash, soaked, 85	
" 12 oz., 4 20	" standard, 1 30	
" 1 lb., 5 40	Tomatoes, stand br'ds 1 00 @ 1 10	
" 5 lb., 23 00	CHOCOLATE-BAKERS.	
Less 20 per cent. to retailers.	German Sweet, 32	
Acme, 1 lb. cans, 3 doz, 45	Premium, 34	
" 1 lb., 2 " 85	Pure, 38	
" 1 lb., 1 " 1 10	Breakfast Cocoa, 40	
" bulk, 10	CHICORY.	
Telfer's, 1/2 lb. cans, doz, 45	Bulk, 4	
" 1 lb., 55	Red, 7	
" 1 lb., 1 50	CHEESE.	
Arctic, 1/2 lb. cans, 60	Fancy Full Cream, 11 @ 1 1 1/2	
" 1 lb., 1 20	Good, 10 @ 10 1/2	
" 1 lb., 2 00	Part Skimmed, 8 @ 9	
" 5 lb., 9 60	Sap Sago, 22 1/2	
Red Star, 1/2 lb. cans, 40	Edam, 21 00	
" 1 lb., 80	Swiss, imported, 24 @ 25	
" 1 lb., 1 50	" domestic, 15 @ 16	
BATH BRICK.	Limburger, 15	
2 dozen in case, 90	CHEWING GUM.	
English, 70	Rubber, 100 lumps, 35	
Bristol, 60	" 200, 40	
Domestic, 70	Spruce, 200 pieces, 40	
BLUING.	CATSUP.	
Gross, 4 00	Suider's, 1/2 pint, 1 35	
" 8 oz, 7 00	" pint, 2 30	
" pints, round, 10 50	" quart, 3 50	
" No. 2, sifting box, 2 75	CLOTHES PINS.	
" No. 3, 4 00	5 gross boxes, 50	
" No. 5, 8 00	COCOA SHELLS.	
" 1 oz ball, 4 50	Bulk, 4 @ 4 1/2	
BROOMS.	Pound packages, 7	
No. 1 Hurl, 1 75	COFFEE.	
No. 1 " 2 00	Green, 20 1/2	
No. 2 Carpet, 2 25	Rio, 21	
No. 1 " 2 50	Good, 21	
Parlor Gem, 2 75	Prime, 21 1/2	
Common Whisk, 90	Golden, 22 1/2	
Fancy, 1 20	Peaberry, 23	
Mill, 3 25	Santos, 20 1/2	
Warehouse, 2 75	Good, 21 1/2	
BUCKWHEAT FLOUR.	Prime, 21 1/2	
Rising Sun, 5 00	Peaberry, 22 1/2	
York State, 4 50	Mexican and Guatamala.	
Self Rising, 4 50	Fair, 22	
BUTTERINE.	Good, 23	
Creamery, 25	Fancy, 25	
Solid packed, 13 1/2	Prime, 22 1/2	
Rolls, 14	Milled, 24	
Solid packed, 11	Interior, 25	
Rolls, 11 1/2	Private Growth, 26	
Hotel, 40 lb. boxes, 10	Mandehling, 29	
Star, 40, 9 1/4	Mocha, 29	
Paraffine, 11	Imitation, 25	
Wicking, 25	Arabian, 27	
CANNED GOODS.	ROASTED.	
FISH.	To ascertain cost of roasted	
Clams, 1 lb. Little Neck, 1 10	coffee, add 1/2c. per lb. for roast-	
Clam Chowder, 3 lb., 2 10	ing and 15c. per cent. for shrink-	
Cove Oysters, 1 lb. stand, 1 25	age.	
" 2 lb., 2 25	PACKAGE.	
Lobsters, 1 lb. picnic, 1 90	McLaughlin's XXXX, 2 3/4	
" 2 lb., 2 65	Lion, 25 1/2	
" 1 lb. Star, 2 50	" in cabinets, 26 1/2	
" 2 lb. Star, 3 25	Durham, 25 1/2	
Mackerel, in Tomato Sauce, 3 50	EXTRACT.	
" 1 lb. stand, 3 50	Valley City, 75	
" 2 lb., 1 30	Felix, 1 15	
" 3 lb. in Mustard, 3 50	Hummel's, 65	
" 3 lb. soused, 3 50	CLOTHES LINES.	
Salmon, 1 lb. Columbia 1 75 @ 1 90	Cotton, 40 ft., per doz, 1 35	
" 1 lb. Alaska, 1 40	" 50 ft., 1 50	
Sardines, domestic 1/2 lb., 50 @ 6	" 60 ft., 1 75	
" 1/2 lb., 70 @ 8	" 70 ft., 2 00	
" Mustard 1/2 lb., 10 @ 10	" 80 ft., 2 25	
" Imported 1/2 lb., 10 @ 10	" 90 ft., 2 50	
" spiced, 1/2 lb., 10 @ 10	Jute, 60 ft., 1 00	
Trout, 3 lb. brook, 2 50	" 72 ft., 1 15	
FRUITS.	CONDENSED MILK.	
Apples, 4 00	Eagle, 7 50	
York State, gallons, 4 00	Anglo-Swiss, 6 00 @ 7 70	
Apricots, 2 25	COUPONS.	
Lusk's, 2 40	" Superior, 2 50	
Cherries, 1 20	" 2, 4 00	
Red, 1 40	" 5, 5 00	
Pitted Hamburg, 1 40	" 10, 6 00	
Damsons, Egg Plums and Green	" Tradesman, 2 00	
Gages, @ 1 65	" 1, per hundred, 2 00	
Erie, Gooseberries, 1 10	" 2, 2 25	
Common, Peaches, 1 10	" 5, 3 00	
Pie, 1 60 @ 1 75	" 10, 4 00	
Maxwell, 2 25	" 20, 5 00	
Shepard's, 2 25	Subject to the following dis-	
California, 2 60 @ 2 75	counts:	
Pears, 1 25	200 or over, 5 per cent.	
Domestic, 1 25	500 " 10 "	
Riverside, 2 25	1000 " 20 "	
Pineapples.	CRACKERS.	
Common, 1 30	Kenosha Butter, 7 1/2	
Johnson's sliced, 2 40	Seymour, 5 1/2	
" grated, 2 65	Butter, 5 1/2	
Quinces, 1 10	" family, 5 1/2	
Common, Raspberries, 1 10	" biscuit, 5 1/2	
Red, 1 30	Boston, 6 1/2	
Black Hamburg, 1 40	City Soda, 7 1/2	
	Soda, 6	

SOUPS.	SPICES.	SALEBATES.
Snider's Tomato, 2 40	Whole Sifted, 10	Church's, Arm & Hammer, 5 1/2
	Allspice, 10	Dwight's Cow, 5 1/2
	Cassia, China in mats, 7	Taylor's, 5 1/2
	Batavia in bund, 15	DeLand's Cap Sheaf, 5 1/2
	Salmon an rolls, 25	" Pure, 5 1/2
	Cloves, Amboy, 25	Our Leader, 5
	" Zanzibar, 15	SYRUPS.
	Mace Batavia, 80	Corn, barrels, 25
	Nutmegs, fancy, 80	" one-half barrels, 27
	" No. 1, 75	Pure Sugar, bbl, 30 @ 40
	" No. 2, 65	" half barrel, 32 @ 42
	Pepper, Singapore, black, 15	SWEET GOODS.
	" white, 25	Ginger Snaps, 7
	" shot, 19	Sugar Creams, 8 1/2
	Pure Ground in Bulk, 15	Frosted Creams, 8
	Allspice, 15	Graham Crackers, 8
	Cassia, Batavia, 20	Oatmeal Crackers, 8
	" and Saigon, 25	SHOE POLISH.
	Salmon, 35	Jettine, 1 doz. in box, 75
	Cloves, Amboy, 30	TEAS.
	" Zanzibar, 20	JAPAN-Regular, @ 20
	Ginger, African, 15	Fair, @ 20
	" Cochin, 18	Good, @ 22
	" Jamaica, 18	Choice, @ 24
	Mace Batavia, 80	Choicest, @ 32
	Mustard, Eng. and Trieste, 27	Dust, @ 14
	" Trieste, 27	SUN CURED.
	Nutmegs, No. 2, 75	Fair, @ 30
	Pepper, Singapore, black, 20	Good, @ 22
	" white, 30	Choice, @ 24
	" Cayenne, 25	Choicest, @ 32
	Sage, 20	Dust, @ 14
	" Absolute" in Packages, 1/2 @ 1/2	BASKET FIRED.
	Allspice, 80 1/2 @ 80	Fair, @ 20
	Cinnamon, 84 1/2 @ 84	Choice, @ 25
	Cloves, 84 1/2 @ 84	Choicest, @ 35
	Ginger, Jam, 84 1/2 @ 84	Extra choice, wireleaf, 40
	" Af, 80 1/2 @ 80	GUNPOWDER.
	Mustard, 84 1/2 @ 84	Common to fair, 25 @ 35
	Pepper, 84 1/2 @ 84	Extra fine to finest, 50 @ 65
	Sage, 84 1/2 @ 84	Choicest fancy, 75 @ 85
	SUGARS.	OOLONG.
	Cut Leaf, @ 7 1/2	Common to fair, 25 @ 30
	Cubes, @ 7	Superior to fine, 30 @ 50
	Powdered, @ 7	Fine to choicest, 55 @ 65
	Granulated, 6 1/2 @ 6 1/2	IMPERIAL.
	Confectioners' A, 6 1/2 @ 6 1/2	Common to fair, 20 @ 25
	White Extra C, 5 1/2 @ 5 1/2	Superior to fine, 40 @ 50
	Extra C, 5 1/2 @ 5 1/2	HYSON.
	C, 5 1/2 @ 5 1/2	Common to fair, 18 @ 25
	Yellow, 5 1/2 @ 5 1/2	Superior to fine, 30 @ 40
	Dark Molasses, 5 1/2 @ 5 1/2	ENGLISH BREAKFAST.
	Less than 100 lbs. 1/2c advance	Fair, 35 @ 30
	SCALES-Perfection.	Choice, 35 @ 35
	Tea, 2 lb. tin scoop, 8 75	Best, 55 @ 55
	" 5 lb. tin scoop, 7 25	Tea Dust, 8 @ 10
	" brass, 8 75	TOBACCO-Fine Cut.
	Grocers', 11 lb. tin scoop, 11 00	D. Scotten & Co.'s Brands, 60
	" brass, 12 25	Hiawatha, 30
	" 22 lb. tin, 13 25	Sweet Cuba, 34
	" brass, 14 75	TOBACCO-Plug.
	STARCH.	Jas. G. Butler & Co.'s Brands, 37
	Corn, 6 1/2	Something Good, 37
	20-lb boxes, 6 1/2	Peach Pie, 34
	40-lb " 6 1/2	" Tobacco", 35
	Gloss.	TOBACCO-Smoking.
	1-lb packages, 6	Hector, 17
	3-lb " 6	Plow Boy, 30
	6-lb " 6 1/2	" 4 oz., 31
	40 and 50 lb. boxes, 4 1/2	" 15 oz., 32
	Barrels, 4 1/2	VINEGAR.
	SNUFF.	40 gr., 8
	Scotch, in bladders, 37	50 gr., 9
	Maccaboy, in jars, 35	YEAST-Compressed.
	French Rappee, in jars, 43	Tin foil cakes, per doz, 15
	SOAP.	Baker's, per lb., 30
	Allen B. Wrisley's Brands, 30	PAPER & WOODENWARE.
	Old Country, 30, 3 20	PAPER.
	Uno, 100, 3 50	Curtiss & Co. quote as fol-
	Bouncer, 100, 3 00	lows:
	SODA.	Straw, 175
	Boxes, 5 1/2	Rockfalls, 200
	Kegs, English, 4 1/2	Hardware, 20
	Granulated, boxes, 2	Bakers, 2 1/2
	SEEDS.	Dry Goods, 5 1/2 @ 5
	Mixed bird, 4 1/2 @ 6	Jute Manila, 5 1/2 @ 5
	Caraway, 9	Red Express No. 1, 5
	Canary, 3 1/2	" No. 2, 5
	Hemp, 4 1/2	TWINES.
	Anise, 13	48 Cotton, 25
	Rape, 6	Cotton, No. 1, 22
	Mustard, 7 1/2	" No. 2, 18
	SALT.	Sea Island, assorted, 40
	Common Fine per bbl., @ 95	No. 5 Hemp, 18
	Solar Rock, 56 lb. sacks, 1 75	No. 6 " 17
	28 pocket, 2 00	Wool, 7
	100 " 2 15	WOODENWARE.
	Ashton bu. bags, 75	Tubs, No. 1, 7 00
	Higgins " 75	" No. 2, 6 00
	Warsaw " 35	" No. 3, 5 00
	" 1/2 bu " 30	Pails, No. 1, two-hoop, 1 50
	Diamond Crystal, cases, 1 50	" No. 1, three-hoop, 1 75
	" 28-lb sacks, 25	Clothespins, 5 gr. boxes, 70
	" 56-lb " 50	Bowls, 11 inch, 1 00
	" 60 pocket, 2 25	" 13 " 1 25
	" 15 " 2 00	" 17 " 2 75

WALES

Goodyear Tennis

BALS.

OXFORDS.

CHAMPION OXFORDS.

CANDEE TENNIS, 50 Off List.

Send your fall orders on Woonsocket Rubbers, 50 off. Rhode Islands, 50 and 10 off.

G. R. MAYHEW, Grand Rapids.

Men's	Boys'	Youth's	Women's	Misses'	Children's
.80	.75		.75		
.62	.56	.51	.56	.51	.45
.45	.42	.39	.42	.39	.37

CONFESSIONS OF A DRUMMER.

VIII

Written for THE TRADESMAN.

I had yet to strike the gay and festive merchant. I had been held prisoner by dogs, fired out of busses, put off from trains, abused by cranks and insulted by idiots, but I had not met the gay and festive dealer with a large trade. When a man has a large trade and pays cash, he can have my plug hat to walk on if he wants it, and in this I presume I am not built differently from most knights of the grip.

I met my gay and festive man on the D. & M. on my second trip out. He didn't look as though he had any use for a place that wasn't in harmony with the prohibition movement, but he had, in fact, thoroughly mastered the business of getting his little finger up above his nose.

After I had booked his order, he put on his hat and went out with me to the hotel.

He broke up two games of billiards, put the balls in his pockets and got everyone in the room up to the bar before he had been there a minute. I found out afterwards that he furnished the hotel with most of its supplies, but I didn't see as that was any reason why he should fire the bartender out in front, put on a white apron and mix cocktails in a lemonade shaker. But the bartender didn't seem to object, and I didn't see why I should, especially as he concocted rather a superior brand of cocktail.

"Now, gentlemen," he said, after the mysterious mixing was over, "you can order anything you like, but nothing but

cocktails go. I can't waste my talent on people who smoke cigarettes and drink beer."

One of the gentlemen who had been playing billiards said he didn't drink, but he'd take a meal ticket, and was promptly fined a pint of cocktail.

I never was much of a drinker, and the gay and festive merchant filled his lemonade shaker so often and got so many kinds of strong liquor in it that I began to wish the bar would stay in its place and not wiggle around the room like a Pullman sleeper off the track.

"I don't approve of strong drink, as a rule," observed one of the gentlemen in front of the bar, "but if some one will remove that dude from the rear of the counter, I'll endeavor to show you the correct thing in the time of gin fizzes."

I didn't want a gin fizz any more than I wanted to see sugar cane growing out on my hat, but I believe I helped empty the gin bottle.

"Now, then," said the merchant, taking off the bartender's apron and putting it on me, "we have a gentleman here who seeks the acquaintance of people in our line. If he can mix a cocktail, we'll take him into our Most Noble Order of the Red Nose."

I knew about as much about mixing a cocktail as I did about making lace, but I had to get behind the bar. If the bottles had staid in their places, I think I could have emptied a few of them into the lemonade shaker, but they insisted on keeping on the move. It is my opinion that if I had remained behind the bar one more minute the next crockery salesman that came along would have received a large order, but the crowd

was getting tired, and I managed to get out covered with glory and seltzer water.

"Gentleman," said the merchant, "meet at my store to-night when I close up, and we'll go out and pull the tail out of the tiger."

I was innocent in those days, and had never participated in that highly moral ceremony known to the initiated as "pulling the tail out of the tiger."

Even after two hours sleep and several seltzers, I did not feel like pulling the tail out of anything, but I wanted to stand well with my gay and festive merchant, and get all the orders I could, so I went to his store at the appointed time.

"Now, gentlemen," he said, looking as innocent as the head man at a Sunday School picnic, "this tiger is a voracious beast, and has sharp claws, so any man that's got more than ten dollars in his clothes puts it in this safe, where the high card cannot corrupt nor the last turn make it afraid."

We all did as directed and started out, my companions in a jovial mood which I did not share. The street lamps were walking about in a highly reprehensible manner as we proceeded arm in arm along the principal thoroughfare, and I felt as though I would have given a year's salary to have been tucked snugly away in some ten acre lot where I could have laid and rested without falling off.

I don't remember how we got into the "menagerie," as my companions called it, but I do know that in about five minutes we were all seated at a green table that looked as though someone had been playing seven up there and left the cards frozen into the table.

All the people in the room seemed to

know the merchant, and after he had searched every one for a bottle and failed to find one he sent the porter out for some wine.

"Now, gentleman," he said, "observe the sly coquetry of the lady near the end of the board. The last time I came here she smiled upon my efforts. But you must never count on a lady being in the same mood twice, so here's five on the queen with a button."

The queen seemed to have a wonderful appetite that night, for she devoured every dollar placed in her custody.

"When I get into the common council," observed the merchant, as he borrowed the ten I had taken with me, "I'm going to have the queen taken out of the pack. Now, there's the little tray. She don't wear fine clothes like the queen, and seems to be less expensive in her habits. Here's ten on the tray."

The cards seemed to come right that time, for I got my ten dollars back.

"See here, Mr. Syrup & Co.," said the merchant, your money won't grow in your hand; put it down on the board and help pay the boy's rent. I'll bet dollars to apples that if you never saw the game before you'll win."

But I did not win; at least that's what the man who seemed to do all the dealing said, and I went into a rear room and laid down.

At three o'clock the next morning we all stood at the bottom of the stairs, feeling in our pockets.

There wasn't a cent in the crowd!

"Well," said the merchant, rattling the keys in his pocket, "someone's got to get to skating. I could drink the

H. LEONARD & SONS, Grand Rapids.

Wholesale Agents for the National Vapor Stoves.

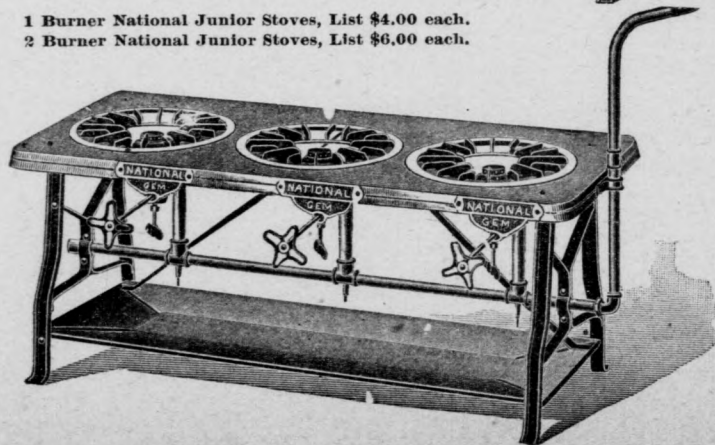
30 PER CENT. DISCOUNT FROM LIST. CRATING EXTRA.

THIS ELEGANT CABINET, No. 15

List each \$28.00.



1 Burner National Junior Stoves, List \$4.00 each.
2 Burner National Junior Stoves, List \$6.00 each.



3 Burner National Vapor Stoves, List \$8.00.

town pump dry if it only had the good sense to run red liquor. Let's try, Bill."

I remember that I weakly protested against trying Bill, and suggested that we try a small lunch and a bed, but my motion was declared out of order.

After they had got me away from the friendly support of the railing, and on my way up the street, I felt somewhat revived, and even entered into negotiations with a policeman to run in the whole party.

The officer seemed to have the honor of being acquainted with my companions, and got away before any one saw him talking with us.

"Bill" was evidently a gentleman living in retirement. He lived up a flight of back stairs, down two crooked halls and down another flight of stairs. His door plate consisted of a round hole about an inch in diameter with a slide on the inside.

When we got into his place—which we did only after a succession of private raps and gently spoken words which might have been heard a block away—we were met by a frowsy headed gentleman who looked as though he had been in bed and was then walking in his sleep.

"Well?" he said.

"Well," repeated the merchant, "if you'll all get your vest buttons up against the bar we'll take a drink before we get kicked out. And you needn't mind mingling water with your liquor; the bartender does that when he opens up the saloon in the morning."

I managed to swallow about a drop of liquor that would have cut the throat of a brass dog before I fell back to the sweet companionship of a beer table.

When I awoke my companions were still drinking, and the bartender was offering to give them all a situation sitting in a rainwater barrel until extra proof whisky could be drawn from it. I felt as though almost anything except money and an inclination to make another night of it could be drawn from any barrel they chose to soak me in, but I kept still so they wouldn't know I was awake.

"Now, Mr. Gambrinus," I heard the merchant saying, "the next time the Governor of the State comes in here and changes a fifty dollar bill, you just take this all out and give him my regards. He won't kick if he don't know anything about it."

I could have hugged the bartender when he marked the bill down on a tab and turned out the light, for I knew there wouldn't be any more "rounds" that night.

I have only a faint and indistinct recollection of getting out of "Bill's" and going to bed with my hat on to dream of the queen and the tray, both loaded down with ten dollar bills, dancing a jig on top of a cracker floating on a quart of whisky.

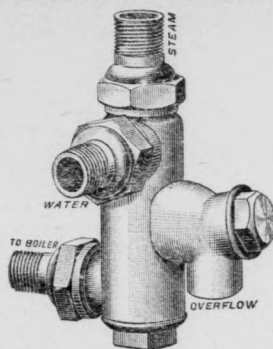
The next day when I got to my friend's place of business I found him selling goods at a 2:10 gait and looking as though he hadn't taken a drink for a month.

Whenever I struck that city after that I always had special business to transact in the evening. One night of that kind was enough.

[TO BE CONTINUED.]

L. E. Hawkins has gone to Santa Barbara, Cal., where he will spend a month with his family.

PENBERTHY INJECTORS.



The Most Perfect Automatic Injector Made.

HESTER & FOX,

Sole Agents,

GRAND RAPIDS, MICH.

F. J. DETTENTHALER

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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.

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THE GREAT

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Grand Rapids, - Mich.

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"The Niagara Falls Route."

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

*Daily. All other daily except Sunday.

Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.

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GEO. W. MUNSON, Union Ticket Office, 67 Monroe St.

O. W. RUGGLES, G. P. & T. Agent, Chicago.

DETROIT GRAND RAPIDS AND MILWAUKEE RAILWAY

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
Flint, Ar	7:45 a m 11:25 a m 4:52 p m 12:37 a m
St. Johns, Ar	8:25 a m 12:17 a m 5:40 p m 1:55 a m
Owosso, Ar	9:15 a m 1:00 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 8:00 p m 5:40 a m
Pt. Huron, Ar	3:05 p m 6:50 p m 10:30 p m 7:35 a m
Pontiac, Ar	10:57 a m 3:05 p m 8:55 p m 5:50 a m
Detroit, Ar	11:57 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 St., Ar	
Chicago St., 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.

JANUARY 4, 1891.

DEPART FOR	A. M.	P. M.	P. M.	P. M.	P. M.
Chicago.....	4:00	11:00	11:35		
Indianapolis.....		11:00	11:35		
Benton Harbor.....	4:00	11:00	11:35		
St. Joseph.....	4:00	11:00	11:35		
Traverse City.....	4:25	11:00	11:35		
Muskegon.....	4:00	11:00	5:05	7:40	
Manistee.....	4:25	11:00	5:05		
Ludington.....	4:25	11:00	5:05		
Baldwin.....	4:25	11:00	5:05		
Big Rapids.....	4:25	11:00	5:05		
Grand Haven.....	4:00	11:00	5:05	7:40	
Holland.....	4:00	11:00	5:05	7:40	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

NOVEMBER 30, 1890.

DEPART FOR	A. M.	P. M.	P. M.
Detroit and East.....	7:25	11:20	6:25
Lansing.....	7:25	11:20	6:25
Howell.....	7:25	11:20	6:25
Grand Ledge.....	7:25	11:20	6:25
Lake Odessa.....	7:25	11:20	6:25
Plymouth.....	7:25	11:20	6:25
Howard City.....	7:30	4:30	
Alma.....	7:30	4:30	
St. Louis.....	7:30	4:30	
Saginaw City.....	7:30	4:30	

*Every Day. +Week Days.

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

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

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

For tickets and information apply at Union Ticket Office, 67 Monroe street, or Union Station.

GEO. DEHAVEN, Gen. Pass'r Agt.

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. Amington, 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 NORTH.

Arrive from Leave going	South.
For Saginaw, solid train.....	7:30 a m
For Traverse City.....	7:05 a m
For Traverse City & Mackinaw.....	7:20 a m
For Saginaw, solid train.....	7:40 a m
For Cadillac.....	7:15 p m
For Mackinaw.....	7:45 p m
From Kalamazoo.....	8:55 p m

TRAINS GOING SOUTH.

Arrive from Leave going

North.

For Cincinnati.....

For Kalamazoo and Chicago.....

For Saginaw.....

For Fort Wayne and the East.....

For Cincinnati.....

For Kalamazoo and Chicago.....

From Saginaw.....

Trains marked (i) run daily; (s) daily except Sunday.

Sleeping and parlor car service: North—11:30 a 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.



One Pound Decorated Tins
1 DOZ. IN A CASE.

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.

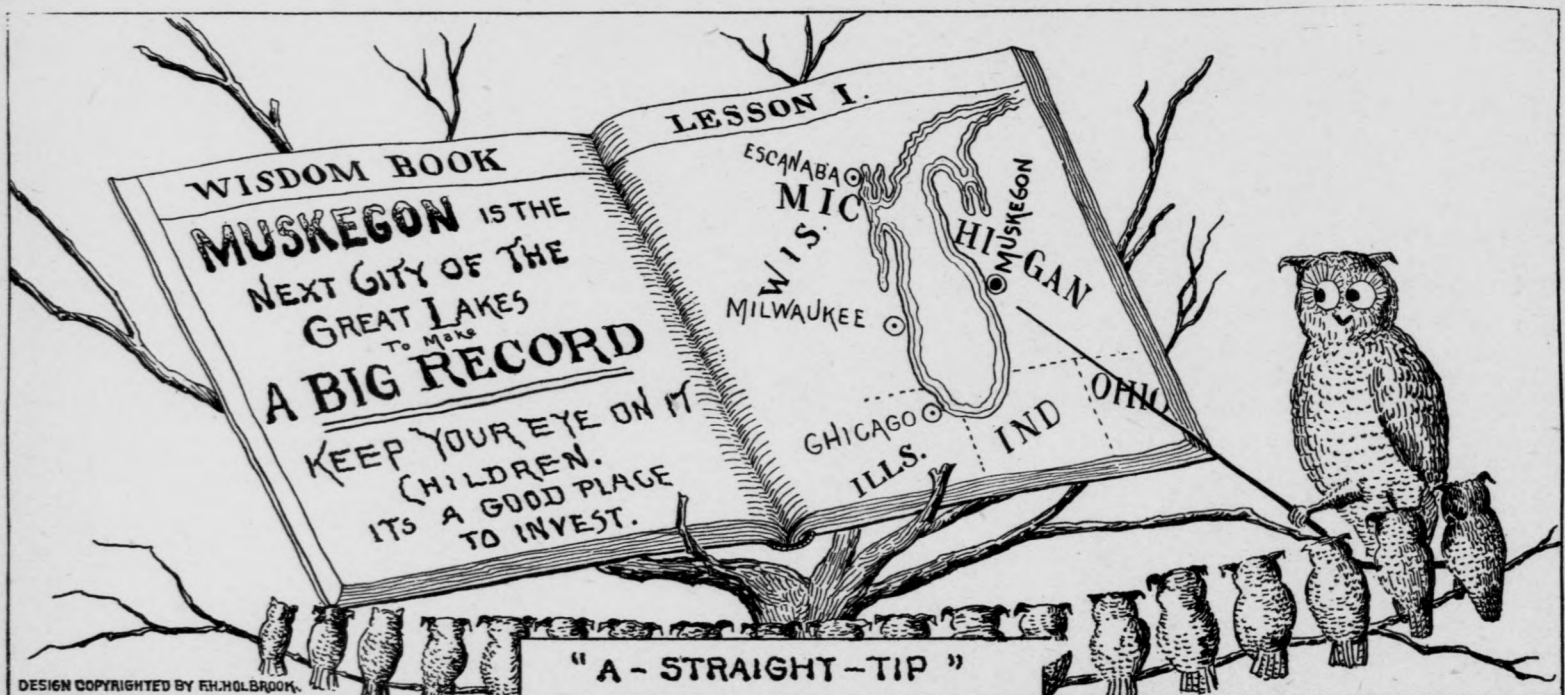
Good Grease Makes Trade

Cheap Grease Kills Trade.

FRAZER HARNESS SOAP

FRAZER HARNESS OIL

FRAZER MACHINE OIL



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.