

Michigan Tradesman.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, APRIL 15, 1891.

NO. 395

GRAND RAPIDS

Fire Insurance Company.

Prompt, Conservative, Safe.

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

PEOPLE'S SAVINGS BANK.

Cor. Monroe and Ionia Sts.,

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

Depositors' Security, \$200,000.

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

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New York Coffee Rooms.

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Five Cents Each for all dishes served from bill of fare.

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

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

BANNER SOAP.

Best in the world!

Manufactured by

JOS. BIECHELE SOAP CO.,
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Ball-Barnhart-Putman Co., Grand Rapids; B. Dessenberg Co., Kalamazoo; Jackson Grocery Co., Jackson; Phelps, Brace & Co., Sinclair, Evans & Elliott and Moran-Fitzsimons Co., Detroit; Saunders & Co., Port Huron; Merrill, Field & Co., Bay City; Symons Bros. & Co., Saginaw; St. Johns Mercantile Co., St. Johns.

Drug Store for Sale at a Bargain

On long time if desired, or will exchange for part productive real estate. Stock clean and well assorted. Location the best in the city. I wish to retire permanently from the drug business.

C. L. BRUNDAGE,

Opp. New Post Office. 117 W. Western Ave.
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Fine Millinery!

Wholesale and Retail.

SPRING STOCK IN ALL THE LATEST STYLES NOW COMPLETE.

MAIL ORDERS ATTENDED TO PROMPTLY.

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ESTABLISHED 1841.

THE MERCANTILE AGENCY

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

HARVEY & HEYSTEK,

Wholesale Dealers in

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Picture Frame Mouldings.

Also a complete line of PAINTS, OILS and BRUSHES.

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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.

CUTS for BOOM EDITIONS

—OR—

PAMPHLETS

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

EARLY DAYS IN THE FAR WEST.

Written for The Tradesman.

Jean De Vere and his bright *petite* wife were residing in a growing village in the Great West. They were both of French parentage, although born in America, and were well educated and spoke both French and English equally well. Jean was a mechanic, a house carpenter by trade, although now a prosperous merchant. The young couple had married and at once left New York City on both a wedding and a prospecting tour, two years previous to the opening of this story. The old-time stage coach, drawn over the then marshy prairies by four to six horses, conveyed the groom and his bride from the terminus of a railroad to the little village of S., forty miles farther toward the setting sun. The last day of the journey was in the month of June, and the virgin prairies of the West were one boundless field of wild flowers, and every passing breeze was laden with their perfume. A refreshing shower during the night had washed and purified the air, while the pearly drops still upon leaf and flower sparkled like diamonds in the bright morning sun. Groves of timber, with a log farm house adjacent here and there, relieved the monotony of the boundless expanse; and the low, gentle cooing of the wild prairie chickens could be heard upon the still morning air from all points of the compass. Occasionally a bevy of these or of quail would excite exclamations of surprise, as they either followed or crossed the line of our travelers' pathway. The scene was all so new and strange to our two happy and hopeful passengers as to call forth from them many expressions of delight. Their six fellow travelers in the conveyance were the more rough, but plain and polite citizens of the West, absorbed in the serious business of life, with little time or disposition for the romantic or picturesque around them. From their conversation, De Vere learned that a large hotel was to be erected immediately in the village of S., also several stores and dwellings, and that mechanics were in demand at full prices. To him this was welcome information, for although not what the world called poor, Jean did not like to remain idle. The country they were now in was one lately purchased by the United States from its wild and nomadic inhabitants, and until within the past five years not an acre of it had been cultivated with the plow. The topography of the country was varied by long stretches of level and undulating tracts, through which meandered small streams fed by springs of purest water. Upon these streams—generally in the most picturesque locations—the embryo villages of fifty to 100 inhabitants were yet far apart. Some of these villages had great expectations, and many of them have since been more than realized. The writer passed over the same route two months later in the same primitive conveyance, when each sunrise and sunset witnessed the departure of day and night coaches from the Western terminus of the railroad; two and three coaches

closely following each other, with every seat crowded, and we sang in chorus the lines of Whittier, as we passed along:

"Behind the Indian's bark canoe,
The steamer smokes and raves,
And city lots are staked for sale
Above old Indian graves.
I hear the tramp of pioneers
Of nations yet to be,
The first low wash of waves which soon
Shall roll a human sea."

It was late in the evening when Jean De Vere and his bride passed into the drawing room of the only small two-story hotel in the village of S. One glimpse of its interior, however, was sufficient to assure them of its thorough cleanliness and comfort. While stopping for dinner and a relay of fresh horses that day, Jean had improved a part of his time in interviewing a passenger who was a resident of S. and who, finding he was a carpenter, was pleased to give him employment the moment he desired to begin work at \$3 per day and continue as late in the year as the weather would permit, which occasionally meant all winter in this mild climate. When the host and hostess made their appearance to welcome their guests, there were glad exclamations of surprise, with warm hand shakings, as Mr. De Vere recognized the landlord and his wife, Mr. and Mrs. Osprey, as acquaintances from Ohio who had visited friends in New York five years before. "At that time," said Mr. Osprey, "we had no thought of removing from Ohio, but with the vacation of this region of rich country by the Indians, an emigration colony of many families was formed in our immediate vicinity that included people of all vocations. The Western fever became contagious, and among the rest wife and I were carried off by it, a fact which we have never once regretted. You will notice on the morrow," continued Mr. Osprey, "that the location of our village is on undulating and somewhat stony land and not very desirable for cultivation, but a Mr. Warren, a farmer who came with us, at once saw its advantages as a site for a beautiful city and while all others passed it by, and chose the lovely farming lands about us, he selected and entered this quarter section, although laughed at by his neighbors, who were curious to know what he intended doing with it. In selecting this, he little dreamed of the value in its gravel beds and stone quarries at the time, it being underlaid along the stream with almost the only lime stone within fifty miles. Mr. Warren urged me at the time to enter 160 acres of rather undesirable land for a homestead which lies adjoining his on the low land at the base of these hills. With much reluctance, I took his advice, which is likely to prove to my advantage after all, as it is exactly where a railroad can best establish its depot and roundhouse. I intend to donate the road to which this village is the objective point five acres of that land, provided they will occupy it for that purpose. Mr. Warren platted the village as soon as possible and, as he proudly remarked, laid the right foundation upon which to build a city, if required; one which would reflect his good judgment and honor long after his last

sleep within sight of its spires and smoke stacks. A generous departure from a too common custom of a niggardly saving of land was made by Mr. Warren in laying out his future city. First, he has two central streets intended for business only, surveyed at right angles with each other across his land. These two streets are 100 feet wide and all others are 90 feet, with alleys in the rear of every lot 20 feet wide. Every lot is 50x150 feet. He further donated public school grounds in six (supposable) wards of the city—to be—and two acres of land for a central school or college building. Lands for two public parks were also platted and reserved. Mr. Warren kindly donated me the two corner lots in the very center of the village, provided I would commence work at once and complete this hotel within sixty days, as there was but one public house at that time within forty miles.

"You have arrived at a most opportune time, Mr. De Vere," continued Mr. Osprey, "when our village and country surrounding it are both enjoying a flood of prosperity, and there is an abundance of labor required from men of your trade, and a more certain opportunity for safe and profitable investment than ever before since our colony came. We need rather more capital invested in merchandise, as there are only two general stores at present. Twenty miles north of us is another store, and had we larger stocks here, other desirable trade would naturally flow in from this direction, particularly the present autumn, as the railroad will then be completed to this point, which will be the terminus for some time to come."

Jean De Vere and his wife had been guided to this then far Western village, by a printed circular describing the new country which was sent them by a relative of Mrs. De Vere from Massachusetts. It simply recited the facts pertaining to the colony, the natural advantages of the country, both as to agricultural and commercial prospects, in a very modest way, all of which a few days after arriving they were satisfied had even been underestimated. The fact that Mr. and Mrs. Osprey were prominent residents was, in itself, a strong inducement to remain; already it did not seem like locating among strangers. Three-fourths of the inhabitants were people from Ohio and the Eastern States, with similar habits, tastes and customs, making the condition of society a most desirable one. It was, therefore, decided that for the present they would make the Osprey House their home and that the ensuing Monday Mr. De Vere would commence work at his trade. The 20th of September the new "Hotel Worthington" was so far advanced toward completion that it was thrown open to the public. At this date the little village, with only a few scattered buildings in June, had now increased to over 1,000 inhabitants, with seven different stores (not all yet occupied) two good hotels, two churches and a two story frame school house. The railroad had accepted the five acres of land from Mr. Osprey, subject to his stipulated conditions, and had completed a handsome gothic depot and offices, with a freight depot, 20x150 feet. A round house large enough to hold six locomotives was also commenced and would be completed before December 1. The railroad was completed to the village and the first passenger train arrived amid

great rejoicing, October 8, giving the citizens a daily mail thereafter. Mr. Osprey now platted the remainder of the forty acres of land upon which the railroad buildings stood, as an addition to the village and, in doing so, carried out the original plans and wishes of Mr. Warren by joining the streets and alleys to his, and making them exactly the same width. These plats, once on record, assured the beauty and symmetry of the streets ever afterward. Few there are who in founding a new village have a thought for its future. More generally it is laid out as if to be occupied by one generation only, whereas it may be, for aught they know, the homes of future generations for many centuries. Most towns having any good natural advantages should be laid out with the latter object in view. "Study the future well, and make provision for it," when plating a village, was the maxim of a man who has laid out his last city on earth, although thousands live to bless his name for his forethought and kindness to those who were to come after him. Mr. De Vere had improved his time to the best advantage since his arrival in the Far West by working at his trade and he had not only added to his wealth but to his weight, also, and was never in better health than at present.

[CONCLUDED NEXT WEEK.]

A Silver Lining After All.

Written for THE TRADESMAN.

Are you a dealer in dry goods? If so, I am your brother in trade—a fellow traveler on the already thronged highway to wealth or poverty. Soon after I first embarked in trade, I often hoped this highway might not prove a lengthy one, as life did not seem desirable. However, had death suddenly stood by the way side—like the old man in the fable with his bundle of sticks—I should probably have said, "I am not yet quite ready to go." Still, I felt so at times—and so have you. There are some of the most provoking incidents connected with the dry goods trade the human mind can conceive of, yet with experience and wisdom they fade into insignificance. Even as far back as memory will now accompany me, the business had its pleasant as well as unpleasant phases. I used to think profits were sometimes so small, while now, as I look back, I find I was mistaken. It was only the sales that were small. I sell a hundred yards of dress goods now where I did ten at that time. Suppose I make only one-third of the profit I then did, am I not doing a better business? Why do I sell more now? First, because almost everybody has more to purchase goods with. Second, people then wore heavier and coarser fabrics for every day use, and made them last longer, if they cost no more. When I first engaged in business, ladies hardly thought of changing their dresses from two to four times daily, and custom permitted them to drop in to a neighbor's dwelling unannounced, in the same dress they had donned in the morning. Now they must have a morning, afternoon, and evening dress, dress, if no more. Do you ever happen to have a quantity of unseasonable goods on hand? Did you purchase a fine stock of woolen goods late in the fall, congratulate yourself upon that "good purchase," only to find in the spring that the oldest inhabitant could hardly remember such a warm winter as the past, and you could hardly remember such a dull winter for trade in

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.

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.

woolens? Then, as if troubles never came singly, the summer was as much too cold, and the lovely and fashionable styles of muslins were rendered unsalable, and remained to be carried over to another year, by which time new patterns had appeared and these must be thrown into auction sales. These are often the kinds of goods meant when we placard our window thus, "Closing out at any price to make room for new goods." This is good policy for both ourselves and the public, as we shall be making use of the money, be it much or little, and the people can really afford to hold the goods at the very low price they pay for them. Do you not sometimes find among your purchases a line of goods you have hurriedly selected, that when opened at home have disappointed you sadly? I have been thus disappointed. They seemed to present to us a different appearance, and the more we spread the goods out, turned them over, carried them to a strong light and examined them, the more we were convinced that they would never sell for what they cost us; that we shall never receive what we paid for them. Paid, did I say? The worst may be, that we yet have it to pay, as the goods were bought on sixty days' time. And we fret and worry over that \$200 worth of apparently dead stock, and wonder what induced that salesman to extole the quality and style as he did, when all this time we are making a "mountain of a mole-hill." We are disgusted with the purchases, however, and place them on the shelves, a little out of sight, fearing their appearance may injure the sale of our really desirable goods. Some day a lady finds nothing she wants, and finally says, "Please allow me to glance about your store and see what you have." Her eye catches a glimpse of those objectionable goods and it brightens at once. "Here is just what I want! Mrs. Smith brought a dress from Chicago precisely like this. It is just too lovely for any thing and is among the latest goods out. Why do you not bring these rich goods out in sight?" Thus she continues to enlighten you as to who desire these goods and what are the prices they pay, until, as the door closes upon the lady and her packages, you are ready to thank her and to mark those goods and give them a front window display; and they don't last a fortnight. When time will permit, I will mention many other similar incidents which will give a broader view of the business, aid digestion, lengthen life, and, as I remarked, "Cause them all to fade into insignificance."

He Got a Receipt.

"Some time ago I was trading in a village store," says a correspondent, "when one of the clerks came to the junior partner, who chanced to be waiting on me, and said: 'Won't you please step to the desk a moment?' Pat Flynn wants to settle his bill, and insists on having a receipt."

"The merchant was evidently annoyed. 'Why, what does he want of a receipt?' he said, 'we never give one. Simply cross his account off the book; that is receipt enough.'"

"So I told him," answered the clerk, "but he is not satisfied. You had better see him."

"So the proprietor stepped to the desk, and after greeting Pat with a 'good morning,' said, 'you wished to settle your bill, did you?' to which Pat replied in the affirmative."

"Well," said the merchant, "there is no need of my giving you a receipt. See! I will scratch your account off the book;" and suiting the action to the word he drew his pencil diagonally across the account. "That is as good as a receipt."

"And do ye mane that that settles it?" said Pat.

"That settles it," said the merchant.

"And ye're sure ye'll never be afther askin' me fur it again?"

"We'll never ask you for it again," said the merchant, decidedly.

"Faith, thin," said Pat, "and I'll be afther kapin' me money in me pocket, for I havn't paid it yet."

"The merchant's face flushed angrily so he retorted, 'Oh,' well, I can rub that out."

"Faith, now, and I thought that same," said Pat.

"It is needless to add that Pat obtained his receipt."

All on Account of Potatoes.

The Register of Deeds of Osceola county, is authority for the statement that farm mortgages aggregating over \$50,000 have been paid in that county from the proceeds of last year's potato crop.

EDMUND B. DIKEMAN
 THE GREAT
Watch Maker
 AND **Jeweler,**
 44 CANAL ST.,
 Grand Rapids, - Mich.

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

ASK FOR PRICE LIST.



RINDGE, BERTSCH & CO.
 GRAND RAPIDS.

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

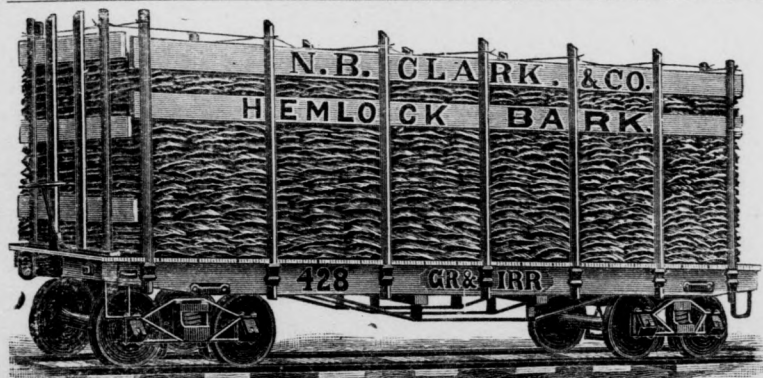
Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.



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

Correspondence solicited.

81 SOUTH DIVISION ST., GRAND RAPIDS.

AMONG THE TRADE.

AROUND THE STATE.

Belding—Will Bricker has purchased W. D. Sinclair's general stock.

Belding—W. W. Weed succeeds A. M. Kenyon in the bakery business.

Alpena—F. C. Holmes succeeds Holmes Bros. in the crockery business.

Birch Run—S. S. Tower has removed his hardware stock to Coleman.

Bancroft—Fuller Bros. have sold their grocery stock to B. D. Rathbone.

Lansing—Herrick Bros. succeed E. Parmalee in the grocery business.

Gaylord—Mitchell Bros. are succeeded by John Taylor in the meat business.

Birch Run—A. W. McKee has removed his drug and grocery stock to Mt. Morris.

West Bay City—P. C. Smith is succeeded by J. H. Emery in general trade.

North Bradley—Babcock Bros. are succeeded by Wm. Babcock in general trade.

Lansing—C. Krause & Son are succeeded by Albert P. Walker in the grocery business.

Middleton—Chas. E. Freeman is succeeded by Geo. W. Brown in the meat business.

Kalamazoo—Buechner & Co. are succeeded by Buechner & Bidleman in the hardware business.

Detroit—The Detroit Electrical works has increased its capital stock from \$500,000 to \$2,000,000.

Sault Ste. Marie—H. B. Nease, Son & Co., who operate a planing mill here, are erecting a shingle mill.

Ravenna—L. Gannon has sold his hardware stock to Ed. Bartholomew, who will continue the business.

Lisbon—Horace G. Johnstown and Wm. Thurston have purchased the store and drug stock of S. J. Koon.

Detroit—Edward Burk & Co. are succeeded by M. Laughlin Bros. & Co. in the manufacture of cigars.

Coopersville—B. H. Rolph has sold his furniture and undertaking stock to Garlick & Sessions, late of Hubbardston.

Shelbyville—Samuel Wolcott has sold his general stock and store building to Ransom McIntyre, a farmer living near this place.

Alanson—Cross Bros. & House—not Cross Bros. & Hunt, as stated last week have purchased the general stock of H. S. Beaman.

Saginaw—Fred Reidel, who has been with the Hoyt Dry Goods Co. for two years, has resigned to engage in business on his own account at Frankenmuth.

Bellaire—Owen Schoolcraft succeeds B. A. Nixon and E. A. Nixon in the furniture and undertaking business. He will continue under the style of the Bellaire Furniture Co.

Muskegon—S. S. Morris will again engage in business as a packer and jobber of provisions in the same place he formerly occupied on the corner of First street and Clay avenue.

Lansing—The wholesale bakery establishment of W. R. & J. S. Esselstyn has been purchased by Krause & Haviland, of Saginaw, who will continue the business at the old stand.

MANUFACTURING MATTERS.

Frost—C. F. Martin will remove his sawmill to Sault Ste. Marie.

Saugatuck—A movement is on foot to convert the basket factory into a roller process flour mill.

Tawas—The sawmills of C. H. Prescott & Son and the Winona Salt & Lumber Co. are undergoing extensive repairs. Both mills will be fully stocked for the season.

Baraga—John Funke, who this year replaces his circular mill with a band, has sold his circular to the Baraga & Watersmeet Railroad Company, which will set it up at Alston to cut timber for construction work.

Beaverton—Ross Bros. have purchased shingle machinery and are building a shingle mill to operate in connection with a sawmill here. They are also buying shingle logs and bolts.

Saginaw—H. A. Emery has purchased a timber limit on the Serpent river, Ontario, estimated to cut 25,000,000 feet or more, the consideration being \$40,000 cash. The logs will be cut and rafted to Tawas to be manufactured.

Douglas—The plant of the Fruit-growers' Manufacturing Co., which was recently sold by the receiver to D. D. Tourtellotte for \$11,800, will be operated by a new company, which will be known as the Douglas Manufacturing Co.

Saginaw—The Saginaw Lumber & Salt Co. and the Emery Lumber Co. have 30,000,000 feet of Canadian logs to bring over. The snow in the Georgian bay district has been from two to two and a half feet deep during the winter, and drives have not yet started.

Marquette—The Cleveland Sawmill Co. has arranged to supply the power house of the electric railway with fuel. The slabs and other refuse is loaded on scows and towed to the power house, giving the railway company cheap fuel and helping the sawmill company to dispose of its waste.

Saginaw—Sibley & Bearinger have 25,000,000 feet of Canadian logs to raft to this side, and they put in 40,000,000 feet in Michigan the past winter, of which 22,000,000 in the Marquette district have been sold. They have also sold nearly all of their 10,000,000 feet of lumber on hand at Tawas.

Hastings—Edward Roos and John Pendergast, owners of the American Wool Boot Co.'s plant and business, have sold their interest therein to Chester Messer, R. B. Messer, Dan. W. Reynolds, Clement Smith, P. T. Colgrove and M. L. Cook, who have organized a stock company under the style of the American Wool Boot and Shoe Co.

Bay City—The oak timber used in Captain Davidson's shipyard comes mostly from Saginaw and Gladwin counties. Two camps have been operated during the winter, one near St. Charles, Saginaw county, and the other near Gladwin. About 160,000 cubic feet was the output, and Captain Davidson has 100,000 cubic feet of old timber on hand.

Oscoda—Pack, Woods & Co. have purchased a tract of timber on the Au Sable river of the Potts concern, designated as the "Federal bank tract," the consideration being \$370,000 cash. It is said that the tract will cut 70,000,000 feet. If so, it is the cheapest tract of timber that has been sold in this section in many months. Good white pine stumpage here would readily command \$8, and at that rate the tract just sold is dirt cheap. The purchasers will build a railroad to this timber from the Au Sable river, and it will be lumbered and manufactured at their Oscoda mill.

Wools Weaker—Hides Dull—Tallow Firm—Furs Quiet.

Wools are some weaker, if anything, than they have been. While the stocks offered are small and in poor selection, dealers hoped for a higher price, which does not seem to materialize. All kinds of prices are reported, which is accounted for by having all kinds, good and poor, sold. In fact, it is a market for odds and ends, the cleaning up of the year.

Hides are dull and slow sale, with few offerings. Hides are scarce, so is the demand. Leather is in large offerings and no advance can be obtained. Foreign trade has stopped, and tanners are holding up on working in, to a large extent. Calf are lower and less demand.

Tallow holds firm under a light supply and soapers hold out from buying as long as possible and use all kinds of greases to reduce cost of soaps to near the selling price.

Furs are quiet, with no change from late decline. There is a general indifference among buyers, with no snap to the trade.

The Grand Haven Glass Works. The machinery belonging to the Michigan Glass Co., at Grand Haven, was bid in at sheriff's sale last week for \$4,600, the purchaser being Wm. F. Kelly, who is organizing a stock company to continue the business. The new corporation will be known as the Grand Haven Glass Co. and will have a capital stock of \$50,000, of which \$20,000 will be paid in. Mr. Kelly will probably act as Secretary of the company and assume the general management of the business.

Lower Prices for Button Fasteners. The Heaton-Peninsular Button Fastener Co. has reduced the price of its fasteners from \$1 to 65 cents per great gross. The manufacturers of the Duplex and Dick fasteners have met the cut and gone one better, putting the price at 50 cents per great gross. The fight between the manufacturers gives every promise of being a spirited one and the outcome is too indefinite to be foreseen.

MUSKEGON. W. B. Kieft and C. C. Vos have formed a copartnership under the firm name of Kieft & Vos, and will go into the business of manufacturing brooms. They have purchased the business and plant of James Taugher, who operated at the corner of Oak street and Getty avenue.

We learn wisdom from folly, but it is less expensive if we learn it from the folly of the other fellow.

PENBERTHY INJECTORS.

Advertisement for Penberthy Injectors featuring an image of the injector and the text: 'The Most Perfect Automatic Injector Made. HESTER & FOX, Sole Agents, GRAND RAPIDS, MICH.'

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 hardwood 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 falling health, will sell at invoice or for \$2,400 cash, if sold by March 15. Otherwise will hold it as an investment. A genuine bargain. Personal investigation solicited. Address "F," care Hazeltine Perkins Drug Co. City. 197

FOR SALE—A FIRST-CLASS, WELL-SORTED stock of hardware and building material, situated at Port Huron. Did a business of \$68,000 last year. No old stock or rubbish. Will invoice about \$20,000. Proprietor sick in bed and unable to attend to the business. Address Geo. M. Dayton, Lansing, Mich. 228

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 enjoyed 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—DRUG STOCK ON ONE OF THE PRINCIPAL streets of the booming city of Muskegon. Stock will invoice from \$3,000 to \$4,000. Will sell building also. Good reasons for selling. For full particulars, address A. H. Eckerman, Muskegon, Mich. 231

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 a country town of 500 people. Reason for selling, proprietor has other business. Address No. 173, care Michigan Tradesman. 173

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—POSITION BY REGISTERED PHARMACIST, four years practical experience. Address Box 170, Bangor, Mich. 229

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

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

MISCELLANEOUS.

WANTED—AN EXPERIENCED HARDWARE CLERK. A married man, who wants steady employment will have the preference. Send references from last employer to box 1,204, Cadillac, Mich. 230

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

Crockery & Glassware

Table listing prices for LAMP BURNERS and LAMP CHIMNEYS. Items include No. 0 Sun, No. 1, No. 2, Tubular, 6 doz. in box, First quality, No. 0 Sun, crimp top, etc.

FRUIT JARS.

Table listing prices for Mason's or Lightning jars. Items include Pints, Quarts, Half gallons, Rubbers, Caps only.

STONEWARE—AKRON.

Table listing prices for Stoneware items. Items include Butter Crock, 1/2 gal., per gal., Jugs, 1/2 gal., per doz., Milk Pans, 1/2 gal., per doz., etc.

GRAND RAPIDS GOSSIP.

A. Myers has opened a grocery store at Grand Junction. The Lemon & Wheeler Company furnished the stock.

Jay L. Newberry, who operates a saw-mill and shingle mill at Conway, has put in a grocery stock. It was furnished by the Lemon & Wheeler Company.

Walbridge & Co., dealers in dry goods and groceries at 360 East street, has leased the adjoining store and will shortly add a line of boots and shoes.

John Jaspers has engaged in general trade on Grandville avenue. P. Steketee & Sons furnished the dry goods and the Ball-Barnhart Putman Co. the groceries.

J. M. Carr, formerly engaged in the shingle business here, but for the past three years located at Shingleton, has concluded to move his mill to Sault Ste. Marie.

Boven & Knol have engaged in general trade at Graafschap. Voigt, Herpolsheimer & Co. furnished the dry goods and Musselman & Widdicomb the groceries.

The Hazeltine & Perkins Drug Co. took possession of the D. E. Watters drug stock, at Remus, on a bill of sale, subsequently selling it to T. W. Preston, the Millbrook druggist.

E. J. Herrick's grocery store is being lengthened out, so that his main floor will be 40x70 feet in dimensions. A one-story warehouse is being constructed in the rear, 30x33 feet in dimensions.

H. H. Cleland, book-keeper for Geo. W. Woodburn & Co., has purchased an interest in the general stock of his father, at Coopersville. The new firm will be known as D. Cleland & Son.

Willemin & Westra have sold their dry goods, boot and shoe and grocery stock at the corner of Hall and Clark streets to Parrish & Scott, of Ithaca, who will remove the stock to that place.

A. D. Burnham, druggist at Grand Ledge, has sold an interest in the business to A. C. Baldwin, and the gentlemen will also embark in the grocery business, under the style of Burnham & Baldwin. I. M. Clark & Son furnished the stock.

Foster, Stevens & Co. report a sick list averaging fifteen persons during the past week. In some departments, as many as three employes have been absent, seriously interfering with the usual prompt dispatch of their business.

At the annual meeting of the Michigan Can Manufacturing Co., the old board of directors was re-elected and the same officers were re-elected, as follows: President, W. J. Means; Vice-President, O. M. Fisher; Secretary and Treasurer, L. D. Sanborn. Having triumphed in the litigation in which the company was lately involved, the officers propose to push business harder than ever.

Out of the Old, into the New.

SAGINAW, April 11—The meeting of salt manufacturers, which was held here this week, was in marked contrast to the previous one, the utmost good feeling and harmony prevailing throughout the proceedings, resulting in the Michigan Salt Company, recently organized to succeed the Michigan Salt Association, being placed upon a more solid basis than the old one ever was—more salt, in fact, being represented than many a year back. The manufacturers of Ludington and Manistee who have been holding off, have nearly all come into the fold, so that the new company is not limited in its territory to the Saginaw valley district and now represents seventy-eight firms.

The differential questions on freights were adjusted on a satisfactory basis. Manistee and Ludington manufacturers made it as contingent upon their coming into the proposed company that a differential of four cents a barrel be granted them, and that at least 90 per cent. of the manufacturers of the State go in. The Iosco county manufacturers also asked a differential of two cents per barrel. These demands were conceded, and pledges of 90 per cent. of the manufacturers of the State having been obtained, the desired result was attained. As intimated, the new company will be stronger than the old association and will handle in the neighborhood of 90 per cent. of the salt product of the State. Purchasers in the west and south who have been waiting in expectation of a big decline in salt by reason of no organization in the State and the throwing of 1,600,000 barrels in the hands of the old association on the market will be disappointed, as present prices will be kept up.

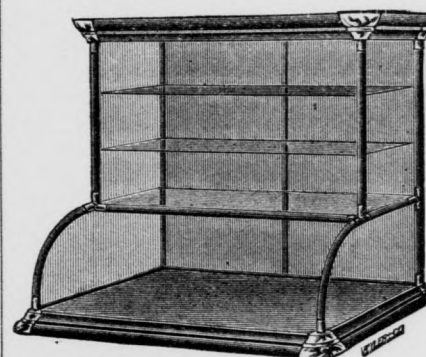
P. J. Connell, the contractor and builder, has formed a copartnership with his two sons, John J. and Frank W., the firm being known as P. J. Connell & Sons.

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.

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.



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.

REDUCED!

Genuine Peninsular Button Fasteners, per great gross, .65
Duplex Button Fasteners, per great gross, .50

Above prices are for 10 great gross lots.

Order now before the manufacturers combine to advance prices again.

HIRTH & KRAUSE, Grand Rapids, Mich.

Remember we are headquarters for Shoe Store Supplies.

TUCKER, COADE & CO.,
Wholesale - Produce - Commission - Merchants.

SPECIALTIES: Butter, Eggs and Fruits.

56 and 58 South Ionia St., GRAND RAPIDS, MICH.

REFERENCES: Grand Rapids National Bank, Elliott & Co., T. Wasson, E. J. Herrick, Remington & Horton, all of Grand Rapids. Consignments solicited. Stencils and cards furnished on application. Returns made immediately on sale of goods. TELEPHONE 87.

Write for Quotations.

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

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

A CLOSE CALL.

The firm of which I was the junior partner bought large quantities of wool. I usually made the purchases, and at times was obliged to travel far into the Sierra Nevadas, taking with me several thousand dollars upon each trip.

One day, we received a telegram that read: "Secure all the wool you can; it is sure to advance in price."

The telegram reached us at 5 in the afternoon. At 9 the next morning, I was on the road and had nearly four thousand dollars in gold coin.

For the first three days, I gradually ascended the mountains, and, by midday of the fourth, had reached the summit. This did not mean a rapid descent upon the opposite slope, but a journey for several days over ridges rising from this central plateau.

I was desirous of reaching one man, who kept his sheep, during the summer, upon a high and rugged range some miles from my usual route. I halted for dinner at a small public house lately built to accommodate teamsters engaged in hauling lumber from a new sawmill.

"Yes," was the reply, "but it's a hard place to find," at the same time giving me the directions as near as possible.

I shook my head as he ended, saying, "I could never find the place in a year's time. Is there no one here acquainted with the route who can go with me?"

He hesitated a moment and then said: "There's Bill, the half-breed; he knows the trail as well as old Rucker himself. I reckon you can get Bill to go."

Bill was promptly interviewed. "You pay me \$2 and I take my horse and go," was the brief but satisfactory reply.

The required sum was promised and he at once prepared to accompany me.

The moment dinner was eaten we set off. Instead of being sullen and morose like most half-breeds, my guide was a talkative and intelligent fellow and gave me much information about the surrounding region.

Upon reaching Rucker's camp, we found the owner absent, and it took us an hour or more to find him and the band of sheep he was herding. He detained us longer to tell about the bears and panthers that annoyed his sheep than the time consumed in bargaining for his wool and making the necessary arrangements for shipping it to us.

The landlord said that he could give me a straw-bed, adding, "You see, the place is new and we have nothing better for ourselves."

I was willing to take the bed and so turned my horse over to the half-breed to take care of for the night.

Just before supper two more travelers rode up and desired to stop.

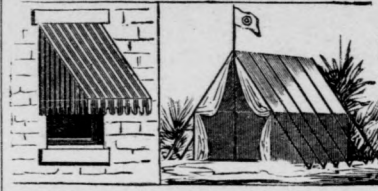
Rooms are pretty scarce, as you can see, but we can feed you as well as not," said the host.

Dry Goods Price Current.

Table of Dry Goods Price Current. Columns include categories like UNBLEACHED COTTONS, BLEACHED COTTONS, CARPET WARE, DRESS GOODS, CORSETS, CORSET JEANS, PRINTS, ROBES, SHIRTINGS, TICKINGS, COTTON DRILL, SATINES, and various brand names and prices.

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

A W N I N G S AND TENTS.



Flags, Horse and Wagon Covers, Seat Shades, Large Umbrellas, Oiled Clothing, Wide Cotton Ducks, etc. Send for Illustrated Catalogue. CHAS. A. COYE, 11 Pearl Street. Telephone 106.

J. & P. COATS'



BEST SIX-CORD Spool Cotton

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

Voigt, Herpolsheimer & Co., Importers and Jobbers of Staple and Fancy

DRY GOODS, NOTIONS, CARPETS, CURTAINS.

Manufacturers of Shirts, Pants, Overalls, Etc.

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

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

Send for Circular and Price List. If You desire to sell

Carpets by Sample

Send for Circular and Price List.

Smith & Sanford, GRAND RAPIDS.

[CONTINUED ON SEVENTH PAGE.]

The men, like myself, were not particular as to beds, so remained for the night. They were rather talkative and I overheard them ask the landlord my name and business. My suspicions were easily aroused, and I noticed that they seemed interested in me and the holsters I guarded so closely.

I made some evasive reply. During the evening, Bill, the half-breed, came into the bar-room two or three times. The last time I noticed that he secretly beckoned to me to go out of doors.

On reaching the middle of the wide, dusty road he stopped, approached me closely and said: "You see two men come on horseback?"

I nodded in reply. He continued: "One a bad man. He rob stage and go to prison. Now he come back."

"A stage robber!" I echoed. "Yes," was the answer. "Five years ago, he rob the stage and sent to prison. Maybe he think no one know him. I remember. I tell you and tell the boss, so you look out for him."

I thanked the fellow and rewarded him in a substantial manner, for the warning was of value to me. On returning to the bar-room, I now watched the two strangers with considerable attention. There was nothing of the ruffian about either of them, and I would have thought nothing more about them than of any of the teamsters that stopped at the hotel for the night, had it not been for the half-breed's caution.

As the host lighted me to my room, he told me what the Indian had said to him and warned me to be on my guard. Determined to be on the safe side, I pulled my bed against the door when I retired for the night and securely fastened the only window. I slept soundly until past midnight, when I was awakened by a movement of the bed. It appeared as though someone was slowly opening the door and causing the bed to move across the floor. I reached under the pillow, firmly grasped one of my pistols and awaited developments. Inch by inch I could feel the bed move slowly over the floor. My senses were stimulated by the excitement of the moment, and I could hear the breathing of the would-be robber. The door was now sufficiently open to admit the thief. Thinking to capture him, I sat up in bed waiting for him to approach. It was too dark to distinguish his form, but I could tell his position by his deep breathing, as he slowly and cautiously approached the head of the bed. At that instant I raised my pistol and cried, "Stop, or I'll fire!"

Quick as a flash, he sprang for the door and I fired at the same instant. He gave a cry of pain but continued his flight. I jumped from my bed, rushed to the door and shot again at the retreating figure. The ball evidently missed him, for he did not stop his mad race, and the next moment we heard the swift galloping of a couple of horses. The house was in an instant uproar. Men came rushing from their rooms, each one asking as to the cause of the shooting. The explanation was brief, but it took an hour or more to quell the excitement, and I am certain that but few slept during the remainder of the night. It was plain that the two strangers had made their preparations and had their horses near by. Had they been successful in obtaining my gold, they would have disappeared in the night. When day gave us light, spots of blood were visible upon the hall floor and on the stairs, but a search for some distance along the road revealed nothing of the robbers; so it was evident that my shot had not been a serious one. Trusting that I had seen the last of my assailants, I mounted my horse after breakfast and pursued my journey. My route lay for some miles through a most picturesque and scenic region. Volcanic rocks rose abruptly from the hillsides, assuming the forms of temples and towers. Here, I fancied I could trace a

[CONCLUDED ON FOURTEENTH PAGE.]

Hardware Price Current. Table listing prices for various hardware items like augurs, axes, hammers, and tools.

Table listing prices for hammers, hinges, hangers, hollow ware, wire goods, and other metal items.

Table listing prices for ropes, squares, sheet iron, and various other materials.

BICYCLES.



We have taken hold of this line of goods with our accustomed energy and shall carry a full assortment of the best makes. We shall be glad to give full information and prices to any one desiring to secure an agency.

FOSTER STEVENS & CO. Grand Rapids, Mich.

Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

Subscription Price, One Dollar per year, payable strictly in advance.
Advertising Rates made known on application.
Publication Office, 100 Louis St.

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, APRIL 15, 1891.

IS THE RETAILER AT FAULT?

The New York *Shipping List* attributes the failure of the effort to secure a uniform price on proprietary remedies to the retailers themselves, improving the opportunity to read them the following lecture on the course they should pursue:

It would appear as if all the labor and annoyance which fell to the lot of the committee having in charge the rebate or coupon plan for the relief of the retail druggists, as well as the manufacturer of proprietary goods, have been fruitless. The committee decided last week, at a meeting in Philadelphia, to let the matter drop, for the reason that the features of the plan are declared illegal, and the retailers indicated an unwillingness to give the co-operation which is absolutely essential in making any plans adopted for their protection and benefit a success.

Why should the heavy burden fall upon the shoulders of a few members of the Wholesale Druggists' Association? They have received blows instead of thanks and been characterized as the ring-leaders of an immense drug combine, because they endeavored to have the retail trade conduct a more profitable business on a legitimate basis. It is a matter which directly concerns the manufacturers and retailers, and if they want to continue the monkey and parrot exhibition indefinitely, the wholesale dealers hereafter should be quiet spectators, and allow the retailers to knife each other and clean out the weakest of their class, if that is the plan of their campaign. The manufacturers have an association to regulate their own affairs, and if retailers desire to carry on the cut-rate war with the view of substituting other goods, that is a matter for the manufacturers to consider and discourage; it should be regarded as a picnic to which the wholesalers have not been invited. The latter have done everything possible to bring order out of chaos, but competition is so sharp and jealousy so strong among retailers, that a committee might as well try to make water flow up hill as to pin them down to any obligation of that character. It would be unwise to make any further effort at present to stem the tide of reckless competition; give them the balance of this year to do as they please, and the case will right itself. Selling at or below cost cannot long be continued without important results and these will be shown in due time.

Purely Personal.

Dan Steketee has been confined to his house during the past week by a combination fever and sore throat.

Frank Hamilton, of Traverse City, spent Sunday with his wife and niece, who have been in the city several weeks.

D. D. Harris, general dealer and cheese manufacturer at Shelbyville, was in town Saturday. His factory begun operations for the season on the 13th.

O. B. Pickett, right bower for M. V. Gundrum & Co., Leroy, was in town last Thursday on his way home from New York City, where he was confined to his bed nineteen days with a severe attack of la grippe.

J. F. Maloney, Manager of the Cheboygan Brewing and Malting Co., of

Cheboygan, is in town for a few days for the purpose of attempting to seduce some of our manufacturing enterprises to locate in his lively and ambitious city.

I. M. Clark's malady has assumed a more serious form and his recovery is now looked upon as improbable. Mr. Clark has long been an important factor in the wholesale trade of this market and thousands of customers and friends join with THE TRADESMAN in the prayer that he may yet be restored to health.

Thos. Heffernan, the Baldwin druggist, will spend next Sunday in the city, on his way to Ireland, where he expects to remain four months. When he left the old home, ten years ago, he promised his mother he would return within a decade, and this visit is in fulfillment of that promise. He will be accompanied by his wife and two children.

Miss Emma L. Parsons, who has been a faithful adjunct of The Tradesman Company for the past three years, has resigned the position of book-keeper and cashier and returned to her home at St. Joseph. Miss Parsons was a universal favorite with the patrons of THE TRADESMAN office, and they will all join with the proprietors and employes in extending her their best wishes and the hope that her future may be a happy one. Miss Parsons is succeeded by Miss Lizzie Rowley as book-keeper and Miss Frances Smith as stenographer, for whom THE TRADESMAN bespeaks the same kindly consideration which has been shown their worthy predecessor.

Gripsack Brigade.

John H. Payne will start out on the warpath again on Thursday.

Wm. Logie, who has been confined to his house for a fortnight with a severe attack of la grippe, is out again.

Geo. F. Owen is losing the distinctive badge of the Orangeman and his friends now look forward to his speedy recovery.

Chas. E. Hall has severed his connection with the Lemon & Wheeler Company to take the position of city salesman for Andrew Wierengo, of Muskegon.

Frank L. Kelly, who has been laid up for two months with inflammatory rheumatism, is able to be about again and goes to Chicago this week to post up and get his trunks.

John Cummins has returned from Bradford, Penn., and resumed his trips on the road for the Olney & Judson Grocer Co. He will remove his family to this city as soon as warm weather puts in an appearance.

A. S. Davis has started out two new men—David McWhorter among the city trade and David Meister among the trade of the Pentwater branch and the Alpena country. Mr. Meister hails from Bay City, where he traveled for Chas. L. Fox.

E. M. Hopkins, engrossing and enrolling clerk of the House of Representatives, has engaged to travel for the Barnes Safe and Lock Co., his duties to begin as soon as the Legislature adjourns. He will then take up his residence at Owosso.

Sensible Suggestion.

A German physician proposes that the manufacturers of preserved meats should be compelled to stamp their cans with a legible date mark. For a year or so, he says, canned meats may remain perfectly wholesome, but after that they deteriorate in a way defying alike precaution and explanation.

TELFER SPICE COMPANY,

MANUFACTURERS OF

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

1 and 3 Pearl Street,

GRAND RAPIDS

MOSELEY BROS.,

Jobbers of

Clover & Timothy Seeds,

BEANS, POTATOES, EVAPORATED APPLES.

26, 28, 30 and 32 Ottawa St.,

GRAND RAPIDS.

C. N. RAPP & CO.,

WHOLESALE DEALERS IN

Foreign and Domestic Fruits.

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

ORANGES, LEMONS and BANANAS.

SEEDS!

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

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

The Alfred Brown Seed Store.

GRAND RAPIDS, MICH.

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

G. S. BROWN & CO.,

— JOBBERS OF —

California Oranges



Bluefield Bananas.

SEND FOR QUOTATIONS.

24 and 26 North Division St., GRAND RAPIDS.

MUSKEGON CRACKER CO.,

Manufacturers of

Crackers, Biscuits and Sweet Goods.

Finest Quality and Largest Variety in the State.

MUSKEGON, : : MICHIGAN.

SPECIAL ATTENTION PAID TO MAIL ORDERS.

Jennings'

Flavoring Extracts

Are Acknowledged the Most Profitable.

SEE QUOTATIONS.

THE NEW YORK BISCUIT CO.,

S. A. SEARS, Manager.

Cracker Manufacturers,

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

A QUIET CUSTOMER.

Some Suggestions as to the Treatment of the Thinker.

Written for THE TRADESMAN.

As a rule, the person who talks least thinks most. He thinks best, certainly, as his mind and tongue are not racing with each other at the same moment. If you are a grocer, have you not noticed how satisfied some of your customers always appear? Appearances are often deceptive. They are thinking, and you may not be aware that their thoughts are to your disadvantage. When you have two qualities of butter in the store and a customer says, "Give me five pounds of butter, please," your thoughts instantly revert to the fact that he placed no adjective before "butter," also that he is one who never finds any fault, and you do desire to work off that first lot of butter and the temptation to weigh that out for him is strong. He is a man who never finds any fault and relies upon the honor of those with whom he deals. You weigh out his butter, and he simply says, "How much?" pays for it, and, with a kindly nod of the head (for he is no talker), leaves for home. It takes only a few such customers to work off the entire quantity, but have a care that you do not "work off" those quiet customers as well.

If you are a druggist, and a man has been in the habit of purchasing Dr. Femur's pills, and he sends some evening for a box of them when you happen to be out, do not give the messenger a box of Dr. Ulna's instead, thinking they will be opened and swallowed without noticing the difference and will do just as well. That man may be a thinker and, although you may retain him for a time, some day when you miss his visits he will have left you forever. There is a lady who always comes to you for her extract of lemon and vanilla, because she first saw you making them from the fruit. She has told you—once only—in a few words, "They are just what I want." You have missed her cheery "Good morning," from your store, and saw her one day entering Jones' door, and you wondered why. Think a moment. The last time she came for vanilla, you went behind the prescription case, opened a pound bottle of Presser & Co.'s vanilla and measured out some for her, thinking she would never know the difference, instead of frankly explaining that you were out of your own make. The woman was not angry; she only thought you were not making it quite as good. She is no talker—only a "thinker." She tried another store—and you have lost a valuable customer.

Mr. General Dealer, there is a lady in the print dress who seldom talks much. She is cheerful and good natured, buys only in small quantities but always pays, waits patiently if you are busy, and as you are hurried up by that other snappish customer whom you fear will go without the starch she has asked for, you also wait upon her, and a few others first. By and by you get around to the "lady in print" and wait upon her, perhaps offer an apology, which she smilingly accepts. A few such apologies are all right, but do not presume too much upon her quiet good nature. She may be a "thinker," and you may lose her.

Bear this in mind daily, that your quiet customers are generally observers and thinkers, and if there is any one class you are to appreciate and take care of, it

is this. They don't want you to talk, for they are not talkers, but in all other ways they desire to see and feel that you not only appreciate their patronage but are serving them with the best you have and, whenever innovations are to be made, advise them at once. Your scolding, fault-finding customer is not half as apt to leave you. It is his or her way of getting through the world, and the nearer the dealer follows the path I have indicated with this class of customers, the greater will be his success. VINDEX.

Can Fill All Orders Promptly.

The Olney & Judson Grocer Co. announces that it is prepared to ship all orders for sugar, no matter what grade, the same day they are received.

Use "Tradesman" Coupons.

S. A. Morman

WHOLESALE

Petoskey, Marblehead and Ohio

LIME,

Akron, Buffalo and Louisville

CEMENTS,

Stucco and Hair, Sewer Pipe,

FIRE BRICK AND CLAY.

Write for Prices.

20 LYON ST., - GRAND RAPIDS.



SAP BUCKETS AND

MAPLE SYRUP CANS

Send for Quotations.

WM. BRUMMELER & SONS

Manufacturers of and Jobbers in

Pieced and Stamped Tinware, Rags, Metals, Iron, Rubber and Wiping Rags

264 So. Ionia St., GRAND RAPIDS.

Telephone 640.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

D. A. BODGETT, Vice-President.

H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

WANTED.

POTATOES, APPLES, DRIED FRUIT, BEANS

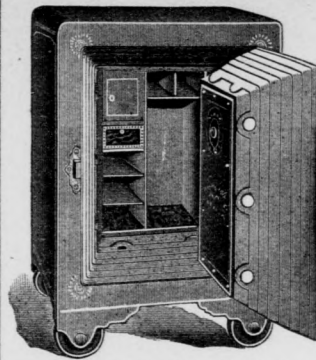
and all kinds of Produce.

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

EARL BROS., COMMISSION MERCHANTS

157 South Water St., CHICAGO.

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



GEO. M. SMITH SAFE CO.,

DEALERS IN

FIRE AND BURGLAR PROOF

- SAFES -

Vault and Bank Work a Specialty.

Locks Cleaned and Adjusted. Expert Work Done.

Movers and Raisers of wood and brick buildings, safes, boilers and smoke stacks.

OFFICE AND SALESROOM:

157 and 160 Ottawa St.

Tel. 1173.

GRAND RAPIDS.

**FIRE PROOF
STEAM PROOF
BURGLAR PROOF
WATER PROOF**

RELIABLE!

Always Satisfactory.

Always Uniform.

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

THE WALSH--DE ROO MILLING CO.,

Proprietors Standard Roller Mills,

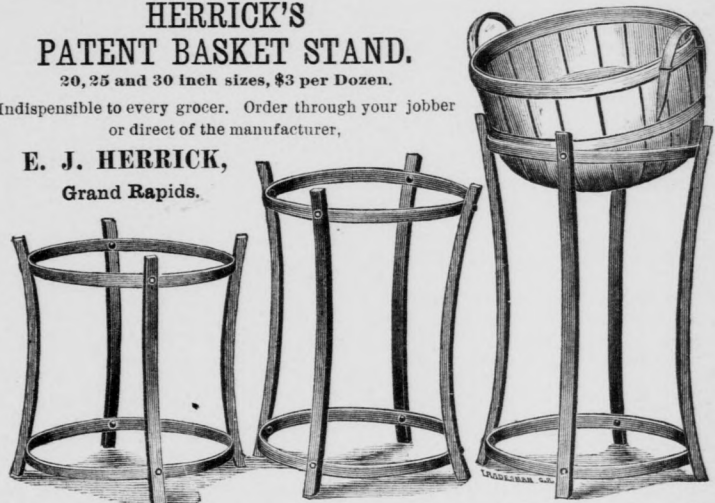
HOLLAND, - - MICH.

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.



WAREHOUSE PLATFORM TRUCK.

This Truck is designed for use in warehouses, wholesale establishments, flour and feed, and other stores.

Has platform 30x38 inches. Frame well made of hard maple. Wheels 8 inches in diameter; caster wheel 6 inches. Height from floor to surface of platform 11 inches.

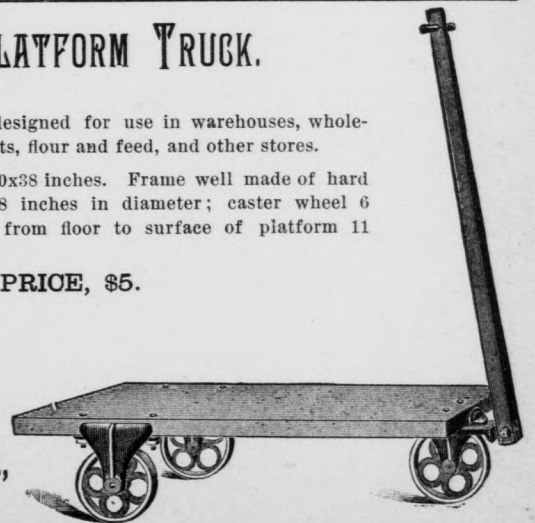
PRICE, \$5.

MANUFACTURED BY

GRAND RAPIDS

HAND SCREW CO.,

Grand Rapids, Mich.



Drugs & Medicines.

State Board of Pharmacy.
 One Year—Stanley E. Parkill, Owosso.
 Two Years—Jacob Jenson, Muskegon.
 Three Years—James Vernon, Detroit.
 Four Years—Otmar Eberbach, Ann Arbor.
 Five Years—George Gundrum, Ionia.
 President—Jacob Jenson, Muskegon.
 Secretary—Jas. Vernon, Detroit.
 Treasurer—S. E. Parkill, Owosso.
 Meetings for 1891—Ann Arbor, May 5; Star Island (Detroit) July 7; Houghton, Sept. 1; Lansing Nov. 4.

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

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

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

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

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

Large Consumption of Strychnine.

Chief among the most active and deadly poisons in the world is strychnine. It is the active principle of a plant—the *strychnos nux vomica*—which is commonly known as "dog button." A late number of the *Industrial World* says:

It will surprise many to know that the wholesale drug house of Dawson, Bole & Co., of Winnipeg, Manitoba, is one of the largest dealers in this deadly drug in the world. This firm has handled eighty pounds of strychnine within the last few weeks, which is an enormous quantity. The relation of this quantity to the entire consumption of the drug may be imagined when it is stated that when the Winnipeg orders were sent to the English dealers the effect was to immediately advance its value 10 per cent. Their first order for their spring trade was sixty pounds; but they were obliged to increase this by cable very materially, and their sales for the season will be well up to 100 pounds. As an order by a retail drug store for strychnine usually will not exceed one ounce, this will further show the enormous quantity the Winnipeg wholesale house referred to has handled this season. The heavy demand for strychnine here is in the spring of the year, and it is required largely for poisoning gophers. In Southern Manitoba and the territory of Assiniboia, this poison is used most extensively. Of course, a great deal of the drug is wasted while being used, as the quantity sold is sufficient to poison every living creature in the country many times over.

It is quite probable that it is used for that purpose along the entire line of the Canadian Pacific, wherever an attempt is made to cultivate the land from Winnipeg to Vancouver, as in the same latitude (unless the country is mountainous) the different kinds of ground squirrels abound and will consume the seed or destroy the growing crop, if not exterminated. Fifteen years ago the ground squirrels—a different species and much larger than the prairie gopher—were the pest of the more southern counties of California. In the vicinity of Los Angeles, they were so numerous that strychnine was resorted to, to kill them. Grains of Indian corn were placed in sweetened hot water for twenty-four hours to soften, then a small portion of strychnine in solution was poured over it, while the grain was yet soft and permeable. This solution is best made by first thoroughly dissolving the crystals in a small portion of acetic acid (cold). This acid may then be mixed with any given quantity of water desired and poured over the softened grain. It is now only necessary to place a few grains of this poisoned corn in and close beside the entrance to their burrows, where it is sure to be eaten about sunset or just after sunrise. A few will crawl

into their burrows to die, but most of them will be found dead on the surface of the earth.

Strychnine is a most powerful tonic and stimulant, when used as a medicine in infinitesimal quantities, and is to-day very widely employed as an adjuvant in a line of the more elegantly prepared elixirs and pills.

A Trick to Obtain Morphine.

From the New York Tribune.

A novel and adroit trick for getting morphine was yesterday successfully played upon the manager of a pharmacy in Park Row.

"I have never seen such a clever trick," said the manager. "I think I know all the opium and morphine fiends in the city, and I am well posted on all their tricks, but the way in which this chap worked his little game on me was the slickest I ever saw. As I stepped up to him to see what he wanted, he handed me a prescription made out in the regular way which only a druggist or physician is supposed to know how to write. The prescription called for two articles, one of which was morphine. I filled the prescription and came over to where the man stood and proceeded to wrap them up, when he took out of his pocket a memorandum and said, as he handed it to me: "Oh, by the way, here is a list of some things I had nearly forgotten, and which I would like to have you make up for me. The articles are for another person and you had better do them up in another package. I'll not trouble you to wrap up this first package. I will do it while you are filling out that list."

"The list contained a number of harmless drugs, which he knew would take me some time to prepare in the back room.

"He wrapped up the two bottles which I had left on the counter, and, turning to one of the clerks, said: 'I will leave these here until I come back. I have an errand I want to do, and by the time I come back the other things will be ready for me.'

"So saying, he went out and I have not seen him since. The packages lay on the counter together all day, and he did not come in the store and take them. It began to look a little queer, and, becoming suspicious, I finally opened the first package and found an empty morphine bottle, identical with the one containing the morphine, in shape and size, which he had put there in place of the bottle of morphine which I had filled for him. It was perfectly clear to me then. He had succeeded in getting the drug by a clever trick and by an adroit ruse had walked off with it without paying for it, in broad daylight and before my eyes. I presume by this time he is working other druggists in other parts of the city with the same trick he tried on me."

Slightly Incongruous.

From the Allegan Gazette.

The P. of I. state trade agency, which has headquarters at Lansing and seeks to supply goods of all kinds to members of the order all over the state, experiences difficulty in finding a wholesale grocery house to fill their orders, and sends them to A. Stegeman of this place. It must shockingly strain Mr. Stegeman's philanthropic soul to abandon his four-per-cent "racket" and do business on the P. of I. ten-per-cent basis.

The Drug Market.

Citric acid has declined. Balsam copaiba is lower. Assafoetida has advanced. Gum shellacs are lower. Oil santon is higher. Cod liver oil has declined. Alum is lower. Chloral hydrate has advanced. Gum opium is steady. Morphine is unchanged. Quinine is weak. Sugar of milk is lower. Cocoa butter has declined.

For the finest coffees in the world, high grade teas, spices, etc., see J. P. Visner, 304 North Ionia street, Grand Rapids, Mich., general representative for E. J. Gillies & Co., New York City.

Grand Rapids Electrotype Co.,

**ELECTROTYPERS
AND
STEREOTYPERS,**

And Manufacturers of

Leads, Slugs, Brass Rule, Wood and Metal Furniture.

6 and 8 Erie St., GRAND RAPIDS.

F. J. BARBER.

A. C. MARTIN.

BARBER, MARTIN & CO.

GENERAL

Commission Merchants

FOR THE SALE OF

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

191 South Water Street,
CHICAGO.

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 So. Ionia St., Grand Rapids.

PAUL EIFERT

Manufacturer of

Trunks, Traveling Bags and Cases

**SAMPLE TRUNKS AND CASES
MADE TO ORDER.**

Write for Prices.

41 SO. DIVISION ST.,

Grand Rapids, Michigan.

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.**



RED The most effective Cough Drop in
the market, Sells the
STAR quickest and pays the
best. Try
them.
COUGH
DROPS
The Finest Line of Candy in the State.



DOUBLE ACTION. GEARING COMPLETELY COVERED.
WHITE CEDAR PAIL. SELF-ADJUSTING SCRAPER.
CANS FULL SIZE. USES SMALLEST POSSIBLE QUANTITY OF ICE.
THOROUGHLY WRAPPED FOR SHIPPING.

THAT THE GEM FREEZER IS RECOGNIZED AS THE BEST IN THE MARKET IS PROVEN BY THE FACT THAT OUR COMPETITORS ARE IMITATING ITS GOOD QUALITIES, AND USE IT AS THE STANDARD OF COMPARISON WHEN TRYING TO SELL THEIR OWN COCLES.
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 AND AMERICAN STREET, PHILADELPHIA.
JOHN H. GRAHAM & CO., MANUFACTURERS' AGENTS,
113 CHAMBERS STREET, NEW YORK.

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

Wholesale Price Current.

Advanced—Assosetida, oil lemon, chloral hydrate. Declined—Acid citric, balsam copaiba, gum shellac, cod liver oil, alum, sugar milk, cocoa butter.

Table listing various goods and their prices under categories: ACIDUM, AMMONIA, ANILINE, BACCAR, BALSAMUM, CORTEX, EXTRACTUM, FERRUM, FLORA, FOLIA, GUMMI, HERBA, MAGNESIA, OLEUM, POTASSIUM, RADIX, SEMEN, SPIRITUS, SYRUPS, TINCTURES.

Table listing various goods and their prices under categories: MORPHIA, SEIDLITZ MIXTURE, LINDSEED, NEAT'S FOOT, PAINTS, VERMILION, GREEN, LEAD, WHITING, TANNIC ACID, THEOBROMAE, VANILLA, ZINCI SULPH, OILS, WHALE, LARD, LINSEED.

HAZELTINE & PERKINS DRUG CO.

DRUGS CHEMICALS AND PATENT MEDICINES.

Paints, Oils and Varnishes.

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

Weatherly's Michigan Catarrh Remedy.

WHISKIES, BRANDIES, GINS, WINES, RUMS.

We sell Liquors for Medicinal Purposes only. We give our Personal Attention to Mail Orders and Guarantee Satisfaction.

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

GROCERIES.

The Apple Enters Its Protest.
Written for THE TRADESMAN.
One pleasant afternoon in April I was reclining easily in my arm chair in the store, engaged in reading a lengthy and graphic account of the prospective fruit crop for the coming season.

"Sir! I rise to speak for myself and my companions, both here and elsewhere. We protest against the treatment to which we are subjected, and we are astonished at the judgment and taste of a large class of people.

and caught me up so tenderly that a woman who stood at the counter with a bag of lemons, looked disgusted and said in an undertone, 'Hayseed!' Do you remember, too, that the young lady cried out, 'Mother, do look at those Northern Spys! Never mind the oranges, but get a dozen of those apples. Think, mother, what a delicious pie they will make.'

The Grocery Market.

The clamor for sugar surpasses anything of the kind ever before experienced by the wholesale grocers of the State. The retailers are not only meeting the wants of their customers, but many of them are buying on speculation, which cannot fail to result disastrously.

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@2.30.

PROVISIONS.

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

Table with columns for Pork in Barrels (Mess, new, Short cut, etc.), Sausage (Fresh and Smoked), and Lard (Kettle Rendered).

Table with columns for Lard (Family, Compound) and Beef in Barrels (Extra Mess, Chicago packing, etc.).

Table with columns for Smoked Meats (Canned or Plain) including Hams, Shoulders, Breakfast Bacon, etc.

Table with columns for Fish and Oysters (Fresh Fish, Oysters—Cans, Shell Goods).

FRESH MEATS.

Table listing Swift and Company quote as follows: Beef, carcass, hind quarters, fore, loins, No. 3, ribs, rounds, tongues, Bologna, Pork loins, shoulders, Sausage, blood or head, liver, Frankfort, Mutton, Veal.

CANDIES, FRUITS and NUTS.

Table listing The Putnam Candy Co. quotes as follows: STICK CANDY, Full Weight, Standard, per lb., Leader, Special, Royal, Nobby, Broken, English Rock, Conserves, Broken Taffy, Peanut Squares, Extra, French Creams, Valley Creams, FANCY—in bulk, Full Weight, Lozenges, plain, printed, Chocolate Drops, Chocolate Monumentals, Gum Drops, Moss Drops, Sour Drops, Imperials, FANCY—in 5 lb. boxes, Lemon Drops, Sour Drops, Peppermint Drops, Chocolate Drops, H. M. Chocolate Drops, Gum Drops, Licorice Drops, A. B. Licorice Drops, Lozenges, plain, printed, Imperials, Molasses, Cream Bar, Molasses Bar, Caramels, Hand Made Creams, Plain Creams, Decorated Creams, String Rock, Burnt Almonds, Wintergreen Berries, ORANGES, California, Messina, LEMONS, Messina, choice, fancy, choice 300, fancy 300, OTHER FOREIGN FRUITS, Figs, Smyrna, new, fancy layers, choice, Fard, 10-lb. box, 50-lb., Persian, 50-lb. box, NUTS, Almonds, Tarragona, Ivaca, California, Brazil, new, Filberts, Walnuts, Grenoble, Marbot, Chili, Table Nuts, No. 1, No. 2, Pecans, Texas, H. P., Cocoanuts, full sacks, PEANUTS, Fancy, H. P., Suns, Roasted, Fancy, H. P., Flags, Roasted, Choice, H. P., Extras, Roasted, OILS, The Standard Oil Co. quotes as follows: Water White, Michigan test, Naptha, Gasoline, Cylinder, Engine, Black, 15 Cold Test.

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

FLOUR SACKS, GROCERY BAGS, TWINE AND WOODEN WARE.

Houseman Block,

Grand Rapids, Mich.

Table listing various goods such as Apple Butter, Chicago goods, and Canned Goods with their respective prices.

Table listing various goods such as Raspberries, Beans, and Coffee with their respective prices.

Table listing various goods such as Genuine Swiss, American Swiss, and Dried Fruits with their respective prices.

Table listing various goods such as Jellies, Lamp Wicks, and Sugar with their respective prices.

Table listing various goods such as Gloss, Soap, and Tea with their respective prices.

Table listing various goods such as Paper and Woodenware, Baskets, and Grains and Feedstuffs with their respective prices.

H. LEONARD & SONS.

134-136-138-140 Fulton St.,

GRAND RAPIDS, MICH.

Please Take Notice.

ARE you not in need of some of the common, every day selling goods to be found in our stock. We are anxious to show all buyers the variety, the novelties, the staple ware displayed in our sample room, corner Spring and Fulton streets or illustrated in our new catalogue, which will be ready for the mails in about one week, and in which may be seen a larger assortment of crockery, glassware and house furnishing goods, than can be shown by any other establishment in the west.

We guarantee all goods purchased from us to be as represented and our only desire is to do a straight forward, fair and square business.

We carry the heaviest stock in our lines to be found in the State, and make extraordinary efforts to ship all orders promptly. In this connection would ask you to bear in mind that that our goods must be selected, examined, rechecked and carefully packed before they are ready to ship, but, understanding the value of time, we "rush" all orders.

Our prices are as low, freight considered, as any responsible house in the United States. Our aim is to please you, to merit your continued orders, which can only be accomplished by giving you the best of services and the lowest prices.

Meakins' English Ware.

We have sold a lot of Alfred Meakins best English crockery, in the white, in the lustre band and in his famous printed patterns which are carried by us in open stock.

This ware costs no more than inferior goods—goods that you do not dare to guarantee to your customers, while his name is a household word.

We are direct importers and special agents and carry complete assortments. Ask to see our lists.

Mason Fruit Jars.

As will be seen by quotations in another column these jars have never been offered as low as at the present time. Should the price decline we will give our customers the benefit of it up to time of shipment.

Flasks.

We quote the best Flint Flasks to day at \$1.35 for ½ pints; \$2.20 for pints; \$3.38 for quarts, per box. The combination is rapidly tying up everything, and you will find this price below many offered.

The New Process Gasoline Stove.

POSITIVELY, we have the agency for the leading stove on the market. We have been in competition with all of the new lines and know whereof we speak. If our "New Process" is not represented in your town write to us for the agency, which means a profitable business for your store, if you give it the least attention. No more troublesome generators or needle valves to perplex the wife, but is always ready for use. It lights as easily as a gas stove. Order early to secure a stock as the demand is enormous.

Pirate Alarm Clock The nickle "Pirate" only 80 cts each. The Princess without alarm, only 65 cts. each. We are selling them by the hundred.

Pearl Top Chimney Manufacturers' agents for this chimney which now sells on sight. Don't let any one tell you they have something just as good, but order the "Pearl Top" direct (prices in another column) and your customers will appreciate it.

The Thirty Years War

between the refrigerators since the advent of the Leonard "Cleanable" is closing in favor of the "Cleanable." It has been a battle of merit—to be won by the most meritorious—the "Cleanable" is that. The "Cleanable" is clean, saving of ice, has air tight locks and free drainage—is everything that a refrigerator should be, nothing that it should not. Call and see it at our store.

House Furnishing Goods.

This department has become such a staple line, and has been adopted into so many general and hardware stores that we are glad to quote our prices to the trade, which will be found as low as good ware may be sold. Send us your orders as our stock is very complete and prompt shipments the rule.

Alfred Meakins'

Brown Westmeath.
MONMOUTH SHAPE



Assorten Crate. No. 15165.

An open stock pattern with us, both in a pretty plain brown print and in a colored decoration. All underneath the glaze. Send for lithographs.

JOHNSON BROS.'

Decorated Toilet Sets.



In three colors, Blue, Pink and Brown.
10-piece Toilet Set, - - - \$2 75
12-piece Toilet Set, with jar, - 4 75

Dunn, Bennett & Co.'s "FORGET-ME-NOT"

Toilet Sets



10-piece sets, brown or pink, or peacock blue, - - - \$3 00
12-piece sets, brown, pink or peacock blue, - - - \$5 00

Complete Lines of

English Toilet Ware

On hand from \$2 per set to \$20.
Call upon us and see designs.

H. Leonard & Sons

Grand Rapids, Mich.

Headquarters for SUMMER GOODS AT LEONARDS'

Cleanly and Cleanable

Are the Leonard make refrigerators—almost keep themselves clean. Called the "Cleanable." Every place inside easy to get at and clean, the flues removable, the waste trap the surest known—and less ice is needed than for any other refrigerator. Cost no more than other makes next in order of goodness. The "Cleanable" is also applied to grocer refrigerators. Catalogues on request.

VELOCIPEDES

FOR THE BOY.



Bright Steel Wheels, Steel Body.
Painted Red.

No.	Front wheel.	Rear.	Net, each.
1.	16 inches.	14 inch.	\$1 75
2.	20 "	16 "	2 00
3.	24 "	18 "	2 25
4.	26 "	18 "	2 50
5.	28 "	20 "	2 75

TRICYCLES for the Girls.



The "GEM," Best Tricycle offered, as proved by years of use.

No.	Rear wheels.	Each.
No. 1, 3 to 7 years,	20 in.	\$6 00
No. 2, 7 to 11 "	24 in.	7 80
No. 3, 11 to 14 years,	28 in.	9 00
No. 4, 14 to 18 "	32 in.	11 50

Rubber Tires, \$4.50 each extra.

BOYS' & GIRLS' JUNIOR.



Send for Price List

A CLOSE CALL.

[CONTINUED FROM SEVENTH PAGE.]

ruined fortress, there a moss-covered arch or massive gateway.

Absorbed in detecting these fancied resemblances to the most noted creations of man, I had ridden for a mile or more without seeing or hearing anything to break the silence of my lonely ride, when a loud report rang out, my horse plunged violently and a second later fell to the ground, carrying me with him.

"We have him!" shouted a voice that I recognized as belonging to the man who had asked me about the holsters the night before.

I lay upon my side with my right leg under the animal. The two men, each with a gun in his hand, ran toward me from behind a neighboring rock. My situation was most critical. I was pinned to the earth and unable to move. Luckily, my hands were free and I could reach one of the pistols in my holsters. Determined to sell my life as dearly as possible, I jerked the revolver loose, raised myself slightly and fired at the robber nearest to me.

The ball struck him in the hand and caused him to drop the gun. With an oath, he sprang back and the two sought shelter behind a rock.

I was still in imminent danger, for they could make a detour and approach me in such a manner that I should be at their mercy. Their advance and my shot took but the fraction of a moment, so that both were over ere the death struggles of my animal ended. In these he partially raised himself from my leg, and, as his body was between me and the two assassins, I crawled on my hands and knees to a low rock within a few feet of me.

"We will see whether you get that gold or not," I muttered to myself, as I rubbed my leg, bruised from the fall.

The rock behind which I had sought shelter extended several rods, rising in places ten or twelve feet above the ground. I climbed up a few feet, and through a narrow crevice examined the situation. I saw the glimmer of a gun barrel behind a low rock and was thus enabled to locate one, at least, of my enemies. Stooping down, I ran to the further end of the ledge, hoping to get a shot at him. I was disappointed, for he was still hidden from sight. I saw that, by crawling up the hill a short distance, I could gain the protection of a second rock. This I instantly did, every moment fearing that they would make a dash for the gold, which was still upon my horse.

They evidently did not realize that I had moved from the rock near the dead animal and were afraid to venture. Reaching the second ledge, I found, to my annoyance, that I could not yet see the hidden robbers; but, by pulling myself along behind a fallen tree, I was at last within sight of them. They were crouching on the ground behind a low ledge, each peering around the end of it, intently watching the spot where they had seen me disappear. Although it seemed an age, it had really been only a couple of minutes since their first shot was fired at me, and they were evidently waiting until they could tell whether I was injured or not. I now raised my pistol, took careful aim and fired. The ball struck the man who was holding the gun, killing him instantly. The other, with a cry of rage, seized the rifle and fired three shots at me in quick succession. The bullets whistled near me, and one of them struck the log behind which I lay. This was so small that I dared not raise my head to get a return shot. I, therefore, turned around, still keeping flat on the ground, and crawled back some distance.

The tree, in falling, had struck an old log upon the ground and broken in two. Where the two crossed each other was a space under the broken tree through which I could see my adversary. I rapidly cleared the earth away until I could get a shot at him. He had run up some rods nearer and now stood partially behind a small rock, intently watching the spot where he had last seen me. Just as I reached the pistol beneath the log he moved quickly, but I fired and knocked the gun from his hands.

I instantly sprang up, crying, "Another move, and I will kill you."

He turned and attempted to gain the protection of the nearest ledge. As he whirled around, I fired again and he fell. I rushed upon him, but he was on his feet at once and caught the rifle. I fired once more, breaking his wounded arm and causing him to let fall the gun. I exclaimed, "Stop before I kill you."

Instead of complying, he answered fiercely, "I will cut your heart out," and sprang toward me with a bowie knife in his right hand. By this time, he was within reach and made a savage thrust at me with the knife. I sprang aside in time to avoid the blow and once more pulled the trigger. No shot replied—the pistol was empty. My only chance was at close quarters, and, catching my revolver by the muzzle, I struck him a blow on the head, at the same time receiving a slight cut in the shoulder. He fell at my feet, and, before he could move, I sprang upon him, kicked the knife from his hand and caught up the rifle he had dropped in the fight.

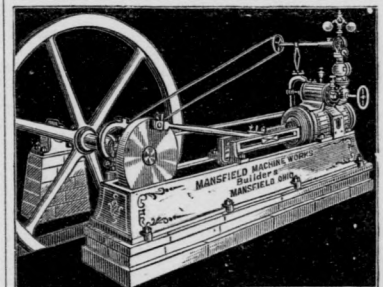
He cried, "Hold! I give up! Don't murder me!"

"Lie still, then," I said. "Don't you move."

I now ran to my dead animal, pulled the holsters from the saddle, pushed the empty revolver into them and took out the loaded one. Then I said, "Get up now!" He was a pitiable looking object and weak from the loss of blood. He had been twice wounded, once in the hand and again in the arm, while my blow on his head had cut an ugly gash, from which the blood was trickling down over his face. I took my handkerchief and made a bandage for his arm and, by twisting it tightly with a stick, managed to stop the blood. I now bade the fellow go ahead, and, taking my holsters in one hand and the loaded pistol in the other, I obliged him to walk in front of me back to the inn where we had stopped the night before.

Of the excitement there caused by our appearance I need not speak. The nearest justice of the peace was sent for, a coroner's jury impeached and the statement of myself and the wounded robber taken down. I was exonerated from all blame, the body of the man I killed was buried and, in the course of a few weeks, his wounded companion was sentenced to a long term in prison.

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

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MICHIGAN CENTRAL

"The Niagara Falls Route."

Table with columns for DEPART, ARRIVE, and routes including Detroit Express, Mixed, Day Express, Atlantic & Pacific Express, and New York Express.

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. FRANK M. BRIGGS, Gen'l Agent, 85 Monroe St. G. S. HAWKINS, Ticket Agent, Union Depot. Geo. W. MUNSON, Union Ticket Office, 67 Monroe St. O. W. HUGGLES, G. P. & T. Agent, Chicago.

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

Table for EASTWARD trains with columns for Trains Leave, No. 14, No. 16, No. 18, No. 38 and destinations like G'd Rapids, Lv, Ionia, St. Johns, Ar, Owosso, Ar, E. Saginaw, Ar, Bay City, Ar, Flint, Ar, Pt. Huron, Ar, Pontiac, Ar, Detroit, Ar.

Table for WESTWARD trains with columns for Trains Leave, No. 81, No. 11, No. 13 and destinations like Grand Rapids, Lv, Grand Haven, Ar, Milwaukee Str, Ar, Chicago Str, Ar.

*Daily. †Daily except Sunday. Trains arrive from the east, 6:40 a. m., 12:50 p. m., 5:00 p. m. and 10:25 p. m. Trains arrive from the west, 10:10 a. m., 3:35 p. m. and 9:50 p. m. Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 82 Wagner Sleeper. Westward—No. 81 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffet car. JOHN W. LOUD, Traffic Manager. BEN FLETCHER, Trav. Pass. Agent. JAS. CAMPBELL, City Ticket Agent. 23 Monroe Street.

CHICAGO & WEST MICHIGAN RY. JANUARY 4, 1891.

Table with columns for DEPART FOR, A. M., P. M., P. M., P. M., P. M. and destinations like Chicago, Indianapolis, Benton Harbor, St. Joseph, Traverse City, Muskegon, Manistee, Ludington, Baldwin, Big Rapids, Grand Haven, Holland.

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 palace sleeping car through to Chicago.

DETROIT, NOVEMBER 30, 1890. Lansing & Northern R R

Table with columns for DEPART FOR, A. M., P. M., P. M. and destinations like Detroit and East, Lansing, Howell, Grand Ledge, Lake Odessa, Plymouth, Howard City, Edmore, Alma, St. Louis, Saginaw City.

*Every Day. †Week Days. 7:25 A. M. runs through to Detroit with parlor car; seats 25 cents. 1:20 P. M. Has through Parlor car to Detroit. Seats, 25 cents. 6:25 P. M. runs through to Detroit with parlor car, seats 25 cents.

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

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

Grand Rapids & Indiana.

In effect February 1, 1891.

TRAINS GOING NORTH.

Table with columns for Trains, Leave, Arrive from, and destinations like For Saginaw, solid train, For Traverse City & Mackinaw, For Saginaw, solid train, For Cadillac, For Mackinaw, For Kalamazoo.

TRAINS GOING SOUTH.

Table with columns for Trains, Leave, Arrive from, and destinations like For Cincinnati, For Kalamazoo and Chicago, For Fort Wayne and the East, For Cincinnati, For Kalamazoo and Chicago, From Saginaw.

Trains marked (†) run daily; (‡) 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—7:30 a. m. train, parlor chair car for Cincinnati; 10:30 a. m. train, through parlor coach to Chicago; 6 p. m. train, Wagner sleeping car for Cincinnati; 11:05 p. m. train, Wagner sleeping car for Chicago.

Toledo, Ann Arbor & North Michigan Railway.

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

VIA D., L. & N. Lv. Grand Rapids at 7:25 a. m. and 6:25 p. m. Ar. Toledo at 1:10 p. m. and 11:00 p. m. VIA D., G. H. & M. Lv. Grand Rapids at 6:50 a. m. and 3:45 p. m. Ar. Toledo at 1:10 p. m. and 11:00 p. m.

Return connections equally as good. W. H. BENNETT, General Pass. Agent, Toledo, Ohio.

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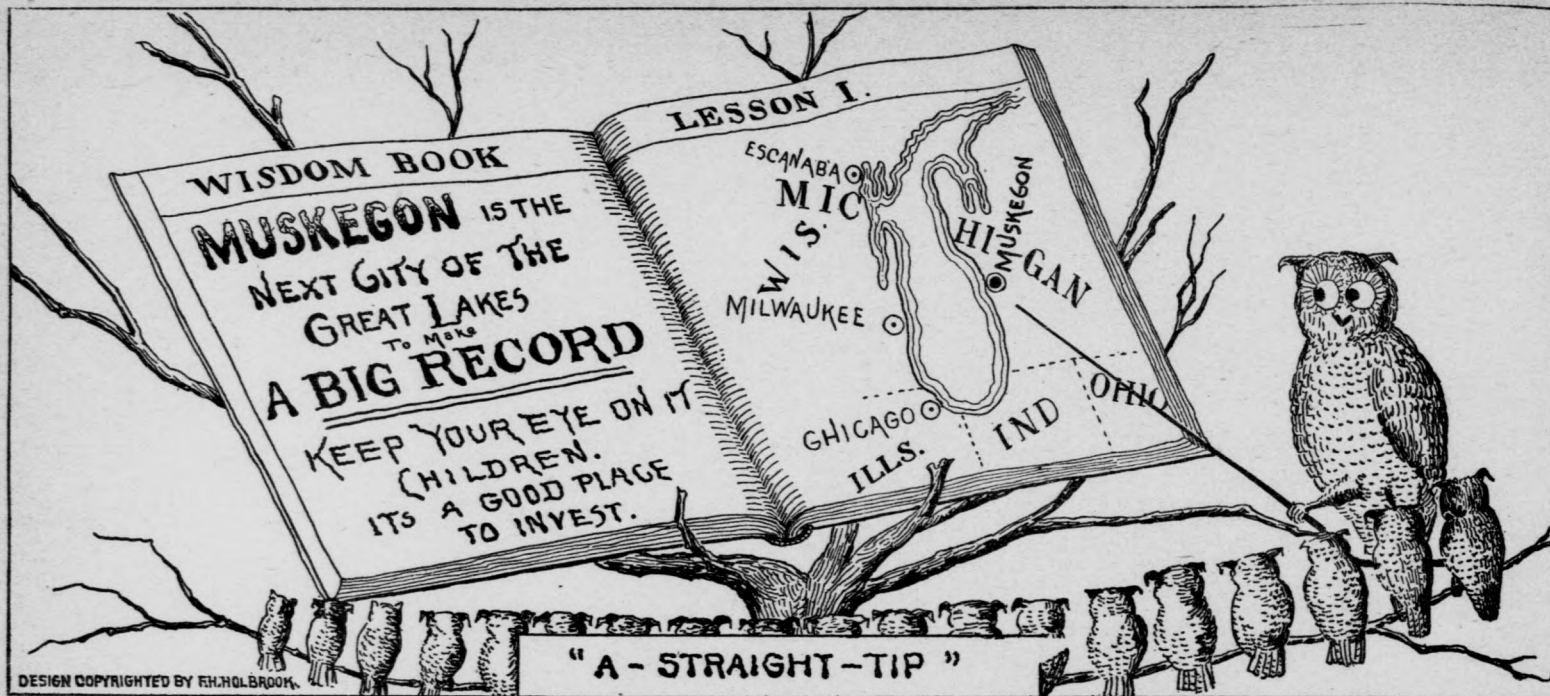
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Parties having beans or clover seed for sale will find a purchaser, if samples and prices are right. We also want Potatoes and Onions

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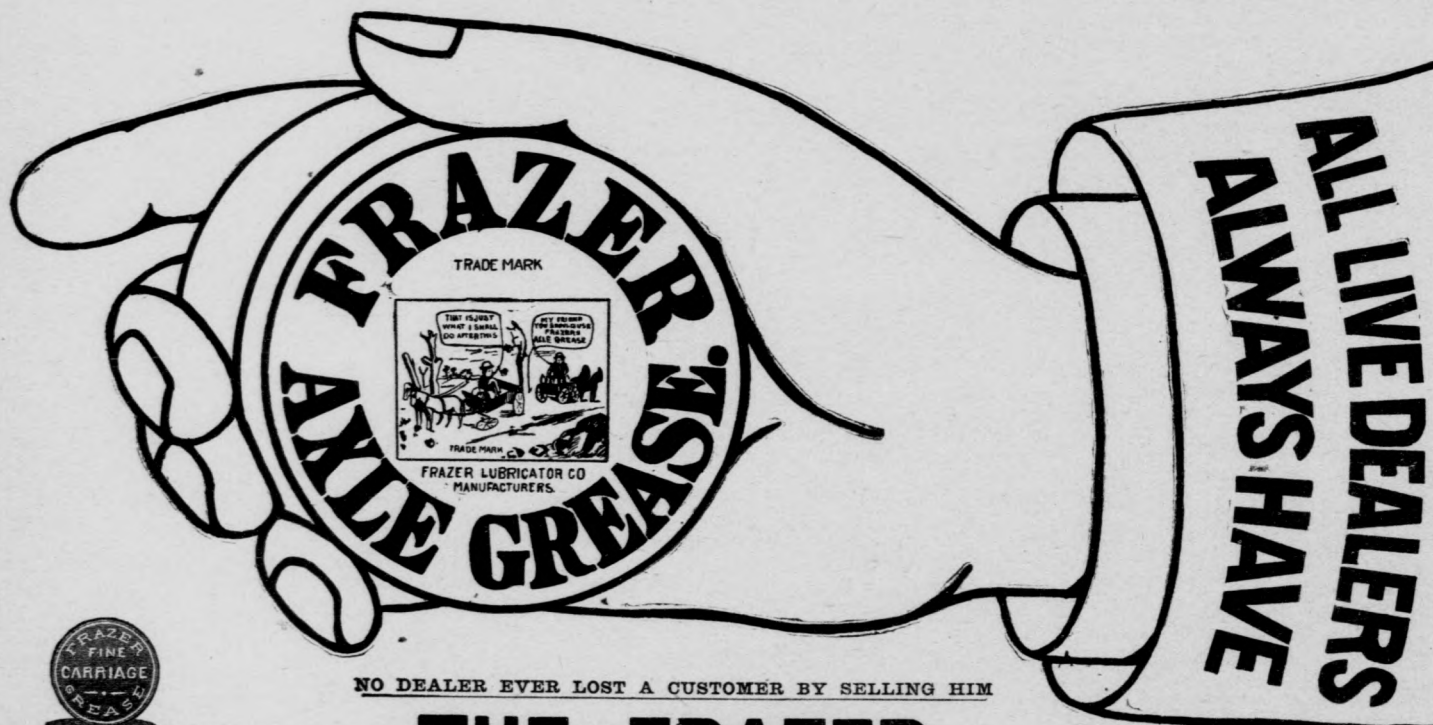
We pay the highest price for it. Address PECK BROS., Wholesale Druggists, GRAND RAPIDS.



MUSKEGON'S PROGRESS FOR 1890

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

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



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