

Michigan Tradesman.

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NO. 391

ALLEN DURFEE. A. D. LEAVENWORTH.
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FUNERAL DIRECTORS,
 103 Ottawa St., Grand Rapids.

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 JOBBERS OF
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 A Complete Line of
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FISHING TACKLE,
MARBLES,
BASE BALL GOODS

Our new sporting goods catalogue will be ready about February 10th.
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 MANUFACTURERS OF
HARDWOOD LUMBER,
 Maple, Soft and Rock Elm, Basswood, Birch and Hemlock.
 Mills at Boyne City, on Pine Lake, and at Boyne Falls, on the G. R. & I. R'y.
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BOYNE CITY, MICHIGAN.

BEACH'S
New York Coffee Rooms.
 61 Pearl Street.

Five Cents Each for all dishes served from bill of fare.
 Steaks, Chops, Oysters and All Kinds of Order Cooking a Specialty.
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To Buy ALLEN B. WRISLEY'S
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 Prompt, Conservative, Safe.

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Retail Grocers of Grand Rapids:

Allen B. Wisley, of Chicago will have his agent call on you this week with a sample bar of his

"Old Country Soap,"
 It is now the wonder of the age for a
ONE POUND BAR
 To Retail
For 5 Cents.

It is absolutely pure, soft on the hands, nicely perfumed, washes your clothes sweet, clean and white, and for cleaning house the most economical, and the greatest bargain in the market. Remember the name, weight and price:

"Old Country Soap,"
 A 1-Pound Bar only 5c.
Try a Box! Try a Box!
 SOLD BY ALL WHOLESALE GROCERS.

Five-eighths in cash, rest on time. The best paying drug store in Michigan. Invoices about \$4,000. Owner wishes to retire from active drug business. Full particulars to those who mean business, no others need apply. Address 1,000, care of MICHIGAN TRADESMAN.

Grand Rapids Electrotype Co.,
ELECTROTYPERS
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STEREOTYPERS,
 And Manufacturers of

Leads, Slugs, Brass Rule, Wood and Metal Furniture.
 6 and 8 Erie St., GRAND RAPIDS.

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THE MERCANTILE AGENCY
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 Reference Books issued quarterly. Collections attended to throughout United States and Canada

SEEDS!

Write for jobbing prices on Mammoth, Medium, Alsike and Alfalfa Clover, Timothy, Orchard Grass, Red Top, Blue Grass, Field Peas, Beans and Produce.

C. AINSWORTH
 76 So. Division St., GRAND RAPIDS.

MYSTERIOUS VARIATION IN TRADE.

[CONCLUDED FROM LAST WEEK.]

Written for THE TRADESMAN.

"The particular region of country in which we were located, with the class and plain habits of our customers, was such that low-priced goods were generally required, especially in lines of dry goods. The house of Adams, Zoller & Co., from whom our principal supplies came, usually dealt largely in the class of goods wanted for the north country trade, and Mr. Zoller had at one time informed me that they were heavy dealers in imported goods of certain kinds, purchased at auction sales in large lots which had been seized for non-payment of the duty and sold by the government; for this reason they were able to compete in price with anyone in the market. The house, however, never dealt in any old stock or damaged goods. There were no especial reasons for our expecting any unusual fall or winter trade, but, while making my present selections, I was preparing for future orders by mail, if required, by taking note of the kinds and qualities of staple goods, with the various patterns and prices I thought most desirable. The goods were expected to reach us within two weeks, which, considering our out-of-the-way locality, was as soon as we expected. While in the city, I thought best to procure some handbills and circulars announcing the arrival of our new stock, and, if possible, circulate them in adjoining counties beforehand. The few thousand circulars were used to the best advantage, by being left in the district schools, to be distributed among the pupils, who would naturally take them home. By the time our cases of goods arrived, several old customers were on hand, as they remarked, 'just to see how nicely the new goods opened up—not that they wished to bother us when we were so busy.' As a day or two passed and the weather was fine, one at a time a few of our old credit customers dropped into the store and, after saying that they desired nothing in particular, would purchase some low-priced article, pay for it and carelessly thrust it into a pocket and leave for home.

"Either my carefully worded circulars were beginning to bear result, or there was again an unusual attraction for new goods, as, within ten days after our new stock was opened, we were obliged to employ an extra man in both the warehouse and cellar, to receive and care for the produce alone that was coming in. More strangers than ever were now among our best customers, and the amount of money we were receiving far exceeded any of our previous sales in the same length of time. We were literally in the midst of a golden harvest, when, one afternoon, I noticed, for the first time, a well-dressed gentleman occupying a seat in the store, apparently watching with much interest both customer and seller as the business was transacting and the large quantities of goods were being carried from the door. I was unable to leave my work even to extend

him a friendly greeting, and he had probably sat there half an hour when, as I looked in his direction again, another gentleman had joined him and they were conversing together. At that time a commercial or traveling agent was hardly known, and I, therefore, supposed them casual visitors in the region, and, as soon as possible, found an opportunity to speak to them, and enquire if I could serve them in any way. I was informed that they had important business which they wished to transact with the firm, and they requested as a favor that we would appoint any hour that evening when they could speak with us privately.

"It will be impossible," I replied, "to give you our time until after nine o'clock to-night. You notice that the town is full of our customers, and we keep open until that hour to accommodate them."

"Is not your trade at the present season of the year unusually large?" one of them asked.

"It is," I replied.

"May I ask if you know of any cause for it?" And he looked at me searchingly.

"We do not," I said.

"I saw a smile of derision pass over his face as he glanced at his companion, which, observing in a stranger, nettled me at once and I continued:

"There are merchants in adjoining counties, we learn, who are jealous of our exceptional trade and, not being able to account for it, will accept no statement of ours; but, sir, they will find it to be all owing to low prices and fair, honorable dealing only, as any of these farmers will tell you."

"Pardon me," he replied, a little confused at my earnestness. "We are not merchants nor mercantile men. As our business with you is of mutual importance, we will be promptly on hand at 9:15 to-night," and, as he glanced from his watch to our clock, he asked if we would be at their service.

"The gentlemen's actions and remarks impressed me strangely and I replied that we would be ready to receive them at our office.

"Upon consultation with Mr. Marvin, we decided to close the store half an hour earlier than usual, to be in plenty of time for the interview with the strangers who, we decided, wished to purchase an interest in and enlarge the business.

"Promptly to a moment they were with us. Their manner was most gentlemanly and courteous. Imagine our intense surprise when they exhibited to us credentials empowering them under the authority of the government to arrest us both for smuggling and bring us before the proper officer!

"As I remarked at the commencement of my story," continued Uncle Westover, "a flash of lightning from a clear sky could not have startled me more than this denouement, innocent of any crime as we were. For a moment we were dumb with amazement.

"Well, gentlemen," said I, "it would probably be an entire waste of words for

us to deny any of the allegations here set forth, but we will thank you to enlighten us upon the subject, on the supposition that we know nothing whatever about it,' strongly emphasizing the last words.

"The officer who had done most of the talking now introduced himself as Mr. Davis and replied:

"If you are not guilty men, there is certainly some astonishing mystery connected with your business. We have the strongest possible evidence that you have been disposing of valuable jewels in their rough state, but this part of your trade we have not the remotest idea you know anything about, as we believe you to be too intelligent to give away jewels or to sell them at one-hundredth part of their value. You are aware that nearly all the past summer you have had a phenomenal trade for a small country village—allow us to ask if you can explain it? You surely must have been surprised yourselves and have formed some idea concerning the cause. You will gain much, gentlemen, by being candid with us."

"We have, as you supposed, been surprised," I replied, "at our very thriving business—even more, we have watched every movement of our customers, have questioned them concerning their purchases of certain goods but have failed to find any reason except that we kept just the goods they required and at low prices. Your assertion that we have sold jewels and that you have proof of it, taken with the admission of your own belief in our innocence of any knowledge of having done so, is certainly paradoxical in the extreme—please enlighten us on this point."

"Two or three months ago," began Mr. Davis, "it was discovered that somewhere between thirty and sixty persons of both sexes were occasionally in Boston and New York offering jewels for sale. All of these jewels were in their natural state, as taken from their original deposits, and consisted of diamonds, pearls, rubies, emeralds and amethysts and other gems. The greater number of these persons were from the farming class of people known to reside in this region. At first it was thought hardly possible that these could be genuine and few cared to look at them, but, when tested and all found to be genuine, many of them were of large size—it was believed that new deposits of these gems must have been discovered somewhere in the Eastern States. The parties offering them for sale seemed ignorant of their real value, and, when questioned as to where so many were obtained, the reply was, "We purchase them." This was all the information that could be obtained, as they refused to talk upon the subject. Detectives were then hired to shadow their movements. These men soon tracked the jewel dealers into Warren county, where most of them resided, and to your store, where they purchased goods and took them home. Afterward the same persons purchased goods here again and again; then, after a time, one of the family would leave for New York or Boston and would be shadowed the entire distance until he again offered jewels for sale. Of course, you were suspected, the custom house was informed whence the gems came and we at once took the place of the private detectives. We arrested those engaged in selling and compelled them to inform us,

under oath, from whom the purchases were made. *With one accord, they all agree that they find them concealed in your dry goods and package groceries!* Many of them they find seemingly moulded into your cheap soaps. They admit that they do not find them in all your goods, but in many of them, and you have sold, unwittingly, several thousand dollars' worth of jewels. Now, the question is not, "How did these jewels come in your goods?" as you were not aware that any were concealed in them, but "Where did you obtain these goods if you are not smugglers?" The government will insist upon an answer to this latter question before you are allowed to sell another article.

"As Mr. Davis closed, I turned to glance at Marvin. His face wore a puzzled expression. Suddenly I leaned back in my chair and laughed aloud. I then reached for a box of cigars and, passing them to the two gentlemen, asked them to have a smoke. A new light had dawned upon me. I said to Mr. Davis: "We shall, indeed, feel indebted to you for closing up our store, as, in all probability, you will thereby save us a small fortune which we were ignorant of having in our possession, and we shall also have no difficulty in proving to you where, when and from whom our goods were purchased. Here are all our invoices of goods purchased the past season—please examine them."

"I turned to my desk and handed him the package. He looked them over, one by one, carefully, then passed them to his companion. It was now Mr. Davis' turn to be surprised. In truth, it was an evening of surprises to all of us. Mr. Davis arose from his seat and paced the floor for a few moments, seemingly absorbed in thought. 'Adams, Zoller & Co.," he repeated over and over. "That's the firm, I believe." Again resuming his seat, he searched his pocket for a memorandum book. After examining this, he said, 'Gentlemen, the mystery is solved and the government has no claim against you! I happen to be an important witness in this case, provided one was required. Then, addressing his companion, he said, 'Our work is completed. These gentlemen can do what they please with their stock. And now,' he continued, 'I will, in few words, explain. You will probably remember that, a few years ago, a large quantity of dry goods and groceries were one night landed from a vessel in the harbor of New York and placed in the basement of an old warehouse. I was one of five officers employed to find and seize the goods and arrest the two men who owned them. After a three days' search we came upon them located near the foot of Chambers street. The men resisted arrest, firing upon us and badly wounding one of our men. One of the smugglers was then shot dead on the spot and the other mortally wounded and taken to a hospital. We urged him to give us information concerning the stock—to whom it belonged and where it was shipped—but he persistently refused to speak on the subject and died carrying the secret with him. No papers on their persons or among their effects gave any information and, as the vessel had cleared at once, nothing further could be learned. The goods were sold at auction in two lots, both of which were purchased by Adams, Zoller & Co., and the marks I notice upon the goods here correspond with those in my pass book. They are

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.

STANDARD OIL CO.,

GRAND RAPIDS, MICH.

Dealers in Illuminating and Lubricating

- OILS -

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave.

BULK STATIONS AT

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

Highest Price Paid for Empty Carbon and Gasoline Barrels.

LEMON & WHEELER COMPANY,

IMPORTERS AND

Wholesale Grocers

GRAND RAPIDS.

BALL

BARNHART

Wholesale
Grocers.

PUTMAN CO.

certainly a part of that stock. Having sold these goods at public sale to the highest bidder and given its receipt for the payment, which fact I have recorded here, the government has no further claims upon them. It is simply your good fortune to have purchased these goods, and, as you remarked, they may yet prove a small fortune in your possession. The hour is late,' he continued, rising and looking at his watch, 'and we will adjourn to the hotel, for in the morning we leave you.' Extending his hand, 'we will congratulate you,' said he, 'on the pleasant and—we trust—profitable termination of this singular condition of affairs.'

"I will add," continued Uncle Westover, "that we did not open our store next day but placed on our door a card bearing the inscription, 'Closed for ten days to take an account of stock,' and at once proceeded to carefully examine our entire stock of goods—I need not state somewhat to their damage—and found large quantities of jewels of the kinds before mentioned carefully concealed in the dry goods in various ways and would hardly be noticed except by those who were making the goods into garments, being covered from sight by a bit of the same fabric pasted over them. We dissolved every cake of soap in the store, and the gems in them alone aggregated several hundred dollars in value. If the soap contained any pearls, the great heat employed may have destroyed them. By removing the paper from one end of the spools of thread, we occasionally found one filled with tissue paper and one or more jewels enclosed. When the whole affair became public we afterward enjoyed many a good laugh with our customers concerning their purchases, many of whom we had innocently presented with hundreds of dollars. For years after the incident, the standing by-word of that entire region, if any one was opening a package, was 'Any diamonds in those goods?' and on one occasion, as a bride and groom were passing out of the village church one summer day, and while the walk was lined with people, a young scape-grace of a boy, close beside the groom, yelled out, 'Any diamonds in those goods, Mister?'"

The Hardware Market.

The floods in Pennsylvania have interfered with many of the manufacturers of barbed and annealed wire, which has brought about a slight advance by other manufacturers. The indications are that axes will be cheaper than last year, owing to the number of independent factories being started in the country. The nail and glass market is about the same.

HAPPY HUSBANDS.

Wives Can Now be Held Responsible For Their Own Debts.

THE TRADESMAN of last week briefly referred to a recent decision of the Supreme Court, reversing a decision of the Eaton County Circuit Court, which held that a married woman was not responsible for debts of her own contracting unless it was shown that the husband was unable to support the family. This opinion really follows the former case of Hirshfield vs. Waldron, 83d Mich., 116, in which the point decided is stated in the headnote, as follows:

"A married woman is liable for the price of clothing purchased by her for a minor son, and charged to her by her di-

rection, she agreeing to pay for the same."

In support of the last named opinion, the Judge cited Buck vs. Haynes estate, 75th Mich., 397, and Fafeyta vs. Mc-Goldrick, 79th Mich., 377. Each case of this character depends largely upon its own facts, but the general principle is as stated in the head note above quoted and in the latter part of Judge Champlin's recent decision in the Eaton county case, the full text of which is as follows:

CHAMPLIN, C. J. This was an action of *assumpsit* brought by the plaintiff, who is a physician, a druggist, and grocer, to recover for medical services, drugs and medicines, and groceries furnished to the defendant.

It appeared on the trial that the defendant was a married woman living with her husband, and that they had four children, all under 21 years of age. The action was upon an open account, which, by the bill of particulars, appears to have originated in 1876, and extended down to the time of the commencement of suit, a period of nearly or quite fourteen years. The plaintiff showed that he, at or about the time the account was opened, was sent for as a physician to attend upon some one of the family of the defendant; and that, in response to such call, he went to the family, and at that time had a conversation with the defendant. He proposed to show that he would not have rendered his services or sold or delivered any goods to the defendant or her family upon the credit of her husband, for the reason that he was not worthy of credit, and was without means; that he expected to be able to show, "That at the time the plaintiff went there the defendant stated that her husband was entirely irresponsible, and that she would become responsible for his pay, and that, relying upon that promise to pay, he rendered the services and procured the drugs in pursuance of that contract with him—that the husband was entirely irresponsible, and he need not look to him, and she would see that he had his pay." He also proposed to show that, upon the services being rendered and the goods sold and delivered to the defendant for her family, he gave the credit upon his books directly to the defendant; and that he would not have rendered the services or parted with the property on the credit of the husband.

The court, upon these propositions being made, stated that he understood the rule to be that, before liability could attach, it must appear that the husband actually did refuse, or its equivalent, to furnish necessaries for the family, and that the wife could not be made liable unless such was the case. It appears from the testimony also, it may be added, that the defendant was possessed of property in her own name and right.

The question involved in this case was recently before this court, and an opinion handed down on the 14th of November last, in the case of Hirshfield vs. Waldron, (reported in 83 Mich. 116), and it will not be necessary in this case to enter into any extended discussion of the proposition with reference to the power or authority of a married women to make a binding contract with reference to the purchase of goods or for services to be performed, where she makes it in her own behalf, and upon her own express agreement to pay for such services or goods, where she or some member of her family derives the benefit of such purchase or services.

We think the judge erred in excluding the testimony, and the judgment must be reversed, and a new trial ordered.

The other justices concurred.

Marquette—The Nester estate will put 15,000,000 feet into the Sturgeon river by the time the break-up comes. It has also been running three camps near O'Brien, the logs going into the Ontonagon.

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

THE PUTNAM CANDY CO.,
Wholesale
Manufacturers.
Fruit and Nut Jobbers.

ASK FOR PRICE LIST.



RINDGE, BERTSCH & CO.

GRAND RAPIDS.

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



Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.

AMONG THE TRADE.

AROUND THE STATE.

Chester—V. Stiles has removed his drug stock to Whitney, Ind.

Caro—Herman Bros. succeed Herman & Co. in the clothing business.

Lapeer—Geo. Dent succeeds John & Geo. Dent in the meat business.

Flint—Carlos A. Bullock succeeds G. H. Bradt in the bazaar business.

Holt—Park & Phillips are succeeded by S. H. Phillips in general trade.

Manistee—Chas. A. Zobel has opened a boot and shoe stock at 321 River street.

Monroe—L. Friedenborg, of the clothing firm of L. Friedenborg & Son, is dead.

Jackson—Carey & Blake are succeeded by John C. Carey in the undertaking business.

Nessen City—Geo. E. Dye succeeds H. S. Haines in the dry goods and grocery business.

Holland—Rinck & Co. succeed Wykhuyzen & Rinck in the furniture and carpet business.

Holland—C. De Jonge is succeeded by J. & H. De Jonge in the dry goods and grocery business.

Tecumseh—Satterthwaite Bros. succeed Satterthwaite Bros. & Boyd in the hardware business.

Charlotte—Church & Fenn, grocers, and Brown Bros., clothiers, have exchanged locations.

Traverse City—E. S. Cavis, late of Kalkaska, has begun the manufacture of cigars at this place.

Reading—Shannon & Noyes are succeeded by Enuffy & Noyes in the grocery and bakery business.

Manistee—H. M. Reynolds succeeds R. D. Booth & Co. in the confectionery and restaurant business.

Allegan—Foster Bros. have opened an agricultural implement store, with Burdette Sisson as manager.

White Cloud—L. D. Sidebotham has sold his stationery and confectionery stock to Samuel Reed.

Detroit—Wm. B. Knapp is succeeded by Wilson & Simpson in the hardware, crockery and grocery business.

Shelbyville—L. J. Miller succeeds the former firm L. J. & H. B. Miller in the agricultural implement business.

Owosso—R. Gray has sold his hardware stock to J. Dodge & Co. and J. V. Dodge has sold his second hand furniture stock to the same firm.

Owosso—W. E. Hall and L. C. Hall have formed a partnership under the style of Hall Bros. and purchased the grocery stock of H. H. Hall.

Detroit—A change has occurred in the wholesale clothing firm of Schloss Bros. & Co. Abraham C. and Albert W. Schloss will continue the business under the same firm style.

Hastings—G. L. Crawley has retired from the grocery firm of Stauffer & Crawley. The business will be continued by the remaining partner under the style of L. E. Stauffer.

Detroit—J. B. Field & Co. have given a bill of sale of their stock of sporting goods to Lyman C. Smith, of Syracuse, N. Y., for \$8,100. It is subject to the recent chattel mortgage given to H. E. Boynton, trustee.

Fulton—E. S. Kennedy & Son have sold their general stock to L. H. Wood, general dealers at Sunfield, who will take possession about April 20. The elder Kennedy is now engaged in the real

estate business in Chicago and Chas. Kennedy will join his father as soon as the deal is fully consummated.

MANUFACTURING MATTERS.

Millington—J. M. Eager & Son are succeeded by J. D. Wilsey & Co. in the grist mill business.

Culore—J. R. Ketchum's mill is cutting 1,000,000 shingles, and when this job is completed will cut 2,000,000 feet of lumber.

East Tawas—The Sibley & Beringer sawmill and docks are being put in thorough repair. The mill will start early and run day and night.

Flint—The Babcock Lumber Co. has purchased 2,000,000 feet of hardwood logs on the Flint river, which will be manufactured at this place.

Dushville—Crane & Layman have rebuilt their shingle mill, which was destroyed by fire some time ago, and the new mill has begun operations.

Mt. Pleasant—The Mt. Pleasant Lumber Co. has a stock of 5,000,000 feet of logs in the Chippewa river, and will run the mill throughout the season.

Onkama—The Onkama Lumber Co. has secured all the logs it will want for the summer season and will start its mill about April 1 for the summer's run.

Caro—J. D. Wilsey & Co. have sold their dry goods and boot and shoe stock to J. M. Eager & Son. They will continue the sawmill and grist mill business.

Moffatt—T. D. Potter's shingle mill will finish cutting the timber in that locality owned by the firm this year. It is expected the mill will cut 3,000,000 shingles.

Alpena—Hosick & Taber, of Chicago, have purchased a site at this place and will erect a hemlock extract factory. It is expected that the works will consume 10,000 cords of bark annually.

Hatton—Wilson, Stone & Wilson have cut all of their timber near this place, and have removed their mill to Frost township, where they have timber sufficient to operate the mill a year.

Roscommon—Charles Blanchard has purchased machinery which will be delivered on the ground at Higgins Lake the last of this month, for a new saw mill, with a capacity of 30,000 feet daily. The cutting of stock for the mill has begun.

Manistee—The surveyors on the Manistee & Grand Rapids Railroad have been at work since construction ceased, running out the extension of the line, and have succeeded in finding a good route to Luther, where it is supposed the road will join the Grand Rapids & Indiana. The route, as surveyed, runs through about 400,000 feet of pine timber belonging to Canfield, Filer and Sands, and, besides this, there will be unlimited hardwood that will be opened up by the road, which will largely extend the life of our mills at this point.

Manistee—The receiver of the R. G. Reters Salt & Lumber Co. will start the mills here about April 1, and will begin shipping as soon as navigation opens, which will be about the same time. Lumber and salt have been shipped out all winter by rail, although comparatively on a small scale, but things will hum after All Fools' Day. The logging operations during the winter have been as successful as could be desired, and 15,000,000 feet of logs are now on the river banks ready to be floated

down. During the summer 30,000,000 or 35,000,000 feet will be run in on the railroad.

Neat Packages.

Written for THE TRADESMAN.

"What a pretty package this is and how nicely the twine covers the ends! It looks as if it had been laundered."

Such were the delighted remarks from a lady the other day as I handed her a pound package of tea. Who does not like to see a neat, tidy package? And who is not disgusted with a slovenly one, more especially should its contents be scattered along the street on the way home from the store? It is an art to make up neat packages, but one so easily acquired that any other is inexcusable. The very manner in which a person handles the paper and breaks the twine immediately reveals to the adept whether he is skilled in the work or not. If not, he is liable to find his paper either too small or too large. If too small for his use, a larger one makes his package too bungling and unsightly. Druggists almost invariably hand you a neat package. Why may not every merchant?

GROCER.

Lakeview Items.

Christopher Dubois, formerly from Coldwater, has his new cooper shop nearly ready for occupancy.

The Cato Novelty Works, Ensign B. Stebbins, proprietor, is overrun with orders and has begun the erection of another building, 30x10, two stories high, to be used as a finishing and storing room.

John S. Weidman, owner of the sawmill four miles north of here, has succeeded in getting in over four million feet of hardwood logs this open winter. Mr. Weidman is one of the most resolute young business men around here. For young men, he and John J. Bale can't be beat.

Druggist S. E. Young, who has been very ill with la grippe, is now slowly recovering.

Dr. John Lamoreaux not only deals out pills, epsom salts and calomel, but is likewise engaged this winter in putting in logs at the sawmill.

Wm. Collard, a farmer one and one-half miles east of here, has opened a small store in his dwelling house.

April Sugars.

A wholesale grocer of Grand Rapids furnishes THE TRADESMAN with the following good advice in regard to April sugars:

It would seem as if the retail trade would do well to run entirely out of sugars during the last few days in this month, depending on getting their April sugars in time for breakfast April 1, as in such cases there is great probability of quite a crop of April fools. There will be a great rush for sugars during the first week in April and it will be almost impossible to fill all orders promptly, consequently those who run their stocks down to nothing will be out in the cold for early April supply.

We can see no good reason for retailers dropping their prices, until they can get in their April sugars, at least.

Good Words Unsolicited.

Jacob A. Lieber, general dealer, Caledonia: "We cannot get along without your valuable paper."

G. Hirschberg, general dealer, Bally: "Please be sure and continue to send me THE TRADESMAN, as I cannot be without it. I am of the opinion that no business man in Michigan can afford to go without it."

M. J. Rogan, traveling salesman, Kalamazoo: "Keep right on sending the paper to my address. It is a dandy paper."

W. W. Gorthy, grocer, Stittsville: "I look for the paper, which is invaluable to me, especially the market reports."

J. L. Thompson, groceries and boots and shoes, Harbor Springs: "I could not get along without THE TRADESMAN."

Meeting of Local Traveling Men.

GRAND RAPIDS, March 16.—There will be a meeting of the Grand Rapids Traveling Men's Association at Sweet's Hotel, at 12 o'clock on Sunday, March 22, to make the preliminary arrangements for the coming meeting of the Michigan Commercial Travelers' Association, which will be held in this city early in the summer. A full attendance is requested, as committees will be appointed and other business of importance transacted. GEO. H. SEYMOUR, Sec'y.
H. S. ROBERTSON, Pres.

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 hardware and hardware, situated at good 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 wishing to sell. Easy terms given to any one who can furnish security. For full particulars address "Kasson," care of Michigan Tradesman. 201

FOR SALE—FINE STOCK OF BOOTS AND SHOES special line. No old goods. Everything desirable. Good trade, mostly cash. Excellent farming country. Address "Shoes," care Michigan Tradesman 214

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

HARDWARE STOCK FOR SALE—I DESIRE TO MAKE a change. I offer my stock of hardware, located at 487 South Division street, for sale. The goods are all in good condition, and location is one of the best in city; amount of stock on hand about \$2500. John H. Slack. 211

I HAVE A FARM OF 99 ACRES, PARTIALLY IMPROVED to exchange for a grocery stock. A. L. Vandercook, Mason, Mich. 212

FOR SALE—COMPLETE DRUG STOCK IN A GROWING village on good line of railroad, surrounded by as fine farming country as there is anywhere in Michigan. Must quit the business on account of failing health. Address No. 213 care Michigan Tradesman. 213

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. 135

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

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

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

DRUG STOCK—NEAT AND ATTRACTIVE, AND NEW hardware fixtures. Excellent location on best retail street in Grand Rapids. Expenses very light and trace 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 "E.," care Hazeltime 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 shoes, 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, and give good responsible parties a good chance. For further particulars write us at Paris, Mich, or address our agent Geo. F. Lewis & Co., over 107 Monroe St., Grand Rapids, Mich. Stuckney & 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.

JUST HATCHED—EASTER PAMPHLET CONTAINING a 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. 207

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

ROOM AND POWER FOR RENT IN GOOD LOCATION on railway track. H. Rademaker & Sons, Grand Rapids, Mich. 209

THOSE WISHING TO BUY PURE MAPLE SYRUP would do well to write to F. N. Cornell, Sebawa, Mich. 215

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.

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.

T. J. Blanchard, hardware and furniture dealer at Sand Lake, has added a line of groceries. The Ball-Barnhart-Putman Co. furnished the stock.

Jas. Winegarden and B. W. Barnard have formed a copartnership and will shortly engage in the grocery business at the corner of Winter street and Shawmut avenue.

Studley & Barclay inform THE TRADESMAN that they did not sell their entire sporting goods line to Foster, Stevens & Co., retaining their athletic goods and bicycles.

The W. R. Keeler estate shows assets of \$3,200 and liabilities of \$5,500. The widow has been appointed special administrator and will carry on the business without interruption for the present.

W. C. Hopson & Co. have leased the Mechanic block for a term of years, beginning May 1, and will remove their galvanized iron cornice business from 9 Pearl street to that location, occupying the ground floor. They have sublet the basement to H. M. Reynolds & Son, who will remove their roofing business from 25 Pearl street to that location.

The Putnam Candy Co. is thoroughly over hauling its factory, introducing much new improved machinery and changing the position of that not abandoned. The repairs will be completed about April 1, when the capacity of the factory will be considerably increased, necessitating a larger working force.

A. T. Slaght and H. R. Choje have purchased the Grand Rapids Electrotype Foundry and will continue the business under the style of the Grand Rapids Electrotype Co. Mr. Slaght was formerly engaged in the banking business at Caro and Mr. Choje has been identified with the Courier Printing & Binding Co., at East Saginaw. Both gentlemen come well recommended and will undoubtedly infuse into the business the necessary energy to make it a success.

About a year ago Jacob Cohen, dealer in dry goods and clothing at White Cloud, uttered a chattel mortgage to his wife, as security for alleged borrowed money. Some of the creditors were inclined to doubt the consideration of the mortgage and attached the stock, on the ground that the "borrowed money" was a myth. Peter Doran, as attorney for the attaching creditors, succeeded in getting the mortgage set aside and the attachment sustained, as the testimony given by Cohen and his wife in court, as to the maner in which the amount named in the mortgage came to the wife in the form of a legacy, did not agree on many material points. Mrs. Cohen replevined the stock and has since carried on business under the style of Annie Cohen and Mr. Cohen has now effected a settlement with the attaching creditors on the basis of 75 cents on the dollar and all costs of the litigation growing out of the episode.

Purely Personal.

G. L. Cleveland, of the drug firm of P. M. Cleveland & Son, at Nunica, was in town one day last week.

Frank Hamilton, of the firm of Hamilton & Milliken, at Traverse City, is spending a fortnight in the New York and Boston markets.

E. A. Moseley has returned from a visit to Washington, Philadelphia and

Baltimore, bringing a well-developed case of la grippe with him.

F. W. Grummond, of the firm of Hull, Grummond & Co., cigar manufacturers at Binghamton, N. Y., is in town for a few days. He is accompanied by his wife.

Frank J. Wurzburg, the Monroe street druggist, has been confined to his house for the past two weeks with a severe attack of inflammatory rheumatism. He is gaining rapidly and will probably be out in the course of another week.

L. E. Bahle, the Sutton's Bay merchant, has purchased a tract of land on Lee's Point, on the Leelanaw Peninsula, and will plat the same for a summer resort. Lee's Point is about twelve miles north of Traverse City and possesses many advantages over the average summer resort.

Gripsack Brigade.

Chas. H. Minnie, who has been on the road for several years for the Jackson Cracker Co., will shortly retire.

Dave Haugh informs THE TRADESMAN that the contract price of his new home is \$3,000—not \$3,800, as stated last week.

Dave Smith has lately completed a commodious addition to his Chicago residence, and Dave Haugh has secured a commanding view of the premises by instantaneous photography.

D. G. Crotty has engaged to travel for Snedeker & Boynton, clothing manufacturers of New York City. His territory comprises the trade of the entire State and he is now exhibiting his summer line to the dealers in the southern tier of counties.

T. W. Kramer, traveling representative for the Thompson & Chute Soap Co., of Toledo, has removed his family from Detroit to this city, which he will make his future home. He spent \$2 on a New Foundland dog at Cedar Springs last week and is now looking for a cat to keep the canine company.

Some of Luther's Advantages.

The newly-organized Luther Business Men's Association summarizes the natural advantages of that place as follows:

- WE HAVE
- A population of 1,5000.
- A live and growing town.
- A good farming country.
- Great water and healthful climate.
- An industrious and intelligent people.
- Good commercial and shipping facilities.
- Fine natural features and advantages.
- Great quantities of hard and soft wood.
- First-class schools, churches and societies.
- Excellent opportunities for manufacturing.

Easily Satisfied.

Jas. C. Shaw, the Canal street grocer, recently made a leader of clothespins, selling four dozen for a nickle. Among the purchasers of clothespins on this basis was a West Side housekeeper, who asked to have the package delivered to her door, which was ungrudgingly done. The next day a lank individual appeared at the store and remarked in broken German:

"My wife bought four dozen clothespins here yesterday and there was two short."

"All right," replied the jolly grocer, "I'll give you the two clothespins."

"But that isn't enough," responded the husband. "I want an extra clothespin for coming way over here."

He got the "extra clothespin."



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.

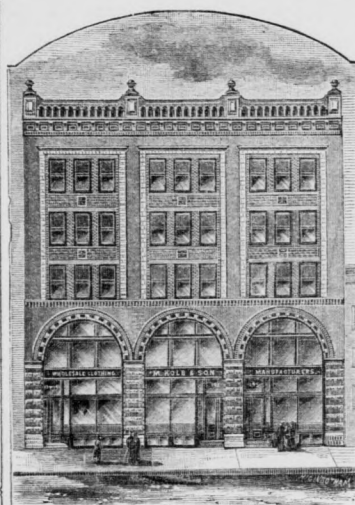
RED The most effective Cough Drop in the market, Sells the **STAR** quickest and pays the best. Try them. **COUGH DROPS**

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

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) on 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.

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.

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

Dry Goods.

FARMER TELFER.

[Air—"The Old Oaken Bucket."]

Written for THE TRADESMAN.

We may sing of the toil and the wealth of the grocer, His virtues and vices—his struggles to win, Of the honest old man in the days of our fathers Who sold the pure spices—no P. D. within; The one who grows rich on his pure golden butter And sells the best brands of both coffee and tea Is the man for this trade when the ghost of all others Has gone to that place where all wickedness flee.

Grand Rapids can boast of its mercantile prices, Its beauty and wealth and its palaces grand, Its orchards of peaches—carloads of bananas And gardens which vie with the best in the land; Our faultless cuisine, with its turkeys and fishes, And dishes of silver which cover the board Are such as the ancients of old ne'er imagined The occient nations of earth could afford.

In years which have faded when time drifted slowly, The sober old merchant was tardy but sure, Content if his calling was humble and lowly And goods from the city were warranted pure, That bald-headed grocer who slept in the summer When farmers were busy in making the hay, His dreamy reflections of 6 per cent. profit Were lost while he slumbered that beautiful day.

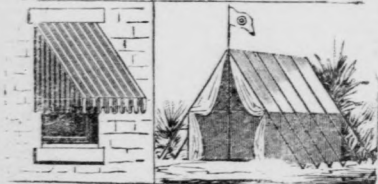
We have one jolly grocer whose name the State over Is known as a son of O-wash-ta-nong—brave, While dreaming of riches he purchased broad acres And threw off the shackles of servant and slave; His numberless cabbage heads now are so quiet They never ask credit, as others have done, And the cornfield and meadow and garden close by it Reward him with happiness honestly won.

His hen fruit is gathered by hand with his fingers, As all must be picked from each tree in the field; His turkeys are milked while the dew of the morning Contributes a sweet and more bountiful yield; The curl from his cattle is cheese when it ripens, And juice from his bagas are rich with old wine, And the lard in his cellar, so sweet in its flavor, He swears is produced from the tree and the vine

He knows that such farming, while rare, is yet costly, But pays in the health and the joy which it brings, And he blesses the hour when he moved in the country, Where hustle and bustle have left on the wing, Let us sing of Ed. Telfer, that honest farmer-grocer, The boys are all happy to take by the hand, His heart in its warmth will bestow you a welcome, A king might extend with his royal command.

Fill up the bright goblet with wine from the turnip And drink to the health of the granger and brave, Spice well with some P. D. and sweeten if need be, All hail to the son of the farmer conclave! Our city may boast of her kings of the forest, Her wealth which is lavished as never before, While we sing to the health and the wealth of Ed. Telfer, The farmer and grocer, till time is no more.

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.

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.

Prices Current.

Table of prices for various goods including UNBLEACHED COTTONS, BLEACHED COTTONS, CARPET WARP, DRESS GOODS, CORSETS, CORSET JEANS, PRINTS, TICKINGS, and SATINES.

Table of prices for various goods including DEMINS., GINGHAMS., GRAIN BAGS., THREADS., KNITTING COTTON., CAMBRICS., RED FLANNEL., MIXED FLANNEL., DOMET FLANNEL., CANVASS AND PADDING., DUCKS., WADDINGS., SILESIAHS., SEWING SILK., HOOKS AND EYES—PER GROSS., PINS., COTTON TAPE., SAFETY PINS., NEEDLES—PER M., TABLE OIL CLOTH., COTTON TWINES., and PLAID OSNABURGS.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

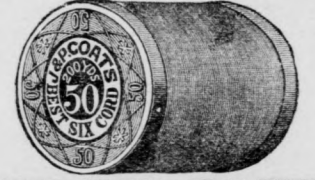
A. J. BOWNE, President. D. A. ... DGETT, Vice-President. H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

J.&P.COATS'



BEST SIX-CORD Spool Cotton

IN WHITE, BLACK AND COLORS, FOR Hand and Machine Use. FOR SALE BY P. STEKETEE & SONS.

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of Staple and Fancy DRY GOODS, NOTIONS, CARPETS, CURTAINS.

Manufacturers of Shirts, Pants, Overalls, Etc.

Elegant Spring Line of Prints, Gingham, Toile Du Nord, Challies, White and Black Goods, Percales, Satteens, Serges, Pants Cloth, Cottonades and Hosiery now ready for inspection.

Chicago and Detroit Prices Guaranteed. 48, 50 and 52 Ottawa St. GRAND RAPIDS, - - - MICH.

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch, 19 So. Ionta St., Grand Rapids.

HARDWARE.

How to Treat Your Customers.
Written for THE TRADESMAN.

If in the mercantile business, remember that it is from your customers that you derive support.

Greet them all equally, and with candor, remembering that flattery will generally drive them away.

Do not take it for granted that your customers wish you to tell them what and how much to buy.

Never insinuate that your customer is purchasing too small a quantity; allow her to be the judge and bestow the same thanks.

Many a valuable customer has only a small amount of money at one time, but finds it really necessary to purchase a dozen articles with it.

Among the nations of Europe a penny's worth of sugar, tea or coffee is cheerfully weighed to customers.

Somewhere in Wisconsin there is at least one large store where every article is sold for a cent, and it is said the man is prosperous.

Never try to force upon your customer more than he wishes to buy. You may imagine he is very poor in purse, if you desire, but never ask him to tell you so.

Never laugh or smile at a blunder in regard to goods asked for. It will embarrass, if not provoke your customer. Be deaf to his frailties, but alert to serve him.

Under no circumstances abuse the confidence of your patrons. A man's entire faith in his merchant that he will do what is best for him will generally retain him as a life customer.

Your best customer may occasionally expect a favor of you which may cost you a little money. Grant it smilingly. In most cases it may be twenty cents at interest which will return to you several dollars within thirty days. All men—or women, either—are not forgetful.

A Reasonable Request.

EAST SAGINAW, March 9. — Sample copies received, but I cannot do anything with them. If you could print me one paper each week in German, perhaps I would take it.

TEUTONIC MERCHANT.

The Gem Freezer
The Best in the World.

IS THE ONE YOU WANT, IF YOU WISH TO SELL YOUR CUSTOMERS THE FREEZER THAT WILL GIVE THE BEST RESULTS.

DO NOT ALLOW YOURSELVES TO BE IMPOSED UPON BY THOSE WHO MAY TRY TO SELL YOU OTHER FREEZERS BY TELLING YOU THEY ARE "JUST AS GOOD" OR "JUST THE SAME AS THE GEM."

IF YOU CAN'T GET THE GEM FROM YOUR REGULAR JOBBER, WRITE TO US AND WE'LL TELL YOU WHERE YOU CAN GET THEM OR GIVE YOU PRICES AND DISCOUNTS.

AMERICAN MACHINE CO.,

LEHIGH AVE. AND AMERICAN ST., PHILADELPHIA.

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



Prices Current.

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

AUGURS AND BITS.	dis.
Snell's.....	60
Cook's.....	40
Jennings', genuine.....	25
Jennings', imitation.....	50&10
AXES.	
First Quality, S. B. Bronze.....	\$ 8 50
" D. B. Bronze.....	12 50
" S. B. S. Steel.....	9 50
" D. B. Steel.....	14 00
BARROWS.	dis.
Railroad.....	\$ 14 00
Garden.....	net 30 00
BOLTS.	dis.
Stove.....	50&10
Carriage new list.....	70
Plow.....	40&10
Sleigh shoe.....	70
BUCKETS.	
Well, plain.....	\$ 3 50
Well, swivel.....	4 00
BUTTS, CAST.	dis.
Cast Loose Pin, figured.....	70&10
Wrought Narrow, bright 5ast joint.....	60&10
Wrought Loose Pin.....	60&10
Wrought Table.....	60&10
Wrought Inside Blind.....	60&10
Wrought Brass.....	75
Blind, Clark's.....	70&10
Blind, Parker's.....	70&10
Blind, Shepard's.....	70
BLOCKS.	
Ordinary Tackle, list April 17, '85.....	40
CRADLES.	
Grain.....	dis. 50&62
CROW BARS.	
Cast Steel.....	per lb 5
CAPS.	
Ely's 1-10.....	per m 65
Hick's C. F.....	60
G. D.....	35
Musket.....	60
CARTRIDGES.	
Rim Fire.....	50
Central Fire.....	dis. 25
CHISELS.	dis.
Socket Firmer.....	70&10
Socket Framing.....	70&10
Socket Corner.....	70&10
Socket Slicks.....	70&10
Butchers' Tanged Firmer.....	40
COMBS.	dis.
Curry, Lawrence's.....	40
Hotchkiss.....	25
CHALK.	
White Crayons, per gross.....	120 12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size.....	per pound 30
" 14x52, 14x56, 14x60.....	28
Cold Rolled, 14x56 and 14x60.....	25
Cold Rolled, 14x48.....	25
Bottoms.....	27
DRILLS.	dis.
Morse's Bit Stocks.....	50
Taper and straight Shank.....	50
Morse's Taper Shank.....	50
DRIPPING PANS.	
Small sizes, ser pound.....	07
Large sizes, per pound.....	6 1/4
ELBOWS.	
Com. 4 piece, 6 in.....	doz. net 75
Adjustable.....	dis. 20&10
Adjustable.....	dis. 40&10
EXPANSIVE BITS.	dis.
Clark's, small, \$18; large, \$26.....	50
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List.	dis.
Disston's.....	60&10
New American.....	60&10
Nicholson's.....	60&10
Heller's.....	50
Heller's Horse Rasps.....	50
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List.....	12 13 14 15 18
Discount, 60.....	
GAUGES.	dis.
Stanley Rule and Level Co.'s.....	50

HAMMERS.	
Maydole & Co.'s.....	dis. 25
Kip's.....	dis. 25
Yerkes & Plumb's.....	dis. 40&10
Mason's Solid Cast Steel.....	30c list 60
Blacksmith's Solid Cast Steel, Hand.....	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3.....	dis. 60&10
State.....	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer.....	3 1/2
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.	dis.
Barn Door Kidder Mfg. Co., Wood track.....	50&10
Champion, anti-friction.....	60&10
Kidder, wood track.....	40
HOLLOW WARE.	
Pots.....	60
Kettles.....	60
Spiders.....	60
Gray enameled.....	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware.....	new list 70
Japaned Tin Ware.....	25
Granite Iron Ware.....	new list 33 1/2 & 40
WIRE GOODS.	dis.
Bright.....	70&10
Screw Eyes.....	70&10
Hook's.....	70&10
Gate Hooks and Eyes.....	70&10
LEVELS.	dis.
Stanley Rule and Level Co.'s.....	70
KNOBBS—New List.	dis.
Door, mineral, jap. trimmings.....	55
Door, porcelain, jap. trimmings.....	55
Door, porcelain, plated trimmings.....	55
Door, porcelain, trimmings.....	55
Drawer and Shutter, porcelain.....	70
LOCKS—DOOR.	dis.
Russell & Irwin Mfg. Co.'s new list.....	55
Mallory, Wheeler & Co.'s.....	55
Branford's.....	55
Norwalk's.....	55
MATTOCKS.	
Adze Eye.....	\$16.00, dis. 60
Hunt Eye.....	\$15.00, dis. 60
Hunt's.....	\$18.50, dis. 20&10
Sperry & Co.'s, Post, handled.....	50
MILLS.	dis.
Coffee, Parkers Co.'s.....	40
" P. S. & W. Mfg. Co.'s Malleables.....	40
" Landers, Ferry & Co.'s.....	40
" Enterprise.....	25
MOLASSES GATES.	dis.
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	25
NAILS.	
Steel nails, base.....	1 1/2
Wire nails, base.....	2 3/4
Advance over base:	
Steel.....	Base 10
Base.....	Base 10
60.....	5 20
50.....	10 20
40.....	15 20
30.....	15 35
20.....	15 35
10.....	20 40
8.....	25 50
7 & 6.....	40 65
4.....	60 90
3.....	1 00 1 50
2.....	1 50 2 00
1.....	2 00 2 50
Case 10.....	60 90
" 8.....	75 1 00
" 6.....	90 1 25
Finish 10.....	85 1 00
" 8.....	1 00 1 25
" 6.....	1 15 1 50
Clinch 10.....	85 75
" 8.....	1 00 90
" 6.....	1 15 1 50
Barrell 7 1/2.....	1 75
PLATES.	dis.
Ohio Tool Co.'s, fancy.....	2 40
Sciota Bench.....	2 50
Sandusky Tool Co.'s, fancy.....	2 40
Bench, first quality.....	2 60
Stanley Rule and Level Co.'s, wood.....	2 10
PANS.	dis. 60-10
Fry, Acme.....	dis. 70
Common, polished.....	70
RIVETS.	dis.
Iron and Tinned.....	40
Copper Rivets and Burs.....	50
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's pat. planished, Nos. 25 to 27.....	9 20
Broken packs 1/2 c per pound extra.	
ROPES.	
Sisal, 1/2 inch and larger.....	8 1/2
Manilla.....	11 1/2
SQUARES.	dis.
Steel and Iron.....	75
Try and Bevets.....	60
Mitre.....	30
SHEET IRON.	
Nos. 10 to 14.....	Com. Smooth. Com. 84 20 83 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 60
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
SAND PAPER.	dis.
List acct. 19, '86.....	50
SASH CORD.	list
Silver Lake, White A.....	50
" Drab A.....	55
" White B.....	50
" White C.....	55
Discount, 10.....	35
SASH WEIGHTS.	per ton
Solid Eyes.....	825
SAWS.	dis.
" Hand.....	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.	dis.
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	35
Oneida Community, Hawley & Norton's.....	70
Mouse, choker.....	18c per doz
Mouse, delusion.....	\$1.50 per doz.
WIRE.	dis.
Bright Market.....	65
Annealed Market.....	70-10
Coppered Market.....	60
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	3 40
" painted.....	2 80
HORSE NAILS.	
Au Sable.....	dis. 25&10 25&10 05
Putnam.....	dis. 05
Northwestern.....	dis. 10&10
WRENCHES.	dis.
Baxter's Adjustable, nicked.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75&10
MISCELLANEOUS.	dis.
Bird Cages.....	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.....	55
METALS.	
PIG TIN.	
Pig Large.....	26c
Pig Bars.....	28c
ZINC.	
Duty Sheet, 2 1/2 c per pound.....	
600 pound casks.....	6 1/2
Per pound.....	7
SOLDER.	
1/2 @ 1/2.....	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
10x14 IX, ".....	9 25
14x20 IX, ".....	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLAWAY GRADE.	
10x14 IC, Charcoal.....	\$ 6 50
14x20 IC, ".....	6 50
10x14 IX, ".....	8 00
14x20 IX, ".....	8 00
Each additional X on this grade \$1.50.	
ROOFING PLATES	
14x20 IC, " Worcester.....	6 50
14x20 IX, ".....	8 10
20x28 IC, ".....	13 50
14x20 IC, " Allaway Grade.....	5 75
14x20 IX, ".....	7 25
20x28 IC, ".....	12 00
20x28 IX, ".....	15 00
BOILER SIZE TIN PLATE.	
14x28 IX.....	\$14 00
14x31 IX.....	15 50
14x56 IX, for No. 8 Boilers.....	per pound 10
14x60 IX, " " ".....	10

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,
HERCULES, 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 18, 1891.

Valuable lessons may be deducted from the recent lynching of Italians at New Orleans, which our government should heed. While the government is not responsible for this fearful deed of fancied retribution, has already publicly deprecated the act and will make all honorable reparation, primary steps for preventive measures should be promptly taken, which would forestall a repetition of such acts. THE TRADESMAN has spoken in the past upon the question of peaceful and intelligent vs. ignorant and criminal immigration and it repeats that there is but one method to a peaceful solution of this problem—the enactment of a law by Congress, closing the ports of this nation against the objectionable elements which are in every way detrimental to the peace and prosperity of our country. While the intelligence and physical development of our people will doubtless be benefitted by an admixture of the Saxon, Scandinavian, and most of the northern nations of Europe, whose people are generally quiet and peaceful, the restless and fiery blood of its southern countries must be sifted of its pauper and criminal elements, before being allowed a permanent home among us. It is a pertinent question, whether the word "Freedom" has not been prostituted to base and ignoble purposes by many of those who seek a home upon our shores. Already too long have we extended a welcome hand—without regard to character—to every nation on the face of the globe, and unless some stringent lines are drawn in the near future, our great republic will continue to be menaced by internal commotion and violence, the effects of which no man can foresee.

The Drug Market.

Alcohol advanced 2c on the 11th and 2c on the 13th. The price is now as follows:

Barrels	\$2 27
Half barrels	2 22
10 gallon lots	2 35
5 gallon lots	2 37

Terms—30 days, or 5c per gal. discount, if paid in 10 days. Less than 5 gallons, \$2 37 net.

The advance in the price of corn is given by the trust as the reason for the advance. Quicksilver has declined. Corrosive sublimate, calomel, red and white precipitate have declined. Chloral hydrate is lower. Sassafras bark is higher. Soap bark is very scarce and higher. Cantharides are in small supply and higher. Arnica flowers are lower. Oil cassia is lower. Norway cod liver oil is higher. Oil wormseed has declined. Orris root has advanced. Salicine is lower. Glassware has declined, the present discount being 70 and 10 on prescription ware and 75 and 10 on flasks in full packages. Gum opium is steady. Morphia is unchanged. Quinine is weak. Turpentine has declined. Linseed oil is unchanged. Pittsburgh lead, a pure mixture of lead and zinc, better than

pure lead, is now in the market at 6c in packages of 12½, 25, 50 and 100 pounds.

LATER—Since the above was in type and the drug quotations have gone to press, sulphur and brimstone have each advanced ¼c. and Norwegian cod liver oil has advanced \$4 per bbl., making the present price \$1.25 per gal.

Too Many Lines to Look After.

A correspondent in a New York paper makes several complaints against drug stores and their management. The writer objects to the sale of cigars, soda water, postage stamps, stationery, valentines, holiday cards, cosmetics, perfumery, toilet goods and all sort of fancy articles in drug stores. He thinks that they are all out of place there. Besides, the sale of these articles interferes with putting up prescriptions, and causes many mistakes, which sometimes lead to fatal results. In putting up a complicated prescription, a druggist may be called away from his case a dozen times to draw a glass of soda water, tell a person how many stamps to put on a letter, show a customer the different kinds of perfumery, soap or valentines, or sell cigars, combs or brushes. Customers who call for these articles want them immediately, and always expect to be waited on at once. When the druggist goes back to his prescription, he may have forgotten the last ingredient put in. He may duplicate it, or he may omit it altogether. The result may be a protracted sickness or a death.

Another New Coupon.

The Tradesman Company has now in preparation another style of credit coupon—worthy associate of the "Tradesman" and "Superior" styles—which will be designated as the "Universal." This coupon will probably meet with a cordial reception at the hands of the trade and eventually have a large and extended sale.

The Tradesman Company is the largest manufacturer of coupons in the world, having put in special machinery for nearly every branch of the business. Every style of coupon is now thoroughly protected by copyright, notwithstanding which the Tradesman Company's prices are lower than those of other reputable manufacturers in the country.

Business Changes at Sunfield.

SUNFIELD, March 15—J. A. Childs has purchased the hardware stock of J. H. Hammond and will continue the business.

Mr. Hammond has purchased the interest of H. Berra in the general stock of Berra Bros. The new firm will be known as Berra & Hammond.

Mr. Berra has purchased Cheetham's Hotel of G. H. Cheetham and will carry on that business.

Mr. Cheetham will shortly engage in the sale of agricultural implements and supplies.

L. H. Wood is closing out his general stock preparatory to taking possession of the E. Kennedy & Son general stock, which he recently purchased.

A new school house and a 100 barrel roller flouring mill are among the improvements now under way.

MUSKEGON.

The dry goods firm of Leahy & Hardy has been dissolved by the retirement of Wm. Leahy, who takes the realty for his interest. Mr. Hardy will continue the business in corporate form under the style of the Wm. D. Hardy Co., which has been organized with a capital stock of \$40,000, all paid in.

G. W. Griffin has retired from the grocery firm of G. W. Griffin & Co. The business will be continued by the remaining partner, John Knooihuizen.

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.

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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.

G. S. BROWN & CO.,

—JOBBER OF—

California Oranges



Bluefield Bananas.

SEND FOR QUOTATIONS.

24 and 26 North Division St., GRAND RAPIDS.

FINANCIAL.

Local Stock Quotations.

BANK.	
Fifth National	100
Fourth National	100
Grand Rapids National	140
Grand Rapids Savings	125
Kent County Savings	131
National City	135
Old National	135
People's Savings	105
Michigan Trust Co.	115
MANUFACTURING.	
Aldine Manufacturing Co.	60
Anti-Kalsomine Co.	150
Antrim Iron Co.	115
Belknap Wagon & Sleigh Co.	100
Berkey & Gay Furniture Co.	85
Grand Rapids Brush Co.	90
Grand Rapids Electric Light and Power Co.	75
Grand Rapids Felt Boot Co.	110
Grand Rapids School Furniture Co.	110
Michigan Barrel Co.	100
Nelson, Matter & Co.	100
New England Furniture Co.	100
Phoenix Furniture Co.	60
Sligh Furniture Co.	85
Widdicomb Furniture Co.	120
MERCANTILE.	
Grand Rapids Packing and Provision Co.	103
Hazeltine & Perkins Drug Co.	100
MISCELLANEOUS.	
Alpine Gravel Road Co.	75
Canal Street Gravel Road Co.	80
Grand Rapids Fire Insurance Co.	120
Grandville Avenue Plank Road Co.	150
Plainfield Avenue Gravel Road Co.	25
Walker Gravel Road Co.	80

Financial Miscellany.

The National Starch Co. has declared a 1 per cent. dividend on its common stock.

It is estimated that within two years nearly \$500,000,000 has been invested in this country by foreigners in breweries, malt houses, and grain mills.

A. T. Slaght has retired from the banking firm of A. T. Slaght & Co., at Caro, having purchased an interest in the Grand Rapids Electrotype Foundry. The business will be continued by the remaining partners, Wm. Carson and John M. Ealy, under the style of Carson & Ealy. Mr. Slaght still retains his interest in the firm of Kelsey & Slaght, at Millington.

The American Tobacco Company, which controls some of the most extensive cigarette factories in the country, has purchased the cheroot factory of P. Whitlock, at Richmond, Va. The price is said to have been \$300,000, with the understanding that Mr. Whitlock is to continue the management of the establishment. The latest acquisition of the monopoly is the National Tobacco Works, of Louisville, which sold out for \$1,800,000—\$600,000 cash and the remainder in bonds. The sale is considered a remarkably good one for the former owners.

At a meeting of the private bankers of the State, held at Detroit last Friday, an organization was effected for offensive and defensive purposes, the immediate object being to fight any legislative measure designed to bring private banks under the supervision of the State Banking Commissioner. The private bankers entertain the belief that Detroit banks, organized under the State law, are pushing legislation against them, hence a threat has been circulated that a private bank, with a capital of \$1,000,000, will be established in Detroit. The main object of such a bank would be to cut off other banks from country deposits.

Queer Complaint.

BIG RAPIDS, March 12.—Please send the paper more regular. I do not get it until after it is printed. SUBSCRIBER.

Flint—H. D. Parker has purchased a lot adjoining his grocery store and will immediately erect a commodious store building, which he expects to have ready for occupancy by June 1.

F. J. BARBER.

A. C. MARTIN.

BARBER, MARTIN & CO.

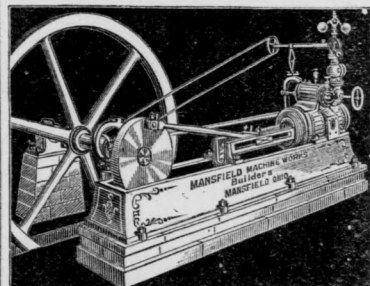
GENERAL

Commission Merchants

FOR THE SALE OF

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

191 South Water Street, CHICAGO.



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

W. C. DENISON,

Manufacturers' Agent,

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



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.

Spring Season 1891.

If You desire to sell

Carpets by Sample

Send for

Circular and Price List.

Smith & Sanford,

GRAND RAPIDS.

GRAND RAPIDS CYCLE CO.,

GRAND RAPIDS, MICH.

Graceful, Perfect Construction, Fine Finish, Comfortable Saddle.



1891 CLIPPER. Send for Catalogue.

List Price, \$90. Cushion Tires, \$10 extra.

For Ladies or Gentlemen. Moderate Prices.

Heyman & Company,

Manufacturers of

Show Cases

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.

63 and 65 Canal St., - GRAND RAPIDS.

RELIABLE!

Always Satisfactory.

Always Uniform.

Other brands of flour may occasionally make as good bread, but for absolute uniformity and reliability our brands "Sunlight," "Daisy" and "Purity" will be kept at the top, as they have been in the past. Write us for quotations.

THE WALSH--DE ROO MILLING CO.,

Proprietors Standard Roller Mills,

HOLLAND, - - MICH.

El. Puritano Cigar.

The Finest 10 Cent Cigar ON EARTH.

MANUFACTURED BY

DILWORTH BROTHERS, PITTSBURGH.

TRADE SUPPLIED BY

I. M. CLARK & SON, Grand Rapids.

BRADDOCK, BATEMAN & CO., Bay City.



Drugs & Medicines.

State Board of Pharmacy.
 One Year—Stanley E. Parkill, Owosso.
 Two Years—Jacob Jesson, Muskegon.
 Three Years—James Vernor, Detroit.
 Four Years—Ottmar Eberbach, Ann Arbor.
 Five Years—George Gundrum, Ionia.
 President—Jacob Jesson, Muskegon.
 Secretary—Jas. Vernor, 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. Vernor, Detroit.
 Secretary—C. A. Bugbee, Cheboygan.
 Treasurer—Wm Dupont, Detroit.
 Next Meeting—At Ann Arbor, in October, 1891.

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

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

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

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

POOR PROFITS.

Some Reasons for the Present Condition of the Drug Business.

Written for THE TRADESMAN.

Disagreeable as it may appear, there is no disguising the fact that the retail drug trade is not paying as it should. There are too many drug stores advertised for sale on account of ill health—probably of the trade—and those who remain in the business find it is not as remunerative as formerly. What are the reasons for this?

First—Like some particular kinds of goods—the supply has exceeded the demand. On this point, there can be no question.

Second, The suicidal policy of cutting prices, more especially on proprietary medicines, and a few other leading articles. A few druggists in different sections of the country commenced this practice and gradually others were unwillingly forced into it. The man who first commenced this cutting below the retail price fixed and printed upon the article by the manufacturer should have been taken to the nearest goose pond by his brother druggists and thrown in, clothing and all, again and again, until he barely escaped drowning.

Third, Cupidity and jealousy, combined, have caused dealers in other goods to add to their stock full lines of sundries, which for the past forty years were almost exclusively found in the drug stores.

Fourth, The liquor question. Pardon the writer if he looks at this last reason from a different point of view than many others, and does not aver that he is incompetent to discuss it, as he does not use the article, has grown old in the drug business, and thinks he knows something about it. I frequently meet individuals of both sexes who are so thoughtless (or ignorant) as to say that a successful drug business can be carried on without an ounce of spirits of any kind within a hundred miles of the store! I need hardly add that these persons are not even apprentices in the business. In truth, they do not possess an average education. To use a slang expression, there has for some time past been such a "roar" against liquors in drug stores, from certain classes, that it has become a "plague" to the trade, and rather than suffer continually from it, many have actually thrown out every drop, except alcohol, thus injuring their business financially. I know of drug stores to-day where you cannot purchase or find a drop of liquor, if your child or friend were dying for want of it, and

the man tells you so as if you had caused this dearth of it, and exults in your distress. He is willing to suffer loss, if he may punish the public. It is not the proper place here to discuss this question in detail, or to show the imperative importance of liquor in the business, but that the agitation concerning it has materially injured the druggist, nearly all of them will concede.

There are some other reasons why the drug trade is not so profitable as formerly, but the four reasons herein named are sufficient to show the decline, and now, if the dear public who are our customers insist that these four reasons shall remain in *statu quo*—or worse—the next question is, what will improve the trade of at least a portion of those engaged in it? Much depends upon the energy, determination and perseverance, but still more upon the practical education of the individual, as in this progressive and aggressive age "knowledge is power." A limited number may succeed by being better acquainted with certain lines of drugs and handling those lines as specialties, where still others, for a want of that knowledge, would not attempt to compete with them. The particular locality where one resides will often determine what specialty will prove valuable. I knew a druggist who was located in a city where he had an unusual call for botanic medicines and, being practically educated in that branch of his trade, conceived the idea of making it a specialty. He added to his store a special botanic department, putting in the fixtures to accommodate and show the medicines to the best advantage, and he has told me that, considering the amount invested, it paid a far greater profit than any other branch of his trade. Not only did his brother druggists come or send their customers to him frequently, for those drugs they did not keep, but, not being acquainted with all the common names of the plants, they often sent customers to him for the very ones they had in their store for sale. While he kept all the usual drugs as well, his reputation as a botanic druggist spread abroad until it was a common occurrence for him to receive orders for fine powders and rare botanic drugs from forty to fifty miles away. His select powders were kept in glass in the best possible form for their preservation and in a dark, cool place. This hint is sufficient on the specialty point.

A second point by which trade might be improved I may speak of, but cannot expect it to be adopted in our free Republic, even though a considerable number should advocate it. In Russia and (if I am not mistaken) in Germany the druggist, or "apotheker," as he is called, holds his position by appointment from the government. Just how he is chosen I am not informed. One such store (and no more) is allowed for a certain number of inhabitants. The applicant must be thoroughly theoretical and practical in his business and is held strictly responsible for the acts of his assistants. I was told by a Russian apothecary that an appointment simply to own and transact the business of such an establishment in his country is equivalent to an independent fortune, if his life be spared, as his appointment is during life or good behavior. A board of censors visit him at any time they deem it proper and must be given free access to every thing connected with his business.

In the matter of prescriptions, the board regulate the price of every drug and every article and the labor connected therewith, so that it is probably uniform throughout the province or country. The price of the vial or box containing the medicine, the cork, sealing wax, paper and twine are all included and have a fixed price—changed at intervals by the board—and from which no variation must be made. A printed list of prices is upon each prescription case, which the customer may demand an examination of should a question of price arise. APOTHECARY.

Grand Rapids Pharmaceutical Society.

At the regular meeting of the Grand Rapids Pharmaceutical Society, held at THE TRADESMAN office last Thursday evening, John D. Muir reported his inability to secure an analysis of "Malvina Cream" and suggested that the matter be postponed from the present. The report was accepted and the suggestion adopted.

The Committee on Legislation reported that it had sent a fully signed petition to Lansing, protesting against the proposed amendment to the pharmacy law, permitting physicians to register without examination. The report was adopted.

The same Committee was instructed to secure the signatures of all the city druggists to a petition, praying for the enactment of the Senate bill compelling traveling doctors and street medicine peddlers to be licensed.

J. W. Coleord, representing C. I. Hood & Co., addressed the meeting at some length, setting forth the reasons which impelled Mr. Hood to adopt the 83 cent plan.

Will L. White—Is Mr. Hood getting any replies to his circulars?

Mr. Coleord—Yes; about 15,000 retail druggists, representing two-fifths of the drug trade of the country, have already signed the agreement.

John D. Muir—Is Mr. Hood likely to adopt the \$1 selling price unless he sees something in it for himself?

Mr. Coleord—Yes; he is now fighting the battles of others.

Mr. Muir—Are more of the goods sold where the price is cut to 69 cents, than where it is maintained at 83 cents or \$1? Mr. Coleord—No.

Will Z. Bangs—The reason I refuse to sign at 83 cents is that I can just as well get \$1.

Mr. Muir—If 83 cents is generally adopted as the price all over the country, it is only a question of time when that will become the common price and will not be looked upon as a cut-rate price.

Dr. H. E. Locher—I move that a vote of thanks be extended Mr. Hood for the efforts he is making to put an end to the cutting of prices, but that the Secretary notify him that the Grand Rapids druggists still sell the goods at \$1.

Mr. Muir—That is the same as thanking a man for coming in and buying a postage stamp.

The resolution was adopted and the meeting then adjourned.

All It Was Worth.

Customer—I'll give you a dollar for that book. That's every cent it's worth.

Clerk—I—I—

Customer (interrupting)—A dollar, or nothing.

Clerk—Very well, sir. Cash! I was trying to say that the retail price of the book was seventy-five cents, but you wouldn't allow me to.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

AND Jeweler,

44 CANAL ST.,

Grand Rapids, Mich.

MILL SUPPLIES.



We are agents for the Cincinnati Brass Works, Kalamazoo Split Pulley Co., New York Belting & Packing Co., E. C. Atkins & Co., L. Candee & Co.

Saws, Pullies, Files, Packing, Lubricators, Emery Wheels, Rubber Belts, Rubber Toys, Leather Belts, Rubber Clothing, Rubber Shoes, Rubber Combs, Columbia, Victor and a large number of other Bicycles.

A. G. Spaulding & Bro.'s Sporting Goods.

Send for catalogue of any of the above goods.

STUDLEY & BARCLAY.
 Grand Rapids, Mich.

F. J. DEYENTHALER

JOBBER OF

Bulk and Canned

OYSTERS,

And Fresh and Salt

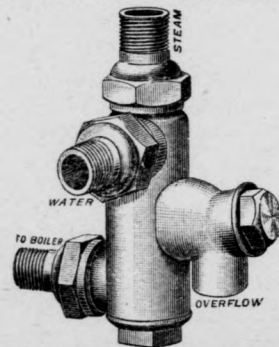
Lake Fish & Ocean Fish

Mail Orders Receive Prompt Attention.

See quotations in another column.

GRAND RAPIDS.

PENBERTHY INJECTORS.



The Most Perfect Automatic Injector Made.

HESTER & FOX,

Sole Agents,

GRAND RAPIDS, MICH.

GROCERIES.

The Grocery Market.

Sugars are cheaper, jobbers actually selling them less than cost to clean out their present stocks, preferring to sell at a small loss now than at a much larger loss after April 1. All the refiners are now working in bond, nearly all spot sugars having passed into second hands. There is bound to be considerable disappointment among the retail trade through their inability to get sugars a couple of weeks hence, due to the desire of the retailer to reduce his prices before he can actually get cheap sugars in stock. A local wholesale grocer gives some good advice on this point in another column, which THE TRADESMAN'S grocery friends would do well to heed.

The coffee market is unsteady and unsettled. A little advance would create a demand, but no one is now buying, owing to the prevailing uncertainty.

The pickle market is firm and higher prices are looked for in the near future. A year ago dealers were selling pickles at \$10, with more stock in the country than there is at the present time.

Corn syrup has advanced 2c per gallon during the past ten days.

Canned corn and tomatoes are still very strong. Strawberries are practically out of market.

Spot pork is 75c per barrel higher. Hams and shoulders, lard and dried beef have each advanced 1/4c. All kinds of provisions are firmer, with no indication of a lower market in the near future.

The P. J. Sorg Co. has advanced its Joker plug from 22 to 24c. and gives notice that Spearhead will be advanced 1c. on March 31.

Good Location for a Tannery.

TRAVERSE CITY, March 15—It strikes me as peculiar that Perry Hannah has never appreciated the advantages this place possesses as a location for a tannery and embarked in the tannery business here on a large scale. Situated in the midst of enormous tracts of hemlock, which are tributary to the town both by rail and water, and with direct water communication with all the great leather markets of the West, I am satisfied that a tannery could be conducted here with a larger margin of profit than at any other place in the country. As Mr. Hannah is a gentleman of great wealth, and is faithfully devoted to the interests of the city which has been his home for nearly forty years, I suggest that he give this matter a little investigation, as I am confident that the outcome would be a tannery, giving regular employment to a half hundred men. OBSERVER.

A Polite Dun.

W. R. Mandigo, the Sherwood druggist, sends THE TRADESMAN the following form of a "polite dun," as he calls it:

As a late snow bank melts under a warm spring sun, so melts my bank account when "warmed up" by checks for new goods. Just at this time, when so much is "outward bound," I feel the need of money, and any one owing me will confer a favor by handing in what they have to spare, and I assure them it will be appreciated. A little from each one will be a big help when all together. "A continual dropping of water will wear away a big rock," and a little money from each one will help pay a big bill.

Seconds the Motion.

KALAMAZOO, March 15.—I noticed the suggestion of N. Bouma, of Fisher Station, in regard to a mass meeting of merchants, to consider the peddling problem, and desire to state that I am heartily in favor of the idea and hope to see it carried into execution. GROCER.

Altogether Too Honest.

Seven years ago," he said, as he entered a crockery store on Monroe street the other day, "seven years ago I came in here and bought six plates of you, and handed you—"

He knocked a thirty-cent pitcher off a shelf as he waved his arm about, and after the pieces were gathered up he continued:

"I handed you a five-dollar bill. You warranted them plates to be all wool and a yard wide, and I want to say right here and now that— Excuse me."

He knocked a couple of lamp chimneys off a rack with his coat tails, and it was with a shade of asperity in his tones that the crockery man asked his errand.

"Why, I bought six plates of you."

"Well?"

"It was seven years ago."

"Well?"

"Them plates come to sixty cents, and I handed you a \$5 bill. When I come to count my change I was half way home, and I found you had given me 'leven cents too much. I was calculatin' to come to town agin the next week, but— What's that?"

In moving about in the narrow space his foot hit a four-gallon crock and upset it and broke a liberal piece out of one side.

"Did you want anything?" asked the dealer, in an acid voice.

"Certainly I do. Kinder risky moving around in here, I see. Yes, I found you had overpaid me by 'leven cents, and though I meant to come in and return it, I've had a fever sore on my leg, and I had to go out to Elmira to see my daughter, and the old woman has bin ailing more or less. Being as I was in town to day I thought I'd step— Lands! but that goes sunthin' else!"

It was a fifty-cent vase, and as the crockery man gathered up the pieces he took the old man and led him to the door and asked:

"Anything in our line to-day?"

"Of course, it's in your line! I want to clear my conscience and I've come to pay them 'leven cents. Here's a quarter which has been plugged, I guess, and I'll call it 23 cents."

"Sir, the man who was here seven years ago is dead."

"Gosh!"

"And I want you to go out of that door and take a walk. Keep right on walking until you fetch up in the river."

"What fur? What have I done?"

"You are too blamed honest. Walk!"

The old man stepped out, and when the door closed after him he turned and regarded the crockery man looking at him through the glass. It was a long minute before he got it all straight. Then he spit on the palm of his left hand, made a fist of his right and, bringing it down with a great "spat!" he shouted:

"Hanged if this hain't an everlasting lesson to me! From this minit to the day of my death every durned wallet I find in the road I'll put right down in my breeches pocket an' say nuthin' to nobody!"

The rage for separator creameries in this State is now as great as that for cream gathering creameries was a few years ago. In both cases a certain dairy supply house profited by the furor it assisted to create and reaped a rich harvest.

J. P. Visner, broker for Thomas Stokes, New York City, wholesale dealer in salt fish, is headquarters for good values. Address 17 Hermitage block, Grand Rapids, for prices on full weight and reliable quality.

PAUL EIFERT

Manufacturer of

Trunks, Traveling Bags and Cases

SAMPLE TRUNKS AND CASES
MADE TO ORDER.

Write for Prices.

41 SO. DIVISION ST.,

Grand Rapids, - - Michigan.

PRODUCE MARKET.

Apples—Green, \$4.25@4.50 for choice eating and \$3.50@3.75 for cooking stock. Evaporated are firm at 14@15c, and sun-dried are strong at 10@10 1/2c.

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 28@32c.

Cabbages—70c per doz. or \$4 per 100.

Carrots—20@25c per bu.

Celery—20@25c per doz.

Copperage—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 13c and holding at 14c.

Honey—Scarce at 16@18 for clean comb.

Onions—Unchanged. Dealers stand ready to pay \$1.26 and hold at \$1.40.

Potatoes—The market is still stronger, having advanced 5c a bushel during the past week. Shippers are now able to pay 9c and make a handsome profit.

Squash—1 1/2c per lb.

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

Turnips—30@35c per bu.

PROVISIONS.

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

PORK IN BARRELS.	
Mess, new	10 75
Short cut	10 50
Extra clear pig, short cut	12 50
Extra clear, heavy	12 00
Clear, fat back	11 75
Boston clear, short cut	12 00
Clear back, short cut	12 00
Standard clear, short cut, best	12 00

SAUSAGE—Fresh and Smoked.	
Pork Sausage	6 1/2
Ham Sausage	9
Tongue Sausage	9
Frankfort Sausage	7 1/2
Bologna, straight	5
Bologna, thick	5
Head Cheese	5

LARD—Kettle Rendered.	
Tierces	7
Tubs	7 1/2
50 lb. Tins	7 3/4

LARD.		Family.	Comp.
Tierces	5 1/2	5 1/2	5 1/2
0 and 50 lb. Tubs	5 1/2	5 1/2	5 1/2
3 lb. Pails, 20 in a case	6 1/2	6 1/2	6 1/2
5 lb. Pails, 12 in a case	6 1/2	6 1/2	6 1/2
10 lb. Pails, 6 in a case	6	6	6
20 lb. Pails, 4 in a case	5 1/2	5 1/2	5 1/2
50 lb. Cans	5 1/2	5 1/2	5 1/2

BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	7 00
Extra Mess, Chicago packing	6 75
Boneless, rump butts	10 00

SMOKED MEATS—Canned or Plain.	
Hams, average 30 lbs.	8 1/2
" " 16 lbs.	8 1/2
" " 12 to 14 lbs.	9 1/2
" picnic	5 1/2
" best boneless	8 1/2
Shoulders	5 1/2
Breakfast Bacon, boneless	7 1/2
Dried beef, ham prices	8 1/2
Long Clears, heavy	5 1/2
Briskets, medium	6
" light	6 1/2

FISH AND OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.	
Whitefish	@10
Trout	@ 9
Hallbut	@18
Ciscoes	@ 5
Flounders	@ 9
Bluefish	@12
Mackerel	@25
Cod	@12
California salmon	@18

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

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

BULK GOODS.	
Standards, per gal.	@1 25
Selects	@1 75
Scrumps	1 50
Clams	1 50
Scallops	1 50

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass	6 @ 7 1/2
" hind quarters	@ 5
" fore	@ 4 1/2
" loins, No. 3	@11
" ribs	@ 9 1/2
" tongues	@10 1/2
Bologna	@ 5
Pork loins	@ 7
" shoulders	@ 5
Sausage, blood or head	@ 5
" liver	@ 5
Frankfort	@ 7 1/2
Mutton	7 1/2 @ 8
Veal	6 1/2 @ 7

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.	
Standard, per lb.	@ 8
" H. H.	@ 8
" Twist	@ 8
" pails or packages, net weight	8 1/2
" 24-lb. bbls	8
Boston Cream	10
Cut Leaf	9
Extra H. H.	10

MIXED CANDY.	
Standard, per lb.	Bbls. Pails.
Leader	7 1/2 8
Special	8 8 1/2
Royal	8 8 1/2
Nobby	9 9
Broken	9 9
Midget	10 10
English Rock	9 9
Conserves	9 9
Broken Taffy	net, 9 1/2
Peanut Squares	net, 9 1/2
Extra	10 1/2
Kindergarten	10
French Creams	11
Valley Creams	14

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

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

ORANGES.	
Floridas, fancy	3 00@3 25
" 138-126	@ 3
" 96	@ 3
Russets, fancy 200-176-150-138	5 25
" 126-112	3 00
Valencias, choice to fancy 420	2 75@3 00
Messinas, 300-240	2 75@3 00
" 200	3 75

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

OTHER FOREIGN FRUITS.	
Figs, Smyrna, new, fancy layers	18@20
" " " "	@16
" " " "	@12 1/2
" " " "	@10
" " " "	@ 8
" " " "	@ 6

NUTS.	
Almonds, Tarragona	@17 1/2
" Ivaca	@17
" California	@17
Brazils, new	@12 1/2
Filberts	@11
Walnuts, Grenoble	@15 1/2
" Marbot	@12
" Chili	@10 1/2
Table Nuts, No. 1	@15 1/2
" No. 2	@14
Pecans, Texas, H. P.	14@16
Cocoanuts, full sacks	@4 50

PEANUTS.	
Fancy, H. P., Suis	@ 6
" " Roasted	7 1/2 @ 8
Fancy, H. P., Flags	@ 6
" " Roasted	7 1/2 @ 8
Choice, H. P., Extras	@ 5
" " Roasted	6 1/2 @ 7

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

FLOUR SACKS, GROCERY BAGS, TWINE AND WOODEN WARE.

Houseman Block,

Grand Rapids, Mich.

Wholesale Price Current.

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

APPLE BUTTER.	BEANS, SOAKED.	VEGETABLES.
Chicago goods.....7 1/2 @ 8	" Green Lima.....@ 1 60	" String.....@ 90
AXLE GREASE.	" Stringless.....@ 90	" Lewis' Boston Baked.....1 40
Frazer's.	" Corn, stand. brands.....1 05 @ 1 25	" Peas, marrowfat.....@ 1 30
Wood boxes, per doz.....\$0 80	" stand June.....@ 1 40	" sifted.....@ 1 75
" 3 doz. case.....2 40	" fine French.....2 10	" Mushrooms.....1 80
" per gross.....3 00	" Pumpkin.....@ 1 00	" Squash.....1 10
25 lb. pails, per doz.....13 00	" Succotash, soaked.....85	" standard.....1 30
15 lb. " per gross.....8 50	" Tomatoes, stand br'ds 1 00 @ 1 10	
AXIONS.	CHOCOLATE—BAKER'S.	
Wood boxes, per doz.....\$0 60	German Sweet.....92	
" 3 doz. case.....1 75	Premium.....34	
" per gross.....6 00	Pre-lum.....38	
Diamond.	Breakfast Cocoa.....40	
Wood boxes, per doz.....\$0 50	CHICORY.	
" 3 doz. case.....1 50	Bulk.....4	
" per gross.....5 50	Red.....7	
Peerless.	CHEESE.	
25 lb. pails.....\$0 90	Fancy Full Cream.....11 @ 1 1 1/2	
BAKING POWDER.	Good.....10 @ 1 0 1/2	
Acme, 1/2 lb. cans, 3 doz.....45	Part Skimmed.....8 @ 9	
" 1 lb. " 2 ".....85	Sap Sago.....2 @ 22	
" 1 lb. " 1 ".....1 10	Edam.....@ 1 00	
" bulk.....10	Swiss, imported.....24 @ 25	
Telfer's, 1/2 lb. cans, doz.....45	" domestic.....15 @ 16	
" 1 lb. ".....85	Limburger.....15	
" 1 lb. ".....1 50	CHEWING GUM.	
Arctic, 1/2 lb. cans.....60	Rubber, 100 lumps.....35	
" 1 lb. ".....1 20	" 200.....40	
" 5 lb. ".....9 60	Spruce, 200 pieces.....40	
Red Star, 1/2 lb. cans.....80	CATSUP.	
" 1 lb. ".....1 50	Snider's, 1/2 pint.....1 35	
BATH BRICK.	" pint.....2 30	
2 dozen in case.....90	" quart.....3 50	
English.....70	CLOTHES PINS.	
Bristol.....60	5 gross boxes.....50	
Domestic.....60	COCA SHELLS.	
BLUING.	Bulk.....4 @ 4 1/2	
Gross	Pound packages.....@ 7	
Arctic, 4 oz. ovals.....4 00		
" 8 oz.....7 00	COFFEE.	
" pints, round.....10 50	Rio.....30 1/2	
" No. 2, sifting box.....2 75	Good.....31	
" No. 3.....4 00	Prime.....31 1/2	
" No. 5.....8 00	Golden.....32 1/2	
" 1 oz ball.....4 50	Peaberry.....33	
BROOMS.	Santos.....33	
No. 2 Hurl.....1 75	Fair.....30 1/2	
No. 1.....2 00	Good.....31	
No. 2 Carpet.....2 25	Prime.....31 1/2	
No. 1.....2 50	Peaberry.....32 1/2	
Parlor Gem.....2 75	Mexican and Guatemala.....32	
Common Whisk.....90	Good.....23	
Fancy.....1 20	Fancy.....25	
Mill.....3 25	Maracaibo.....22 1/2	
Warehouse.....2 75	Milled.....24	
BUCKWHEAT FLOUR.	Java.....25	
Rising Sun.....5 00	Interior.....25	
York State.....5 00	Private Growth.....26	
Self Rising.....4 50	Mandehling.....29	
BUTTERINE.	Mocha.....25	
Creamery.....13 1/2	Arabian.....27	
Rolls.....14	ROASTED.	
Dairy.....11	To ascertain cost of roasted	
Solid packed.....11 1/2	coffee, add 1/2 c. per lb. for roast-	
Hotel, 40 lb. boxes.....10 1/2	ing and 15 per cent. for shrink-	
Star, 40 lb. ".....9 1/2	age.	
Paraffine.....11	PACKAGE.	
Wicking.....25	McLaughlin's XXXX.....25 1/2	
CANNED GOODS.	Lion.....25 1/2	
FISH.	" in cabinets.....26 1/2	
Clams, 1 lb. Little Neck.....1 10	Durham.....25 1/2	
Clam Chowder, 3 lb. stand.....1 25	EXTRACT.	
Cove Oysters, 1 lb. stand.....1 25	Valley City.....75	
" 2 lb. ".....2 25	Felix.....1 15	
Lobsters, 1 lb. picnic.....1 90	Hummel's.....65	
" 2 lb. ".....2 65	CLOTHES LINES.	
" 1 lb. Star.....2 50	Cotton, 40 ft. per doz.....1 35	
" 2 lb. Star.....3 25	" 50 ft. ".....1 50	
Mackerel, in Tomato Sauce 3 50	" 60 ft. ".....1 75	
" 1 lb. stand.....1 20	" 70 ft. ".....2 00	
" 2 lb. ".....2 00	" 80 ft. ".....2 25	
" 3 lb. in Mustard.....3 50	60 ft. ".....1 00	
" 3 lb. soured.....3 50	72 ft. ".....1 15	
Salmon, 1 lb. Columbia 1 75 @ 1 95	CONDENSED MILK.	
" 1 lb. Alaska.....@ 1 40	Eagle.....7 50	
Sardines, domestic 1/2 s.....@ 5 6	Anglo-Swiss.....6 00 @ 7 70	
" Mustard 3/4 s.....@ 5 6	COPONS.	
" imported 1/2 s.....@ 1 1	" Superior.....2 50	
" spiced, 1/2 s.....@ 1 10	" ".....3 00	
Trout, 3 lb. brook.....2 50	" ".....4 00	
FRUITS.	" ".....5 00	
Apples.....4 00	" ".....6 00	
Apricots.....4 00	" ".....6 00	
Santa Cruz.....2 25	" ".....6 00	
Lusk's.....2 40	" ".....6 00	
Red.....1 20	" ".....6 00	
Pitted Hamburg.....1 40	" ".....6 00	
Damsons, Egg Plums and Green.....@ 65	" ".....6 00	
Gages.....@ 65	" ".....6 00	
Erie.....@ 65	" ".....6 00	
Gooseberries.....1 10	" ".....6 00	
Common.....1 10	" ".....6 00	
Peaches.....1 60 @ 1 75	" ".....6 00	
Ple.....2 25	" ".....6 00	
Maxwell.....2 25	" ".....6 00	
Shepard's.....2 25	" ".....6 00	
California.....2 60 @ 2 75	" ".....6 00	
Pears.	" ".....6 00	
Domestic.....1 25	" ".....6 00	
Riverside.....2 25	" ".....6 00	
Pineapples.	" ".....6 00	
Common.....1 30	" ".....6 00	
Johnson's sliced.....2 40	" ".....6 00	
" grated.....2 65	" ".....6 00	
Quinces.	" ".....6 00	
Common.....1 10	" ".....6 00	
Raspberries.....1 30	" ".....6 00	
Red.....1 30	" ".....6 00	
Black Hamburg.....1 40	" ".....6 00	
Strawberries.....1 10	" ".....6 00	
Lawrence.....2 00	" ".....6 00	
Hamburg.....2 00	" ".....6 00	
Whortleberries.....1 40	" ".....6 00	
Common.....1 40	" ".....6 00	
MEATS.	" ".....6 00	
Corned beef.....2 00	" ".....6 00	
Roast.....1 75	" ".....6 00	

VEGETABLES.	DRIED FRUITS.
Beans, soaked Lima.....85	DOMESTIC.
" Green Lima.....@ 1 60	Apples, sun-dried.....10 1/2 @ 11
" String.....@ 90	evaporated.....14 @ 15
" Stringless.....@ 90	Apricots.....14 @ 20
" Lewis' Boston Baked.....1 40	Blackberries ".....14 @ 20
" Corn, stand. brands.....1 05 @ 1 25	Peaches ".....20 @ 22
" Peas, marrowfat.....@ 1 30	PRUNES.
" stand June.....@ 1 40	Turkey.....@ 9
" sifted.....@ 1 75	Bosnia.....@ 10
" fine French.....2 10	French.....@ 11
" Mushrooms.....1 80	PEEL.
" Pumpkin.....@ 1 00	Lemon.....18
" Squash.....1 10	Orange.....18
" Succotash, soaked.....85	In drum.....@ 18
" standard.....1 30	In boxes.....@ 20
" Tomatoes, stand br'ds 1 00 @ 1 10	CURRENTS.
CHOCOLATE—BAKER'S.	Zante, in barrels.....@ 5 1/2
German Sweet.....92	" in 1/2 bbls.....@ 5 1/2
Premium.....34	" in less quantity.....@ 6
Pre-lum.....38	RAISINS—California.
Breakfast Cocoa.....40	Bags.....7
CHICORY.	London Layers, 3 cr'n.....2 10
Bulk.....4	" fancy.....2 25
Red.....7	Muscatsels, 2 crown.....1 65
CHEESE.	" 3 ".....2 00
Fancy Full Cream.....11 @ 1 1 1/2	Foreign.....8
Good.....10 @ 1 0 1/2	Ondaras.....8 1/2 @ 9
Part Skimmed.....8 @ 9	Sultanas.....16 @ 20
Sap Sago.....2 @ 22	FARNACIOUS GOODS.
Edam.....@ 1 00	Farina, 100 lb. kegs.....4 00
Swiss, imported.....24 @ 25	Hominy, per bbl.....4 00
" domestic.....15 @ 16	Macaroni, doz 12 lb box.....55
Limburger.....15	" imported.....@ 11
CHEWING GUM.	Pearl Barley.....3 @ 3 1/2
Rubber, 100 lumps.....35	Peas, green.....@ 1 10
" 200.....40	" split.....@ 3 1/2
Spruce, 200 pieces.....40	Sago, German.....@ 5
CATSUP.	Tapioca, fl'k or p'rl.....5 @ 6
Snider's, 1/2 pint.....1 35	Wheat, cracked.....@ 5
" pint.....2 30	Vermicelli, import.....@ 11
" quart.....3 50	" domestic.....@ 5 1/2
CLOTHES PINS.	FISH—SALT.
5 gross boxes.....50	Cod, whole.....5 1/2 @ 5 1/2
COCA SHELLS.	" bricks.....7 1/2 @ 9
Bulk.....4 @ 4 1/2	" strips.....7 1/2 @ 9
Pound packages.....@ 7	Halibut.....@ 10
COFFEE.	Herring, gibbed, bbl.....5 25
Rio.....30 1/2	" Holland, bbls.....12 00
Good.....31	" kegs.....25
Prime.....31 1/2	" Scaled.....25
Golden.....32 1/2	Mackerel, No. 1, 1/2 bbl.....12 00
Peaberry.....33	" 10 lb kit.....1 10
Santos.....33	Pollock.....3 00 @ 3 25
Fair.....30 1/2	Trout, 1/2 bbls.....@ 5 50
Good.....31	" 10 lb kits.....80
Prime.....31 1/2	White, No. 1, 1/2 bbls.....@ 7 10
Peaberry.....32 1/2	" 10 lb kits.....85
Mexican and Guatemala.....32	" Family 1/2 bbls.....3 00
Good.....23	" kits.....55
Fancy.....25	FLAVORING EXTRACTS.
Maracaibo.....22 1/2	Jennings' D C.....55
Milled.....24	Lemon, Vanilla.....75 1 25
Java.....25	3 oz.....1 00 1 50
Interior.....25	4 oz.....1 50 2 00
Private Growth.....26	6 oz.....2 00 3 00
Mandehling.....29	8 oz.....3 00 4 10
Mocha.....25	GUN POWDER.
Arabian.....27	Kegs.....5 50
ROASTED.	Half kegs.....3 00
To ascertain cost of roasted	HERBS.
coffee, add 1/2 c. per lb. for roast-	Sage.....15
ing and 15 per cent. for shrink-	Hops.....25
age.	JELLIES.
PACKAGE.	Chicago goods.....4
McLaughlin's XXXX.....25 1/2	LAMP WICKS.
Lion.....25 1/2	No. 1.....30
" in cabinets.....26 1/2	No. 1.....40
Durham.....25 1/2	No. 2.....50
EXTRACT.	LICORICE.
Valley City.....75	Pure.....30
Felix.....1 15	Calabria.....25
Hummel's.....65	Sicily.....18
CLOTHES LINES.	LYE.
Cotton, 40 ft. per doz.....1 35	Condensed, 2 doz.....1 25
" 50 ft. ".....1 50	MATCHES.
" 60 ft. ".....1 75	No. 9 sulphur.....2 00
" 70 ft. ".....2 00	Anchor parlor.....1 70
" 80 ft. ".....2 25	No. 2 home.....1 70
60 ft. ".....1 00	Export parlor.....4 25
72 ft. ".....1 15	MOLASSES.
CONDENSED MILK.	Black Strap.....16
Eagle.....7 50	Cuba Baking.....19
Anglo-Swiss.....6 00 @ 7 70	Perto Rico.....19 @ 23
COPONS.	New Orleans, good.....25
" Superior.....2 50	" choice.....35
" ".....3 00	" fancy.....45
" ".....4 00	One-half barrels, 3c extra.....6 50
" ".....5 00	Barrels.....6 50
" ".....6 00	Half barrels.....3 38
" ".....6 00	ROLLED OATS.
" ".....6 00	Barrels.....@ 6 50
" ".....6 00	Half bbls.....@ 3 38
" ".....6 00	PICKLES.
" ".....6 00	Medim.....87 50
" ".....6 00	Barrels, 1,200 count.....4 25
" ".....6 00	Small.....9 00
" ".....6 00	Barrels, 2,400 count.....5 00
" ".....6 00	Half barrels, 1,200 count.....5 00
" ".....6 00	PIPES.
" ".....6 00	Clay, No. 216.....1 75
" ".....6 00	" T. D. full count.....75
" ".....6 00	Cob, No. 3.....1 25
" ".....6 00	RICE.
" ".....6 00	Carolina head.....7
" ".....6 00	" No. 1.....6
" ".....6 00	" No. 2.....6 1/2
" ".....6 00	Japan, No. 1.....6 1/2
" ".....6 00	" No. 2.....5 1/2
" ".....6 00	SAUERKRAUT.
" ".....6 00	Barrels.....4 50
" ".....6 00	Half barrels.....2 5
" ".....6 00	SAPOLIO.
" ".....6 00	Kitchen, 3 doz. in box.....2 50
" ".....6 00	Hand 3 ".....2 50
" ".....6 00	SOUPS.
" ".....6 00	Snider's Tomato.....2 40

SPICES.	SALEARATUS.
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
" Saigon in rolls.....35	" pure.....5 1/2
Cloves, Amboyna.....25	Our Leader.....5
" Zanzibar.....15	SYRUPS.
Mace Batavia.....80	Corn, barrels.....27
Nutmegs, fancy.....80	" one-half barrels.....29
" No. 1.....75	Pure Sugar, bbl.....30 @ 40
" No. 2.....65	" half barrel.....3 30 @ 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.
" Saigon.....35	Jettine, 1 doz. in box.....75
Cloves, Amboyna.....30	TEAS.
Zanzibar.....20	JAPAN—Regular.
Ginger, African.....15	Fair.....@ 20
" Cochin.....18	Good.....@ 22
" Jamaica.....20	Choice.....@ 24
Mace Batavia.....20	Choicest.....@ 32
Mustard, Eng. and Trieste.....25	Dust.....@ 10 @ 14
" Trieste.....27	SUGURED.
Nutmegs, No. 2.....75	Fair.....@ 20
Pepper, Singapore, black.....20	Good.....@ 22
" white.....30	Choice.....@ 24
" Cayenne.....20	Choicest.....@ 32
" Absolute" in Packages.....8 1/2	Dust.....@ 10 @ 14
Allspice.....84 1 55	BASKET FIRED.
Cinnamon.....84 1 55	Fair.....@ 20
Cloves.....84 1 55	Choice.....@ 22
Ginger, Jam.....84 1 55	Choicest.....@ 32
" Af.....84 1 55	Extra choice, wire leaf.....@ 40
Mustard.....84 1 55	GUNPOWDER.
Pepper.....84 1 55	Common to fair.....25 @ 25
Sage.....84 1 55	Extra fine to finest.....50 @ 65
CUT LOAF.	Choicest fancy.....75 @ 85
Cubes.....@ 6 1/2	OLONG.
Powdered.....@ 6 1/2	Common to fair.....25 @ 30
Granulated.....6 44	Superior to fine.....30 @ 50
Confectioners' A.....@ 6 1/2	Fine to choicest.....55 @ 65
White Extra C.....@ 5 1/2	IMPERIAL.
Extra C.....@ 5 1/2	Common to fair.....20 @ 25
Yellow.....@ 5 1/2	Superior to fine.....40 @ 50
Less than 100 lbs. 1/2 c advance	YOUNG HYSON.
SCALES—Perfection.	Common to fair.....18 @ 26
Tea, 2 lb. tin scoop.....\$ 6 50	Superior to fine.....30 @ 40
" brass.....7 25	ENGLISH BREAKFAST.
" 5-lb. tin scoop.....8 75	Fair.....25 @ 30
" brass.....8 75	Choice.....30 @ 35
Grocers', 11-lb. tin scoop.....11 00	Best.....55 @ 65
" brass.....12 25	Tea Dust.....8 @ 10
" 22-lb. tin.....13 25	TOBACCO—Fine Cut.
" brass.....14 75	D. Scotten & Co.'s Brands.....60
STARCH.	Hawatha.....34
Corn.....6 1/2	Sweet Cuba.....34
20-lb boxes.....6 1/2	TOBACCO—Plug.
40-lb ".....6 1/2	Jas. G. Butler & Co.'s Brands.....37
1-lb packages.....6	Something Good.....37
3-lb ".....6	Peach Pie.....34
6-lb ".....6 1/2	" Tobacco".....35
40 and 50 lb. boxes.....4 1/2	TOBACCO—Smoking.
Barrels.....4 1/2	Hector.....17
	

CONFESSIONS OF A DRUMMER.

IX

Written for THE TRADESMAN.

The next city I struck was one in which Syrup & Co. had never done business, probably because it was a little off from our regular route in that part of the State. I was getting short of money and I knew that I should have to wait somewhere for the house to pay a draft, and I thought I might work up some new business there.

When I got off the train and got into the 'bus at the depot I had just money enough to pay my fare to the hotel, for that was one of the towns where 'bus rides are not free.

I was comparatively new on the road then, and was thinking over my circumstances in no very pleasant frame of mind, when a young fellow bounded into

the 'bus and clapped me on the shoulder with—

"Hello, Bob!"

Now, my name is not a pretty one, but it isn't Bob, or anything like it, and I had no recollection of ever having seen the fellow before, but I said "Good morning" and started in with some commonplace talk to see if I couldn't find out who he was and where I had met him.

"What are you doing now?" he asked.

"Traveling for Syrup & Co."

"Aint that something new?"

"Yes; I've only been at it a little while."

I noticed the chap looking at me in a guess kind of a way, and was about to tell him that I didn't remember of having seen him before and that my name

wasn't Bob, when the 'bus backed up to the hotel.

The clerk looked at me out of the corner of his eyes while I was registering and whirled the book around and read the name before he said a word.

"Two dollars a day. Pay in advance, please."

Talk about a man going up in a balloon and falling out! I felt as though I was falling about ten thousand miles. For the first time I was flat broke on the road, and for the first time I was asked to pay in advance.

"Isn't that unusual with traveling men?" I asked.

"Who you traveling for?"

"Syrup & Co."

"You sold blue sky the last time you came here."

"What?"

"Blue sky—patent right territory. And you went away and forgot to pay your bill. You'll pay that, too, before you get a room here."

"But I was never here before."

"Not under that name—no."

"Not under any name."

"Oh, come off," broke in the young man who had talked with me in the 'bus. "You recognized me at the depot all right enough."

"Come, come," said the clerk, walking out from behind the desk, "we don't want any scene here. Either pay up or out. Porter!"

If I ever run a hotel I shall employ a good large porter with a wicked face and a fist like a maul, just like the one that kept me from bumping that clerk's head.

The upshot of it all was that I went out, followed by a little crowd of hotel

AMBOY CHEESE.

We claim it to be the Best made---Why do we think so?

BECAUSE

For 20 years it has been the Leading Brand. It nearly doubled our Cheese trade last year. It always brings the highest price, and because our trade tell us so. If that is not enough, try it.

OLNEY & JUDSON GROCER CO.

H. LEONARD & SONS, Grand Rapids.

Wholesale Agents for the National Vapor Stoves.

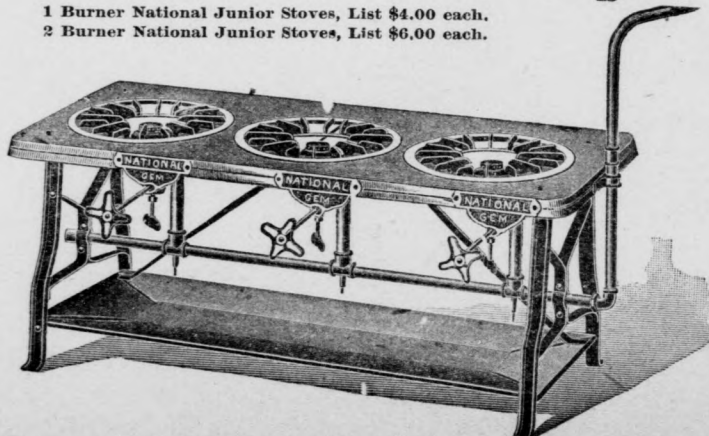
30 PER CENT. DISCOUNT FROM LIST. CRATING EXTRA.

THIS ELEGANT CABINE, No.

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.

lounge who made acrimonious remarks as I hastened over the ten miles of space between the counter and the door. I have been informed since that the distance referred to is not ten miles, but it seemed more than that then.

A few years later I should have known just what to do, but I didn't know then, so I just walked up and down the street thinking.

I didn't have the nerve to go to another hotel, for the chances were that the fellow who had "sold blue sky" and who looked like me, had gotten in his perfect work in more places than one in the town. I didn't like to telegraph to the house, because I was off my route, and didn't want them to know it unless I sent in a good order from there. In fact, I had my doubts about the telegraph clerk sending my message unless paid for in advance.

At last I saw three golden-hued balls suspended in front of a door across the street. I had never patronized an institution of that kind, and didn't like to, for I had been told that the significance of the sign was that when you put anything in there it was two to one you wouldn't get it back.

There seemed no other way, however, for I didn't know how I was going to get out of town or where my next meal was coming from, so I went in and laid my gold watch and chain down on the showcase.

The pawnbroker was a burly villain with gray hair and whiskers and the general aspect of a man you would turn out for if you were to meet him in an alley or on the street after dark.

He looked the watch and chain over carefully and laid them down again.

"Vell."

"I want ten dollars."

He examined the property once more and shoved it back to me.

"Five."

That would supply me until I could get back on my route and draw on the house.

"Well, give me five."

"Vere you get it?" he asked.

"Bought it, there's my name on the case."

"How I know dot? You be identified?"

"If I knew a person in the town, I wouldn't have to put it up," I replied, handing out my card.

He looked at the card as he had looked at the watch.

"Gif you five out and out," he suggested.

"No, it cost a hundred and fifty."

"Ten."

"No."

"How long you vant it?"

"Until I hear from the house—three days."

He put the watch in the safe, gave me a ticket and counted out five silver dollars, each one of which looked larger to me than the G. R. & I. train shed.

After explaining that he must send the property to me by express when I sent the money and ticket in a registered letter I went out, the happiest man in the State.

I may as well say here that it cost me about eight dollars to get my watch back, and that "the boys" roasted me unmercifully about the transaction, when they found it out. When I did get it back I took out my note book and made another mem.: "When you get down to

your last five dollars, stay where you are until you hear from the house."

With the money rattling in my pocket I felt like going back and making faces at the hotel clerk, but I thought of the porter and didn't go. I was making my way to the depot when I heard someone calling my name.

"Charley! Charley! Ho, Charley!"

I never knew until then how happy the sight of a familiar face could make a man, and by the time I got hold of Jim Mason's outstretched hand I was fairly dancing up and down.

"What are you doing here?" he asked, catching his breath after the run he had had following me.

Mason was an old friend whom I thought I could trust, and I explained that my principal business there was getting fired out of hotels and "soaking" personal property, which brought out the whole story.

The first thing Mason did was to lean up against a convenient building and laugh until I thought seriously of going away and leaving him. The next thing he did was to take me by the arm and march me back to the hotel.

"See here," he said to the clerk, "I want to introduce you to a friend of mine—Mr. Smith, Mr. Blue Sky."

"I have met Mr. Blue Sky before today," growled the clerk.

Mason went off in another fit of laughter and offered to bet ten that he hadn't. And all this time I stood there, feeling like a man being tried before a country police judge.

Then the clerk turned to me.

"Wasn't you here last summer selling county rights?"

"Scareely."

"Selling nothing," laughed Mason. "I've known this man five years, and he don't know any more about county rights than he does about getting out of a scrape. What was it the governor of North Carolina said to the governor of South Carolina?"

The clerk still looked doubtful, but he lead the way to the bar room. I had had enough of that sort of thing with my festive friend down the road and took a cigar.

"Ever see this man before?" asked the clerk of the man behind the bar.

"Guess not."

"Don't you think he looks like our county right man?"

"No more than you do."

"Well, that's a horse on me," said the clerk, reaching out his hand. "You came here to sell goods, didn't you?"

I handed him another card.

"Well," he said, "you stay here to-day and I'll go out with you this afternoon and square this. If you don't sell a thousand dollars' worth of goods here, I'll buy 'em myself and stock up the hotel."

He did go out with me, and from that time on that was one of the best places I "made." The only drawback was that I was always "Mr. Blue Sky" there.

Steering Clear of Sin.

Milkman—"Johnny, did you put water in the milk this morning?"

New Assistant—"Yes, sir."

"Don't you know that is wicked, Johnny?"

"But you told me to mix water with the milk."

"Yes, but I told you to put the water in first and pour the milk into it. Then, you see, we can tell the people we never put water in our milk."

MICHIGAN CENTRAL
"The Niagara Falls Route."

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

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

DETROIT GRAND HAVEN AND MILWAUKEE RAILWAY
TIME TABLE
NOW IN EFFECT.

EASTWARD.				
Trains Leave	+No. 14	+No. 16	+No. 18	*No. 28
Grand Rapids, Lv	6:50 a.m.	1:20 a.m.	3:45 p.m.	10:55 p.m.
Ionia, Ar	7:45 a.m.	11:25 a.m.	4:52 p.m.	12:37 a.m.
St. Johns, Ar	8:22 a.m.	12:17 a.m.	5:40 p.m.	1:55 a.m.
Owosso, Ar	9:15 a.m.	1:20 p.m.	6:40 p.m.	3:15 a.m.
E. Saginaw, Ar	11:05 a.m.	5:00 p.m.	8:45 p.m.	
Bay City, Ar	11:55 a.m.	6:25 p.m.	9:35 p.m.	
Flint, Ar	11:10 a.m.	3:55 p.m.	8:00 p.m.	5:40 a.m.
Pt. Huron, Ar	3:05 p.m.	6:50 p.m.	10:20 p.m.	7:35 a.m.
Pontiac, Ar	10:57 a.m.	3:05 p.m.	8:55 p.m.	5:20 a.m.
Detroit, Ar	11:5 a.m.	4:05 p.m.	9:50 p.m.	7:20 a.m.

WESTWARD.			
Trains Leave	*No. 81	+No. 11	+No. 13
Grand Rapids, Lv	7:06 a.m.	1:00 p.m.	5:10 p.m.
Grand Haven, Ar	8:50 a.m.	2:15 p.m.	6:15 p.m.
Milwaukee Str, Ar			
Chicago Str, Ar			

*Daily. †Daily except Sunday. Trains arrive from the east, 6:40 a. m., 12:50 p. m., 5:00 p. m. and 10:25 p. m. Trains arrive from the west, 10:10 a. m., 3:35 p. m. and 9:50 p. m. Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 28 Wagner Sleeper. Westward—No. 81 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffetcar. JOHN W. LOUD, Traffic Manager. BEN FLETCHER, Trav. Pass. Agent. JAS. CAMPBELL, City Ticket Agent. 23 Monroe Street.

CHICAGO & WEST MICHIGAN RY.

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

DETROIT, LANSING & NORTHERN R R

DEPART FOR	A. M.	P. M.	P. M.
Detroit and East	7:25	1:20	*6:25
Lansing	7:25	1:20	*6:25
Howell	7:25	1:20	*6:25
Grand Ledge	7:25	1:20	*6:25
Lake Odessa	7:25	1:20	*6:25
Plymouth	7:25	1:20	*6:25
Howard City	7:30	4:30	
Edmore	7:30	4:30	
Alma	7:30	4:30	
St. Louis	7:30	4:30	
Saginaw City	7:30	4:30	

*Every Day. †Week Days. 7:25 A. M. runs through to Detroit with parlor car; seats 25 cents. 1:20 P. M. Has through Parlor car to Detroit. Seats, 25 cents. 6:25 P. M. runs through to Detroit with parlor car, seats 25 cents. For tickets and information apply at Union Ticket Office, 67 Monroe street, or Union station. GEO. DEHAVEN, Gen. Pass'r Agt.

Muskegon, Grand Rapids & Indiana. For Muskegon—Leave. From Muskegon—Arrive. 7:00 a.m. 10:10 a.m. 11:15 a.m. 3:45 p.m. 5:40 p.m. 8:45 p.m. Through tickets and full information can be had by calling upon A. Alquist, ticket agent at Union Station, or George W. Munson, Union Ticket Agent, 67 Monroe street, Grand Rapids, Mich. C. L. LOCKWOOD, General Passenger and Ticket Agent.

Grand Rapids & Indiana. In effect February 1, 1891. TRAINS GOING NORTH. Arrive from Leverage South. For Saginaw, solid train 7:30 a.m. For Traverse City 7:05 a.m. For Traverse City & Mackinaw 9:20 a.m. For Saginaw, solid train 4:30 p.m. For Cadillac 4:30 p.m. For Mackinaw 7:45 p.m. From Kalamazoo 8:55 p.m. TRAINS GOING SOUTH. Arrive from Leverage North. For Cincinnati 6:00 a.m. For Kalamazoo and Chicago 10:15 a.m. From Saginaw 11:45 a.m. For Fort Wayne and the East 2:00 p.m. For Cincinnati 5:30 p.m. For Kalamazoo and Chicago 10:00 p.m. From Saginaw 10:30 p.m. Trains marked (1) run daily; (2) daily except Sunday. Sleeping and parlor car service: North—11:30 a. m. train, parlor chair car for Mackinaw City; 10:30 p. m. train, Wagner sleeping car for Mackinaw City. South—7:00 a. m. train, parlor chair car for Cincinnati; 10:30 a. m. train, through parlor coach to Chicago; 6 p. m. train, Wagner sleeping car for Cincinnati; 11:05 p. m. train, Wagner sleeping car for Chicago.

Toledo, Ann Arbor & North Michigan Railway.

In connection with the Detroit, Lansing & Northern or Detroit, Grand Haven & Milwaukee offers a route making the best time between Grand Rapids and Toledo. VIA D., L. & N. Lv. Grand Rapids at 7:25 a. m. and 6:25 p. m. Ar. Toledo at 1:10 p. m. and 11:00 p. m. VIA D., G. H. & M. Lv. Grand Rapids at 6:50 a. m. and 3:45 p. m. Ar. Toledo at 1:10 p. m. and 11:00 p. m. Return connections equally as good. W. H. BENNETT, General Pass. Agent, Toledo, Ohio.

Furniture
—AT—
Nelson,
Matter
& Co.'s

Styles New, Cheap, Medium and Expensive.

Large Variety. Prices Low.

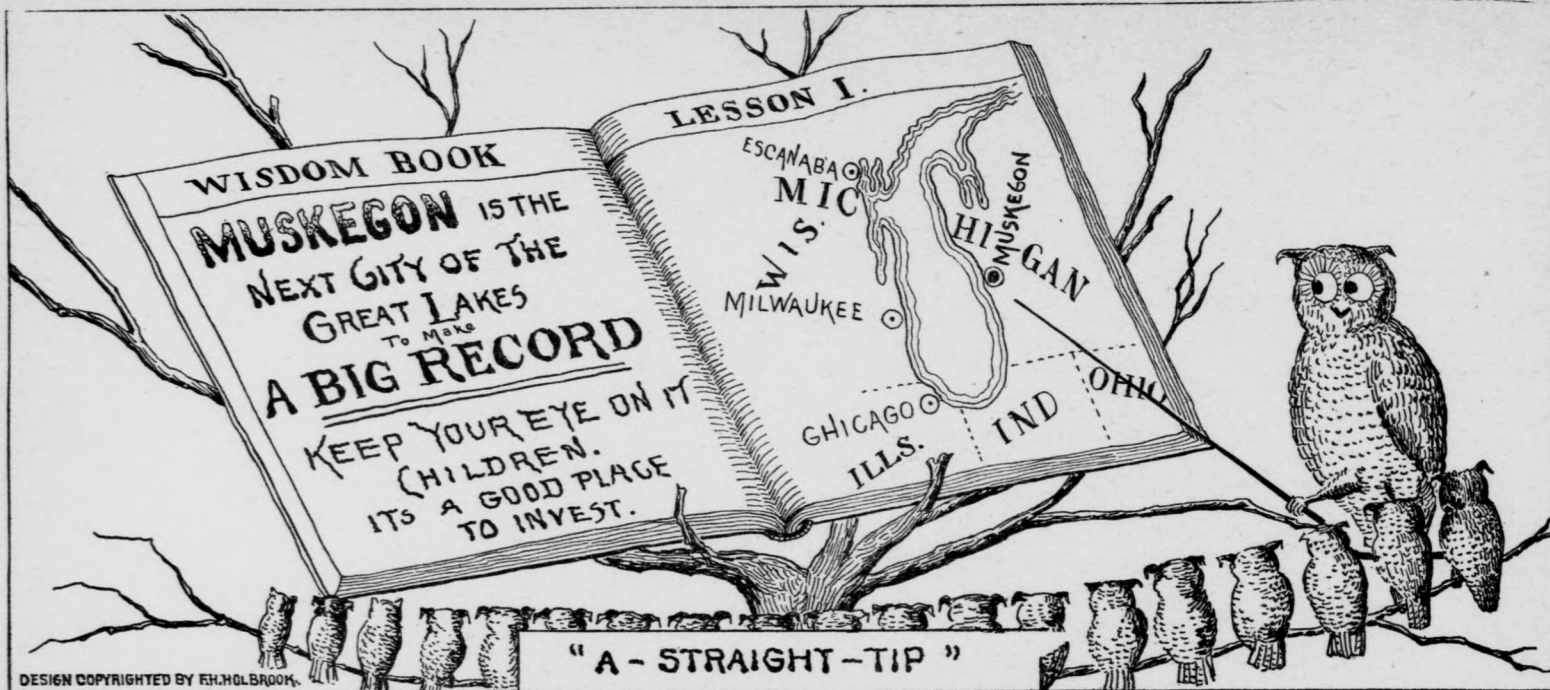
Beans and Clover Seed

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

Potatoes and Onions In car lots. We pay highest market price and are always in the market.

W. T. LAMOREAUX & CO. 128, 130 and 132 West Bridge St., GRAND RAPIDS, MICH.

GINSENG ROOT. We pay the highest price for it. Address PECK BROS., Wholesale Druggists, GRAND RAPIDS.



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.



One Pound Decorated Tins
1 DOZ. IN A CASE.

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