

Michigan Tradesman.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, APRIL 8, 1891.

NO. 394

PEOPLE'S SAVINGS BANK.

Cor. Monroe and Ionia Sts.,

Capital, \$100,000. Liability, \$100,000.

Depositors' Security, \$200,000.

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Henry F. Hastings, Vice-President.
Charles M. Heald, 2d Vice-President.
Charles B. Kelsey, Cashier.

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Four per cent. interest paid on time certificates and savings deposits. Collections promptly made at lowest rates. Exchange sold on New York, Chicago, Detroit and all foreign countries. Money transferred by mail or telegraph. Municipal and county bonds bought and sold. Accounts of mercantile firms as well as banks and bankers solicited.

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EATON, LYON & CO.,

JOBBERS OF

Stationery and Books

A Complete Line of

HAMMOCKS,
FISHING TACKLE,
MARBLES,

BASE BALL GOODS

Our new sporting goods catalogue will be ready about February 10th.

EATON, LYON & CO.,

20 and 22 Monroe St.

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.

FRANK M. BEACH, Prop.

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Fire Insurance Company.

Prompt, Conservative, Safe.

W. F. McBAIN, Sec'y. S. F. ASPINWALL, Pres't.

IT WILL PAY YOU
To Buy ALLEN B. WRISLEY'S
GOOD CHEER SOAP.
Leading Wholesale Grocers keep it.

ESTABLISHED 1841.

THE MERCANTILE AGENCY

R. G. Dun & Co.

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

HARVEY & HEYSTEK,

Wholesale Dealers in

Wall Paper

—AND—

Picture Frame Mouldings.

Also a complete line of PAINTS, OILS and BRUSHES.

Correspondence Solicited.

Warehouse, 81 & 83 Campau St.

74 & 76 Ottawa St., GRAND RAPIDS.

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.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

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CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

MILLINERY

HEADQUARTERS.

Wholesale and Retail.

Adams & Co.,

90 Monroe St., Opp. Morton House.

SPRING OPENING—March 26, 27 & 28.

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.

CUTS for BOOM EDITIONS

—OR—

PAMPHLETS

For the best work, at reasonable prices, address THE TRADESMAN COMPANY.

A PIONEER TRADER.

Incidents in the Early Days of Houghton County.

Written for THE TRADESMAN.

[CONTINUED FROM LAST WEEK.]

It was now the last of November, and, while the weather was not so cold as I had expected it would be, it was snowing almost constantly. There was an average depth of four feet of snow already on the ground and still it kept coming. The mails and express which must now reach us overland were greatly delayed from this cause, and for several weeks we had been practically cut off from communication with the outside world. Two weeks more passed, with an increase in the depth of snow. The cold becoming more intense, a hard crust formed upon the surface, sufficient to bear the weight of men and dogs, though not of horses, and by this primitive mode of conveyance—sleds drawn by men and dogs—the delayed mails and packages now began to arrive. I was informed that this was one of those severe winters often experienced here, which sometimes seriously interfered with the commerce of this region for months.

I had noticed that Mr. Hicks exhibited more anxiety than usual concerning his business and was occasionally absorbed in deep thought. Emboldened by the confidence he seemed to repose in me, I approached him one evening when we were alone and deferentially enquired if his business occasioned the anxiety I had noticed. He looked at me pleasantly for a moment, then, reaching a late packet of letters, selected one which he handed me, with the remark, "That will explain. Read it, Edward." It was a statement of account from a wholesale house, showing a balance of something over \$1,000 against Eli Hicks, several months past due, with the remark that, if not promptly paid, they would feel obliged to forward it to Marquette for collection.

"If the mails and express matter had not been so delayed by this bad weather," said Mr. Hicks, as I finished reading the communication, "I should have paid this long ago. Money was ordered sent here by one mining company several weeks since to pay off their workmen, but the storms delayed the mails going south as well as those coming north. If that company had received their money and paid their men, it would at once have given me nearly \$800 toward canceling my outstanding paper. Of course, we should also have sold large amounts of goods for cash, whereas, our trade has fallen off materially from that of former winters when communication was uninterrupted. I stated the situation to the house in the last mail going south, and I have a hope that they will grant my request for a renewal of time, as a forced collection would impair my credit, and thus my standing with the wealthy miners of this peninsula would be very materially injured. If I knew where to borrow the money, I would do so at once, and would give a chattel mortgage upon

some of the best portion of my stock, or, if the party preferred, I would sell a part of my stock at what it cost me. Still, it is not probable that that amount could be obtained any nearer than Marquette, and, at present, it would be easier to reach Chicago than that place."

Fancy my thoughts and feelings as I listened to the words of my good friend and employer, knowing that it was in my power to relieve him at once in this emergency. How clearly the parting words of my father came back to me, reproving me for my silence—"If you should remain with him, give him your confidence. Show him that you appreciate his kindness and treat him in all respects as if he were your father's brother."

I could hesitate no longer.

"Mr. Hicks," said I, "it is in my power to relieve you in the present emergency. Please allow me to do so, and in the same manner I would were you my father's brother, for such I almost regard you. I can give you drafts upon Chicago for \$1,000. They can leave for Detroit by the first mail out. If it were my own uncle, I should ask security for its payment, but no interest. I will ask no more of you."

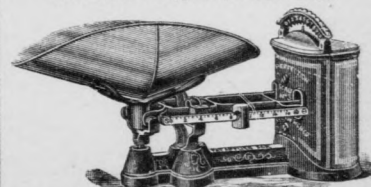
For a few minutes he seemed agitated by conflicting emotions, but at length said: "My friend, there is only one way in which I can permit you to confer upon me this great favor. My first thought must be for your perfect security, else I could not accept it at all. Owing to the quantity of snow that has fallen this season, my trade has been so light, and probably will be for the next six months, that I have on hand an overstock of some kinds of goods. I would, therefore, prefer that you purchase such goods—and only such—from me as I feel positive you can suffer no loss upon. They will then be yours, and also whatever advance in price may accrue. I refer to lard, butter and bacon, all of which are staple articles in this region. You must accept them from me at the invoice prices when purchased with no freight added, and, if it should happen that you obtain no interest on your investment, I will personally see that you, at least, suffer no loss."

The next day I received the following bill of sale, the packages being marked with my name and set aside:

2 tons No. 1 lard @ 8½c.....	\$340 00
31 100-pound kegs butter @ 15c.....	465 00
1½ tons bacon @ 8c.....	200 00
	\$1005 00

Perfection Scale.

The Latest Improved and Best.



Does Not Require Down Weight.

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

It was far from my intention to make this investment a source of personal profit. The transaction was, on my part, solely to assist my father's friend, and, as the freight and other expenses upon these goods from Detroit, including transfer at Marquette, had been about \$2 per hundred, I insisted upon adding this to the amount of my invoice, or I would not accept the goods. I, therefore, paid Mr. Hicks \$1,197 in drafts upon a Chicago bank, \$1,000 of which he at once forwarded per mail to his creditors in Detroit.

Christmas was now close at hand. The snow was still falling, but, as a portion of the expected funds with which the miners were to be paid had arrived, we yet hoped for a fair holiday trade. The morning of December 24, the sky cleared and the wind fell, and during the following ten days we were all kept busy in the store. Miss Hicks, with her father's quiet and precise methods of transacting business, was now pressed into service, it being the first time since my arrival. Many accounts on our books were either wholly or partially settled during the holidays, much to Mr. Hicks' gratification.

One evening about February 1, I had gone to the house at an earlier hour than usual, to read aloud for the ladies from some magazines which had that day arrived. We had all become interested in what was transpiring in the gay world so far from us, when Mr. Hicks came in. There was a pleased expression in his eyes. He held a Marquette newspaper in his hand. Turning to me, he said, "Allow me to congratulate you. It is quite evident that you are the favored child of fortune, and that you will never regret coming so far from your relatives to this wild region."

"I am positive, Mr. Hicks, that I shall never for a moment regret it," I answered, glancing toward Miss Minnie, whose face was as animated as her father's "but please explain why I am 'the favored child of fortune.'"

Referring to his paper, he answered, "Marquette, our only jobbing town in this peninsula, is about to experience a butter famine, and it appears from this paper that we are said to be holding two-thirds of all the stock on the south shore of Lake Superior. At a meeting of the merchants of that city, several of them were appointed to come here for the purpose of securing a supply. Butter is now retailing there at fifty-five cents, with no stock on hand at that. If the journey can be made with safety on the ice along the shore, you can dispose of every pound of your butter for cash at a fine profit and, at the same time, confer a favor upon the citizens. I have as much more in large and small packages, but I dare not sell that with the present prospect of a late spring, as I shall be expected to fill orders in this as well as a few counties around us. We may expect these Marquette merchants to arrive any time during the coming week. I think that, if you wish to sell your butter, which I know is in prime condition, you will not have to talk much upon the subject, as they will doubtless make you a big offer at once."

In reply, I said, "My wish to sell, Mr. Hicks, will be governed by your advice alone, as I shall value it more than my own judgment."

"My opinion would be," Mr. Hicks rejoined, "that you ought to sell."

"If it is now retailing at fifty-five cents, the question is, 'What would naturally be a fair price from the jobber?'" said I.

"We usually expect, during the winter season to make from 15 to 20 per cent. at wholesale on butter. At the retail basis of fifty-five cents, it would bring the wholesale market at about thirty-eight cents. My advice would be first to listen to an offer from them. Your butter has cost you just seventeen cents a pound, and, of course, even less than thirty-eight is better than to hold it and take the chances."

The third day after this conversation two sleighs and four men made their appearance at "Hicks' Store." After introducing themselves as merchants from Marquette, they made known to Mr. Hicks their business, which was to purchase butter and lard.

"I have none for sale," he replied, "but my friend here, Mr. Edward Parsons, of Indiana, has a quantity of first-class Michigan butter and lard in my cellar, which, I believe, is for sale."

Both the butter and lard were examined. They were apparently satisfied and I then asked what quantity they desired. Without answering my question, they asked how much butter I had to sell.

"Thirty-one hundred pounds," I answered.

"What do you ask for it?" was the next question.

"Make me an offer," said I.

"We will take the lot at forty cents a pound, if you wish to sell at that price," was the reply.

"All right," I rejoined, "you can have it."

"How much lard have you of the quality shown us?" was their next question.

"Two tons," I answered.

"And the price?"

Having previously consulted Mr. Hicks regarding the bacon and lard, I was prepared to answer, so I promptly replied, "Twenty cents. And, now, would you like some fine bacon?"

"The bacon we cannot use at a price you would want for it now," was the answer, "but we can probably send you a customer for it upon our return. Make out the bill for the butter and lard, as we must load our sleighs this afternoon, as we must start on our return in the morning."

The bill was promptly made out and receipted for the sum of \$2,040, and the currency counted out to me. The ease with which this sale was made not only astonished but gave me great satisfaction; yet Mr. Hicks assured me that it was a transaction quite characteristic of a mining country.

February 19, a snow storm from the northwest set in with great fury, which for more than a week was almost uninterrupted, rendering it nearly impossible to obtain communication with Marquette. But one mail had reached us from there since February 11, and at that date my customers for butter and lard had evidently arrived home in safety, as I received a letter from a prominent grocer there containing an offer of seventeen cents a pound for my 2,500 pounds of bacon, and requesting an answer, which was at once mailed accepting it. February 21, another mail which had been delayed on the way by the storm was received. March 1, clear skies but intense cold greeted us. The following week, Holzweil & Co., grocers, reached

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.

P. STEKETEE & SONS,

Wholesale - Dry - Goods,

GRAND RAPIDS, MICH.

Spring line of Prints in Merrimack, Washington, Simpson, Hamilton, Garner, Passaic, Allens, Cochees just received, at rock bottom prices.

Men's and Ladies' Straw Hats, Bags, Burlap, Wadding, Twines, Ducks and Drills.

"Hicks' Store" from Marquette with a sleigh drawn by four horses, ready to take the bacon they had purchased by letter. This amounted to \$425.

I had now received a profit of \$1,368 upon an investment of \$1,197, in a transaction occupying only a few months, and with no expense whatever, excepting insurance on the goods. That night, after I had retired and thought over the matter carefully, I could not reconcile my good fortune with strict justice to Mr. Hicks, who had, as it were, donated this large sum to me. In my dreams, my father stood before me, with a sad expression upon his face. Pointing to the money lying on my table, he said, "Divide equally with Mr. Hicks." I awoke, determined, at some opportune moment, to insist upon his acceptance of one-half of my profits.

Our trade in the store materially improved as spring advanced. There was still a large demand for butter, salt meats and lard. Mr. Hicks had a quantity of salt pork and beef in barrels which suddenly took a rise in price, so that, by April 1, our cellar looked comparatively empty. Lard and bacon had advanced three to five cents a pound since my sale, but, as Mr. Hicks had advised me with his best judgment at the time, he felt no regrets over the sale. I agreed with him

that I had done well and ought to be and was satisfied. In truth, I was congratulated by the entire family, who said they believed I was born under the influence of some lucky planet which was to bring me health, wealth and happiness.

I will close this narrative by saying that my father made us all a visit the following July and found me a partner in the new firm of Hicks & Co., which had just been formed and consisted of Eli Hicks, Edward Parsons and Mrs. Minnie Parsons, as Miss Hicks and I had concluded to engage in a life partnership as well, and my wife, having capital of her own left her by a grand-parent, preferred to take an interest with us.

The secret of the life friendship between my father and Mr. Hicks was explained to myself and wife during this visit. It seems that, while the two were boys in their teens, Mr. Hicks had saved my father's life, at the risk of losing his own while rescuing him from a runaway team, and to Mr. Hicks belonged the entire credit of my father's recovery, from his constant and faithful attention to him during the illness which for several months followed. The joy of these two men at the union of their families through the marriage of their youngest children can hardly be overestimated. F.



We are now ready to make contracts for the season of 1891.

Correspondence solicited.

81 SOUTH DIVISION ST., GRAND RAPIDS.

El. Puritano Cigar.



The Finest 10 Cent Cigar
ON EARTH.

MANUFACTURED BY

DILWORTH BROTHERS,
PITTSBURGH.

TRADE SUPPLIED BY

I. M. CLARK & SON,
Grand Rapids.

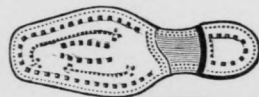
BRADDOCK, BATEMAN & CO.,
Bay City.

Wall Paper and Window Shades.

House and Store Shades Made to Order.

NELSON BROS. & CO.,

68 MONROE STREET.



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.

THE PUTNAM CANDY CO.,

Wholesale
Manufacturers.

Fruit and Nut Jobbers.

ASK FOR PRICE LIST.

AMONG THE TRADE.

AROUND THE STATE.

Hodunk—M. J. Smith succeeds Smith & Adams in general trade.

Lake Odessa—J. F. Cahoon has sold his general stock to Ann Clark.

Hesperia—C. M. Perkins has sold his general stock to A. C. Eldridge.

Belding—Geo. Hawk has sold his boot and shoe stock to L. Greenawald.

St. Clair—John Jones succeeds Conger & Jones in the variety store business.

Alanson—H. J. (Mrs. A.) Beaman has sold her drug stock to Cross Bros. & Hunt.

Au Sable—Pack, Woods & Co. and Penoyer Bros.' sawmills will start about the 10th.

Ludington—C. M. (Mrs. H. P.) Hilton succeeds Joseph Hoare in the bakery business.

Saginaw—J. & H. Weil is succeeded by Long & Johnson in the grocery business.

Grand Ledge—Doran & Smith have sold their boot and shoe stock to Dwight & Spencer.

Coldwater—Miss A. M. Adams has decided to remove her notion stock to Ann Arbor.

Fowlerville—Palmerton & Co., have sold their general stock to Geo. A. Newman & Co.

Detroit—Kingsbury & Keyes succeed Andrews & Hamilton in the grocery and meat business.

Big Rapids—A. Markson has admitted his son, Maurice, to partnership in the clothing business.

Belding—W. H. Hart has sold his grocery stock to Lamb Bros., who will continue the business.

Vassar—Robert G. Lyon succeeds Sanford, Lyon & Co. in the hardware and agricultural implement business.

Crooked Lake—L. Russell, who owns a sawmill four and a half miles from this place, will remove it to this location soon.

Charlotte—The directors of the Charlotte Steam Heat Evaporator Co. have elected F. S. Belcher secretary and treasurer, in place of R. C. Jones, resigned.

Big Rapids—S. S. Wilcox has sold his interest in the hardware firm of S. S. Wilcox & Co. to his partner, who will continue the business under the style of F. F. Wilcox.

Roscommon—Two years ago John Davis took up a homestead in Roscommon county. Last week he sold the pine on the land to Maltby & Mosher, of Bay City, for \$6,200 cash.

Caledonia—Stephen Brooks has sold an interest in his hardware stock to Frank Snow, formerly engaged in the same business at Moline. The new firm will be known as Brooks & Snow.

Standish—D. W. Richardson is succeeded by A. D. Walker & Co. in general trade, but retains his telegraph pole and tie business—statements to the contrary notwithstanding.

Ionia—The N. Klingenberg merchant tailoring stock, which was bid in by H. R. Wagar, has been sold to C. W. McCoy, of Fenton, who has leased the store and will soon open with a stock of cloths and men's furnishing goods.

MANUFACTURING MATTERS.

Dexter—Walton & Co. are overhauling their sawmill and will begin sawing as soon as the weather permits.

Wagarville—The shingle mill of Wagar & Pfeifer will shortly be removed to Whittemore. The mill is cutting about 60,000 shingles daily.

Marquette—The Burtis sawmill will cut 4,000,000 feet for its owner the coming season, doing custom sawing the remainder of the time.

Pine Ridge—J. Norton is getting out board timber for the Canadian market. It will be railed to Marquette, whence it will go to its destination by water.

Au Sable—The H. M. Loud & Sons Lumber Co.'s mills have been operated night and day during the winter, and will continue to be through the season.

Pentwater—P. Labonta succeeds Labonta & Mero in the planing mill business. Mr. Mero will probably embark in some other manufacturing enterprise.

Roscommon—A planing mill, paving block machine and bed slat and broom handle factory is to be started here by W. W. Vaughn and D. H. Matteson & Co.

Tawas—Sibley & Bearinger have sold their sawmill to the Tawas Improvement Co. for \$30,000. The sellers furnish 30,000,000 feet of logs for the mill to cut.

Gladwin—Dyer Bros. have begun to remove their shingle mill to Champion, Upper Peninsula, where they have 4,000,000 feet to cut, and other timber supply secured.

Bay City—McKeon & Glover have contracted to put in 20,000,000 feet of logs on the Hauptman Branch in Ogemaw county for William Peter and have begun the work. The logs will be railed to the river.

Saginaw—C. S. Bliss & Co. have begun the construction of a circular mill on the site of the mill destroyed by fire last fall. The new mill will be equipped to cut long stuff, principally for cars, bridges, etc.

Saginaw—The Wells-Stone Company has put 4,000,000 feet of logs into the Chippewa and Salt rivers, in Isabella county. This company owns 26,000 acres of land in that region, upon which there is a large quantity of timber.

Manistee—The Buckley & Douglas sawmill, which was the last to shut down, having run until the last day of February, is also the first to start up again. It begun operations on Wednesday and will run night and day. There is quite a stock of hardwood logs on hand put in since the mill shut down, and these will be cut out first. Their docks are pretty well crowded with lumber, but as most of it is sold, room will be made as soon as a boat can get to the dock.

Early Closing of Grocery Stores.

As a result of the agitation of the subject by THE TRADESMAN, the 7 o'clock closing movement now promises to become general all over the city. G. Gallo-way circulated an agreement to that effect among the grocers of the south end last week, securing the signatures of forty dealers who will simultaneously turn the keys in their doors, five nights a week, on and after April 20, as follows: Philip Graham, Henry J. Vinkemulder & Bro., B. S. Harris, LeBaron & Cobb, B. Doyle & Sons, Jones & Clark, Degan & Co., Jno. Rynburg, A. Bunnell, E. J. Carrell, G. S. Putnam, Thos. H. Hart, Norman Odell, John G. Gray, C. Fox, G. W. Eby, P. Wendover, DeJager, Stryker & Co., A. Southwick, Stephen Taylor, Geo. Tubergen, S. K. Beecher, E. H. Manley, Jas. N. Aniba, Walbridge & Co.,

Homer G. Luce, F. J. Dyk, John D. Van Wyck, Van Dam, Kievit & Co., R. A. Steketee, G. H. DeGraaf, B. Vananroy, Frank Douwstra, Vander Veen & Datema, Willemin & Westra, J. F. Seymour, J. Scripsema.

The petition referred to last week is still at THE TRADESMAN office, where grocers are invited to call to affix their names at any time.

As the meat dealers have all agreed to close their doors at 7 o'clock, and the grocery clerks have organized a trades union to enforce their demands, it does not seem possible that the movement could fail this time. THE TRADESMAN earnestly hopes to see it succeed and will do all it can to contribute to the success of the undertaking.

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

The wool market continues quiet and unchanged, with large arrivals of Australian. Texas and Territory wools are well cleaned up. Assortments to choose from are much broken. Manufacturers are conservative in buying and take such lots as they may be obliged to have, or are sufficient for immediate requirements. New wools from the South and fat sheep wools are coming forward.

Hides are weak and lower, with dull sales of both hides and leather. Light hides are scarce, but the tanners curtail their working in, which leaves an ample supply for the present. Leather is in large supply and the demand is dull.

Tallow is firm and in good demand at fair prices. The supply is not large, but as prices are higher than soapers can pay and get their money back, they turn to oils of various kinds, with good satisfaction.

Pelts are in good request, at fair prices, and a short supply.

Furs are more than quit at the decline. Dealers have accepted their losses and will not buy only as they can see a margin, and want that margin assured by a low purchasing price.

The Grocery Market.

Sugar is stiffer and likely to be very scarce and hard to get until after the 15th. The refiners are unable to fill their orders promptly and the situation seems to be getting worse instead of better. Corn syrup is higher and strong, some of the manufacturers having notified their brokers to look for 35c syrup before the end of another month. Oat meal is strong and advancing, on account of the high price of oats. Pickles are strong and are good purchase at today's prices. Sauerkraut is about out of market. Jobbers having any left are offering it at any price to get rid of it before warm weather. Vinegar promises

to be very much higher before the pickling season, owing to the high price of corn.

J. P. Visner, broker for Thomas Stokes, New York City, jobber of salt fish, is headquarters for good values. Address 304 No. Ionia street, Grand Rapids, for prices on full weight and reliable quality.

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.

DRUG STOCK—NEAT AND ATTRACTIVE, AND NEW hardware fixtures. Excellent location on best retail street in Grand Rapids. Expenses very light and trade steadily increasing. Low inventory, just completed, \$2,600. On account of failing health, will sell at invoice or for \$2,400 cash, if sold by March 15. Otherwise will hold it as an investment. A genuine bargain. Personal investigation solicited. Address "F," care Hazeltine Perkins Drug Co. City, 187.

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—AN OLD AND WELL-ESTABLISHED BAKERY, ice cream and lunch counter; cash trade. Failing health only reason for wanting to sell. Address No. 221, care Michigan Tradesman. 221

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—A GOOD CLEAN STOCK OF HARDWARE and agricultural implements, situated in a good town of 1,500 inhabitants on the Michigan Central Railway. Good farming country surrounding. Has enjoyed and does now the leading trade. Good satisfactory reasons for selling. This is a bargain for anyone with energy and push. Address No. 218 care Michigan Tradesman. 218

FOR SALE—A THRIVING BUSINESS OF GENERAL merchandise, located on line of K. & S. R. R. Established twenty years. Reasons, proprietor has other business, doing a trade of \$1,500 to \$2,000 per annum, with small stock and expense. Address X. Y. Z., care Michigan Tradesman. 224

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, inventory 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

GREAT CHANCE TO BUY A WELL ESTABLISHED furniture business in one of the best cities in Michigan; \$20,000 stock; good town; good trade; no competition; present owner has other business. For full particulars address H. C. Ransom, Jackson, Mich. 216

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

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

SITUATIONS WANTED.

WANTED—SITUATION BY REGISTERED PHARMACIST. Nine years experience. Best of reference. Address O. I. N. T., care Michigan Tradesman. 222

WANTED—SITUATION BY REGISTERED PHARMACIST. Ten years' experience. References furnished. No. 226, care Michigan Tradesman. 226

WANTED—POSITION IN STORE BY A SINGLEMAN who has had fourteen years experience in a general store; can give A No. 1 references Address Dick Starling, Eastmanville, Mich. 225

WANTED—SALESMAN WHO HAS HAD EXPERIENCE in clothing, dry goods and boot and shoe store. Address P. Medalle, Mancelona, Mich. 227

MISCELLANEOUS.

ATTENTION—WANTED GENERAL MIXED STOCK merchandise from \$6,000 to \$15,000. If offered cheap at large discount to close. Will pay all cash. Drawer 37, Sheridan, Mich. 223

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.

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.

PERKINS & HESS DEALERS IN

Hides, Furs, Wool & Tallow,

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

GRAND RAPIDS GOSSIP.

The L. W. Toles Drug Co. will remove its drug stock from this city to Marquette.

Morse & Co. have begun the work of removing their stock to the new Gilbert block.

O. M. Anstead succeeds Anstead & Yohn in the dry goods business on Monroe street.

Bespaloff & Scheeham are succeeded by B. Bespaloff in the tailoring and furnishing goods business.

J. A. Pomfield has opened a grocery store at Petoskey. The Lemon & Wheeler Co. furnished the stock.

The Olney & Judson Grocer Co. will remove to its new location at the corner of Louis and Ottawa streets by May 1.

Cowles & Fenner have opened a grocery store at Thompsonville. The Olney & Judson Grocer Co. furnished the stock.

Wm. C. Britton has opened a grocery store at 19 Ellsworth avenue. Musselman & Widdicomb furnished the stock.

The Thompson Lumber Co. has arranged to open a general store at Thompsonville. The grocery stock will be furnished by the Olney & Judson Grocer Co.

The A. C. Bauer drug stock, at the corner of East Bridge and Clancy streets, has been purchased by Ben. Schrouder and Garrit Schrouder, who will continue the business under the style of B. Schrouder & Co.

H. A. Hitchcock, grocer and druggist at Mt. Morris, will close out his grocery stock and remove his drug stock to this city, locating on the corner of Cherry and Packard streets.

Richards & DeVries, druggists at 76 Grandville avenue, have sold their stock to John DeKruif and Bert Gezon, who will continue the business under the style of DeKruif & Gezon.

W. H. Tibbs has purchased the drug stock of H. E. Grand-Girard & Co., corner Monroe and Spring streets. Mr. Grand-Girard will return to Big Rapids for a time, but will eventually take up his residence in this city.

Purely Personal.

Robert Rouse, general dealer at Pearl, was in town last Friday.

Wm. H. Downs spent Sunday with relatives at Union City.

E. B. Seymour succeeds Howard Udell as book-keeper for I. M. Clark & Son

Frank E. Shattuck the Sand Lake general dealer, was married last week to Miss Sylvia Hartt, of Big Rapids.

Frank J. Wurzburg is again behind the prescription case at his Monroe street pharmacy, but he does not regain his strength as fast as he could wish.

Will S. Jones, business manager of the Minneapolis Commercial Bulletin, paid Grand Rapids a brief visit one day last week. Mr. Jones should come more often and stay longer.

Julius Schuster, of the grocery firm of Desenberg & Schuster, at Kalamazoo, was in town last Tuesday for the purpose of receiving the necessary instructions regarding the releasing of sugars from bond, of which he was the custodian at the Celery City.

Fred H. Ball is getting out plans for a handsome residence on Washington street, between the residence of his father and that of Capt. H. N. Moore. Mr. Ball spent Sunday with his wife's parents at Henderson, Ky., where Mrs. Ball has been visiting for a week or ten days. She will return home with him.

Gripsack Brigade.

Geo. F. Owen is now located in his own home on North Union street.

The Ball-Barnhart-Putman Co. repeats the generous act of a year ago and pays a year's subscription of THE TRADESMAN for all of its traveling men.

The traveling salesmen who reside in Hillsdale have organized the "Traveling Men's Social Club of Hillsdale," with Frank Thompson, the cracker salesman, as President.

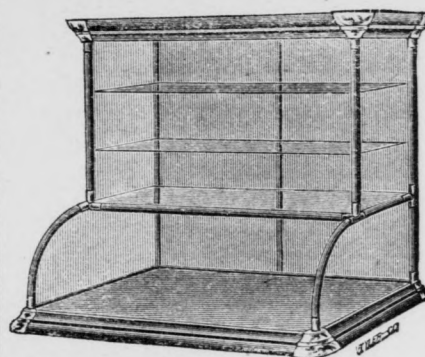
Howard Udell has resigned his position of book-keeper for I. M. Clark & Son to take the position of Michigan traveling representative for Harry Weissinger Tobacco Co., of Louisville, Ky.

Algernon E. White, general traveling representative for Kolla Thomas, of New York, has been in town for a week, renewing his acquaintance with his family. He will not return again until July.

The meeting of traveling men, held at Sweet's Hotel Sunday noon, was well attended. Sentiment in favor of a social club appeared to be so general that it was decided to continue the agitation and Jas. B. McInnis, M. K. Walton, Chas. S. Brooks, W. Fred Blake and Jas. Roseman were constituted a committee to solicit membership, on the basis of \$5 per year.

A clothing merchant advertises a \$10 suit for \$5. It isn't a law suit, however. A \$10 law suit costs \$200.

Heyman & Company,



Manufacturers of

Show Cases

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.

63 and 65 Canal St., - GRAND RAPIDS.



WILLIAM CONNOR,
Box 346, Marshall, Mich.

To Clothing and General Store Merchants:

It cannot be disputed that

Michael Kolb & Son,
Wholesale
Clothing Manufacturers

—OF—

Rochester, N. Y.,

Have had for nearly 30 years past and have to-day one of the largest trades in Michigan; and why? Because the merchants who handle our line know that when a customer visits their store they can rely upon good goods and materials,

and a perfect fit. Our goods are made so well and our prices so equitable that we fear no competition, not even from manufacturers making inferior garments to catch the merchants with low prices.

We commence April 1st,

CLOSING OUT

Our entire line of Spring and Summer Goods at great bargains and prefer to offer the same to the general trade rather than to one or two large houses. It will pay you to write our Michigan agent, William Connor, who resides at Marshall, Mich., to call upon you and look at these

GREAT BARGAINS IN

Men's, Youths', Boys' and Children's Clothing

William Connor will be at Sweet's Hotel, Grand Rapids, on Thursday and Friday, the 16th and 17th days of April next.

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

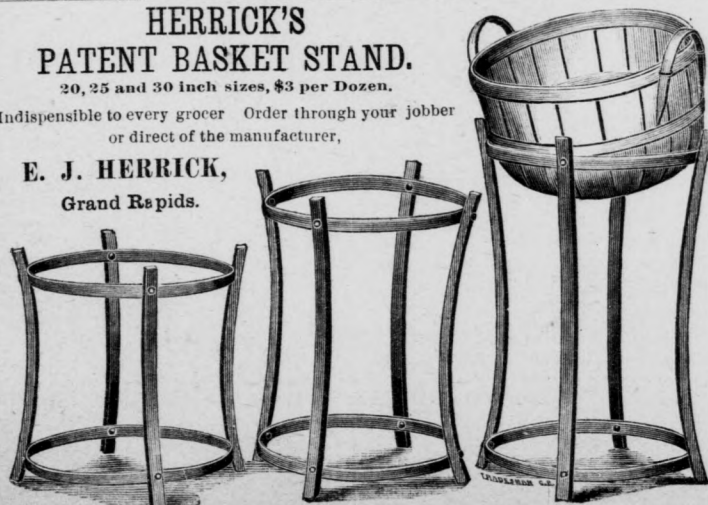
J. W. FOX, Grand Rapids, Mich.

HERRICK'S
PATENT BASKET STAND.

20, 25 and 30 inch sizes, \$3 per Dozen.

Indispensable to every grocer Order through your jobber or direct of the manufacturer,

E. J. HERRICK,
Grand Rapids.



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.

Dry Goods.

Doing Business at a Profit.

Written for THE TRADESMAN.

A sharp commercial writer recently said this very pat thing: "The next crime short of highway robbery is monkeying with a business without making any profit." Anyone of sound sense will agree that if not a crime, it is foolish and disastrous.

There are many things involved in the conduct of a business, which determine its success or failure. Knowledge of the business, executive ability, the employment of competent help, judicious buying, care in giving credits, fidelity in collecting accounts, skill and enterprise in pushing trade—all these and other factors, beside the amount of capital put in, have a bearing in determining whether the business shall prove profitable or not.

The particular point I have in mind to speak of just now, and one on which profits largely depend, is the price at which goods are sold. At what per cent. above cost are goods sold? In figuring cost, are all the items counted which may legitimately be reckoned in? Having fixed a selling price which is a reasonable advance upon cost, is this price strictly and impartially adhered to? These are questions which every merchant should consider vital to his success.

There should be no occasion to speak of the necessity of sticking to prices, without deviation under any circumstances, but there is. The business world knows, and the worst of it is there are customers who know, that some merchants cut prices. When they do this they not only lose the profit to which they are entitled, but they injure business—their own as well as their neighbors'.

When a customer finds out that he can buy goods under the regular price, he has the merchant at a disadvantage and will not hesitate to improve his opportunity. Nor does it stop with him, for people delight in boasting to others when they secure a cut in prices. Thus the merchant's own business is demoralized and his competitors, with whom he ought to live in harmony, are justly incensed.

A merchant is just as much entitled to get from customers in the money received for goods a legitimate profit as to get the cost of the goods. The merchant cheats himself who sells goods without a profit. It would be a good thing for some merchants, and it would not hurt any, to write out the last two sentences, underscore them in red, and stick them up in their counting rooms where they will often meet the eye.

□ Experience has proved that more goods can be sold at good prices firmly maintained than can be sold under the price-cutting policy. The merchants who have achieved fortune and success are those who have made it an invariable rule to make a fair profit on every sale.

A man who charges a good price shows he has confidence in his goods, and the very fact of charging a uniform price impartially to all necessarily begets confidence in the customer that the goods are right and desirable. When a merchant runs down his own goods by letting down the price, the customer may well entertain a suspicion as to their character, and if he is after first-class goods, seeks elsewhere. Business is business.

MERCURY.

Prices Current.

UNBLEACHED COTTONS.		BLEACHED COTTONS.	
Adriatic	7	Geo. Washington	8
Argyle	6 1/2	Glen Mills	7
Atlanta A	5 1/2	Gold Medal	7 1/2
Atlanta B	5	Green Ticket	8 1/2
" H	6 1/2	Great Falls	6 1/2
" P	6	Hope	7 1/2
" D	6 1/2	Just Out	4 1/2 @ 5
" LL	5 1/2	King Phillip	7 1/2
Amory	7	" OP	7 1/2
Archery Bunting	4	Lonsdale Cambric	10 1/2
Beaver Dam A	5 1/2	Lonsdale	@ 8 1/2
Blackstone O	3 1/2	Middlesex	@ 5
Black Crow	6 1/2	No Name	7 1/2
Black Rock	7 1/2	Oak View	6
Boot, AL	7 1/2	Our Own	5 1/2
Capital A	5 1/2	Pride of the West	12
Cavanat V	5 1/2	Rosalind	7 1/2
Chapman cheese cl	3 1/2	Sunlight	4 1/2
Clifton C R	5 1/2	Utica Mills	8 1/2
Comet	7 1/2	" Nonpareil	11
Dwight Star	7 1/2	Vinyard	8 1/2
Clifton CCC	6 1/2	White Horse	6
		" Rock	8 1/2
HALF BLEACHED COTTONS.		UNBLEACHED CANTON FLANNEL.	
Cabot	7 1/2	Tremont N	5 1/2
Farwell	8	Hamilton N	6 1/2
		" L	7
		Middlesex AT	8
		" X	9
		" No. 25	9
BLEACHED CANTON FLANNEL.		CARPET WARE.	
Hamilton N	5 1/2	Peerless, white	18
Middlesex P T	8	" colored	20 1/2
" A	9	Integrity	18 1/2
" X A	9	" colored	21
" X F	10 1/2		
DRESS GOODS.		CORSETS.	
Hamilton	8	Coraline	\$9.50
" 9	10 1/2	Schilling's	9.00
G G Cashmere	21		
Nameless	16	CORSET JEANS.	
	18	Armory	6 1/2
	35	Androsoggin	7 1/2
		Bliddeford	6
		Brunswick	6 1/2
CORSETS.			6 1/2
Coraline	\$9.50	Allen turkey reds	5 1/2
Schilling's	9.00	" robes	5 1/2
		" pink & purple	6 1/2
		" buffs	6
		" pink checks	5 1/2
		" staples	5 1/2
		" shirtings	4 1/2
		American fancy	5 1/2
		American indigo	5 1/2
		Argentine Grays	4 1/2
		Anchor Shirts	4 1/2
		Arnold	6
		Arnold Merino	6
		" long cloth B	10 1/2
		" C	8
		" century cloth	7
		" gold seal	10 1/2
		" green seal TR	10 1/2
		" yellow seal	10 1/2
		" serge	11 1/2
		Turkey red	10 1/2
		Ballou solid black	5
		" colors	5 1/2
		Bengal blue, green,	5 1/2
		red and orange	5 1/2
		Berlin solids	5 1/2
		" oil blue	6 1/2
		" green	6 1/2
		" Foulards	5 1/2
		" red 1/4	9 1/2
		" 3/4	9 1/2
		" 4 1/4	12
		" 3-4 XXXX	12
		Cochecho fancy	6
		" madders	6
		" XX twills	6 1/2
		" solids	5 1/2
TICKINGS.		COTTON DRILL.	
Amoskeag A C A	12 1/2	Atlanta, D	6 1/2
Hamilton N	7 1/2	Boot	6 1/2
" D	8 1/2	Clifton, K	7 1/2
" Awning	11		
Farmer	8	SATINES.	
First Prize	11 1/2	Simpson	20
Lenox Mills	18	" 18	18
		" 16	16
		Cochecho	10 1/2
COTTON DRILL.		SATINES.	
Atlanta, D	6 1/2	Imperial	10 1/2
Boot	6 1/2	Black	9 1/2
Clifton, K	7 1/2	" 10 1/2	10 1/2
		Top of Heap	10
SATINES.		SATINES.	
Simpson	20	Imperial	10 1/2
" 18	18	Black	9 1/2
" 16	16	" 10 1/2	10 1/2
Cochecho	10 1/2		

DEMINS.			
Amoskeag	12 1/2	Columbian brown	12
" 9 oz	14 1/2	Everett blue	12
" brown	13	" brown	12
Andover	11 1/2	Haymaker blue	7 1/2
Beaver Creek A A	10	" brown	7 1/2
" BB	9	Jaffrey	11 1/2
" CC	9	Lancaster	12 1/2
Boston Mfg Co. br.	7	Lawrence, 9 oz.	13 1/2
" blue	8 1/2	" No. 220	13
" d & twist	10 1/2	" No. 250	11 1/2
Columbian XXX br.	10	" No. 280	10 1/2
" XXX bl	19		
GINGHAMS.			
Amoskeag	7 1/2	" fancies	7
" Persian dress	8 1/2	" Normandie	8
" Canton	8 1/2	Lancashire	6 1/2
" AFC	12 1/2	Manchester	5 1/2
Arlington staple	6 1/2	Monogram	6 1/2
Arasapha fancy	4 1/2	Normandie	7 1/2
Bates Warwick dress	8 1/2	Persian	8 1/2
" staples	6 1/2	Renfrew Dress	7 1/2
Centennial	10 1/2	Rosemont	6 1/2
Criterion	10 1/2	Slatersville	6 1/2
Cumberland staple	5 1/2	Somerset	6 1/2
Cumberland	5	Tacoma	7 1/2
Essex	4 1/2	Toil du Nord	10 1/2
Elfin	7 1/2	Wabash	7 1/2
Everett classics	8 1/2	" seersucker	7 1/2
Exposition	7 1/2	Warwick	8 1/2
Glenarie	6 1/2	Whitenden	6 1/2
Glenarven	6 1/2	" leather d.	8 1/2
Glenwood	7 1/2	" indigo blue	9 1/2
Hampton	6 1/2	Wamsutta staples	6 1/2
Johnson Chalon cl	1/2	Westbrook	8
" indigo blue	9 1/2	" "	10
" zephyrs	16	Windermeer	5
Lancaster, staple	6 1/2	York	6 1/2
GRAIN BAGS.			
Amoskeag	16 1/2	Valley City	15 1/2
Stark	20 1/2	Georgia	15 1/2
American	16 1/2	Pacific	14 1/2
THREADS.			
Clark's Mile End	45	Barbour's	88
Coats, J. & P.	45	Marshall's	88
Holyoke	32 1/2		
KNITTING COTTON.			
White. Colored.		White. Colored.	
No. 6	33	No. 14	37
" 8	34	" 16	38
" 10	35	" 18	39
" 12	36	" 20	40
CAMBRICS.			
Slater	4 1/2	Washington	4 1/2
White Star	4 1/2	Red Cross	4 1/2
Kid Glove	4 1/2	Lockwood	4 1/2
Newmarket	4 1/2	Wood's	4 1/2
Edwards	4 1/2	Brunswick	4 1/2
RED FLANNEL.			
Fireman	32 1/2	T W	22 1/2
Creedmore	27 1/2	F T	32 1/2
Talbot XXX	30	J R F, XXX	35
Nameless	27 1/2	Buckeye	32 1/2
MIXED FLANNEL.			
Red & Blue, plaid	40	Grey S R W	17 1/2
Union R	22 1/2	Western W	18 1/2
Windsor	18 1/2	D R P	18 1/2
6 oz Western	21	Flushing XXX	23 1/2
Union B	22 1/2	Manitoba	23 1/2
DOMEST FLANNEL.			
Nameless	8 @ 9 1/2	"	9 @ 10 1/2
"	8 1/2 @ 10	"	12 1/2
CANVASS AND PADDING.			
Slater	9 1/2	Black	13
10 1/2	10 1/2	10 1/2	15
11 1/2	11 1/2	11 1/2	17
12 1/2	12 1/2	12 1/2	20
DUCKS.			
Severin, 8 oz.	9 1/2	West Point, 8 oz.	10 1/2
Mayland, 8 oz.	10 1/2	" 10 oz.	10 1/2
Greenwood, 7 1/2 oz.	9 1/2	Raven, 10 oz.	13 1/2
Greenwood, 8 oz.	11 1/2	Stark	13 1/2
WADDINGS.			
White, doz	25	Per bale, 40 doz	\$7 50
Colored, doz	20		
SILKES.			
Slater, Iron Cross	8	Pawtucket	10 1/2
" Red Cross	9	Dundie	9
" Best	10 1/2	Bedford	10 1/2
" Best A A	12 1/2	Valley City	10 1/2
SEWING SILK.			
Corticelli, doz.	75	Corticelli knitting,	
twist, doz.	37 1/2	per 1/2 oz ball	30
50 yd, doz.	37 1/2		
HOOKS AND EYES—PER GROSS.			
No 1 Bk & White	10	No 4 Bk & White	15
" 2	12	" 8	20
" 3	12	" 10	25
PINS.			
No 2-20, M C	50	No 4-15 F 3 1/2	40
" 3-18, S C	45		
COTTON TAPE.			
No 2 White & Bk	12	No 6 White & Bk	30
" 4	15	" 10	23
" 6	18	" 12	23
SAFETY PINS.			
No 2	28	No 3	36
NEEDLES—PER M.			
A. James	1.50	Steamboat	4
Crowley's	1.35	Gold Eyed	1.50
Marshall's	1.00		
TABLE OIL CLOTH.			
5-4	2.25	6-4	2.25
" 2	10	" 1	1.95
" 3	10	" 2	2.98
COTTON TWINES.			
Cotton Salt Twine	28	Nashua	18
Crown	12	Rising Star 4-ply	17
Domestic	18 1/2	" 3-ply	17
Anchor	16	North Star	20
Bristol	13	Wool Standard 4 ply	17 1/2
Cherry Valley	15	Powhattan	18
I X L	13		
PLAID OSNABURGS.			
Alabama	6 1/2	Mount Pleasant	6 1/2
Alumage	6 1/2	Onelda	5
Augusta	7 1/2	Plymont	5 1/2
Ar sapha	6	Randelman	6
Georgia	5 1/2	Sibley A	5 1/2
Granite	5 1/2	Sibley A	6 1/2
Haw River	5	Toledo	6 1/2
Haw J.	5		

HARDWARE.

The Largest Cheese Ever Made.

BOSTON, Mass., March 7.—We notice a recent statement in your paper to the effect that a cheese recently manufactured in New York State and weighing 4,000 pounds, is the "biggest" cheese ever made in the United States. This, indeed, is a very large cheese, but as a matter of fact a much larger one has been made. We had made for us a few years ago (1883) in New York State, a cheese weighing 5,233 pounds, measuring as follows: Height, three feet eight inches; diameter, five feet, four inches; circumference, sixteen feet, nine inches. We think it more than probable that this was the largest cheese ever made in the United States, or anywhere else, for that matter.

GASS, DOB & CO.

Increasing Its Facilities.

The T. H. Nevin Company, of Pittsburgh, Pa., manufacturers of Pittsburgh white lead and Swiss Villa paints, has increased its capital stock from \$100,000 to \$200,000. Property has been purchased where a large factory is now in course of erection. It will cost \$70,000.

L. Wells, grocer, Allegan: "I like your paper very much. It is a great help to any one in the grocery business."

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun	45
No. 1 " "	50
No. 2 " "	75
Tubular	75
LAMP CHIMNEYS.—Per box.	
6 doz. In box	1 75
No. 0 Sun	1 88
No. 1 " "	2 70
No. 2 " "	2 70
First quality.	
No. 0 Sun, crimp top	2 25
No. 1 " "	2 40
No. 2 " "	3 40
XXX Flint.	
No. 0 Sun, crimp top	2 60
No. 1 " "	2 80
No. 2 " "	3 80
Pearl top.	
No. 1 Sun, wrapped and labeled	3 70
No. 2 " "	4 70
La Bastie.	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 " "	1 50
No. 1 crimp, per doz.	1 35
No. 2 " "	1 60
FRUIT JARS.	
Mason's or Lightning.	
Pints	\$7 00
Quarts	7 50
Half gallons	9 50
Rubbers	50
Caps only	3 50
STONEWARE.—AKRON.	
Butter Crocks, per gal.	06 1/4
Jugs, 1/2 gal., per doz.	75
" 1 " "	90
" 2 " "	1 80
Milk Pans, 1/2 gal., per doz. (glazed 75c)	65
" 1 " "	90c
" 2 " "	75

"IMITATION IS THE SINCEREST FORM OF FLATTERY"
THAT THE GEM FREEZER IS RECOGNIZED AS THE BEST IS PROVEN
BY THE WAY OUR COMPETITORS ARE IMITATING ITS GOOD QUALITIES,
AND USE IT AS THE STANDARD OF COMPARISON WHEN
TRYING TO SELL THEIR OWN GOODS.

The Gem Freezer
The Best in the World

WE ONLY CLAIM A DOUBLE ACTION FOR THE GEM FREEZER
BECAUSE IT IS IMPOSSIBLE TO GET MORE THAN TWO MOTIONS
FROM ANY SYSTEM OF GEARING IN USE AT PRESENT IN ANY
FREEZER.

WE MAKE NO CLAIMS THAT CANNOT BE FULLY PROVEN.

The Gem Freezer
The Best in the World

DO NOT BE IMPOSED UPON BY THOSE WHO MAY TRY TO SELL YOU
OTHER FREEZERS BY TELLING YOU THEY ARE "JUST AS GOOD"
OR "JUST THE SAME AS THE GEM." INSIST ON HAVING THE
GEM AND IF YOU CANNOT GET IT FROM YOUR REGULAR JOBBER,
WRITE TO US AND WE WILL TELL YOU WHERE YOU CAN GET IT,
OR QUOTE YOU PRICES AND DISCOUNTS.

The Gem Freezer
The Best in the World

MANUFACTURED BY
AMERICAN MACHINE CO.,
LEHIGH AVENUE & AMERICAN STREET, PHILADELPHIA.

JOHN H. GRAHAM & CO.,
SOLE MANAGERS, 113 CHAMBERS ST., NEW YORK.

Prices Current.

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

AUGERS AND BITS.	
Snell's	60
Cook's	40
Jennings, genuine	25
Jennings, imitation	50&10
AXES.	
First Quality, S. B. Bronze	\$ 7 50
" D. B. Bronze	12 00
" S. B. S. Steel	8 50
" D. B. Steel	13 50
BARROWS.	
Railroad	\$ 14 00
Garden	net 30 00
BOLTS.	
Stove	50&10
Carriage new list	70
Plow	40&10
Sleigh shoe	70
BUCKETS.	
Well, plain	\$ 3 50
Well, swivel	4 00
BUTTS, CAST.	
Cast Loose Pin, figured	70&
Wrought Narrow, bright fast 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.	
Socket Firmer	70&10
Socket Framing	70&10
Socket Corner	70&10
Socket Slicks	70&10
Butcher's Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	12@12 1/4 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 30
" 14x52, 14x56, 14x60	28
Cold Rolled, 14x56 and 14x60	25
Cold Rolled, 14x48	25
Bottoms	27
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, per pound	07
Large sizes, per pound	07 1/2
ELBOWS.	
Com. 4 piece, 6 in.	doz. net 75
Corrugated	dis. 20&10&10
Adjustable	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, #18; large, #36	30
Ives', 1, #18; 2, #24; 3, #30	25
FILES.—New List.	
Disston's	60&10
New American	60&10
Nicholson's	60&10
Heller's	50
Heller's Horse Rasps	50
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 18	
Discount, 60	
GAUGES.	
Stanley Rule and Level Co.'s	50

HAMMERS.

Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yorke & 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 and 14	longer
Screw Hook and Eye, 1/2	net 10
" " " 3/4	net 8 1/2
" " " 1	net 7 1/2
" " " 1 1/4	net 7 1/4
Strap and T	dis. 50

RANGERS.

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

HOLLOW WARE.

Pots	60
Kettles	60
Solders	60
Gray enameled	40&10

HOUSE FURNISHING GOODS.

Stamped Tin Ware	new list 70
Japanned Tin Ware	25
Granite Iron Ware	new list 33 1/2&10

WIRE GOODS.

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

KNOWNS.—New List.

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

LOCKS.—DOOR.

Russell & Irwin Mfg. Co.'s new list	dis. 55
Mallory, Wheeler & Co.'s	55
Brantford's	55
Norwalk's	55

MATTOCKS.

Adze Eye	\$16.00, dis. 60
Hunt Eye	\$15.00, dis. 60
Hunt's	\$18.50, dis. 30&10

MAULS.

Sperry & Co.'s, Post, handled	dis. 50
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MILLS.

Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Co.'s	40
" Enterprise	25

MOLASSES GATES.

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

NAILS.

Steel nails, base	1 95
Wire nails, base	2 35
Advance over base:	
60	Steel. Wire.
50	Base. Base.
40	05 20
30	10 20
20	15 30
16	15 35
12	15 35
10	20 40
7 & 8	25 50
4	40 65
3	60 90
2	1 00 1 50
1	1 50 2 00
Fine 3	1 50 2 00
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 1/2	1 75

PLANES.

Ohio Tool Co.'s, fancy	dis. 20
Selota Bench	20
Sandusky Tool Co.'s, fancy	20
Bench, first quality	20
Stanley Rule and Level Co.'s, wood	10

PANS.

Fry, Acme	dis. 60—10
Common, polished	dis. 70

RIVETS.

Iron and Tinned	dis. 40
Copper Rivets and Brigs	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
Manilla	11 1/2
SQUARES.	
Steel and Iron	dis. 75
Try and Bevels	60
Mitre	20

SHEET IRON.

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

SAND PAPER.

List acct. 19, '86	dis. 50
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SASH CORD.

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

SASH WEIGHTS.

Solid Eyes	per ton \$25
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SAWS.

" Hand	dis. 20
" Silver Steel Dia. X Cuts, per foot	70
" Special Steel Dex X Cuts, per foot	50
" Special Steel Dia. X Cuts, per foot	80
" Champion and Electric Tooth X	
Cuts, per foot	30

TRAPS.

Steel, Game	dis. 60&10
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Oneida Community, Newhouse's	35
Oneida Community, Hawley & Norton's	70
Mouse, choker	18c per doz.
Mouse, delusion	\$1.50 per doz.

WIRE.

Bright Market	dis. 65
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Annealed Market	70—10
Coppered Market	60
Tinned Market	63 1/2
Coppered Spring Steel	50
Barbed Fence, galvanized	3 40
" painted	2 80

HORSE NAILS.

Au Sable	dis. 25&10@25&10&65
Putnam	dis. 05
Northwestern	dis. 10&10

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	65

METALS.

Pig Tin.	
Pig Large	26c
Pig Bars	28c

ZINC.

Duty: Sheet, 2 1/2 c per pound.	6 1/2
600 pound casks	7
Per pound	7

SOLDER.

40% 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—MELIN GRADE.

10x14 IC, Charcoal	\$ 7 50
14x20 IC, " "	7 50
10x14 IC, " "	9 25
14x20 IC, " "	9 25

Each additional X on this grade, \$1.75.

TIN—ALLAWAY GRADE.

10x14 IC, Charcoal	\$ 6 50
14x20 IC, " "	6 50
10x14 IC, " "	8 00
14x20 IC, " "	8 00

Each additional X on this grade \$1.50.

ROOFING PLATES.

14x20 IC, " Worcester	6 50
14x20 IC, " "	8 50
20x28 IC, " "	13 50
14x20 IC, " Allaway Grade	5 75
14x20 IC, " "	7 25
20x28 IC, " "	12 00
20x28 IC, " "	15 00

BOILER SIZE TIN PLATE.

14x28 IC	\$14 00
14x31 IC	15 50
14x56 IC, for No. 8 Boilers, } per pound	10
14x60 IC, " " " }	

BICYCLES.



Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

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The Tradesman Company, Proprietor.

Subscription Price, One Dollar per year, payable strictly in advance.

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Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, APRIL, 8, 1891.

A question of considerable importance to people generally has been decided by our Supreme Court in the case of Upham vs. Detroit City Railway Co., the facts of which are briefly these: Mr. Upham took passage on one of defendant's street cars last September; and for convenience or otherwise stood on the front platform of the car, from which he was thrown to the pavement, sustaining severe injuries, for which he sued the company for negligently causing the same. The circuit judge instructed the jury that, if plaintiff could have secured passage on the inside of the car, but voluntarily chose to remain on the platform, he could not recover. The jury found for the defendant, and the Supreme Court, in reversing the case, lay down the law that, in the absence of any express regulation prohibiting people from riding on the platform of street cars, or notice that if they do so, it must be at their own risk, street railway companies are liable for injuries to persons, whether inside or outside of the car, caused by their negligence, provided such injured party is free from negligence which contributed to the injury.

THE TRADESMAN need offer no apology for giving place to the communication from the Ionia County farmer, in another column this week, setting forth the manner in which wheat can be produced for less than 50 cents per bushel. While such discussions are usually relegated to the columns of the agricultural press, THE TRADESMAN holds they are equally pertinent in the columns of a business journal, whose readers are directly dependent upon the farmer, sharing both his success and misfortune.

With wheat and potatoes active at \$1 per bushel; corn firm at 70 cents; oats in good demand at 50 cents; butter by no means plenty at 20 cents—the farmer ought to be as happy as the gun maker in war time. Such a combination of high prices has not come his way for several years, but there are many signs which indicate a continuance of good prices for agricultural products for several years to come.

The method adopted by the Experiment Station to ascertain the value of Michigan soil in the production of the sugar beet, which is fully outlined in a communication from Prof. Kedzie in another column, deserves the cordial co-operation of every farmer who is so fortunate as to secure any of the seed. The results will be watched for with interest, not only in this State but all over the country.

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BEET SUGAR.

Plan of Cultivation Proposed by the Experiment Station.*

The manufacture of sugar from beets was one of the incidental results of the Napoleonic wars following the French revolution. It had been known for a long time that beets contained sugar, but it was not supposed that beets could successfully compete with sugar cane in making sugar. At first the beet only contained 6 per cent. of sugar and only about half of this could be obtained in the form of crystallized sugar by the methods then employed. In competition with sugar cane containing 18 per cent. of sugar and with the established modes of making sugar, the sugar beet had a poor show in the effort to secure a place in the sugar market of the world. But the demands of war on one hand, and of human needs on the other hand, pushed the beet sugar industry into prominence in Europe. Improved quality of the beet secured by selection and cultivation and improved methods in extracting and purifying the sugar brought the beet sugar industry to such development that when the war clouds rolled away, beet sugar held the field, and now more than half the sugar of the world is extracted from beets. The area in the temperate zone suited to raising sugar beets of the best quality is much larger than the tropical area suited to growing sugar cane. In the temperate zone are also found the vigor of body and activity of mind suited to develop and carry forward manufacturing industries. It is probable that more and more the world's supply of sugar will come from sugar beets, while tropical cane will fall into a subordinate position. Increased consumption of sugar will keep even pace with the increased supply in the years to come and it may be said with literal truth that the discoveries of Marggraf and Achard in beet sugar have sweetened the lot of mortals for all time.

The area adapted to the growth of sugar cane in our country, for climatic reasons, is very limited, while the area suited to the growth of sugar beets embraces millions of acres. While France, Germany, Austria and Russia have pushed forward this industry to astonishing lengths, we have stood idly by, an importer and consumer, but not a producer, while these countries refuse to take a pound of our pork in exchange. Less hogs and more beets may remedy this evil. This country paid Germany \$16,000,000 for sugar in 1889, while she still refuses to admit a pound of our hog products. * * *

* * * The kind of beets to be raised is a matter of first importance. In Germany the farmer is not allowed to furnish his own seed, but all the beet seed is furnished by the manufacturer. Distinct varieties of beets have been secured by cultivation and selection, as distinct as are the breeds of cattle in stock raising, and the manufacturer would no more use seed of unknown pedigree than would the stock raiser use scrubs in developing his herd. Not only must the seed be from approved varieties known to be rich in sugar, but each beet is tested for its richness in sugar before it is planted for seed and all beets below the standard are rejected in planting the seed. It is not enough for the intelligent sugar grower to know that the seed is called sugar beet, but he must know its pedigree and the quality of the beet that produced the seed.

By this process of breeding and selecting the contents of sugar in the beet has been raised from 6 per cent. (in 1747) to 20 or even 22 per cent. in some special strains of beets. A beet that contains less than 12 per cent. of sugar in its juice is hardly worth manufacturing and the value increases rapidly with the increase in percentage of sugar.

Unfortunately, the raising of seed of the sugar beet of the best quality—the breeding of sugar beets—is not thoroughly established in this country, and for the present we must depend upon imported seed from France, Germany and Austria. It is our hope that with like care and skill in this calling Ameri-

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SEE QUOTATIONS.

ca may soon produce beet seed no ways inferior to the best from Europe.

Many attempts have been made to manufacture sugar from beets in this country, but with two exceptions they have been financial failures, the Oxnard works in Nebraska and Spreckles in California being the two conspicuous exceptions. The causes of financial failures have been many, but I will only mention two.

1. The machinery for a sugar plant is very costly — can be used only a few months in the year — and requires great technical skill to run it profitably.

2. A very large amount of beets must be furnished to stock and run a factory, of good quality and at a price that manufacturers can afford to pay. A successful sugar plant should have 50,000 tons of beets, containing 12 per cent. of sugar and for such beets the manufacturer can afford to pay \$3 per ton delivered at the factory, with an increase of 25 cents for each per cent. above twelve. This would take 3,500 acres of land in beet culture each year, or 7,000 acres for a rotation, because beets cannot be raised continuously on any soil. The beet raising area must be so near the factory that the cost of hauling the beets to the factory shall not eat up the profit.

The project of adding a new industry to our State is agitating the minds of our farmers and manufacturers. There are two questions underlying this whole subject, and which must be satisfactorily settled in advance of any effort to build and equip sugar factories:

1. Given a climate and soil adapted to the growth of sugar beets, can our farmers raise sugar beets in such quantities that they can sell the beets (*with a reasonable profit to themselves*) to the manufacturers at a price they can afford to pay and make a reasonable profit in making sugar? If the farmers lose money in raising beets, the supply for the factory will surely fail and the factory close for want of raw material. This is the first question to be settled, and until it is settled all projects for making beet sugar are a delusion and a snare. This is a question for the farmers to settle first of all; how many tons can be raised per acre; how much does it cost per ton? They can then get at the root of the whole matter by raising the roots. This is the problem to be solved in Michigan: *it is still the unsolved problem for Nebraska.*

The second question is: What is the value of beets raised in Michigan for making sugar?

These questions can be satisfactorily answered only by actual trial. No guess or estimate or figuring what the yield ought to be can give the reliable data upon which to base business matters involving so large an outlay of capital. A quarter of a million dollars should not be invested on guess work. But if fifty or sixty thoroughgoing farmers in different sections of the State will give the subject a careful trial to determine how many tons of beets fitted for the factory can be raised on an acre, and what is the actual cost per ton of raising the beets, and if fair specimens of such beets shall be sent to this experiment station for analysis to determine the amount of sugar they contain, such investigations will furnish the bottom facts of the beet sugar industry in our State.

This is substantially the plan proposed by the experiment station for this season. A quantity of seed of the four best varieties of sugar beets in Europe has been ordered for distribution to our farmers under certain conditions; the farmers to raise a quarter acre of each kind of beets from this seed according to directions in this bulletin, keeping an exact account of the cost of raising the crop, and weighing the merchantable crop or the beets free from tops and the crown that rises above the ground. When the beets are ripe and harvested, the farmer is to send by express pre-paid three fair specimens (three beets), distinctly marked and named, of each kind of beets raised.

The specimens of beets raised and furnished to the Experiment Station according to the foregoing plan will be analyzed free of charge and the results of both kinds of investigation given to the public.

After the few pounds of beets for

analysis have been selected, the balance of the crop remains for the farmer and should repay him for his time and trouble, as food for his stock.

The foregoing plan for experimenting will cost the farmer little except care and patience. In the estimation of the experimental board it will afford the surest information in regard to the beet sugar industry in our State. If it shall establish a new and paying industry in our State on the one hand, or save us from disastrous investment of capital, on the other hand, the result in either event will repay the cost and trouble.

It would manifestly be impracticable for the College to furnish seed to plant a quarter of an acre to every one who may apply. The board desire to secure fifty or sixty thoroughgoing farmers who will carry forward these experiments if attempted. If the agricultural society, farmers' club, grange, or other organization in the interest of agriculture, in the several counties and townships, will themselves select two or three persons who will do this work thoroughly, and will send here the names of these persons, for whose fidelity they will vouch, the quantity of seed necessary for the experiment will be sent, free of expense, to such persons so long as the supply of seed shall last. After these *field experimenters* are supplied with enough for their quarter acre plots, if any seed is left, smaller packages of seed for a few rods of ground will be sent to parties who may apply, regard being had to reasonable distribution through the State. The State board desires the hearty co-operation of leading farmers in our State in this investigation, and will do all in its power to secure accurate and reliable information on a subject of great importance to our State.

R. C. KEDZIE,
Chemist Experiment Station.

*Bulletin issued by the Experiment Station at the State Agricultural College.

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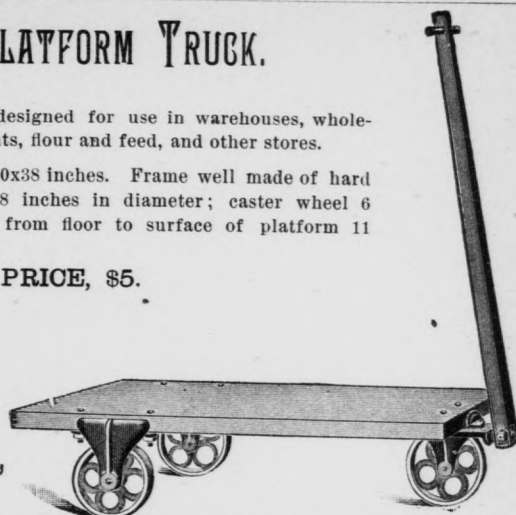
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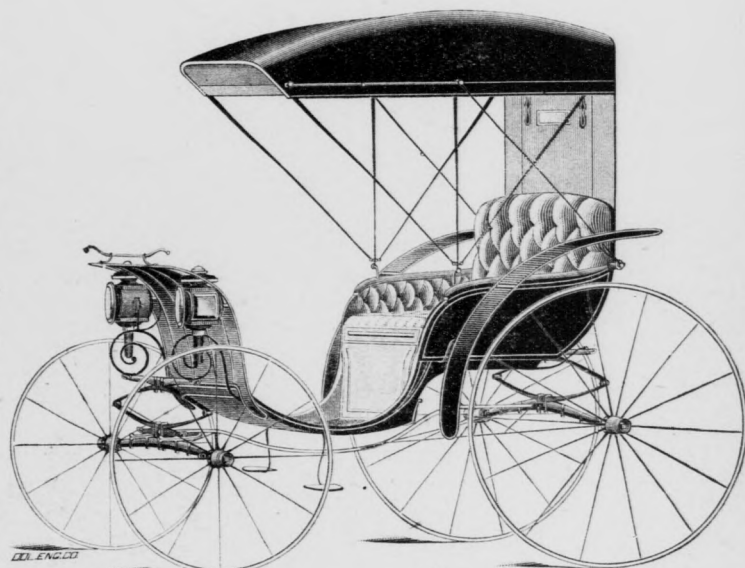
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Detroit Pharmaceutical Society.
 President, J. W. Allen; Secretary, W. F. Jackman.

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

How to Deal with the Kickers.

Written for THE TRADESMAN.

Everyone now and then meets with a genuine surprise peculiar to his business, and druggists are no exception. It is not always agreeable, even although it may have its comical aspect.

In this case it was a woman who caused the surprise. However, women have always surprised us ever since Mrs. Eve Adam astonished her husband by that serious joke of hers. The incident to which I call attention was a sharp and shrewd dodge, will admit, and, I say it to the credit of the sex, one that only a woman would have had the ingenuity to evolve.

A female came into my store one afternoon and, laying a well-written prescription on the counter, said, "Will you please put that up for me? I will call for it in half an hour." The woman, who may have been forty years old, walked as if enfeebled in health, was thinly clad for that time of the year and naturally excited my sympathy. The prescription was from a physician with whom I was well acquainted. It called for an eight-ounce emulsion containing all the oils that could well be held without separating and required care and skill in its preparation. According to all the ethics of country druggists, I should have had at least \$1.25 for my materials and twenty minutes' labor, but, when the woman returned and I glanced at her scanty and poor apparel, noticed her care-worn and pinched appearance, while in a feeble voice she enquired how much the bottle would cost, I relented at once and said, "It should be more, madam, but it shall only cost you one dollar." The change in that woman was magical and, I confess, startled me. She was no longer the poor, decrepit, old invalid. She drew herself up straight as an arrow, those sleepy eyes of hers suddenly awoke, snapped and almost flashed fire, as, in a shrill, strong voice indicating sound lungs, she exclaimed, "One dollar! Ye'll not git it then. Do yez mane to rob me? It's not worth any sich price an' I'll not pay it! Ye can kape it an' jist hand me back my resate." And, with a sharp twitch of the head as if she meant business, she slowly moved back and forth along the counter like an enraged tigress in her cage. Astonished as I was at the sudden outburst, I did not lose my presence of mind. I took in the length and breadth of that little beating-down-in-price-game of hers in an instant and was prepared to checkmate her. "I am charging you less than the usual price for that medicine, madam,"

I calmly replied, "and, as to the prescription itself, I shall retain that until you pay for the medicine, and even then you are only entitled to a copy of it. These prescriptions are simply an order to the druggist to prepare the medicine, and the original is his property, to be placed on file by him for his own protection. The medicine is now prepared for you according to the order, and when you pay for it I will furnish you an exact copy of the order, if you desire it." I knew that this woman was not the person who would throw away that prescription and pay for a second one and go to another store just to spite me; therefore, I determined to hold to my rights. As I ceased speaking, the woman again spoke in a still higher key and quick, snappish tone. "I'll give yez jist sixty cints for that bottle, if ye like to tak' it; if not, I'll be goin'!" "You could not have it for ninety-five cents," I answered. Nothing less than one dollar will pay for it." "And will yez give me my resate?" "No, ma'am," was my answer. Without another word she strided rapidly to the door, went out and closed it with a bang. That evening a boy was sent for the medicine. He had a silver dollar to pay for it and asked no questions and made no remarks. It was six months afterward before that woman entered my store again, but, when she did, I waited upon her as I would upon any lady in the land.

I had a few other customers who undertook to play this same dodge with me, and, not wishing to offend them, I had accepted less than I ought, rather than throw away a preparation that was worthless to anyone else. Sometimes, one would, while objecting to the price, remark that, had he supposed it would cost so much, he would not have had it prepared. "Had you asked me the price," I would reply, "I would have answered you, but, as you did not, I have charged you no more on that account." These remarks of my customers, however, at last gave me a clew to the plan I have now adopted, and I can strongly recommend it to all druggists. Of course, discretion must be used, for offense might be taken where too much loss would follow. If I have the least suspicion that the holder of a prescription is one of the quibbling kind, when it is presented to me, I carefully examine it in his presence, and, fixing a price from which I cannot recede, I say to him politely, "This will cost you 50 cents"—or "75 cents," as the case may be, naming the price. "Shall I prepare it for you?" Here, you notice, is a direct question that the party must answer, which, if in the affirmative, leaves no excuse for quibbling afterward. Persons who had intended the quibbling dodge after a prescription was already prepared are quite taken aback at this unexpected turn, and of course, commence at once to discuss the question of price. This, however, is just what you desire, as then you cannot possibly meet with a loss. Perhaps one such customer in a hundred will act as if he were offended when you have carefully figured the price before him and put the direct question to him, "Shall I prepare this for you?" and he replies rather curtly, "I did not ask you about the price, sir?" "Of course not," I politely answer, "but, pardon me, I sometimes find that many are unacquainted with drugs, and even a moderate price seems to them like extortion, and I like

to discuss such a question beforehand, if at all." In such cases, rest assured that you have saved trouble, as no real lady or gentleman will take offense at such a course.

Just a word more. Druggists will find it quite necessary to guard against forgetfulness (?) of customers and place a price check mark upon every prescription and every copy of it before it is filed or leaves your store. Many a time have I had a party return with a prescription I had filled long before and, when I stated the price, smilingly beg my pardon and reply that I only charged him such a price before, naming a third or a quarter less than they had actually paid. "You paid me the same price I am asking you now," I answer, "and I recorded it here," pointing to some small letters or characters made with ink within the body of the writing—that it might not be torn away—on the prescription itself. Calling my assistant, I would ask him to tell the gentleman what price was first paid for that prescription. Of course, his answer would correspond with mine and could not be questioned. Use either letters or characters in affixing the price. Let it be done with ink, and, if possible, do it in the presence of your customer and call his attention to it. DRUGGIST.

Michigan Board of Pharmacy.

DETROIT, April 1, 1891—A meeting of the Michigan Board of Pharmacy, for the purpose of examining candidates for registration, will be held at Ann Arbor, Tuesday and Wednesday, May 5 and 6, 1891.

The examination of both registered pharmacists and assistants will commence on Tuesday at 9 o'clock a. m., at which hour all candidates will please report at the lecture room of Chemical Laboratory of the University.

The examination for registration for all candidates will occupy two days. Owing to the action of the last Legislature, which caused the Railway Association of Michigan to change its rules relative to reduced rates for assemblies, special railroad rates for this meeting could not be secured.

Other examinations will be held during the year as follows:

Star Island—July 7.

Houghton—September 1.

Lansing—November 4.

Yours respectfully,

JAMES VERNOR, Sec'y.

A Timely Note of Warning.

DETROIT, April 1—I want to thank you for the timely note of warning, on the bill to make registration of physicians as pharmacists compulsory without examination. It is only necessary to call the attention of members of the Legislature, to the measure to convince them of the mischief that lurks in it.

JAMES VERNOR.

The Drug Market.

Gum opium and morphia are unchanged. P. & W. morphia has declined. Mercury has declined. English vermilion is lower. Linseed oil has advanced. Cubeb berries are lower.

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Breakfast
Cocoa



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

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Declined—P. & W. Quinine, English vermilion, cubeb berries.

ACIDUM.		Cubebae.		TINCTURES.	
Aceticum	80 10	Exechthitos	90 10 00	Aconitum Napellis R.	60
Benzoleum German.	80 10 00	Erigeron	1 90 10 00	" F.	50
Boracic	30 35	Gaultheria	2 00 10 00	Aloes	60
Carbolicum	23 35	Geranium, ounce	50 75	" and myrrh.	60
Citricum	58 60	Gossipi, Sem. gal.	50 75	Arnica	50
Hydrochlor	30 35	Hedeoma	1 85 20 00	Asafetida	50
Nitrophenol	10 12	Juniperi	50 20 00	Atrope Belladonna	60
Oxalicum	11 13	Lavandula	90 20 00	Benzoin	60
Phosphoricum dil.	1 40 20 80	Limonis	1 80 20 80	" Co.	50
Salicylicum	1 40 20 80	Mentha Piper.	2 90 20 00	Sanguinaria	50
Sulphuricum	1 40 20 80	Mentha Verid.	2 50 20 00	Barosma	50
Tannicum	1 40 20 80	Morruhae, gal.	1 25 20 00	Cantharides	50
Tartaricum	40 42	Myrcia, ounce	2 50	Capsicum	50
AMMONIA.		Olive	1 00 20 75	Ca damon.	75
Aqua, 16 deg.	3 4 5	Pis. Liquida, (gal. 35)	10 12	" Co.	75
" 20 deg.	5 4 7	Ricini	1 04 20 12	Castor	1 00
Carbonas	13 14	Rosmarini	75 20 00	Catechu	50
Chloridum	13 14	Rosae, ounce	2 60 00	Cinchona	50
ANILINE.		Succini	40 45	" Co.	60
Black	2 00 25 25	Sabina	90 20 00	Columba	50
Brown	80 10 00	Santal	3 50 20 00	Conium	50
Red	45 50	Sassafras	45 50 00	Cubeba	50
Yellow	2 50 25 00	Sinapis, ess. ounce	2 65	Digitalis	50
BACCAR.		Sinapis, opt.	2 65	Ergot	50
Cubae (po. 1 30)	1 35 10 40	Thyme	40 50 00	Gentian	50
Juniperus	80 10	Theobromas	15 20	" Co.	60
Xanthoxylum	25 30	POTASSIUM.		Guaica	50
BALSAMUM.		Bi Carb.	15 18	" ammon	60
Copalba	65 70	Bichromate	13 14	Zingiber	50
Peru	21 80	Bromide	37 40	Hycocyanus	50
Terabin, Canada	35 40	Carb.	13 15	Iodine	75
Tolutan	35 50	Chlorate, (po. 16)	14 16	" Colorless	75
CORTEX.		Cyanide	50 55	Perri Chloridum	50
Abies, Canadian	18	Iodide	80 20 00	Lobelia	50
Cassia	11	Potassa, Bitart, pure	30 33	Myrrh	50
Cinchona Flava	30	Potassa, Bitart, com.	15	Nux Vomica	50
Euonymus atropurp.	30	Potass Nitras, opt.	80 10	Opil	35
Myrica Cerifera, po.	12	Potass Nitras	70 9	" Camphorated	50
Prunus Virgini.	20	Pursslate	30 33	" Deodor.	2 00
Quillaja, grd.	14	Sulphate po.	15 18	Aurant Cortex	50
Sassafras	14	RADIX.		Quassia	50
Ulmus Po (Ground 12)	10	Aconitum	20 25	Rhatany	50
EXTRACTUM.		Althae	25 30	Rhel	50
Glycyrrhiza Glabra	24 25	Anchusa	15 20	Cassia Acutifol.	50
" po.	33 35	Arum, po.	20 25	" Co.	50
Haematox, 15 lb. box	11 12	Calamus	20 25	Serpentaria	50
" 18	13 14	Gentiana, (po. 15)	10 12	Stromonium	60
" 14	14 15	Glycyrrhiza, (pv. 15)	10 12	Tolutan	60
" 1/4 s.	16 17	Hydrastis Canaden.	10 12	Valerian	50
FERRUM.		" (po. 40)	20 25	Veratrum Veride	50
Carbonate Precip.	2 15	Hellebore, Ala, po.	15 20	MISCELLANEOUS.	
Citrate and Quinia	2 50	Inula, po.	15 20	Ether, Spts Nit, 3 F.	20 25
Citrate Soluble	2 50	Ipecac, po.	40 25 00	" 4 F.	30 32
Ferrocyanidum Sol.	2 50	Iris plox (po. 35 38)	32 35	Alumen	2 4 3 4
Solut Chloride	15	Jalapa, pr.	35 40	" ground, (po.	3 4
Sulphate, com'l.	1 4 2 7	Maranta, 1/4 s.	15 18	Annatto	55 60
" pure	2	Podophyllum, po.	75 100	Antimony, po.	40 5
FLORA.		Rhel	75 100	" et Potass T.	55 60
Arnica	22 25	" cut.	75 100	Antipyrin	2 10
Anthemis	20 25	Spigelia	48 53	Antifebrin	2 25
Matricaria	25 30	Sanguinaria, (po. 25)	40 45	Argent Nitras, ounce	50 7
FOLIA.		Senega	50 55	Arsenicum	50 7
Barosma	30 22	Similax, Officialis, H	40 40	Balm Gilead Bud.	35 40
Cassia Acutifol, Tin-	25 28	" M	20 20	Bismuth S. N.	2 10 20
nivelly	25 28	Scilla, (po. 35)	10 12	Calcium Chlor, 1s, 1/4 s	2 9
" Alix.	35 50	Symplocarpus, Pecti-	2 25	" 11; 1/4 s, 12)	2 9
Salvia officinalis, 1/4 s	12 15	dus, po.	2 25	Cantharides Russian,	2 10
Ura Ursi.	80 10	Valeriana, Eng. (po. 30)	15 20	" po.	2 10
GUMMI.		Ingiber a.	10 15	Capsic Fructus, af.	2 25
Acacia, 1st picked	2 100	Zingiber j.	22 25	" po.	2 30
" 2d	2 80	SEMEN.		" 3 po.	2 30
" 3d	2 80	Anisum, (po. 20)	15 15	Caryophyllus, (po. 18)	13 14
" sifted sorts	2 65	Apium (graveleons)	15 18	Carmine, No. 40.	2 75
" po	75 100	Bird, 1s.	40 6	Cera Alba, S. & F.	50 55
Aloe, Barb. (po. 60)	50 60	Carui, (po. 18)	80 12	Cera Flava	30 40
" Cape, (po. 20)	2 12	Cardamon	1 00 21 25	Coccus	40 40
" Socotri, (po. 60)	2 50	Corlandrum	10 12	Cassia Fructus	2 20
Catechu, 1s, 1/4 s, 14 1/4 s,	2 1	Cannabis Sativa	4 1/2 5	Centaria	2 10
" 16)	2 1	Cydonium	75 100	Cetaceum	45
Ammonia	25 30	Chenopodium	10 12	Chloroform	60 63
Assafetida, (po. 30)	2 15	Dipterix Odorata	2 00 25 25	Chloral Hyd Crst.	2 10
Benzoinum	50 55	Foeniculum	2 15	Chondrus	20 25
Camphore	50 52	Foenugreek, po.	4 8	Cinchonidine, P. & W	15 20
Euphorbium po	35 40	Lini, grd. (bbl. 3 1/2)	4 4 1/2	" German	3 1/2 12
Galbanum	23 35	Lobelia	35 40	Corks, list, dis. per	67
Gamboge, po.	80 95	Pharlaris Canarian	3 1/2 4 1/2	cent	67
Guaiacon, (po. 40)	2 35	Rapa	60 7	Creasotum	2 50
Kino, (po. 25)	2 30	Sinapis, Albu.	80 9	Creta, (bbl. 75)	2 2
Mastic	2 90	" Nigra	11 12	" prep.	50 5
Myrrh, (po. 45)	2 40	SPIRITUS.		" prepr.	90 11
Opil, (po. 3 50)	2 25 20 40	Frument, W. D. Co.	2 00 25 50	" Rubra	2 8
Shellac	28 40	" D. F. R.	1 75 20 50	Crocus	28 30
" bleached	30 35	"	1 75 20 50	Cudbear	28 30
Tragacanth	30 75	"	1 75 20 50	Cupri Sulph	2 7
HERBA—In ounce packages.		Juniperis Co. O. T.	1 75 21 75	Dextrine	10 12
Absinthium	25	Saacharum N. E.	1 75 20 50	Ether Sulph.	68 70
Eupatorium	20	Spt. Vini Galli.	1 75 20 50	Emery, all numbers	2
Lobelia	25	Vini Oporto	1 75 20 50	" po.	3
Majorum	28	Vini Alba	1 25 20 00	Ergota, (po. 60)	50 55
Mentha Piperita	23	SPONGES.		Flake White	12 15
" Vir.	30	Florida sheeps' wool	2 25 20 50	Galla	2 23
Rue	30	Nassau sheeps' wool	2 00	Gambier	7 70
Tanacetum, V.	22	carriage	2 25 20 50	Gelatn, Cooper.	40 60
Thymus, V.	25	carriage	2 00	" French	40 60
MAGNERIA.		Velvet extra sheeps'	1 10	Glassware flint, 70 and 10	15
Calcined, Pat.	55 60	wool carriage	85	by box 60 and 10	15
Carbonate, Pat.	20 22	Extra yellow sheeps'	1 10	Glue, Brown	13 25
Carbonate, K. & M.	20 25	carriage	85	" White	13 25
Carbonate, Jennings	35 36	Grass sheeps' wool car-	65	Glycerina	17 25
OLEUM.		riage	75	Grana Paradisi	22
Absinthium	5 00 25 50	Hard for slate use	1 40	Humulus	25 55
Amygdalae, Dulc.	45 75	Yellow Reef, for slate	1 40	Hydraag Chlor Mite.	90
Amygdalae, Amarae	8 00 25 25	use	1 40	" Cor	80
Anisi	1 70 10 80	SYRUPS.		" Ox Rubrum	21 10
Aurant Cortex	2 50	Accacia	50	Ammoniat.	21 10
Bergamit	3 75 20 40	Zingiber	50	Unguentum	45 55
Caliputi	90 21 00	Ipecac	50	Hydrargyrum	2 70
Caryophyll	1 20 21 25	Ferri Iod.	50	Icthyobolla, Am.	1 25 21 50
Cedar	35 65	Aurant Cortex	50	Indigo	75 100
Chenopodii	21 75	Rhei Arom.	50	Iodine, Resub.	3 75 21 85
Cinnamoni	1 15 21 20	Similax Officialis	60	Iodoform	24 70
Citronella	45	" Co.	50	Lupulin	50 55
Conium Mac.	35 65	Senega	50	Lycopodium	50 55
Copalba	1 20 21 30	Scillae	50	Macleis	80 85
		" Co.	50	Liquor Arsen et Hy-	27
		Tolutan	50	drarg Iod.	10 12
		Prunus virg	50	Liquor Potass Arsenitis	10 12
				Magnesia, Sulph (bbl	3
				1 1/4)	30 3
				Mannia, S. F.	50 60

Morphia, S. P. & W.	2 20 25 45	Seidlitz Mixture	2 25	Linseed, boiled	50	62
S. N. Y. Q. &	2 20 25 35	Sinapis	2 18	Neat's Foot, winter	50	69
C. Co.	2 10 25 35	" opt.	2 30	strained	50	69
Moschus Canton	2 10 25 35	Snuff, Maccaboy, De	2 30	Spirits Turpentine	4 1/2	50
Myristica, No. 1	70 75	Voes	2 35	PAINTS.		bbl. lb.
Nux Vomica, (po. 20)	2 10	Snuff, Scotch, De. Voes	2 35	Red Venetian	1 1/2	2 1/2
Os. Sepia	33 38	Soda Boras, (po. 13)	12 13	Ochre, yellow Mars.	1 1/2	2 1/2
Pepsin Saac, H. & P. D.	2 10	Soda et Potass Tart.	30 33	" Ber.	1 1/2	2 1/2
Co	2 00	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2	2 1/2
Pisic Liq. N. C., 1/4 gal	2 00	Soda, Bi-Carb.	2 5	" strictly pure	2 1/2	2 1/2
doz	2 00	Soda, Ash	3 1/2 4	Vermilion Prime Amer.	13 16	
Pisic Liq., quarts	2 00	Soda, Sulphas.	2 5	Vermilion, English	70 75	
" pints	2 00	Spts. Ether Co.	50 55	Green, Peninsular	70 75	
Pil Hydrag, (po. 80)	2 50	" Myrcia Dom.	2 25	Lead, red	2 1/2	
Piper Nigra, (po. 22)	2 50	" Myrcia Imp.	2 30	" white	2 1/2	
Piper Alba, (po. 55)	2 3	" Vini Rect. bbl.	2 37	Whiting, white Span.	2 70	
Pix Burgun.	2 7	Less 5c gal., cash ten days.	2 10	Whiting, Gilders	2 80	
Plumbi Acet	14 15	Strychnia Crystal	2 10	White, Paris American	1 00	
Pulvis Ipecac et opil.	1 10 21 20	Sulphur, Subl.	3 2 4	Whiting, Paris Eng.	1 40	
Pyrethrum, boxes H	2 1 25	" Roll	2 1/2 3 1/2	Pioneer Prepared Paint	20 21 4	
" P. D. Co., doz	30 35	Tamarinds	30 10	Swiss Villa Prepared	1 00 21 20	
Quassia, S. P. & W.	33 36	Terebenth Venice	28 30	VARNISHES.		
" S. German	21 1/2 30	Theobromas	50 55	No. 1 Turp Coach	1 10 21 20	
Rubia Tincturum	12 14	Vanilla	9 00 21 60	Extra Turp.	1 60 21 70	
Saccharum Lactis pv.	2 40	Zinci Sulph.	7 2 8	Coach Body	2 75 20 00	
OILS.		Bbl. Gal		No. 1 Turp Furn	1 00 21 10	
Salacin	1 80 21 85	Whale, winter	70 70	Eutra Turk Damar	1 55 21 60	
Sanguis Draconis	40 50	Lard, extra	55 60	Japan Dryer, No. 1	70 75	
Santonine	2 4 50	Lard, No. 1	45 50			
Sapo, W.	12 14	Linseed, pure raw	56 59			
" M.	10 12					
" G.	15					

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

GROCERIES.

The Commercial Traveler.

Written for THE TRADESMAN.

Every man has it in his power to do every other man a kindness or an injury, be it ever so small. Bearing this in mind, that individual who can and will always treat everyone in an affable manner is possessed, as he commences to do business in the world, of a capital equal to a small fortune, and almost untold advantages over his crusty competitors. That merchant makes a serious mistake, and commits an unfortunate blunder, who treats a commercial traveler with indifference or worse—impertinence. Any merchant engaged in business possesses very little wisdom if he will, without great cause, treat the representative of any wholesale house other than in a courteous manner. Through their accredited agent he is offering a direct insult to the firm itself, and this insult will be known to them. How often it is the case that the merchant, sometimes hardly realizing what he is doing, gives the C. T. a curt and snappish reply, instead of a friendly reception.

I have sat within hearing, have seen the C. T. enter a store, present his card and politely ask for a ten minutes' audience, which he believes will be to the merchant's advantage. One with a cold stare looked the man over and then said: "I don't want a thing from your house to-day, and, being driven with business, I cannot give you an audience. The fact is, there have been two others occupying my valuable time to-day, and you fellows are so persistent that I prefer to send my orders direct to the house instead of having them forgotten and carried around in the pocket until your return."

"I regret that you should have that opinion of an agent of the firm that I represent," replied the C. T. "As for myself, I am particular to see that an order taken by me leaves the same day for my house. I had a few new specialties to show you to-day—that was all. Good morning, sir." And the man who had not even opened his grips bowed himself out.

I had the curiosity to know in this case who, if anyone, would have the first examination of these specialties and found that another dry goods house near purchased a full line, which proved to be both quick selling and profitable goods.

It is the exception and not the rule when a C. T. so far forgets his calling, or the good name of his house, as to become, in the least, insolent to his customer, even though the provocation be great, as he regards himself the favored party. I have known a C. T. to hasten home and personally superintend the selection of my goods, without my knowledge, and, if a few were short, to substitute a higher priced article and get it billed at the price agreed upon. They have given me many a quite "tip" as a special favor, resulting to my great advantage, with no injury to their house, simply because they appreciated my treatment of them.

I was once about to purchase, by sample, a gross of one kind of handkerchiefs, as they were low in price and I had just had a constant run upon them. The agent, after enquiring if we were alone, said:

"Allow me to show you something different, at the same price, which are just coming into fashion. The others

are going out, and will stick on your hands at any price and I can sell all we have in the newer sections of country. I am talking now for your interest as well as mine, although you can have those you name if you insist upon it."

I thought it possible that he might have some selfish object in view, and so I insisted upon having a few dozens. He noticed the incredulous expression in my face and finally said:

"I'll put in a quarter of a gross of those and half a gross of the new style, and you will sometime thank me for the suggestion."

I took his last advice. I soon had a run on the new style and ordered more from the house by express, while the quarter gross I had stubbornly purchased, heedless of his information, remained in the store so long that nearly a year afterward he said:

"Henry, I am going to take those handkerchiefs north with me, as I have a place for them. Here is the money they cost you, and next time, old boy, have more confidence in me."

If you have known a commercial agent sufficient to become intimately acquainted with him, you will find that he often is the best judge of what will suit your trade. Why? Because he observes what is wanted by other dealers all around you and knows better than others what is having the best sale and what is not, and he will pride himself in not abusing your confidence. It will pay, in the long run, for any merchant to neglect, if need be, a little other business and give time to even half a dozen traveling men who carry goods in his line.

As a rule, this body of men are true gentlemen everywhere—on the cars, in the steamers, in the counting-room, in the dining room, in the ball room. They are sympathetic toward the weak and afflicted; their purse is ever open to the calls of suffering, and they are the sworn champions of the rights of ladies and children the world over. Their stories are fresh, rich and racy without vulgarity and told with a zest which is proverbial and unequalled. They are genial, long suffering, liberal and obliging, and they can guarantee the merchant favors from the house they represent that you can obtain in no other way. By your kindness and forbearance with them they measure you, and they will say to the house:

"It will be to your present and future advantage to make concessions to this man—as you will notice I have taken the liberty to do—as he is a close buyer, fully responsible and others are crowding to obtain his trade."

The house, having confidence in their agent, will, in such a case, do far more for their customer than he could obtain under any other circumstances.

No matter who you are, always have a kindly word for the C. T. It will pay.

MERCHANT.

Received his Sugar Promptly.

GRAND LEDGE, April 2, 1891.

Ball-Barnhart-Putman Co., Grand Rapids:

GENTLEMEN—Yours of April 1 to hand. Sugar arrived O. K. and I am more than pleased at your promptness. All the other dealers here ordered from Detroit, but nary a barrel of sugar has arrived except mine, and there is no prospect of any for several days. In the language of the vulgar tongue, I am "tickled to death."

I shall surely remember your house in the future. Yours truly,

E. A. TURNBULL.

PRODUCE MARKET.

Apples—So meagre are the offerings, that there is really no market.
Beans—The market is steady. Handlers are offering \$1.80 per bu. for country picked and holding city picked at \$2.25 to \$2.30.
Beets—50c per bu.
Butter—The market is weaker as stocks are increasing every day. Jobbers now pay 18c and hold at 20c, but the price is sure to go lower soon.
Cabbages—50c per doz. or \$4 per 100.
Carrots—20c to 25c per bu.
Celery—20c to 25c per doz.
Cooperage—Pork barrels, \$1.25; produce barrels 25c.
Cranberries—Bell and Cherry are held at \$9 and Jerseys at \$9.50.
Eggs—The market is weak and uncertain, dealers paying 12c to 13c and holding at 14c.
Honey—Dull at 16 to 18 for clean comb.
Lettuce—13c for Grand Rapids Forcing.
Onions—Scarce and firm. Dealers pay \$1.40 for all offerings of choice, holding at \$1.65.
Potatoes—The market continues strong and high, handlers paying \$1 at most of the principal buying points throughout the State, the strong competition at Greenville having forced the price there up to \$1.05.
Squash—1½c per lb.
Sweet Potatoes—Kiln dried Jerseys are in good demand and readily commanding \$3.75 per bu.
Turnips—30c to 35c per bu.

PROVISIONS.

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

PORK IN BARRELS.	
Mess, new.	13 00
Short cut	12 50
Extra clear pig, short cut.	14 50
Extra clear, heavy	
Clear, fat back.	14 00
Boston clear, short cut.	14 25
Clear back, short cut.	14 00
Standard clear, short cut, best.	14 50

SAUSAGE—Fresh and Smoked.	
Pork Sausage.	7
Ham Sausage.	9
Tongue Sausage.	9
Frankfort Sausage.	7½
Blood Sausage.	7½
Bologna, straight.	5
Bologna, thick.	5
Head Cheese.	5

LARD—Kettle Rendered.	
Tierces.	7½
Tubs.	7½
50 lb. Tins.	7½

LARD.	
Tierces.	Family.
0 and 50 lb. Tubs.	6½
3 lb. Pails, 20 in a case.	7½
5 lb. Pails, 12 in a case.	7½
10 lb. Pails, 6 in a case.	7½
20 lb. Pails, 4 in a case.	6½
50 lb. Cans.	6½

BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	7 50
Extra Mess, Chicago packing.	7 50
Boneless, rump butts.	11 00

SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs.	9
" " 16 lbs.	9½
" " 12 to 14 lbs.	9½
" picnic.	6½
" best boneless.	8½
Shoulders.	6
Breakfast Bacon, boneless.	8
Dried beef, ham prices.	9½
Long Curls, heavy.	6½
Briskets, medium.	2½
" light.	6½

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.	
Whitefish.	210
Trout.	29
Halibut.	218
Ciscoes.	25
Flounders.	29
Bluefish.	212
Mackerel.	225
Cod.	212
California salmon.	220

OYSTERS—Cans.	
Fairhaven Counts.	238
F. J. D. Selects.	230
Selects.	225
F. J. D.	225
Anchors.	223

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

BULK GOODS.	
Standards, per gal.	21 25
Selects.	21 75
Scrumps.	1 50
Clams.	1 50
Scallops.	1 50

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass.	6½ to 7½
" hind quarters.	28
" fore "	25
" loins, No. 3.	212
" ribs.	210
" rounds.	210
" tongues.	210½
Bologna.	25
Pork loins.	29
" shoulders.	26
Sausage, blood or head.	25
" liver.	25
" Frankfort.	27½
Mutton.	28½
Veal.	6½ to 7

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.	
Full Weight.	
Standard, per lb.	Bbls. Pails.
" H. H.	6½ 7½
" Twist.	6½ 7½
Boston Cream.	7½ 8½
Cut Loaf.	7½ 8½
Extra H. H.	7½ 8½

MIXED CANDY.	
Full Weight.	
Standard.	Bbls. Pails.
Leader.	6½ 7½
Special.	7 8
Royal.	7 8
Nobby.	7½ 8½
Broken.	7½ 8½
English Rock.	7½ 8½
Conserves.	7½ 8½
Broken Taffy.	7½ 8½
Peanut Squares.	10
Extra.	10½
French Creams.	13½
Valley Creams.	13½

FANCY—In bulk.	
Full Weight.	
Lozenges, plain.	Bbls. Pails.
" printed.	10½ 11½
Chocolate Drops.	12½
Chocolate Monumentals.	14
Gum Drops.	5 6½
Moss Drops.	8
Sour Drops.	8½ 9½
Imperial.	10½ 11½

FANCY—In 5 lb. boxes.	
Per Box.	
Lemon Drops.	55
Sour Drops.	55
Peppermint Drops.	65
Chocolate Drops.	70
H. M. Chocolate Drops.	90
Gum Drops.	40 to 50
Licorice Drops.	1 00
A. B. Licorice Drops.	80
Lozenges, plain.	65
" printed.	70
Imperial.	65
Mottoes.	75
Cream Bar.	60
Molasses Bar.	55
Caramels.	15 to 17
Hand Made Creams.	55 to 65
Plain Creams.	80 to 90
Decorated Creams.	70
String Rock.	1 00
Burnt Almonds.	1 00
Wintergreen Berries.	65

ORANGES.	
California, 128.	3 00
" 150.	3 50
" 176-2 0-226.	3 50
Messinas.	
" 300-240.	
" 200.	
LEMONS.	
Messina, choice, 360.	4 25
" fancy, 360.	5 25
" choice 300.	4 50
" fancy 360.	5 00
OTHER FOREIGN FRUITS.	
Figs, Smyrna, new, fancy layers.	18 to 20
" " " choice "	216
" " " " "	212½
" Fard, 10-lb. box.	210
" 50-lb. "	28
" Persian, 50-lb. box.	4 26

NUTS.	
Almonds, Tarragona.	217½
" Ivaca.	217
" California.	217½
Brazils, new.	28½
Filberts.	211
Walnuts, Grenoble.	215
" Marbot.	212
" Chili.	210
Table Nuts, No. 1.	215
" No. 2.	213½
Pecans, Texas, H. P.	15 to 17
Cocoanuts, full sacks.	24 00
PEANUTS.	
Fancy, H. P., Suns.	25½
" Roasted.	27½
Fancy, H. P., Flags.	25½
" Roasted.	27½
Choice, H. P., Extras.	24½
" Roasted.	26½

OILS.	
The Standard Oil Co. quotes as follows:	
Water White.	29
Michigan test.	28½
Naptha.	27½
Gasoline.	29½
Cylinder.	27
Engine.	23
Black, 15 Cold Test.	29½

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

FLOUR SACKS, GROCERY BAGS, TWINE AND WOODEN WARE.

Houseman Block,

Grand Rapids, Mich.

APPLE BUTTER.		Raspberries.		Genuine Swiss.		JELLIES.		Gloss.		Rob Roy.	
Chicago goods.		Red.		American Swiss.		Chicago goods.		1-lb packages.		Uncle Sam.	
AXLE GREASE.		Black Hamburg.		COUPONS.		LAMP WICKS.		3-lb.		Tom and Jerry.	
Frazer's.		Erie, black.		"Superior."		No. 1.		6-lb.		Brier Pipe.	
Wood boxes, per doz.		Lawrence.		\$ 1. per hundred.		No. 2.		40 and 50 lb. boxes.		Yum Yum.	
" 3 doz. case.		Hamburg.		\$ 2. " "		LICORICE.		Barrels.		Red Clover.	
" per gross.		Erie.		\$ 5. " "		Pure.		Scotch, in bladders.		Navy.	
25 lb. pails.		Whortleberries.		\$ 10. " "		Calabria.		Maccaboy, in jars.		Handmade.	
15 lb. "		Common.		"Tradesman."		Sicily.		French Rappee, in jars.		Frog.	
Aurora.		F. & W.		\$ 1. per hundred.		LYE.		SOAP.		40 gr.	
Wood boxes, per doz.		Blueberries.		\$ 2. " "		Condensed, 2 doz.		Allen B. Wisley's Brands.		50 gr.	
" 3 doz. case.		MEATS.		\$ 5. " "		Old Country, 80.		Old Country, 80.		YEAST—Compressed.	
" per gross.		Corned beef, Libby's.		\$ 10. " "		Uno, 100.		Uno, 100.		Tin foil cakes, per doz.	
Diamond.		Roast beef, Armour's.		Subject to the following dis-		Bouncer, 100.		Bouncer, 100.		Baker's, per lb.	
Wood boxes, per doz.		Potted ham, 1/2 lb.		counts:		Boxes.		Kegs, English.		PAPER & WOODENWARE	
" 3 doz. case.		" tongue, 1/2 lb.		200 or over. 5 per cent.		Kegs, SAL SODA.		Granulated, boxes.		PAPER.	
" per gross.		" chicken, 1/2 lb.		1000 " " 20 "		Curtiss & Co. quote as fol-		Mixed bird.		lows:	
Peerless.		VEGETABLES.		CHACKERS.		Ordinary.		Canaway.		Straw.	
25 lb. pails.		Beans.		Kenosha Butter.		Prime.		Caraway.		Rockfalls.	
BAKING POWDER.		String.		Seymour.		Fancy.		Canary.		Rag sugar.	
Acme, 1/2 lb. cans, 3 doz.		Lima, green.		Butter.		New Orleans.		Hemp.		Hardware.	
" 1 lb. " 1 " 10		" soaked.		" family.		Fair.		Anise.		Bakers.	
" bulk.		Lewis Boston Baked.		" biscuit.		Good.		Rape.		Dry Goods.	
Telfer's, 1/2 lb. cans, doz.		World's Fair.		Boston.		Extra good.		Mustard.		Jute Manila.	
" 1 lb. " 1 " 10		" Corn.		City Soda.		Choice.		Common Fine per bbl.		Red Express No. 1.	
Arctic, 1/2 lb. cans.		Tiger.		S. Oyster.		Fancy.		Solar Rock, 50 lb. sacks.		No. 2.	
" 1 lb. " 1 " 10		Purity.		City Oyster XXX.		One-half barrels, 3c extra.		25 pocket.		48 Cotton.	
Red Star, 1/2 lb. cans.		Erie.		Strictly pure.		Barrels 200.		100 "		Cotton, No. 1.	
" 1 lb. " 1 " 10		Soaked.		Telfer's Absolute.		Half barrels 100.		Ashton bu. bags.		" 2.	
BATH BRICK.		Harris standard.		Grocers' 10 @ 15		Rolled Oats.		Higgins.		No. 5 Hemp.	
2 dozen in case.		Archer's Early Blossom.		DRIED FRUITS.		Half bbls 90.		Warsaw.		No. 6.	
English.		French.		Apples.		Barrels 180.		1/2 bu " "		Wool.	
Bristol.		Mushrooms.		Sun-dried.		PICKLES.		Diamond Crystal, cases.		WOODENWARE.	
Domestic.		Pumpkin.		Evaporated.		Medium.		" 28 lb sacks.		Tubs, No. 1.	
BLUING.		Erie.		California Evaporated.		Barrels, 1,200 count.		" 56 lb "		No. 2.	
Arctic, 4 oz ovals.		Hamburg.		Apricots.		Half barrels, 600 count.		" 60 pocket.		No. 3.	
8 oz.		Hubbard.		Blackberries.		Barrels, 2,400 count.		" 28 "		No. 1, two-hoop.	
pints, round.		Succotash.		Nectarines.		Half barrels, 1,300 count.		" barrels.		No. 1, three-hoop.	
No. 2, sifting box.		Soaked.		Pears, sliced.		PIPES.		Church's, Arm & Hammer.		Clothespins, 5 gr. boxes.	
No. 3.		Honey Dew.		Plums.		Clay, No. 216.		Dwight's Cow.		Bowls, 11 inch.	
No. 4.		Hamburg.		Prunes, sweet.		T. D. full count.		Taylor's.		" 13 "	
No. 5.		Tomatoes.		Turkey.		Cob, No. 3.		DeLand's Cap Sheaf.		" 15 "	
No. 6.		Van Camp's.		Bosnia.		RICE.		" pure.		" 17 "	
No. 7.		Hancock.		French.		Domestic.		Golden Harvest.		" 18 "	
No. 8.		Gallon.		Lemon.		Carolina head.		Barrels.		" 19 "	
No. 9.		CHOCOLATE-BAKERS.		Orange.		No. 1.		Half bbls.		" 20 "	
No. 10.		German Sweet.		In drum.		No. 2.		Amber.		" 21 "	
No. 11.		Premium.		In boxes.		Broken.		Fancy drips.		" 22 "	
No. 12.		Pure.		Zante, in barrels.		Imported.		Ginger Snaps.		" 23 "	
No. 13.		Breakfast Cocoa.		" in 1/4 bbls.		Java, No. 1.		Sugar Creams.		" 24 "	
No. 14.		CHICORY.		" in less quantity.		No. 2.		Frosted Creams.		" 25 "	
No. 15.		Bulk.		RAISINS—California.		Patna.		Graham Crackers.		" 26 "	
No. 16.		Red.		Bags.		SAUERKRAUT.		Oatmeal Crackers.		" 27 "	
No. 17.		Fancy Full Cream.		London Layers, 2 cr'n.		Barrels.		Shoe Polish.		" 28 "	
No. 18.		Good.		" fancy.		Half barrels.		Jettine, 1 doz. in box.		" 29 "	
No. 19.		Part Skimmed.		Muscatels, 2 crown.		SAPOLIO.		TEAS.		" 30 "	
No. 20.		Edam.		" 3.		Kitchens, 3 doz. in box.		Japan—Regular.		" 31 "	
No. 21.		Swiss, imported.		Foreign.		Hand 3.		Good.		" 32 "	
No. 22.		domestic.		Valencias.		Snider's Tomato.		Choice.		" 33 "	
No. 23.		Limbinger.		Ondaras.		SPICES.		Choicest.		" 34 "	
No. 24.		CHEWING GUM.		Sultanas.		Whole Sifted.		Dust.		" 35 "	
No. 25.		Rubber, 100 lumps.		PARINACROUS GOODS.		Allspice.		Sun Cured.		" 36 "	
No. 26.		Spruce, 200 pieces.		Farina.		Cassia, China in mats.		Fair.		" 37 "	
No. 27.		Snider's, 1/2 pint.		Hominy.		Batavia in bund.		Good.		" 38 "	
No. 28.		" pint.		Barrels.		" Saigon in rolls.		Choice.		" 39 "	
No. 29.		Part Skimmed.		Grits.		Cloves, Amboyana.		Choicest.		" 40 "	
No. 30.		Edam.		Lima Beans.		Zanzibar.		Dust.		" 41 "	
No. 31.		Swiss, imported.		Maccaroni and Vermicelli.		Mace Batavia.		Basket Fined.		" 42 "	
No. 32.		domestic.		Domestic, 12 lb. box.		Nutmegs, fancy.		Fair.		" 43 "	
No. 33.		Limbinger.		Imported.		" No. 1.		Good.		" 44 "	
No. 34.		CHEWING GUM.		Pearl Barley.		" No. 2.		Choice.		" 45 "	
No. 35.		Rubber, 100 lumps.		Kegs.		Pepper, Singapore, black.		Choicest.		" 46 "	
No. 36.		Spruce, 200 pieces.		Peas.		" white.		Extra choice, wire leaf.		" 47 "	
No. 37.		Snider's, 1/2 pint.		Green, bbl.		Pure Ground in Bulk.		Common to fair.		" 48 "	
No. 38.		" pint.		Split.		Allspice.		Extra fine to finest.		" 49 "	
No. 39.		Part Skimmed.		Sago.		Cassia, Batavia.		Choicest fancy.		" 50 "	
No. 40.		Edam.		East India.		and Saigon.		Common to fair.		" 51 "	
No. 41.		Swiss, imported.		Wheat.		Saigon.		Superior to fine.		" 52 "	
No. 42.		domestic.		Cracked.		Cloves, Amboyana.		Fine to choicest.		" 53 "	
No. 43.		Limbinger.		5.		Zanzibar.		Common to fair.		" 54 "	
No. 44.		CHEWING GUM.		Yarmouth.		Ginger, African.		Superior to fine.		" 55 "	
No. 45.		Rubber, 100 lumps.		Cod.		Cochin.		Common to fair.		" 56 "	
No. 46.		Spruce, 200 pieces.		Whole.		Jamaica.		Superior to fine.		" 57 "	
No. 47.		Snider's, 1/2 pint.		Bricks.		Mustard, Eng. and Trieste.		Common to fair.		" 58 "	
No. 48.		" quart.		Strips.		Trieste.		Superior to fine.		" 59 "	
No. 49.		Part Skimmed.		Herring.		Nutmegs, No. 2.		Common to fair.		" 60 "	
No. 50.		Edam.		Scaled.		Pepper, Singapore, black.		Common to fair.		" 61 "	
No. 51.		Swiss, imported.		Holland, bbls.		" white.		Common to fair.		" 62 "	
No. 52.		domestic.		kegs.		Pure Ground in Bulk.		Common to fair.		" 63 "	
No. 53.		Limbinger.		Round shore, 1/2 bbl.		Allspice.		Common to fair.		" 64 "	
No. 54.		CHEWING GUM.		" 1 bbl.		Cassia, Batavia.		Common to fair.		" 65 "	
No. 55.		Rubber, 100 lumps.		Mackerel.		and Saigon.		Common to fair.		" 66 "	
No. 56.		Spruce, 200 pieces.		No. 1, 1/2 bbls, 90 lbs.		Saigon.		Common to fair.		" 67 "	
No. 57.		Snider's, 1/2 pint.		No. 1, kits, 10 lbs.		Cloves.		Common to fair.		" 68 "	
No. 58.		" pint.		Family, 1/2 bbls, 90 lbs.		Ginger, Jam.		Common to fair.		" 69 "	
No. 59.		Part Skimmed.		Kits, 10 lbs.		Mustard.		Common to fair.		" 70 "	
No. 60.		Edam.		Pollock.		Pepper.		Common to fair.		" 71 "	
No. 61.		Swiss, imported.		Sardines.		Sage.		Common to fair.		" 72 "	
No. 62.		domestic.		Russian, kegs.		" Absolute" in Packages.		Common to fair.		" 73 "	
No. 63.		Limbinger.		Trout.		Allspice.		Common to fair.		" 74 "	
No. 64.		CHEWING GUM.		No. 1, 1/2 bbls, 90 lbs.		Cinnamon.		Common to fair.		" 75 "	
No. 65.		Rubber, 100 lumps.		No. 1, kits, 10 lbs.		Cloves.		Common to fair.		" 76 "	
No. 66.		Spruce, 200 pieces.		Whitesfish.		Ginger, Jam.		Common to fair.		" 77 "	
No. 67.		Snider's, 1/2 pint.		No. 1, 1/2 bbls, 90 lbs.		Mustard.		Common to fair.		" 78 "	
No. 68.		" pint.		No. 1, kits, 10 lbs.		Pepper.		Common to fair.		" 79 "	
No. 69.		Part Skimmed.		Family, 1/2 bbls, 90 lbs.		Sage.		Common to fair.		" 80 "	
No. 70.		Edam.		Kits, 10 lbs.		Cut Loaf.		Common to fair.		" 81 "	
No. 71.		Swiss, imported.		Pollock.		Cubes.		Common to fair.		" 82 "	
No. 72.		domestic.		Sardines.		Powdered.		Common to fair.		" 83 "	
No. 73.		Limbinger.		Russian, kegs.		Granulated.		Common to fair.		" 84 "	
No. 74.		CHEWING GUM.		Trout.		Confectioners' A.		Common to fair.		" 85 "	
No. 75.		Rubber, 100 lumps.		No. 1, 1/2 bbls, 90 lbs.		White Extra C.		Common to fair.		" 86 "	
No. 76.		Spruce, 200 pieces.		No. 1, kits, 10 lbs.		Extra C.		Common to fair.		" 87 "	
No. 77.		Snider's, 1/2 pint.		Family, 1/2 bbls, 90 lbs.		Valley City.		Common to fair.		" 88 "	
No. 78.		" quart.		Kits, 10 lbs.		Yellow.		Common to fair.		" 89 "	
No. 79.		Part Skimmed.		Pollock.		Less than 100 lbs. 1/4c advance.		Common to fair.		" 90 "	
No. 80.		Edam.		Sardines.		Tea, 2 lb, tin scoop.		Common to fair.		" 91 "	
No. 81.		Swiss, imported.		Russian, kegs.		" brass.		Common to fair.		" 92 "	
No. 82.		domestic.		Trout.		5 lb, tin scoop.		Common to fair.		" 93 "	
No. 83.		Limbinger.		No. 1, 1/2 bbls, 90 lbs.		" brass.		Common to fair.		" 94 "	
No. 84.		CHEWING GUM.		No. 1, kits, 10 lbs.		Grocers', 11 lb, tin scoop.		Common to fair.		" 95 "	
No. 85.		Rubber, 100 lumps.		Whitesfish.		Banner.		Common to fair.		" 96 "	
No. 86.		Spruce, 200 pieces.		No. 1, 1/2 bbls, 90 lbs.		King Bed.		Common to fair.		" 97 "	
No. 87.		Snider's, 1/2 pint.		No. 1, kits, 10 lbs.		Kiln Dried.		Common to fair.		" 98 "	
No. 88.		" quart.		Family, 1/2 bbls, 90 lbs.		Nigger Head.		Common to fair.		" 99 "	
No. 89.		Part Skimmed.		Kits, 10 lbs.		Honey Dew.		Common to fair.		" 100 "	
No. 90.		Edam.		Pollock.		Gold Block.		Common to fair.		" 101 "	
No. 91.		Swiss, imported.		Sardines.		Peerless.		Common to fair.		" 102 "	
No. 92.		domestic.		Russian, kegs.		20-lb boxes.		Common to fair.		" 103 "	
No. 93.		Limbinger.		Trout.		40-lb.		Common to fair.		" 104 "	
No. 94.		CHEWING GUM.		No. 1, 1/2 bbls, 90 lbs.		Cut Loaf.		Common to fair.		" 105 "	
No. 95.		Rubber, 100 lumps.		No. 1, kits, 10 lbs.		Cubes.		Common to fair.		" 106 "	
No. 96.		Spruce, 200 pieces.		Whitesfish.		Powdered.		Common to fair.		" 107 "	
No. 97.		Snider's, 1/2 pint.		No. 1, 1/2 bbls, 90 lbs.		Granulated.		Common to fair.		" 108 "	
No. 98.		" quart.		No. 1, kits, 10 lbs.		Confectioners' A.		Common to fair.		" 109 "	
No. 99.		Part Skimmed.		Family, 1/2 bbls, 90 lbs.		White Extra C.		Common to fair.		" 110 "	
No. 100.		Edam.		Kits, 10 lbs.		Extra C.		Common to fair.		" 111 "	
No. 101.		Swiss, imported.		Pollock.		Valley City.		Common to fair.		" 112 "	
No. 102.		domestic.		Sardines.		Yellow.		Common to fair.		" 113 "	
No. 103.		Limbinger.		Russian, kegs.		Less than 100 lbs. 1/4c advance.		Common to fair.		" 114 "	
No. 104.		CHEWING GUM.		Trout.		Tea, 2 lb, tin scoop.		Common to fair.		" 115 "	
No. 105.		Rubber, 100 lumps.		No. 1, 1/2 bbls, 90 lbs.		" brass.		Common to fair.		" 116 "	
No. 106.		Spruce, 200 pieces.		No. 1, kits, 10 lbs.		5 lb, tin scoop.		Common to fair.		" 117 "	
No. 107.		Snider's, 1/2 pint.		Whitesfish.		" brass.		Common to fair.		" 118 "	
No. 108.		" quart.		No. 1, 1/2 bbls, 90 lbs.		Grocers', 11 lb, tin scoop.		Common to fair.		" 119 "	
No. 109.		Part Skimmed.		No. 1, kits, 10 lbs.		Banner.		Common to fair.		" 120 "	
No. 110.		Edam.		Family, 1/2 bbls, 90 lbs.		King Bed.		Common to fair.		" 121 "	
No. 111.		Swiss, imported.		Kits, 10 lbs.		Kiln Dried.		Common to fair.		" 122 "	
No. 112.		domestic.		Pollock.		Nigger Head.		Common to fair.		" 123 "	
No. 113.		Limbinger.		Sardines.		Honey Dew.		Common to fair.		" 124 "	
No. 114.		CHEWING GUM.		Russian, kegs.		Gold Block.		Common to fair.		" 125 "	
No. 115.		Rubber, 100 lumps.		Trout.		Peerless.		Common to fair.		" 126 "	
No. 116.		Spruce, 200 pieces.		No. 1, 1/2 bbls, 90 lbs.		20-lb boxes.		Common to fair.		" 127 "	
No. 117.		Snider's, 1/2 pint.		No. 1, kits, 10 lbs.		40-lb.		Common to fair.		" 128 "	
No. 118.		" quart.		Whitesfish.		Cut Loaf.		Common to fair.		" 129 "	
No. 119.		Part Skimmed.		No. 1, 1/2 bbls, 90 lbs.		Cubes.		Common to fair.		" 130 "	
No. 120.		Edam.		No. 1, kits, 10 lbs.		Powdered.		Common to fair.			

WHO IS SHY?

How
Is Your
Spring
Stock?

We Desire to call your attention briefly to our assortment of merchandise now ready for Spring Trade. Full shelves and counters are the best advertisements---so we say, do not be shy in ordering our staple goods.

We are thoroughly equipped for business. Never at this season has our stock been so heavy, our sales so large or our shipments so prompt. We are ready for you.

We earnestly desire a call from you when in the city, confident that our lines will meet with your approval. Individually and collectively they are superior to any we have ever shown.

The New Glass shown on this page is the latest, brightest and most stylish shape on the market. The ware is a marvel of brilliancy and comes from the best manufacturer in the world. The price, as you see, is low; actually no higher than common glass.

We are pleased with the patronage so generously given us in the past and hope to merit its continuance by fair and square dealing in the future.



No. 360. Tankard Pitchers.
1-Half gallon, open stock, per doz., \$4.00
Same by the barrel, one doz. - 3.75



No. 360. Table Glass Set as shown, open stock, per set, 50c. Per barrel of 1 doz.



No. 360. Brilliant Ice Jug.
3-pint, per doz. - \$5.50
4-pint, per doz. - 6.50



No. 360. High Foot Shallow Fruit Bowl.
9-inch, per doz., \$4.25
10-inch, " 6.00



No. 360. Butter Dish and Cover.
Large and elegant, per doz., - \$2.00



No. 360. 8-inch oval per doz., \$1.25
9-inch oval per doz. 1.50



No. 360. 7 in. Comport, per doz. \$2.25
8 in. " " 2.75



No. 360. 8-inch Berry Dish, per doz. \$1.75
9-inch " " 2.25



No. 360. Comport.
4-inch, per doz. 40
4 1/2 inch, per doz. 45

H. LEONARD & SONS, GRAND RAPIDS, MICH.

Mr. Heydlauff vs. Mr. Eckhardt.

IONIA, Mich., April 1.—Herewith I forward you rambling reply to the statements of Mr. W. W. Johnson in his communication of March 24.

I also send you another of my statements for 1882, before I used a binder. This, like the first statement, was not intended for the press, but made simply to show croakers here at home that I was not losing money on dollar wheat, as most of them claimed. Some things are higher than they really cost, while others may be low, yet the average would not materially change results. My first statement was gotten up in the same manner. All I would be willing to add to that is the matter of taxes.

Yours truly,
L. H. HEYDLAUFF.

REPLY TO MR. JOHNSON.

I raise wheat after corn and, when I take a crop of corn off my land, there are no unpaid bills against that field that the next crop is expected to pay. When I raise corn, I keep it clean, and by clean I mean all that word implies. I can't afford to raise corn and weeds in the same field. When my corn is in the cribs, I have a clear, clean field for wheat, which needs but one harrowing, and then I follow with the drill and the job is done until harvest.

As for wages, I neither get nor pay \$3.50 per day for man and team, not even in harvest time. About the average per acre, I am one of those who raise more than the average as given by the Secretary of State. You know some one has to do that. In the last ten years I have not fallen below twenty bushels per acre, except one year when my crop was an entire failure. Several years I raised over forty bushels per acre after corn. At no time have I ever worked any ground more than once after the corn was cut and before using the drill. Last fall I did not do that much. I drove on with the drill as soon as the corn was cut.

Now about those two statements. I see that Mr. Eckhardt calls his land \$60 per acre, same as I did. Is it worth it? Mine is not. If I wanted to sell it today, it would not bring more than \$40 per acre, judging by the average pulse of the farmers in such matters and by the way land has sold here lately. Neither could I get \$4.20 per acre rent for my land if I wanted to rent it. Again, I repeat, is it worth it?

I see Mr. Eckhardt sowed two bushels per acre. What for? I called mine two pecks over one and a half bushels per acre while I actually sowed but five pecks per acre. (There are good farmers here who sow but four). I called my wheat 80 cents per bushel. It is worth no more to sow than to sell. I called the fitting and drilling two days at \$2.50 per day. It did not take me that long. Mr. Eckhardt calls his the same, but I don't see how he could fit a field of nine acres and drill it in two days and start on the furrow.

In harvest, I paid \$1 per day, all the man asked, and I worked with him and called my wages the same. The binder cost me nothing. The threshing was done in one hour and forty minutes and I paid nine men 25 cents each for their work and 3 cents per bushel for threshing. I called the marketing \$8 and Mr. Eckhardt figured it the same. I am four miles from a good market and can hire my wheat taken there for 3 cents per bushel and can deliver 180 bushels myself in one day, so that item is high. I fertilize with clover and know that it does not cost me \$2 per acre a year. My wheat did not cost me a cent more than my statement calls for. When I made it, I did not think it would ever appear in type or I would have done different. I made it to show that we could raise wheat for less than \$1 per bushel if we do it right.

"Mr. Eckhardt also says that with the above expenditures and the best of skill and energy on the part of the farmer, the average crop will fall considerably short of 20 bushels per acre." Does Mr. Eckhardt mean on the same land and the same man? If so, I don't believe it. When, "by the best skill and energy" on my part, I fail to raise

twenty bushels of wheat per acre, I shall quit and do something else. And if Mr. Eckhardt can't make more than \$15 on nine acres of wheat, he had better begin to look around and see what the trouble is.

THE STATEMENT OF 1882.

Interest on \$1,027.00 at 7 per cent	\$ 71 40
Taxes on 17 acres	6 00
26 bushels seed @ \$1.	26 00
Harrowing 17 acres once	5 00
Drilling "	5 00
Cutting 17 acres with reaper @ 75c	12 75
Binding and setting up (5 men two days)	20 00
Hauling to barn	20 00
Raking stubble	2 00
Thrashing 640 bushels wheat @ 3c	19 20
10 men one day to thresh	16 00
Marketing 640 bushels @ 2c.	12 80
Extra board	20 00
Total expenditures,	\$236 55

RESULTS.

640 bushels of wheat at \$1.	\$640 00
Value of straw	10 00

Total results.	\$650 50
Net profits on crop.	\$413 45
Net cost of wheat per bushel	37

Use "Tradesman" coupons!



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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.

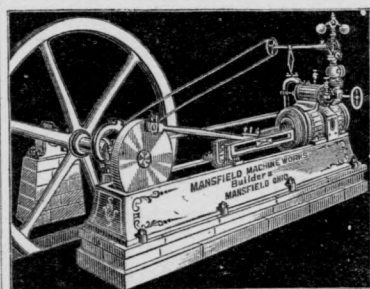
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AND **Jeweler,**

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For Portable or Stationary Engines, 1 to 500 Horse Power, Portable or Stationary Boilers, Saw Mills, Shafting, Pulleys, 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.

MICHIGAN CENTRAL

"The Niagara Falls Route."

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

*Daily.
All other daily except Sunday.
Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.
Parlor cars run on Day Express and Grand Rapid Express to and from Detroit.
Fred M. Briggs, Gen'l Agent, 35 Monroe St.
G. S. HAWKINS, Ticket Agent, Union Depot.
Geo. W. MURSON, Union Ticket Office, 67 Monroe St.
O. W. ROGERS, G. P. & T. Agent, Chicago.



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.	12:57 a.m.
St. Johns, Ar	8:28 a.m.	12:17 a.m.	5:40 p.m.	1:55 a.m.
Owosso, Ar	9:15 a.m.	1:00 p.m.	6:40 p.m.	3:15 a.m.
E. Saginaw, Ar	11:05 a.m.	5:10 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.	5:10 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	7:05 a.m.	1:00 p.m.	5:10 p.m.
Grand Haven, Ar	8:50 a.m.	2:15 p.m.	6:15 p.m.
Milwaukee Str, Ar			
Chicago Str, Ar			

*Daily. +Daily except Sunday.
Trains arrive from the east, 6:40 a. m., 12:50 p. m., 5:00 p. m. and 10:25 p. m.
Trains arrive from the west, 10:10 a. m., 3:35 p. m. and 9:50 p. m.
Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 22 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	7:00	1:00	11:35		
Indianapolis		1:00			
Benton Harbor	7:00	1:00	11:35		
St. Joseph	7:00	1:00	11:35		
Traverse City	7:25	1:05			
Muskegon	7:00	1:00	5:05	7:40	
Manistee	7:25	1:05			
Ludington	7:25	1:05			
Baldwin	7:25	1:05			
Big Rapids	7:25	1:05			
Grand Haven	7:00	1:00	5:05	7:40	
Holland	7:00	1:00	5:05	7:40	11:35

+Week Days. *Every day.
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 50 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 parlor 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	1:30	
Edmore	7:30	1:30	
Alma	7:30	1:30	
St. Louis	7:30	1:30	
Saginaw City	7:30	1:30	

*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.

How to Keep a Store.

By Samuel H. Terry. A book of 400 pages written from the experience and observation of an old merchant. It treats of Selection of Business, Location, Buying, Selling, Credit, Advertising, Account Keeping, Partnerships, etc. Of great interest to every one in trade. \$1.50.

THE TRADESMAN COMPANY,
Grand Rapids.

Grand Rapids & Indiana.

In effect February 1, 1891.

TRAINS GOING NORTH.

	Arrive from Leave going South.	North.
For Saginaw, solid train	5:15 a.m.	7:30 a.m.
For Traverse City	9:20 a.m.	7:05 a.m.
For Traverse City & Mackinaw	9:20 a.m.	7:30 a.m.
For Saginaw, solid train	2:15 p.m.	4:30 p.m.
For Cadillac	7:45 p.m.	5:00 p.m.
For Mackinaw	7:45 p.m.	10:30 p.m.
From Kalamazoo	8:55 p.m.	

TRAINS GOING SOUTH.

	Arrive from Leave going North.	South.
For Cincinnati	6:00 a.m.	10:30 a.m.
For Kalamazoo and Chicago	10:15 a.m.	11:45 a.m.
From Saginaw	11:45 a.m.	2:00 p.m.
For Fort Wayne and the East	5:30 p.m.	6:00 p.m.
For Kalamazoo and Chicago	10:00 p.m.	11:05 p.m.
From Saginaw	11:30 p.m.	

Trains marked (1) run daily; (2) daily except Sunday. Sleeping and parlor car service: North—11:30 a. m. train, parlor chair car for Mackinaw City; 10:30 p. m. train, Wagner sleeping car for Mackinaw City. South—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. & 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.

We also want

Potatoes and Onions

In car lots,

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

W. T. LAMOREAUX & CO.

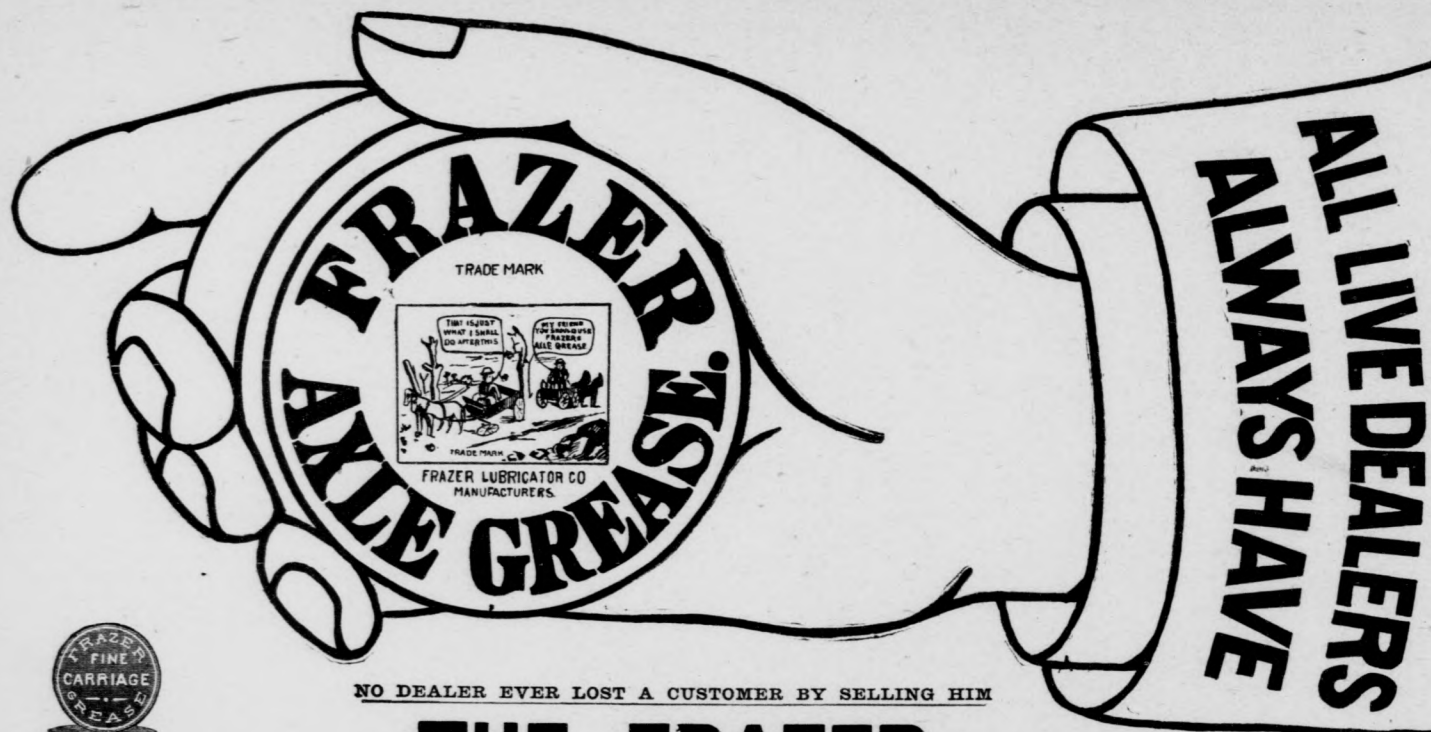
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We pay the highest price for it. Address

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ALWAYS UNIFORM. OFTEN IMITATED. NEVER EQUALLED.
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Good Grease Makes Trade.

Cheap Grease Kills Trade.

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FRAZER HARNESS OIL

FRAZER MACHINE OIL



One Pound Decorated Tins
1 DOZ. IN A CASE.

The Muskegon Improvement Co. Announces:

That in addition to the SEVEN large brick factories now completed or in course of erection at the celebrated addition of "Muskegon Heights," they will start between April 1 and May 15, next,

Five More Large Brick Factories.

Among them the Alaska Refrigerator Works, the largest establishment in this line in the United States, and the Shaw Electrical Crane Works. These two will have a capacity to work 800 men. In addition to above two others are under contract and will be started soon as plans are ready. One of these is a Linoleum Company, from Manchester, England. Their plant will require eight buildings, with combined floor space of over forty thousand square feet. Every one of these concerns has an established trade.

A Limited Number of Choice Lots are now on sale in the "Muskegon Heights" addition, which plat of ground is pronounced by good judges to be as fine as any city in the country can show; covered with fine natural shade trees. It is seventy feet above the level of Muskegon Lake, Mona Lake or Lake Michigan, centrally located between them and slopes almost imperceptibly towards each. Has fine paved streets leading into center of the city; has Electric Street Railway, 10 minutes from City Hall, 44 cars each way daily.

Send for plats and prices, or call on
or **GEO. L. ERWIN, Trustee.**

H. J. McDONALD, Sales Agent,
Occidental Hotel Block.