

Michigan Tradesman.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, APRIL 22, 1891.

NO. 396

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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.

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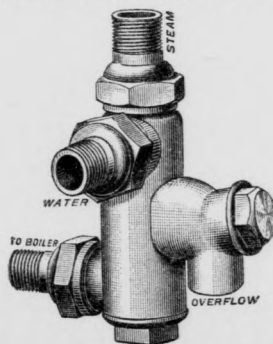
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Write for jobbing prices on Mammoth, Medium, Alsike and Alfalfa Clover, Timothy, Orchard Grass, Red Top, Blue Grass, Field Peas, Beans and Produce.

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HESTER & FOX,

Sole Agents,
GRAND RAPIDS, MICH.

EARLY DAYS IN THE FAR WEST.

[CONTINUED FROM LAST WEEK.]

Written for THE TRADESMAN.

One evening about the 1st of November, while sitting in his room with his wife, the afternoon mail from the East, which was brought him, contained a letter for Mrs. De Vere, dated at Paris, France. She was deeply absorbed in a perusal of its contents, when Mr. De Vere was interrupted by sudden exclamations of joy from his wife, followed by her saying, "Jean, do look here!" and she held aloof a handsomely engraved piece of paper. "Dear old Auntie Marie, blessings upon her! She heartily approves of our marriage, dear, and sends me a wedding dowry of 3,500 francs, and now we need not wait for your hard-earned money, but can at once enter upon our long-cherished project of going into the mercantile business for ourselves. Promise me, Jean, you will rent that new store, two doors below the Hotel Worthington, to-morrow, and we will then remove from here at once, and begin housekeeping in the rooms over it."

There was a pleased but quaint expression upon the face of Mr. De Vere as his little wife ran before him, and almost compelled him to listen, while she told of her good fortune and her plans for the future. But when she intimated that her wedding gift was to be the capital for their contemplated business, he was ready to protest. "See here, little girl," exclaimed De Vere, as his wife paused a moment, "are you not rather premature in disposing of your marriage portion? I only married you and no part of that money is mine. Let me invest it for you safely in farming lands in this new country, where there will be no possibility of losing it."

"No, no! I could not think of such an investment," answered the wife. "Are we not one in all our interests, in all that constitutes happiness in life, and is not yours mine and mine yours? And, then, Auntie surely intended it for both of us, as she says it was in her will bequeathed to me at her death, but, learning of my marriage, she now desires me to possess it at once and enjoy it with my husband, and adds that she will visit us here a year from next Christmas. You will remember, Jean," continued Mrs. De Vere, "that we have always spoken of engaging in business together, even before our marriage, and before I had a penny of my own, and then you expected to furnish the capital. Now that I have sufficient for our present purpose, I simply invite you to enter into a partnership with me. If I recollect rightly, our stock was to consist of dry goods, groceries and crockery, with a few common articles of hardware, and keep as closely within those lines as possible. The dry goods and crockery comes within the sphere of woman's work to handle and I would therefore be able to help more in these than in other departments of merchandise. Then with one stout boy to assist us, we shall probably for a time require no more help. I think your idea was to give no credit whatever, and in

that case very little book-keeping will be required, and that will relieve us of much labor. We will reside over the store and continue to take our meals at the Osprey House as usual. Should more capital be needed in our business and you have money to spare, of course more stock could be added, but, if not, you know I shall be only too happy to have you share whatever property, prosperity and happiness there is in this world for me. Now do not say one word, Jean," said Mrs. De Vere, as her husband seemed about to speak, "I am the manager until you purchase the stock and then I resign everything to you, and am only your assistant and adviser."

As it was desirable to be in readiness for their share of the holiday trade, Mr. De Vere ceased work at his vocation as a carpenter, leased the store building previously mentioned, at once purchased a stock and, within two weeks from the reception of Mrs. De Vere's letter from France, a plain sign over the door reading, "Jean De Vere & Co.'s Cash Store," announced that the new establishment was transacting business. Placards were conspicuously seen about the room, upon which the following were printed in large letters, "We sell for ready pay only," "Positively no credit here," "All kinds of farmers' produce received for goods," "Please do not ask for credit," "We have neither books nor book-keeper." The arrangement of the stock was in good taste and, as both room and stock were perfectly new and clean, it may be imagined that the new store was attracting its full share of attention. Notwithstanding the public notices that no credit would be given, there was much embarrassment and perplexity, if not annoyance, from all classes occasionally asking for it, and it required all the shrewdness and tact one could command to avoid giving offense by a refusal.

In reciting his trials to the writer long afterward, Mr. De Vere said: "I will repeat in detail some of the incidents which occurred while eluding the demon of credit. It may have been two weeks after we begun business when one afternoon a young man came in with a written order from a firm who were lumber dealers and builders in the village, asking us to send them two kegs of nails. A dray stood at the door to take them. The firm were reputed to be wealthy, but were, of course, strangers to me, although had it been otherwise I could not have broken our rules of all goods cash on leaving the store. Not knowing whether the man intended to pay for them, and wishing to avoid extra labor or trouble, I first made and receipted the bill for them and pushed it toward him for payment. Looking a little confused, he said: 'There was no money sent with the order and it was probably intended that the nails should be charged to the firm.' In a few words as possible, I stated to the young man (who, it appeared, was their book-keeper) that we kept no accounts with anyone—not even a memorandum—and I pointed to the placards about the store; that having begun business on a

strictly cash basis, we were reluctantly compelled to refuse every one and that money must accompany all orders from rich and poor alike. As is often the case with such firms, they were at first very angry at my refusal, but being in immediate want of the nails and as there were none of the exact size in town except at our store, as I learned afterward, they held a brief consultation and finally told their book-keeper to pay for and bring them, which he did. As I afterward always treated this firm in the most courteous manner in every other way, they soon saw the inconsistency of attempting to make rules for our guidance, and ever after treated us respectfully, while being careful to pay for goods at the time ordered. There are altogether too many wealthy persons who seem to imagine that a custom, a restriction, or law regarding credit must not be made for, and cannot possibly be meant to include them, but is intended for the poorer classes who have not sufficient money to 'pay as they go,' and from whom it cannot always be collected by law. This wealthy class forget that those who 'can readily pay but do not' are placing themselves in a more unenviable light than those who 'would pay but cannot.' At another time a well-dressed lady and gentleman—strangers to us—entered the store early one evening, the lady making her purchases from me at one counter, while the gentleman closely engaged the attention of Mrs. DeVere on the opposite side. After selecting goods, seemingly with rare good judgment, to the amount of \$14.50 and I had shown her a memorandum of the items, she called out to the supposed husband, 'Walter, will you please settle for these goods, as I must hasten home?' and as he answered, 'Certainly,' she proceeded to gather up the parcels. I quickly placed a hand upon them and quietly said, 'Pardon me, madam, you are a stranger in our village, and as we do no credit business, I cannot allow any goods to leave the store unless paid for.' As I ceased speaking, the man, whose ears were evidently alert to catch what was said, smilingly replied to me: 'It is all right, sir, I assure you. We are not exactly strangers in the village, and I do not desire any credit. I am perfectly good for twenty times the amount, and only want a memorandum of it in your drawer for twenty-four hours. My name is Walter Clark and our residence is on Willow street,' which I recognized as one on the outskirts of the village. At this, I called his attention to the placards in sight, which I assured him must be strictly adhered to. He then growled out something about 'these having no reference to him, and that it was a strange way for a merchant to do business,' and said in a crusty tone 'I will call, pay for and take the goods in the morning,' and the couple left the store. I never saw them again, but learned afterward that they were strangers in town, and left on an early morning train. It was without doubt a deliberate attempt to swindle me. For obvious reasons such rascals invariably select for their victims proprietors of the latest stores which have opened for business. Almost every village and city have more or less really dishonest persons in or around them who make it a business to impose upon merchants by all possible devices, short of a strictly criminal act; and every artifice is employed which ingenuity can suggest to accomplish their

purpose. It often seems as if this class included both sexes about equally. Such persons are among the first to call upon a new merchant to congratulate him and wish him success. They are exceedingly friendly, will remark that they don't require any goods to-day, but called in to get acquainted; will tell you they never buy *anything* unless they pay for it; will warn the new comer against credit in this town, and inform him who, more than all others, to avoid; give him a world of good advice in a most solemn and confidential manner; try to laugh and chat and become very familiar, and voluntarily inform him they will run in often, as he, being a stranger, will be 'lonesome,' etc. This class never take a hint that you are either weary of their conversation or their company. It actually seems almost impossible to get rid of them. They are quite apt to come in great haste for an article some day and, catching it up, smilingly remark that some one is waiting for them and they will 'settle for it the first time they go by.' If the article has cost more than a dollar, it will usually be found that he has given you the 'go by.' He remains away and you are rid of him for a year or two at that price. Others, after having patronized you in a small way for a few months, always paying for everything, will some day astonish you when you are busily engaged with customers, by opening the door, suddenly allowing a lady to step in, and, speaking hurriedly, say in a loud tone of voice, 'Let my wife have what she wants and I will stop and settle the bill on my way home to-night,' and quickly close the door. You excuse yourself to give the lady a seat, that you may not mortify her before others, but, having previously enquired about the character of the man, you call the woman aside when you find time to do so, and kindly inform her that credit, for any time at all, is impossible. Of course, the man did not call on his way home, neither has he called since. Still others will stride into your store very pompously and purposely because many persons are present, ask you to put up something for them, thinking you will not dare to refuse them a few hours' credit, before all these people; but when the article is ready and they say, 'just drop a slip in the drawer until I return,' and you refuse, they make a great bluster and attempt to impress upon those present, if strangers, that they are shamefully wronged and imposed upon. Aside from such annoyances, we found the cash system the only true one, and in adhering to this we attained success, where many merchants who came later with more capital failed in a few years through too loose an indulgence in the credit system. Our village of a few buildings many years ago, where wife and I ventured to invest all we then had, is to-day a thriving city with its thousands of people. We not only amassed a competence in the mercantile business, but we have also done well in real estate investments, and will probably make this place our home the balance of our lives. In bidding you good-bye, permit me to assure you from actual experience that there are 'no gray hairs, nor sleepless nights' in doing a ready-pay business."

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.

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Wholesale
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P. STEKETEE & SONS,

Wholesale - Dry - Goods,

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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.,

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Dealers in Illuminating and Lubricating

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NAPHTHA AND GASOLINES.

Office, Hawkins Block.

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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.

The Old-Fashioned Merchant.

Written for THE TRADESMAN.

He is an old-fashioned merchant, and carries a general stock, doing business in the village of W. The town is twelve miles from a railroad, but the country round about is rich in farms and farm buildings, and the people are contented and happy. The merchant is well educated, even refined; yet it is the old-fashioned refinement—"fossilized," the city people call it. He represents a class now quite rare. He is more than 60 years old, and has carried on business in that village, as his father's successor, more than thirty years. The first log store there was built and occupied by his father, and he entered it as a clerk at the age of 12, remaining in the mercantile business ever since, with the exception of three years at school after he became of age. He wears no very modern style of clothes, and when he goes into the city he attracts attention, not merely because he is old-fashioned, but because so many people know and respect him. The "dudish" young men along the street watch him a moment, and as he passes by vote him an old "fossil." His walk is not hurried, yet he steps firmly in those heavy boots, with head erect and the bearing of one of nature's noblemen. He is a peculiar man, but his word is accepted as if it were in writing. Every one has a nod and smile for Uncle John. He does not even talk business at once with his customer, as if he were in haste to take what money he has and bow him out. He says there is always time in this world to be courteous first, and to do business afterward. You would never know that he thought of eating or sleeping as long as there is a customer to oblige, or any service he could render a fellow being. He is just old-fashioned enough to believe there is something worth living for beside money and self. When a woman drives up to his store alone, or with her child, he is so peculiar that he invariably goes out to greet her, assist her from the vehicle, and tells her to "run right in with the child," while he hitches the horse and brings in her baskets of butter and eggs. Then he gently takes the little tot in his arms, removes her wraps, and holds the little fat hands toward the stove to warm them, asking her about papa, the dog and the kittens, and lastly carries her to the open box of raisins, and tells her to take a handful and give mamma a few. While he waits upon his customer the delighted child has the freedom of the store. Uncle John is sufficiently old-

fashioned to tell the truth without hesitation when asked a question regarding his goods. If he thinks a piece of goods will fade, either from sunlight or washing, he is candid enough to say so, and when asked what he thinks most becoming, gives his opinion so honestly as often to provoke a smile or remark. "I recommend this piece of goods," he sometimes quietly says, and that remark is usually sufficient to decide the choice, such is their confidence in the merchant. A customer is seldom disappointed, for the old-fashioned merchant is honest from principle—not from policy. No substitutes for real goods are ever found in his store, except by accident. If you ask for straight N. O. molasses, Mocha coffee or pure ground mustard, you will get them, or he will inform you he has none. He has no corn syrup or glucose sugars at any price, but if low grade sugars are wanted he has them, and you will only pay the price for just the article you get. You can depend upon what he tells you, and it is quite safe to be guided by his judgment. Uncle John says that whatever it is necessary to do he considers honorable, and he has no false pride in business. If you desire any goods delivered in the village, he replies, "Certainly, some time to-day," and at some hour before you sleep the old-fashioned merchant will come trudging in with them. There is no false modesty about him, and no act which is considered legitimate is considered too insignificant for him to perform.

I wish all the readers of THE TRADESMAN could have the pleasure of an acquaintance with the old-fashioned merchant.

VINCEX.

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 So. Ionia St., Grand Rapids.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.**THE PUTNAM CANDY CO.,****Wholesale Manufacturers.****Fruit and Nut Jobbers.**

ASK FOR PRICE LIST.

**Heyman & Company,**

Manufacturers of

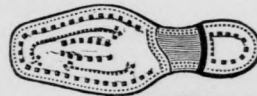
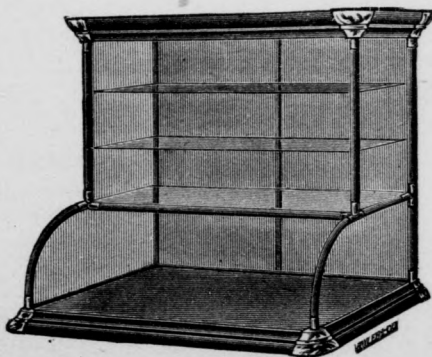
Show Cases

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.

63 and 65 Canal St., - GRAND RAPIDS.

**RINDGE, BERTSCH & CO.**

GRAND RAPIDS.



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

AMONG THE TRADE.

AROUND THE STATE.

Lyons—M. J. Fisk has purchased the drug stock of D. Kelly.

Shelby—C. W. Fisher has sold his general stock to A. G. Avery.

Fraser—John Fisher has sold his general stock to Gus Reifert.

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

Bay City—John L. Root has sold his grocery stock to Calvin Root.

Red Jacket—M. Prinz has sold his drug stock to Geo. Ramsell.

Stetson—Hiram Wiley has sold his drug stock to C. E. McClure.

Argentine—Henry Adams succeeds Adams & Field in general trade.

Clio—H. St. Dennis succeeds W. Harris & Co. in the milling business.

Greenville—Wm. Ackerman has sold his hardware stock to N. Lippman.

Bangor—J. D. Davis & Co. have sold their general stock to A. B. Lee & Co.

Grand Ledge—J. M. Burtch succeeds McBride & Co. in the lumber business.

Clare—Shearer & Co. are succeeded by W. B. Curtis in the furniture business.

Dowagiac—D. E. Conine succeeds J. E. Foster in the boot and shoe business.

Decatur—A. W. Wright has sold his cigar and tobacco stock to Geo. W. Congdon.

Benton Harbor—Rowe Bros. are succeeded by J. E. Dunbar in the meat business.

Frankenmuth—John M. Hubinger is succeeded by G. J. Hubinger in general trade.

Detroit—Barley & Johr are succeeded by Miss Ada Barley in the millinery business.

Charlotte—Vanderhoof & Packard succeed Donovan & Vanderhoof in the furniture business.

Detroit—Sutherland & Addison are succeeded by Geo. W. Sutherland in the grocery business.

Sault Ste. Marie—Frank Carleton has retired from the hardware firm of P. M. Church & Co.

Mount Clemens—Henry Kuester succeeds C. (Mrs. John) Hoffman in the dry goods and notion business.

Leslie—Wm. Haynes has sold his clothing, furnishing goods and boot and shoe stock to John Tripp, Son & Co.

Middleville—W. H. Severance has purchased the interest of his partner in the drug firm of Severance & Rich, and will continue the business in his own name.

Belding—Will Bricker has sold the general stock he recently purchased of W. D. Sinclair to C. M. Stoddard, late of Litchfield. The new firm will be known as C. M. Stoddard & Co.

Marshall—J. F. Smiley, F. G. Seaman and C. J. Cronin have formed a copartnership under the style of the Marshall Pharmacy Association and engaged in the manufacture and sale of drugs and medicines.

Mulliken—Austin P. Hart, whose drug stock was recently destroyed by fire, has purchased a nearly new stock at bankrupt sale at Saginaw, and resumed business in the Oscar Crane building, which he has also purchased.

Fennville—Geo. F. Goodrich, whose drug stock was destroyed by fire in the recent conflagration, has formed a copartnership with Mrs. L. A. Andrews under the style of Goodrich & Andrews, and the new firm has purchased the drug stock of W. A. Swarts & Son.

MANUFACTURING MATTERS.

Hudsonville—Dedie Bros. are putting in a factory to manufacture barrel hoops.

Otsego Lake—Mickelson, Hanson & Co. will operate the Briscoe sawmill the coming season.

Detroit—Henry W. Whalen and others have incorporated the Detroit Match Co., with \$10,000 capital, \$1,000 being paid in.

Saginaw—F. Dennie and C. W. Cole have purchased the McLean planing mill and factory and will manufacture sash, doors and blinds.

Cadillac—The Cadillac Upholstering and Mattress Co. has been merged into a stock company. S. W. Kramer is President of the corporation, and E. F. Sawyer Secretary and Treasurer.

Detroit—Judge Reilly has granted the petition of Geo. W. Balch for a receiver for the Peninsular Knitting Works, and has appointed Fred. F. Ranney, who has given a \$60,000 bond.

Douglas—The Douglas Manufacturing Co. has been incorporated, with a capital of \$25,000, to continue the manufacture of fruit packages formerly conducted by the Fruit Growers' Manufacturing Co.

Belding—The contract for building the new basket factory has been let to Fred. King and Thos. Foy, whose bid was \$12,150. The building will be 45x154 feet, three stories, with an engine room 27x30, and a tower 14x18.

Mancelona—The Mancelona Handle Co., whose factory was recently destroyed by fire, has been merged into a corporation under the same title, with a capital stock of \$12,000. The officers are as follows: President, W. H. Thompson; Vice-President, Harvey Eastman; Secretary and Treasurer, C. C. White.

Saginaw—John G. Owen, who is overhauling his sawmill at Owendale, putting in two new band saws, says he has been delayed a month by the machinery not being shipped when expected, and his mill will not start until some time in May. He has 50,000 logs secured, enough to stock the mill fully as soon as it is ready for business.

Hastings—The Hastings Wool Boot Co. has been organized with a capital stock of \$60,000, one-half paid in, to succeed to the business established by the American Wool Boot and Shoe Co. The officers of the new corporation are as follows: President, Chester Messer; Vice-President, Clement Smith; Secretary, M. L. Cook; Treasurer, Dan. W. Reynolds.

Muskegon—It is understood that John Vogel and John Lynch, partners of John Torrent, are looking over the White Fish Bay tract of land recently acquired by Mr. Torrent, with a view to early operations to manufacture it. It is understood that the tract is estimated by its owners here to cut between 200,000,000 and 300,000,000 feet, but it is stated by those acquainted with the belt from the Upper Peninsula that it may not run to exceed 100,000,000 feet.

Muskegon—P. P. Leonard, who has cut no small figure in the lumber operations of this city for many years, now finds himself without a mill. Ryerson, Hills & Co.'s mortgage on his sawmill, for \$7,559 having been foreclosed and the property bid in by Chas. T. Hills. What will be done with the mill this season has not yet been decided. It will not be operated by Ryerson, Hills & Co., as they will clean up their remaining stock of logs on this river with the two mills which they already own. It will probably not be operated at all this season, and may be sold and moved.

Gripsack Brigade.

S. H. Hart, the genial representative of the Acme White Lead and Oil Works, of Detroit, is in town for a few days.

T. W. Kramer, who came here a few months ago in the interest of the Thompson & Chute Soap Co., of Toledo, has been recalled.

A. D. Baker wanted a lay-off last week, and sent word to the house that he was laid up with la grippe. He is among the trade as usual this week.

Wm. L. Curtis has engaged to travel for the Bissell Carpet Sweeper Co. and started out on his initial trip Monday. He will visit the trade of Southern Michigan and Indiana.

Charles S. Robinson presented "Hub" Baker with a corset on the occasion of the recent surprise party given by the latter's wife. Mr. Baker's "diagnosis" of the contents showed his thorough familiarity with the subject.

Quincy McBride, of Burton, has engaged to travel for the Diamond Crystal Salt Co., of St. Clair. Mr. McBride is a capital man to talk salt in connection with the dairy business, as his butter exhibits almost invariably capture the prizes at all dairy fairs and expositions.

Secretary Seymour is still \$25 short on his account for the furnishing of the room in the Masonic Home. It costs but \$1 to be enrolled on the list of donors and those who have neglected to contribute this amount should do so at once. Otherwise, the willing ones will be compelled to do double duty.

P. J. Coppens has merged his handle business into a stock company under the style of the American Handle Co. The corporation has a capital stock of \$50,000, of which \$20,000 is paid in. Factories will be operated at Augusta, Mich., and Bridgeport, Ala., the main office being located at Grand Rapids. J. N. Zimmerman is President of the company, E. M. Coppens Vice-President, and P. J. will act as Secretary, Treasurer and General Manager.

"I have seen a good many tough hotels in my time," remarked a traveling man the other day, "but the shebang at Delton is ahead of the ark in point of primitiveness. When a guest is ready to retire, the bluff old boniface grasps a lantern and invites the man to follow. You land in a room with three or four beds, and the landlord stays by you, holding the lantern in his hand. When you ask him why he does not set down the lantern and retire, he replies, 'I want it to show the next man to bed.' One experience at that hotel is sufficient to warn the average traveling man that Delton is a good place to avoid staying over night in. The business men there are a lively set of fellows, and will probably reform the landlord, or get a new one, as soon as they come to realize how much a poor hotel hurts a town."

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

D. A. GOGGETT, Vice-President.

H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

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.

SNAP—CLOTHING AND MEN'S FURNISHING goods stocks for sale in town of 1,800 people. Only clothing store in town. Trade all spot cash. \$2,500 a week paid out in factories every week. For particulars, address No. 236 care Michigan Tradesman, Grand Rapids. 236

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

FOR SALE—A FIRST-CLASS, WELL-ASSORTED 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. Reason for selling, proprietor has other business, doing a trade of \$1,500 to \$2,000 per annum, with small stock and expense. Address X. Y. Z., care Michigan Tradesman. 224

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

FOR SALE—COMPLETE DRUG STOCK IN A GROW- ing 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—WILL SACRIFICE A STOCK OF GENERAL merchandise inventoried at \$800. Only store within three and one half miles. Situated on C. & W. M. Railway. Good store building, dwelling and barn. Reasons for selling, death of proprietor. Address H. M. G., care Michigan Tradesman. 232

FOR SALE—BAKERY AND RESTAURANT; GOOD business; in good town; plenty of orders; good chance; other business reason for selling. Address box 238, Dowagiac, Cass Co., Mich. 233

FOR SALE—WELL-SELECTED DRUG STOCK, IN- ventorying about \$1,300, situated in good country town of 500 people. Reason for selling, proprietor has other business. Address No. 173, care Michigan Tradesman. 173

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

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

SITUATIONS WANTED.

AN EXPERIENCED DRY GOODS CLERK DESIRES situation. Speaks German. Address Box 203 Freeport, Mich. 204

WANTED—POSITION BY REGISTERED PHARMA- cist, four years practical experience. Address Box 170, Bangor, Mich. 229

WANTED—SITUATION BY REGISTERED PHARMA- cist. 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. 205

WANTED—A DRUG CLERK WITH ONE OR TWO years' experience. Registered assistant preferred. Good references required. A good chance to learn the business. I. F. Hopkins, Muskegon, Mich. 206

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.

SODA FOUNTAIN FOR SALE CONSISTING OF TWO copper fountains, cooler and draft arm for \$50, address Lock Box 25, Sheridan, Mich. 225

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.

GRAND RAPIDS GOSSIP.

Hosperia—P. H. McGhan has removed his grocery stock to Ferry.

Flanagan & Fisher have opened a grocery store at 447 Lyon street. The stock was purchased at this market.

Eli Lyons, general dealer at Altona, has added a line of hardware. The stock was purchased at this market.

S. Van Bruggen has opened a grocery store at Maxwell City, New Mexico. Hawkins & Company furnished the stock.

E. McNetlon, meat dealer on Lyon street, near North Union street, has closed his shop and retired from business.

John Harrovets has opened a grocery store at the corner of Madison street and Fifth avenue. The Lemon & Wheeler Company furnished the stock.

L. Schrock, whose general stock at Clarksville was destroyed by fire last Wednesday night, has purchased a new stock and resumed business. The Ball-Barnhart-Putman Co. furnished the groceries and Voigt, Herpolsheimer & Co. the dry goods.

The G. R. & I. Railroad has changed its rates to the summer schedule from Grand Rapids to Northern lake points. The rate to Traverse City, Petoskey, Bay View, Harbor Springs and Mackinaw City is now 25 cents for first-class, 20 cents for second-class, 15 cents for third-class and 12 cents for fourth-class.

To-day is the last day of grace accorded the syndicate which has been negotiating for the plaster quarries of Grand Rapids during the past two years and the indications are that the transfer will not be completed, as the New York capitalists who are to furnish the "sinews of war" appear to be weakening. In case the syndicate acquires the properties, the price of stucco will be immediately advanced to the old figures—\$1.60 for large barrels and \$1.50 for small. Several Grand Rapids men, more or less directly connected with the plaster business, have purchased and stored large quantities of stucco, in the expectation of realizing a handsome profit on the advance in

price, in case the sale is consummated. They appear to be more anxious to see the sale carried out than the owners of the mills and quarries.

Purely Personal.

Henry W. Fox has taken a position in the drug store of Otto Bullis, at Maple Rapids.

L. M. McCrath is seriously ill with a relapse of la grippe, which has developed into pneumonia.

C. F. Moore, Manager of the Diamond Crystal Salt Co., at St. Clair, was in town one day last week, looking after the interests of his product.

Christian Bertsch has gone to Boston, and will spend a fortnight in the shoe manufacturing centers of New England, collecting goods for the fall trade.

John B. Daniels, who is connected with the business department of the Northwestern Lumberman, the prince of days of last week.

J. R. Smith, for the past twelve years in the employ of W. E. Watson, the Mancelona general dealer, has taken a clerkship in the store of the Converse Manufacturing Co. at Newaygo.

M. J. Streeter, the Wacousta general dealer, is beside himself with joy over the advent of a son who tips the beam at ten pounds avoirdupois. It will not be long before the firm will be Streeter & Son.

Jas. Vernor and Arthur Bassett, of Detroit, accompanied by Stanley Parkhill, of Owosso, are off on a Southern trip of three weeks, during which they will attend the annual meeting of the American Pharmaceutical Association in New Orleans.

All In but Reitz.

MANISTEE, April 18.—All of the salt manufacturers at this point have gone into the Michigan Salt Co., with the exception of Reitz. Golden Filer, who was not connected with the old Association, is one of the most enthusiastic members of the new organization.

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.



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.

Bolts Wanted!

I want 500 to 1,000 cords of Poplar Excel-sior 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.



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

Correspondence solicited.

81 SOUTH DIVISION 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, April 30.

THE NEW YORK BISCUIT CO.,

S. A. SEARS, Manager.

Cracker Manufacturers,

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

Jennings'
Flavoring Extracts

Are Acknowledged the Most Profitable.

SEE 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.

The Balance Wheel of Trade.

Written for THE TRADESMAN.

It would seem to be a fact that, like some watches, everything relating to trade and commerce in the world, including the small retail merchant in the country, has its compensating balance. The first thought is to deny such a condition, but the more the subject is examined, the more apparent the fact becomes. Perhaps you have always supposed that since the railroad connected your village with Grand Rapids or Muskegon, your trade was injured. Why? Because you saw a number of your customers take the train and spend the day, doing a little shopping in those cities. You saw them return with both dry goods and groceries. But they soon found that a rather expensive way of saving three cents on a yard or two to three cents on a pound, and you quickly found that the difference in your expense of obtaining goods by telephone and rail, instead of the lumber wagon as formerly, allowed you to very successfully compete with large cities, if not discount them a trifle when you compared your low rent and current expenses with theirs. The country merchant connected with cities by rapid communication now sells more goods than when isolated. Why? Because if a particular kind or variety of goods is required, he can promise it to his customer to-morrow, and make the sale, not only when his customer most desires it, but just when he is in possession of the money to pay for it. Various improvements in facilitating trade are frequently in advance of our thoughts or vision, and the facts concerning their beneficial effects are only seen in their practical workings afterward. For instance, a friend of mine residing forty miles from Chicago, for twelve to fifteen years before having any nearer communication by rail, fully believed that a railroad would almost ruin the agricultural population, and regretted that one was contemplated. "Why," said he, "there are hundreds of horses and teamsters employed between this point (Fox River) and Chicago. All these horses consume large quantities of oats and, in consequence, grain brings a high price at our own door with no cost for transportation. Our farmers are also engaged in raising an army of horses to meet the constant demand. This necessitates the feeding of grain and hay on the farms. Should a railroad be completed here, horses and oats will be a drug on the market at once and our most profitable industry ruined. But mark the result. The railroad came. The oats were brought up close to the metropolis, and their transportation was now so cheaply effected that they sold for more than ever before. A cash demand for all the horses arose at once, as buyers could easily visit the locality, and ship the animals promptly to any section of the country. As the facilities for rapid transit came, milk was wanted in large quantities to supply the great city, and cows rapidly took the place of horses, being a far greater source of profit. The unlooked for compensation came with the railroad and soon a hundred fold advantages were added in commercial prosperity, also. In the connection of villages with large cities by railroads, both are about equally benefitted. While the city enlarges its wholesale trade, the village merchant increases his retail business. The village is at once given a better market for all its surplus farm produce,

[CONTINUED ON SEVENTH PAGE.]

Dry Goods Price Current.

UNBLEACHED COTTONS.		
Adriatic	7	" Arrow Brand 5 1/2
Argyle	6 1/2	" World Wide 7
Atlanta A A	6 1/2	" LL 5
Atlantic A	6 1/2	" Full Yard Wide 6 1/2
" H	6 1/2	" Georgia A 6 1/2
" P	6 1/2	" Honest Width 6 1/2
" D	6 1/2	" Hartford A 6 1/2
" LL	5 1/2	" Indian Head 7 1/2
Amory	7	" King A A 6 1/2
Archery Bunting	4	" King E C 5
Beaver Dam A A	5 1/2	" Lawrence L L 5 1/2
Blackstone O 32	5	" Madras cheese cloth 6 1/2
Black Crow	6 1/2	" Newmarket G 5 1/2
Black Rock	7	" N 6 1/2
Boot, AL	7 1/2	" DD 5 1/2
Capital A	5 1/2	" X 7
Cavanat V	5 1/2	" Noibe R 5 1/2
Chapman cheese cl	3 1/2	" Our Level Best 6 1/2
Clifton C R	5 1/2	" Oxford R 6 1/2
Comet	7	" Pequot 7 1/2
Dwight Star	7 1/2	" Solar 6 1/2
Clifton C C C	6 1/2	" Top of the Heap 7 1/2
BLEACHED COTTONS.		
A B C	8 1/2	" Geo. Washington 7
Amazon	8	" Glen Mills 7 1/2
Amsburg	7	" Gold Medal 7 1/2
Art Cambric	10	" Green Ticket 8 1/2
Blackstone A A	8 1/2	" Great Falls 6 1/2
Beats All	4 1/2	" Hope 7 1/2
Boston	12	" Just Out 4 1/2 @ 7 1/2
Cabot	7 1/2	" King Phillip 7 1/2
Cabot, %	6 1/2	" Lonsdale Cambric 10 1/2
Charter Oak	5 1/2	" Lonsdale @ 8 1/2
Conway W	7 1/2	" Middlesex @ 5
Cleveland	7	" No Name 7 1/2
Dwight Anchor	8 1/2	" Oak View 6 1/2
Edwards, shorts	8 1/2	" Our Own 5 1/2
Empire	7	" Pride of the West 12
Farwell	7 1/2	" Rosalind 7 1/2
Fruit of the Loom	8 1/2	" Sunlight 4 1/2
Fitchville	7	" Utica Mills 8 1/2
First Prize	6 1/2	" Nonpareil 11
Fruit of the Loom %	8	" Vinyard 8 1/2
Fairmount	4 1/2	" White Horse 6
Full Value	6 1/2	" Rock 8 1/2
HALF BLEACHED COTTONS.		
Cabot	8 1/2	" Dwight Anchor 9
Farwell	8 1/2	" Middlesex No. 1 10
Tremont N	5 1/2	" " 2 11
Hamilton N	6 1/2	" " 3 12
" L	7	" " 7 18
Middlesex AT	8	" " 8 19
" No. 25	9	" " 8 19
BLEACHED COTTON FLANNEL.		
Hamilton N	7 1/2	" Middlesex A A 11
Middlesex P T	8	" " 2 12
" A T	9	" " A O 13 1/2
" X A	9	" " 4 17 1/2
" X F	10 1/2	" " 5 18
CARPET WARE.		
Peerless, white	18	" Integrity, colored 21
" colored	20 1/2	" White Star 18 1/2
Integrity	18 1/2	" " colored 21
DRESS GOODS.		
Hamilton	8	" Nameless 20
" " "	9	" " 25
" " "	10 1/2	" " 27 1/2
G G Cashmere	21	" " 30
Nameless	16	" " 32 1/2
" "	18	" " 35
CORSETS.		
Coraline	\$9 50	" Wonderful 4 50
Schilling's	9 00	" Brighton 4 75
CORSET JEANS.		
Armory	6 1/2	" Naumkeag satteen 7 1/2
Androsogin	7 1/2	" Rockport 6 1/2
Biddeford	6	" Conestoga 6 1/2
Brunswick	6 1/2	" Walworth 6 1/2
PRINTS.		
Allen turkey reds	5 1/2	" Berwick fancies 1/2
" robes	5 1/2	" Clyde Robes 5
" pink & purple	6 1/2	" Charter Oak fancies 4 1/2
" buffs	6	" DelMarine cashm's 6
" pink checks	5 1/2	" mourn'g 6
" shirts	5 1/2	" Eddystone fancy 6
" shirtings	4 1/2	" " chocolat 6
American fancy	5 1/2	" " robes 6
American indigo	5 1/2	" " satteens 6
American shirtings	4 1/2	" Hamilton fancy 6
Argentine Grays	6	" " staple 5 1/2
Anchor Shirtings	4 1/2	" Manchester fancy 6
Arnold	6 1/2	" " new era 6
Arnold Merino	6	" Merrimack D fancy 6
" long cloth	10 1/2	" Merrim'ck shirtings 4 1/2
" " C	8 1/2	" Repp furn 8 1/2
" century cloth	8 1/2	" Pacific fancy 6
" gold seal	10 1/2	" " robes 6 1/2
" green seal TR	10 1/2	" Portsmouth robes 6 1/2
" yellow seal	10 1/2	" Simpson mourning 6
" serge	11 1/2	" " greys 6
" Turkey red	10 1/2	" " solid black 6
Ballou solid black	5	" Washington indigo 6
" " colors	5 1/2	" " Turkey robes 7 1/2
Bengal blue, green,	5 1/2	" " India robes 7 1/2
red and orange	5 1/2	" " plain Tky X 8 1/2
Berlin solids	5 1/2	" " " X 10
" " oil blue	6 1/2	" " Ottoman Tur 6
" " green	6 1/2	" " key red 6
" Foulards	5 1/2	" Martha Washington 7 1/2
" red 1/2	7	" Turkey red 7 1/2
" " 1/2	9 1/2	" Martha Washington 9 1/2
" " 4 1/2	10	" Turkey red 9 1/2
" " 3 XXXX 12		" Riverpoint robes 5
Cochecho fancy	6	" Windsor fancy 6 1/2
" madders	6	" " gold ticket 6 1/2
" XX twills	6 1/2	" indigo blue 10 1/2
" solids	5 1/2	" " 10 1/2
TICKINGS.		
Amoskeag A C A	13	" A C A 12 1/2
Hamilton N	7 1/2	" Pemberton AAA 16
" D	8 1/2	" York 10 1/2
" Awning	11	" Swift River 7 1/2
Farmer	8	" Pearl River 12 1/2
First Prize	11 1/2	" Warren 14
Lenox Mills	18	" " 14
COTTON DRILL.		
Atlanta, D	6 1/2	" Stark A 8
Boot	6 1/2	" No Name 7 1/2
Clifton, K	7 1/2	" Top of Heap 10
SATINES.		
Simpson	20	" Imperial 10 1/2
" " "	18	" Black 9 1/2 @ 9 1/2
Cochecho	16	" " 10 1/2

DEMINS.

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

GINGHAMS.

Amoskeag	7 1/2	" fancies 7
" Persian dress 8 1/2		" Normandie 8
" Canton 8 1/2		" Lancashire 6 1/2
" A F C 12 1/2		" Manchester 5 1/2
Arlington staple 6 1/2		" Monogram 6 1/2
Arasapha fancy 4 1/2		" Normandie 7 1/2
Bates Warwick dres 8 1/2		" Persian 8 1/2
Centennial staples 6 1/2		" Renfrew Dress 7 1/2
Criterion 10 1/2		" Rockville 6 1/2
Cumberland staple 5 1/2		" Somerset 7
Cumberland 7 1/2		" Tacoma 7 1/2
Essex 4 1/2		" Toile du Nord 10 1/2
Elfin 7 1/2		" Wabash 7 1/2
Everett classics 8 1/2		" seersucker 7 1/2
Exposition 7 1/2		" Warwick 8 1/2
Glenarie 6 1/2		" Whitenden 6 1/2
Glenavon 6 1/2		" " heather dr 8
Glenwood 7 1/2		" indigo blue 9
Hampton 6 1/2		" Wamsutta staples 6 1/2
Johnson Chalou cl 1/2		" Westbrook 8
" indigo blue 9 1/2		" " 10
" zephyrs 16		" Windermere 5
Lancaster, staple 6 1/2		" York 6 1/2

GRAIN BAGS.

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

THREADS.

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

KNITTING COTTON.

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

CAMBRICS.

Slater	4 1/2	" Washington 4 1/2
White Star	4 1/2	" Red Cross 4 1/2
Windsor	4 1/2	" Rockwood 4 1/2
Newmarket	4 1/2	" Wood's 4 1/2
Edwards	4 1/2	" Brunswick 4 1/2

RED FLANNEL.

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

MIXED FLANNEL.

Red & Blue, plaid	40	" Grey S R W 17 1/2
Union R	22 1/2	" Western W 18 1/2
Windsor	18 1/2	" D R F 18 1/2
6 oz Western	18 1/2	" Flushing XXX 23 1/2
Union B	22 1/2	" Manitoba 23 1/2

DOMEST FLANNEL.

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

CANVASS AND PADDING.

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

DUCKS.

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

WADDINGS.

White, doz	25	" Per bale, 40 doz 75 50
Colored, doz	20	" " 20

SILKES.

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

SEWING SILK.

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

HOOKS AND EYES—PER GROSS.

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

PINS.

No 2—20, M C	50	" No 4—15 F 3 1/2 40
" 3—18, S C	45	" " 45

COTTON TAPE.

No 2 White & B'k	12	" No 8 White & B'k 20
" 4 " " 15		" " 10 " 23
" 6 " " 18		" " 12 " 26

SAFETY PINS.

No 2	28	" No 3 36
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NEEDLES—PER M.

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

TABLE OIL CLOTH.

5—4...2 25	6—4...3 25	5—4...1 95	6—4...2 95
"...2 10	"...3 10	"...3 10	"...3 10

COTTON TWINES.

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

PLAID OSNABURGS.

Alabama	6 1/2	" Mount Pleasant 6 1/2
Alamance	6 1/2	" Oneida 5
Augusta	7 1/2	" Pyrmont 5 1/2
Ar sapha	6	" Randelman 6
Georgia	6 1/2	" Riversids 5 1/2
Granite	5 1/2	" Sibley A 6 1/2
Haw River	5	" Toledo 6
Haw J	6	" " 6

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of Staple and Fancy

DRY GOODS,
NOTIONS,
CARPETS,
COURTAINS.

Manufacturers of

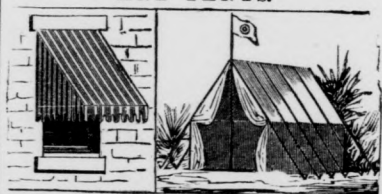
Shirts, Pants, Overalls, Etc.

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

Chicago and Detroit Prices Guaranteed.

48, 50 and 52 Ottawa St.

GRAND RAPIDS, - - MICH.

AWNINGS
AND TENTS.

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

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

Spring Season 1891.

If You desire to sell

Carpets by Sample

Send for

Circular and Price List.

Smith & Sanford,

GRAND RAPIDS.

J. & P. COATS'

BEST
SIX-CORD

Spool Cotton

IN

WHITE, BLACK AND COLORS,
FOR

Hand and Machine Use.

and at more remunerative prices. Why? Because of the reduction in cost of carriage, promptness of delivery and freshness with which it may be received. This places more money in the hands of the people, who, in turn, have more to expend, and thus the compensation follows. It has been said of manufactured products, that it is extremely doubtful if there has ever been an over-production—that there was simply a contraction in demand, and this demand will at any time increase with the cheapness of production; hence, the merchant by more than doubling his sales, even at a less percentage of profit, is actually better paid for his interest and labor. The unprecedented low price of sugar in this country to-day will be found to increase the consumption to a surprising degree, and the grocer will be benefitted in proportion. Herein lies the "compensating balance."

Taking No Chances.

From Brooklyn Life.

"You are a pharmacist, are you?"
 "I am."
 "Been in the business a number of years?"
 "I have."
 "Registered?"
 "Yes, sir."
 "That is your diploma hanging over there?"
 "It is."
 "Well, you may give me a pound of borax."

"IMITATION IS THE SINCEREST FORM OF FLATTERY"

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

The Gem Freezer
The Best in the World.

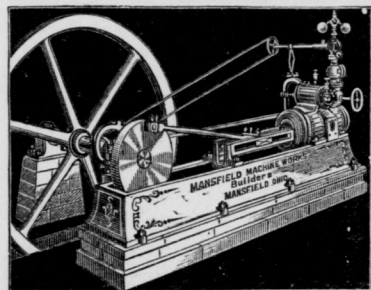
WE CLAIM FOR THE GEM FREEZER NOTHING THAT CANNOT BE FULLY PROVEN. WE ONLY CLAIM A DOUBLE ACTION BECAUSE IT IS IMPOSSIBLE TO GET MORE THAN TWO MOTIONS FROM ANY SYSTEM OF GEARING IN USE IN ANY FREEZER AT THE PRESENT TIME. DO NOT BE IMPOSED UPON BY THOSE WHO MAY TRY TO SELL YOU OTHER FREEZERS BY TELLING YOU THAT 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.



DOUBLE ACTION.
 WHITE CEDAR PAUL.
 GEARING COMPLETELY COVERED.
 SELF-ADJUSTING SCRAPER.
 CANS FULL SIZE.
 USE SMALLEST POSSIBLE QUANTITY OF ICE.
 WELL ADVERTISED.
 THOROUGHLY WRAPPED FOR PROTECTION IN SHIPPING.

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

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



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

W. C. DENISON,
 Manufacturers' Agent,

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

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's	40	
Cook's	40	
Jennings', genuine	25	
Jennings', imitation	50&10	
AXES.		
First Quality, S. B. Bronze	7 50	
" D. B. Bronze	12 00	
" S. B. S. Steel	8 50	
" D. B. Steel	13 50	
BARROWS.		dis.
Railroad	14 00	
Garden	30 00	
BOLTS.		dis.
Stove	50&10	
Carriage new list	70	
Plow	40&10	
Sleigh shoe	70	
BUCKETS.		
Well, plain	3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70&	
Wrought Narrow, bright fast joint	60&10	
Wrought Loose Pin	60&10	
Wrought Table	60&10	
Wrought Inside Blind	60&10	
Wrought Brass	75	
Blind, Clark's	70&10	
Blind, Parker's	70&10	
Blind, Shepard's	70	
BLOCKS.		
Ordinary Tackle, list April 17, '85	40	
CRADLES.		
Grain	dis. 50&02	
CROW BARS.		
Cast Steel	per lb 5	
CAPS.		
Ely's 1-10	per m 65	
Hick's C. F.	60	
G. D.	35	
Musket	60	
CARTRIDGES.		
Rim Fire	50	
Central Fire	dis. 25	
CHISELS.		dis.
Socket Firmer	70&10	
Socket Framing	70&10	
Socket Corner	70&10	
Socket Slicks	70&10	
Butchers' Tanged Firmer	40	
COMBS.		dis.
Curry, Lawrence's	40	
Hotchkiss	25	
CHALK.		
White Crayons, per gross	120 12 1/2 dis. 10	
COPPER.		
Planished, 14 oz cut to size	per pound 30	
" 14x52, 14x56, 14x60	28	
Cold Rolled, 14x56 and 14x60	25	
Cold Rolled, 14x48	25	
Bottoms	27	
DRILLS.		dis.
Morse's Bit Stocks	50	
Taper and straight Shank	50	
Morse's Taper Shank	50	
DRIPPING PANS.		
Small sizes, ser pound	07	
Large sizes, per pound	6 1/4	
ELBOWS.		
Com. 4 piece, 6 in.	doz. net 75	
Corrugated	dis. 20&10&10	
Adjustable	dis. 40&10	
EXPANSIVE BITS.		dis.
Clark's, small, \$18; large, \$26	30	
Ives', 1, \$18; 2, \$24; 3, \$30	25	
FILES—New List.		dis.
Disston's	60&10	
New American	60&10	
Nicholson's	60&10	
Heller's	50	
Heller's Horse Rasps	50	
GALVANIZED IRON.		
Nos. 16 to 30; 22 and 24; 25 and 26; 27	28	
List 12 13 14 15 18		
Discount, 60		
GAUGES.		dis.
Stanley Rule and Level Co.'s	50	

HAMMERS.

Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 60
Blacksmith's Solid Cast Steel, Hand	30c 40&10

HINGES.

Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer	3 1/4
Screw Hook and Eye, 1/2	net 10
" " " 3/4	net 8 1/4
" " " 1	net 7 1/4
Strap and T	dis. 50

HANGERS.

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

HOLLOW WARE.

Pots	60
Kettles	60
Spiders	60
Gray enameled	40&10

HOUSE FURNISHING GOODS.

Stamped Tin Ware	new list 70
Japanned Tin Ware	25
Granite Iron Ware	new list 33 1/2 50
Bright	70&10&10
Screw Eyes	70&10&10
Hook's	70&10&10
Gate Hooks and Eyes	70&10&10

LEVELS.

Stanley Rule and Level Co.'s	70
KNOS—New List.	dis.
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOGS—DOOR	dis

LOCKS—DOOR.

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

MATTOCKS.

Adze Eye	\$16.00, dis. 60
Hunt Eye	\$15.00, dis. 60
Hunt's	\$18.50, dis. 20&10

MAULS.

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

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

MOLASSES GATES.

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

NAILS.

Steel nails, base	1 35
Wire nails, base	3 35
Advance over base:	
60. Steel	Base 10
50. Base	Base 10
40. Base	Base 10
30. Base	Base 10
20. Base	Base 10
16. Base	Base 10
12. Base	Base 10
10. Base	Base 10
8. Base	Base 10
7 & 6. Base	Base 10
4. Base	Base 10
3. Base	Base 10
2. Base	Base 10
1. Base	Base 10

FINISH.

Finish 10	1 00
" 8	1 00
" 6	1 15
Clinch 10	85
" 8	1 00
" 6	1 15
Barrell 1/2	1 75

PLANES.

Ohio Tool Co.'s, fancy	2 40
Sciota Bench	2 50
Sandusky Tool Co.'s, fancy	2 40
Bench, first quality	2 60
Stanley Rule and Level Co.'s, wood	1 10

PANS.

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

RIVETS.

Iron and Tinned	40
Copper Rivets and Burs	50

PATENT PLANISHED IRON.

"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 25 to 27	9 20
Broken packs 1/4 c per pound extra.	

ROPES.

Sisal, 1/2 inch and larger	8
Manilla	11 1/2

SQUARES.

Steel and Iron	dis. 75
Try and Bevels	60
Mitre	30

SHEET IRON.

		Com. Smooth.	Com.
Nos. 10 to 14		4 20	3 10
Nos. 15 to 17		4 20	3 20
Nos. 18 to 21		4 20	3 20
Nos. 22 to 24		4 20	3 30
Nos. 25 to 26		4 40	3 40
No. 27		4 60	3 50

All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra

SAND PAPER.

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

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

SASH WEIGHTS.

Solid Eyes.....	per ton \$25
SAWS.	dis.
“ Hand	20

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

TRAPS.

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

WIRE.

Bright Market	dis. 65
Annealed Market	70-10
Coppered Market	60
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed, Fence, galvanized	3 40
Painted	2 80

HORSE NAILS.

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

WRENCHES.

Baxter's Adjustable, nickeled	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75&10

MISCELLANEOUS.

Bird Cages	dis. 50
Pumps, Cistern	75
Screws, New I st.	70&10
Castors, Bed a d Plate	50&10&10
Dampers, American	40
Forks, hoes, rakes and all steel goods	65

METALS.

Pig Large	20c
Pig Bars	28c

ZINC.

Duty: Sheet, 2 1/2 c per pound.	
600 pound casks	6 1/4
Per pound	7

SOLDER.

1/2 2 1/2	16
Extra Wiping	15

The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

ANTIMONY.

Cookson	per pound 16
Hallett's	13

TIN—MELYN GRADE.

10x14 IC, Charcoal	7 50
14x20 IC	7 50
10x14 IX	7 25
14x20 IX	9 25

Each additional X on this grade, \$1.75.

TIN—ALLAWAY GRADE.

10x14 IC, Charcoal	6 50
14x20 IC	6 50
10x14 IX	8 00
14x20 IX	8 00

Each additional X on this grade \$1.50.

ROOFING PLATES.

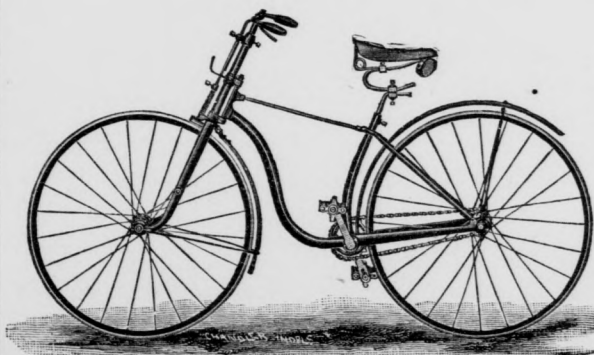
14x20 IC, " Worcester	6 50
14x20 IC, " "	8 50
20x28 IC, " "	13 50
14x20 IC, " Allaway Grade	5 75
14x20 IX, " "	7 25
20x28 IC, " "	12 00
20x28 IX, " "	15 00

BOILER SIZE TIN PLATE.

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

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 22, 1891.

FIGURES WILL LIE.

The old aphorism to the effect that figures will not lie is no longer accepted by conservative business men, because too much depends upon the honesty of the person employing that method of expression. Political discussions of late years have proven that figures can be made to lie with as much apparent candor as the politician uses in harranguing the adherents of his party in the heated periods of a campaign.

The above observation is suggested by the official report lately given to the press by Secretary of State Soper, who improves the opportunity to decry the occupation of the farmer and depict a condition of affairs which every candid observer is satisfied exists only in imagination. The business of farming has not been so profitable as it should be for several years past, but the man who asserts that the farmers of Michigan, as a class, are on the road to bankruptcy—even though he presents doctored and distorted tables of figures in support of his assertion—is actuated either by ignorance or cunning. Mr. Soper had something of a reputation as a negotiator of farm loans long before being elevated to the office which he now occupies, and his present onslaught on farming as a business—sent out broadcast over the country under the official approval of the State—will do much to create distrust of Michigan loans in the minds of Eastern capitalists, and, possibly, enable Mr. Soper to continue his alleged 10-per-cent.-interest-and-10-per-cent.-plan of bonus operation after he has been relegated to the ranks of the private citizen.

In view of the high prices now ruling for all kinds of farm products and a promising outlook for profitable prices for several years to come—considering that over a million dollars' worth of farm mortgages have been discharged in Northern Michigan alone during the past six months from last year's potato crop—not at all surprising that Mr. Soper's attempt to depreciate the value of farm lands and to disparage the profession of the farmer should meet with the opposition of every class of people except the scheming demagogues who hope to perpetuate themselves in office by inflaming the ignorant and unfortunate portions of the community by means of false issues and lying figures.

Generous Offer.

The Thompson & White Soap Co. offers to send any grocer's wife a \$3 set of silver-plated knives on receipt of an invoice showing that her husband has purchased a case of "Condensed Potash Flakes," for which the house is creating a large demand.

The rain of dollars will follow the reign of sense.

Relief from the Remedy.
Customer—Not long ago I came in here and bought a porous plaster to help me get rid of the lumbago.
Clerk—Yes, sir. What can I do for you now?
Customer—I want something to help me get rid of the porous plaster.

GOLD MEDAL, PARIS, 1878.



W. BAKER & Co.'s
Breakfast
Cocoa

from which the excess of oil has been removed,
Is Absolutely Pure
and it is Soluble.

No Chemicals

are used in its preparation. It has more than three times the strength of Cocoa mixed with Starch,

arrowroot or Sugar, and is therefore far more economical, costing less than one cent a cup. It is delicious, nourishing, strengthening, EASILY DIGESTED, and admirably adapted for invalids as well as for persons in health.

Sold by Grocers everywhere.

W. BAKER & CO., DORCHESTER, MASS.

BEACH'S

New York Coffee Rooms.

61 Pearl Street.

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

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

FRANK M. BEACH, Prop.

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.

S. A. Morman

WHOLESALE

Potoskey, 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.

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.

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.

THEO. B. GOOSSEN,

Wholesale Produce & Commission

Broker in Hardwood and Hemlock Lumber,

33 Ottawa St.,

GRAND RAPIDS.

Consignments solicited.

Reference, Kent County Savings Bank.

TELFER SPICE COMPANY,

MANUFACTURERS OF

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

1 and 3 Pearl Street,

GRAND RAPIDS

The Druggists will Survive.

BRINTON, April 10.—Please allow me a small space in your valuable paper in answer to the constitutional kicker, James Vernor, of Detroit, wherein he is kicking in regard to physicians becoming pharmacists without examination. I believe that a physician who diagnoses a disease and prescribes for the same is far more competent to fill the prescription than a druggist (who sometimes substitutes and sometimes, the sufferer frequently losing his life by the substitution) who never saw the invalid. I believe that if every physician would purchase his medicines from some reputable physicians' supply house and furnish its own remedies in full and write no prescriptions, that these kickers in general would not have the opportunity to substitute any remedy, and if the patient was poisoned by an overdose of any violent poison, the physician alone would be responsible; and it would not only do away with the constitutional kicking if physicians, who would keep and prescribe their own remedies, but the sick and afflicted would get their medicine cheaper and there would be no substitution of remedies, because the physician has only his reputation with which to earn a livelihood, while the majority of the druggists care only for the fees that a prescription brings, regardless of the consumers' welfare.

V. H. WORDEN.

Hood & Co. Abandon Their Contract.

The wholesale druggists of the country received telegrams from C. I. Hood & Co., Saturday, announcing their annulment of the contract promulgated by that house on January 20. This action is due to the refusal of the majority of the retail trade to sign the agreement and co-operate with the manufacturers in establishing a minimum price on their goods. It is to be regretted that the effort of Hood & Co. has met with such serious opposition, as the house has evidently been actuated by the best of intentions. It has been an expensive experiment for Hood & Co., who are probably \$100,000 out of pocket through the attempt to maintain their contract, besides the loss of a large amount of trade, owing to the antipathy of the trade to the plan proposed.

The Drug Market.

Alcohol has advanced 4c per gallon, the price being now as follows:

Barrels	\$2 31
Half barrels	2 35
10 gallon lots	2 39
5 gallon lots	2 41

Less 5c per gallon for cash in 10 days.

The Paris Green Association has announced the following prices:

Arsenic kegs	15 1/2
100 to 175 lb. kegs	16 1/2
14, 28 and 56 lb. pails	17 1/2
1 lb. boxes	18 1/2
1/2 lb. "	20 1/2
1/4 lb. "	22 1/2

Above prices are subject to change on two days' notice.

Opium and morphia are steady. Quinine is weak and lower for foreign brands. Domestic is unchanged. Citric acid is firmer. Epsom salts are higher. Turpentine is lower. Celery seed has advanced.

T. E. Clapp has merged his private bank, at White Pigeon, into the First National Bank of White Pigeon. The new corporation has a capital stock of \$50,000.

Our local jobbers report the demand for sugar as unprecedented. The Olney & Judson Grocer Co. alone has averaged over a carload per day so far this month.

Dr. Chas. S. Hazelton has sold his summer residence at Spring Lake to Dr. Owen, a retired physician of Chicago.

The Olney & Judson Grocer Co. received a carload of Snider's catsup last week.

The New Salt Company--Reduction in Freight Rates.

SAGINAW, April 18.—At a meeting of the directors of the newly-organized Michigan Salt Co., held here on Tuesday, some of the officers were elected and important plans were outlined for the future. The President of the corporation has not yet been named, as it is not known whether the gentleman the directors have in view will accept the office. In case he will not accept, the office will fall to Mr. Stone of the firm of Wells, Stone & Co., who is temporarily discharging the duties of Vice-President. Two things are fully agreed upon—W. R. Burt shall have no hand in the management of the company and the duties and privileges of the directors shall not be usurped by the President, as was the case with the old Association under Mr. Burt's management. Those manufacturers who refuse to affiliate with the company will shortly be confronted with the same tactics which have enabled the Standard Oil Co. to silence all competition.

The railroads announce that a reduction of 8 per cent. will go into effect April 20, on all classes to and from the Saginaw valley to points east of Buffalo. The request of shippers was for a 15 per cent. reduction, and the announcement of only 8 per cent. does not strike the shippers of this market with much enthusiasm. It is claimed that Flint, an inland town, thirty-four miles from Saginaw, has been on a 92 per cent. basis for a long time, yet Saginaw, having both rail and water shipping facilities, and furnishing an immense tonnage, has been kept on a 100 per cent. basis—in other words, paid the same rate as Chicago on everything shipped east. Dealers here have been shipping lumber to New York for 25 cents, and to Philadelphia for 23 cents. The reduction of 8 per cent. will now make the New York rate 23 cents and Philadelphia 21 cents.

Cash Prize for Everybody.

We have the newest and biggest thing out in a scheme coffee. Ask our traveling man to show it to you.

BALL-BARNHART-PUTMAN CO.



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.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

AND Jeweler,

44 CANAL ST.,

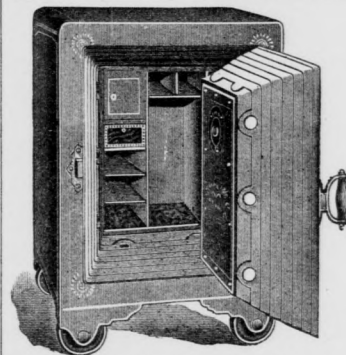
Grand Rapids, - Mich.

Wall Paper and Window Shades.

House and Store Shades Made to Order.

NELSON BROS. & CO.,

68 MONROE STREET.



FIRE PROOF
STEAM PROOF
BURGLAR PROOF
WATER PROOF

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.

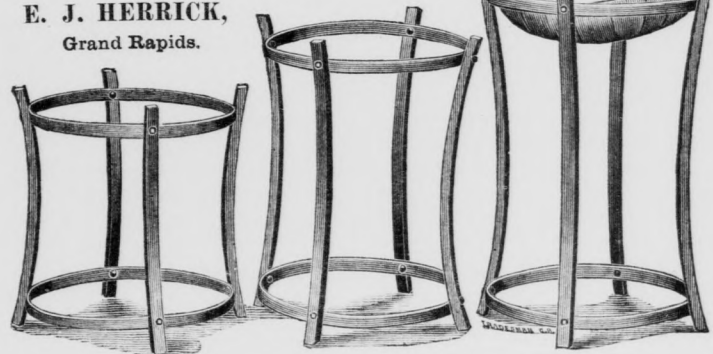
GRAND RAPIDS.

HERRICK'S PATENT BASKET STAND.

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

Indispensible to every grocer. Order through your jobber or direct of the manufacturer.

E. J. HERRICK,
Grand Rapids.

**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.

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.

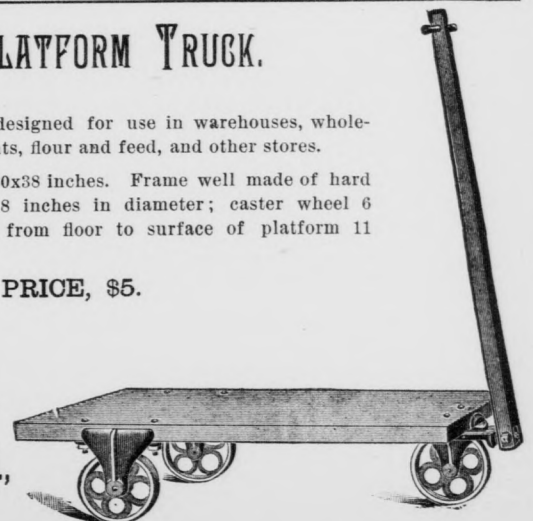
PRICE, \$5.

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—Ottmar 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. Jackson.

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

A Patent Medicine Agent's Escape.

Written for THE TRADESMAN.

Many years ago—long before I engaged in the drug trade—I was traveling for a patent medicine firm in Western and Southern New York. The country through which my business lay was quite new; that is, while the farms generally contained a quarter section or more of land, the amount cleared and partially under cultivation was comparatively small. Cities were few and far apart and villages and hamlets were small in size.

Two East and West railroads—the New York Central and the Erie—were all the roads then meeting the requirements of the great central portion of the State. I was traveling with a horse and buggy, and my work was collecting money from agents, establishing new agencies and distributing supplies to retail stores. In those days, not only nearly every store wanted and sold the medicine I carried, but in many districts it was necessary to make agents of farmers, as stores of any kind would often be many miles apart. My goods were shipped to me at different points along the two railroads named, whence I would take from six to twelve dozen boxes at a time, carrying them in a water-tight compartment of my vehicle, under lock and key. In traveling, I usually intended to reach some village, or a public house by the way, where entertainment for myself and horse could be had.

This, however, was not always possible, unless I traveled far into the night, and I occasionally asked accommodation of a farmer whom I was willing to pay the same amount as if I put up at a public house. I soon learned that, like all else in this world, appearances are often deceitful; therefore, I was suspicious of persons and places, and, having little practical knowledge of the world, was more easily led into errors of judgment.

One day, about the first of October, I found myself in the fearfully hilly region of a part of Steuben county, and, as night came on, enquiry revealed the fact that I was twelve miles from the nearest hotel and that a portion of the road to it was through a dense wilderness. From the language and general appearance of the inhabitants, I could not determine from what State they formerly came, yet, to me, their reticence threw a feeling of distrust over all their movements. From one young man about my own age, I learned that most of the families came from the Middle States. Recalling all I had heard and read concerning robberies, mysterious disappearances and murders, I was in no mood to accept the hospitality

of these people, unless circumstances forced me to do so. I will admit that I lacked physical courage, was timid, and was apt to magnify the gravity of the situation. As if to add to my alarm, I was already aware that nearly all the country people viewed me in the light of a peddler—as they always enquired what kind of goods I was selling—until, after a full explanation of my business, and that placed me, if possible, in a still worse plight, as they would at once infer that I carried large sums of money. The dwellings in that section were nearly all built of logs, and the more pretentious and roomy ones were far apart, but, as it looked like rain, I determined to apply for a night's lodging at the first fairly respectable farm house, and risk the chances of safety. I was armed (if such it may be called) with an old-style, single-barrel rifled pistol, which required loading with powder and ball, requiring four or five minutes to complete the process. In experienced hands, it would probably kill at twice the distance of modern arms, but, in my hands, its value consisted entirely in its gleaming barrel and formidable appearance, and, also, what in those days was in my favor, there was no law against drawing a weapon and covering your man with it, while you argued the case with him. It was past eight o'clock when I came through a lonely swamp into a small clearing on a slight rise of the ground, and a rift in the clouds for a moment revealed a large log house near the road on my left, from which a dim light shone through a front window. The loud bark of a dog caused the opening of a front door, and, as there was nothing to prevent, I drove up within a few feet of a man and a dog, standing on the threshold, while a woman old enough to be the man's mother, stood peering over his shoulder. To my enquiry whether I could obtain lodging and food for my horse, he "reckoned" I could, and at once pointed to the barn, and motioned me to follow. As I alighted from the buggy, the man hastily looked it over as well as the darkness would permit, and then said, "You aint got any smokin' terbacker in that peddler box of yours, have ye?" "No sir," I replied, "I have no tobacco of any kind." After feeding my horse and placing my buggy under cover, we started for the house; the bare-headed man leading the way, and the dog—a vicious looking cur—following in rather too close proximity to my heels for my comfort. As we entered the house, a young woman arose and offered me a chair near a large stone fire place, which gave both light and warmth to the apartment. On a table in the room was the remains of the evening meal. To a question from the woman whether I would like some supper, I replied in the negative, leaving her to infer I had eaten previously. In attempting to converse with my host, I was obliged to do most of the talking, obtaining only brief answers in return. He had removed from Tennessee to this State six years before and bought the 160 acres of land he then occupied, built the house and barn and had thirty acres then under cultivation. His crops consisted mainly of corn, potatoes, oats and hay, with sometimes a few cattle and hogs to sell; and, he added, "There will be a right smart crop this fall." He had no near relatives, except a brother and sister and his brother's daughter, who he said all lived in the same house with him.

As the conversation progressed, he volunteered to say that his name was Johnson, and that in his younger days he formerly kept a grocery in Green county, West of the Bald Mountains, where he made the money to buy his farm, and that "he was considered the best judge of snuff and tobacco in that country." I remember his asking me if I was an "airly riser" and if I generally slept soundly. At 9 o'clock I signified a wish to retire, when the young woman hastily prepared what she called a "witch" for a light—which was simply some grease, a rag, and a button on a tin plate—and, opening a door to a stair-way, she said, "You will find a bed in the room at the top of the stairs. That's the one you are to sleep in, and be sure to blow out the 'witch,' as we don't like it left burning." The room I was to occupy was large enough for three or four beds, and a part of it extended over the room in which we sat during the evening. There was a back window in the South end of my room, and as the moon had now risen and the clouds had partially cleared, I could see a field of corn a short distance away, and the edge of a forest beyond. Being extremely tired, I was soon in bed, and soundly sleeping. I do not know how long I slept, nor what it was that suddenly awoke me, but I found myself sittin' gbold upright in an instant. The impression was left upon my brain that something very heavy had fallen from a great height and crashed upon a floor. Now, however, all was still as death. I looked about the room in the darkness. From a crevice in the floor came rays of light from below, and I cautiously crept from the bed, and bent down to look or listen. By the light from the fire-place, I beheld two men and the villainous dog belonging to the farmer. The trio were all apparently intently listening, for they did not move a muscle. One of the men was a stranger and the other was the old man with whom I had conversed. What I saw at that hour of the night would have startled a less nervous man than myself. The youngest man had a double-barrelled gun lying across his knees, and an axe was lying on the floor near him. The old man held a whetstone in one hand, and a murderous looking knife in the other, which, from appearances, he had been sharpening. An empty bucket stood on the floor near—probably to catch my heart's blood as they murdered me. Apparently hearing no sound, they commenced to converse in whispers, while the old man again sharpened his knife. Listening closely I could only catch the following broken sentences: "He may jump down." "Tige will be ready for him." "If he gets in that field next the the woods, we shall lose him." "One of us must stand guard, now which shall go up." "We'll draw cuts for that." My mind was made up. I would sell my life as dearly as possible. Hurriedly dressing myself, I crept to the back window to look out. Did I dare to jump? I raised the window gently a few inches and while hesitating what to do, the two men passed near the end of the building, talking with each other in a low tone. Having no light, I could not be seen by them, and could watch them by their outlines. "Here he is," said one in a loud voice, and the next instant a bright flash of light, and the loud report of a gun, and an almost human scream of agony, and the growling and thrashing about of a dog told the story of my night of

terror. The men had shot a raccoon!

The sudden revulsion of feeling that I was safe, caused a faintness that weakened me until I with difficulty crawled back to my bed. But after a time, I again slept until called to a late breakfast. In the morning the younger man was more talkative, and enquired if anything had disturbed my rest, "for," said he, "we were out last night after a coon which has bin pesterin' us and was afraid we made too much noise. We thought you *did* sleep sound, though we talked mostly in whispers for fear of wakin' ye." From all the man then told me a key was given to the whispered sentences of the previous night. They had heard the dog drive a raccoon up a tree near the house after I retired and they knew he would be loth to come down. One of them was to climb the tree, when, if the animal jumped, the dog would be ready to take him. Should he escape, the dog and reach the cornfield they expected to lose him. To my already excited imagination, all this applied to me as the victim.

I ate a most excellent breakfast that morning, for which the family refused to receive any remuneration whatever. I found out from others that Mr. Johnson was, as he had told me at one time, the proprietor of a general store in Tennessee and, though an illiterate man, and quite diffident with strangers, he was kind and generous to all. In passing through the county several times afterward, I always made it a point to call and remain over night or part of a day with the family, but could never influence them to accept a penny for all the trouble I caused them. I insisted, however, upon presenting the two women with some useful dry goods, and the two men with each a fancy pipe and some choice smoking tobacco, but that family never know to this day the terrible fright they caused me on that eventful night.

A Woman's Way.

A young woman who had a check for \$14 on a certain bank presented it at the cashier's desk, and he politely said: "You will please endorse it, miss." She took it over to the desk and wrote on the back: "I want this money awful bad yours truly please pay the bearer."

PAUL EIFERT

Manufacturer of

Trunks, Traveling Bags and Cases

SAMPLE TRUNKS AND CASES
MADE TO ORDER.

Write for Prices.

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Grand Rapids Electrotpe Co.,

ELECTROTYPERS

AND

STEREOTYPERS,

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

6 and 8 Erie St., GRAND RAPIDS.

Wholesale Price Current.

Advanced—Alcohol, epsom salts, celery seed. Declined—Foreign quinine, turpentine.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzolcum German.	80 10	Aloes	60
Boracic	20 35	" and myrrh.	60
Carbolicum	20 35	Arnica	50
Chloric	55 58	Asafetida	0
Hydrochloric	30 5	Atropa Belladonna.	60
Nitrosum	10 12	Benzoicum	60
Oxalicum	11 13	Camphor	60
Phosphoricum dil.	20	Cantharides	75
Salicylicum	1 40 1 80	Capicum	75
Sulphuricum	13 5	Ca damon	75
Tannicum	1 40 1 80	" Co.	75
Tartaricum	40 42	Castor	1 00
AMMONIA.		Catechu	50
Aqua, 16 deg.	34 5	Cinchona	50
" 20 deg.	54 7	" Co.	50
Carbonas	13 14	Columba	50
Chloridum	13 14	Conium	50
ANILINE.		Cordium	50
Black	2 00 2 25	Digitalis	50
Brown	80 10	Ergot	50
Red	45 50	Gentian	50
Yellow	2 50 3 00	" Co.	50
BACCAR.		Guaiac	50
Cubebae (po. 1 30)	1 35 1 40	" amon.	50
Juniperus	80 10	Zingiber	50
Xanthoxylum	25 30	Hyoscyamus	50
BALSAMUM.		Iodine	75
Copaiba	60 65	" Chlorless	75
Peru	21 80	Ferri Chloridum	35
Terabin, Canada	35 40	Kino	50
Tolutan	35 50	Lobelia	50
CORTEX.		Myrrh	50
Abies, Canadian	18	Nux Vomica	50
Cassiae	11	Opil	85
Cinchona Flava	18	" Camphorated	50
Euonymus atropurp.	30	" Deodor	2 00
Myrica Cerifera, po.	20	Aurant Cortex	50
Prunus Virgin.	12	Quassia	50
Quillaja, grd.	14	Rhatany	50
Sassafras	14	Cassia Acutifol.	50
Ulmus Po (Ground 12)	10	" Co.	50
EXTRACTUM.		Serpentaria	50
Glycyrrhiza Glabra	24 25	Stromonium	50
" po.	33 35	Tolutan	60
Haematox, 15 lb. box	11 12	Valerian	50
" 18	13 14	Veratrum Veride	50
" 1/4	14 15	MISCELLANEOUS.	
" 1/2	16 17	Ether, Spts Nit, 3 F.	26 28
FERRUM.		" 4 F.	30 32
Carbonate Precip.	15	Alumen	24 3
Citrate and Quinia	23 50	" ground, (po.	30 4
Citrate Soluble	80	Annati	50 60
Ferrocyanidum Sol.	50	Antimoni, po.	40 5
Solut Chloride	15	" et Potass T.	50 60
Sulphate, com'l	1 1/2 2	Antipyrin	1 40
" pure	7	Antifebrin	25
FLORA.		Argent Nitras, ounce	66
Arnica	22 25	Arsenicum	50 7
Antemiss	20 25	Balm Gilead Bud.	30 40
Matricaria	25 30	Bismuth S. N.	2 10 2 20
FOLIA.		Calcium Chlor, 18, (1/4	11 1/2 12
Barosma	20 22	Cantharides Russian,	1 40
Cassia Acutifol, Tin-	25 28	po.	25
nively	35 50	Capitel Fructus, af.	25
Salvia officinalis, 1/4	12 15	" B po.	20
and 1/4	80 10	Caryophyllus, (po. 18)	13 14
Ura Ursi	80 10	Carmin, No. 40	23 75
GUMMI.		Cera Alba, S. & F.	50 55
Acacia, 1st picked	21 00	Cera Flava	30 40
" 2d	20 90	Coccus	40
" 3d	20 80	Cassia Fructus	20
" sifted sorts.	65	Centaria	10
" po.	75 100	Cetaceum	45
Aloe, Barb. (po. 60)	50 60	Chloroform	60 63
" Cape, (po. 20)	12	Chloral Hyd Crst.	1 50 1 70
" Socotri, (po. 60)	50	Chondrus	20 25
Catechu, 18, (1/4, 14 1/4	1	Cinchonidine, P. & W	15 20
16)	1	" German	3 1/2 12
Ammoniac	25 30	Corks, list, dis. per	60
Assafetida, (po. 30)	50	cent	60
Benzoinum	50 55	Creasotum	20
Camphora	50 52	Creta, (bbl. 75)	2 5
Euphorbium po	35 10	" prep.	50 5
Galbanum	20 30	" precip.	90 11
Gamboge, po.	80 95	" Rubra	2
Guaiacum, (po. 40)	35	Crocus	28 30
Kino, (po. 25)	20	Cudbear	24
Mastic	20 90	Cupri Sulph	60 7
Myrrh, (po. 45)	40	Dextrine	10 12
Opil, (po. 3 50)	2 35 2 40	Ether Sulph	60 70
Shellac	23 30	Emery, all numbers.	2
" bleached	28 33	" po.	8
Tragacanth	30 75	Ergota, (po.) 60	50 55
HERBA—In ounce packages.		Flake White	12 15
Abinthium	25	Galla	23
Eupatorium	20	Gambler	7 8
Lobelia	25	Gelatn, Cooper	40 60
Majorum	25	" French	70 10
Mentha Piperita	23	Glassware flint, 70 and 10.	by box 60 and 10
" Vir	25	Glue, Brown	90 15
Rue	30	" White	13 25
Tanacetum, V.	22	Glycerina	17 25
Thymus, V.	25	Grana Paradisi	22
MAGNESIA.		Humulus	25 55
Calcined, Pat.	55 60	Hydraag Chlor Mite.	90
Carbonate, Pat.	20 22	" Cor	80
Carbonate, K. & M.	20 25	" Ox Rubrum	21 10
Carbonate, Jennings	35 36	" Ammoniatl.	21 10
OLEUM.		Unguentum	40 55
Absinthium	5 00 5 50	Hydrargyrum	20 70
Amygdalae, Dulc.	45 75	Icthyobolla, Am.	1 25 1 50
Amygdalae, Amarae	8 00 8 25	Iodo.	75 100
Anisi	1 70 1 80	Iodine, Resubl.	3 75 3 85
Aurant Cortex	22 50	Iodoform	24 70
Bergamot	3 75 4 00	Lupulin	50 55
Cajuputi	90 100	Lycopodium	50 55
Caryophylli	1 20 1 25	Macis	80 85
Cedar	35 65	Liquor Arsen et Hy-	27
Chenopodii	22 00	drag Iod.	100 12
Cinnamonil	1 15 1 20	Liquor Potass Arsenitis	100 12
Citronella	35 65	Magnesia, Sulph (bbl	1 1/2
Conium Mac.	35 65	1/4)	30 3
Tolutan	30 35	Mannila, S. F.	50 60
Copaiba	1 20 1 30		

Morphia, S. P. & W.	2 20 2 45	Selditz Mixture	25	Lindseed, boiled	50 62
" S. N. Y. Q. &	2 10 2 35	Sinapis	18	Neat's Foot, winter	50 69
C. Co.	2 10 2 35	" opt.	30	strained	50 69
Moschus Canton	70 75	Suiff, Maccaboy, De	35	Spirits Turpentine	43 1/2 50
Myristica, No. 1	70 75	Voes	35	PAINTS.	
Nux Vomica, (po. 20)	30 35	Suiff, Scotch, De. Voes	35	bbl. lb.	
Oa. Sepia	30 35	Soda Boras, (po. 13)	12 13	Red Venetian	1 1/2 2 1/2
Pepsin Saac, H. & P. D.	2 00	Soda et Potass Tart.	30 33	Ochre, yellow Mars.	1 1/2 2 1/2
" Co.	2 00	Soda Carb.	1 1/2 2	" Ber.	1 1/2 2 1/2
Picis Liq., N. C., 1/4 gal	2 00	Soda, Bi Carb.	3 1/2 4	Putty, commercial	2 1/2 3 1/2
doz	2 00	Soda, Ash	3 1/2 4	" strictly pure	2 1/2 3 1/2
Picis Liq., quarts	2 00	Soda, Sulphas	2	Vermilion Prime Amer-	13 16
" pints	2 00	Spts. Ether Co	50 55	ican	13 16
Pil Hydrarg, (po. 80)	2 50	" Myrcia Dom.	2 25	Vermilion, English	70 75
Piper Nigra, (po. 25)	2 1	" Myrcia Imp.	2 30	Green, Peninsular	70 75
Piper Alba, (po. 25)	2 3	Vini Rect. bbl.	2 31	Lead, red	7 1/2
Pix Burgun	14 15	2 31	2 41	" white	7 1/2
Plumbi Acet	10 10	Less 5c gal., cash ten days.	2 41	Whiting, white Span	70 75
Pulvis Ipecac et opil.	1 10 1 20	Strychnia Crystal	2 10	Whiting, Gliders	90
Pyrethrum, boxes H	2 15	Sulphur, Subl.	3 4	White, Paris American	1 00
" P. D. Co., doz.	2 15	" Roll	2 1/2 3 1/2	Whiting, Paris Eng.	1 40
Pyrethrum, pv.	30 35	Tamarinds	2 10	cliff	1 40
Quassia	80 10	Terebenth Venice	28 30	Pioneer Prepared Paint	20 1 4
Quinia, S. P. & W.	30 35	Theobromae	45 55	Swiss Villa Prepared	1 00 1 20
" S. German	21 1/2 28	Vanilla	9 00 16 00	Paints	1 00 1 20
Rubia Tincturum	12 14	Zinc Sulph.	7 8	VARNISHES.	
Saccharum Lactis pv.	2 33			No. 1 Turp Coach	1 10 1 20
OILS.				Extra Turp.	1 60 1 70
Bbl. Gal				Coach Body	2 75 3 00
Whale, winter	70 70			No. 1 Turp Furn	1 00 1 10
Lard, extra	55 60			Eutra Turk Damar	1 55 1 60
Lard, No. 1	45 50			Japan Dryer, No. 1	70 75
Linseed, pure raw	56 59			Turp.	70 75

HAZELTINE
& PERKINS
DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES.

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES,
GINS, WINES, RUMS.

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

HazelTine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

GROCERIES.

Cheated with His Eyes Open.
Written for THE TRADESMAN.

"Are those eggs for sale, madam?" asked a grocer of a country woman who was passing his store with a market basket on her arm.

"Yes," said the woman, hesitating a little. "I might trade 'em for sugar. I was takin' 'em down to a friend who wants 'em for his own use and is willin' to go a leetle beyend the market, as I bring 'em jest out o' the nest."

"Eggs ought to be cheap now, as you know the bottom has dropped out of sugar lately," remarked the grocer, "but why can't we make a lumping bargain all round?" And he winked one eye toward a friend who had just stepped inside.

"You say how much sugar you'll take for all the eggs in that basket," he continued, "and then I'll talk."

"I guess I can trust you to make an offer," answered the woman. "How much 'll you give now? Be kind o' liberal."

"I'll try to do the fair thing with you," he replied, as he eyed the basket closely, while he said to himself, "Seven dozen I guess." "I'll give you eighteen pounds of light brown sugar."

"All right," said the woman, "weigh out your sweetnin' and tell me where to put these eggs."

"In that empty wooden bowl by the door and I'll go back and get the sugar," he answered.

The woman deposited three dozen eggs in the bowl and from beneath them removed some fine stalks of celery which nearly filled one-half the basket.

The man soon returned with two packages of sugar which he placed in the basket, when the woman commenced to pile the celery on top of them. The man looked at the celery a moment, and then, as if a thought suddenly struck him, he glanced around at the wooden bowl. If a Kodak could have caught the expression of his face then, it would have been worth more than the sugar. With a vain attempt to raise a smile, he said:

"Sold, madam! But it's my own fault;

Good bye, and bring me some more eggs when you have fresh ones."

"This was a lumpin' bargain, you see; next time we'll both look at the goods," replied the woman, as she started for home.

Wools and Hides Quiet--Tallow Firm.

Fine fleece wools are decidedly quiet, with no demand at any advance in price. Manufacturers appear to be inclined to use what little there is offering, if the price is low enough, but only a low price tempts them. The demand is for Australian and territory wools, which, mixed, gives better results. The cloth market being dull, with no duplicate orders for heavy goods, keeps the manufacturers out. The supply of cloth and wool is large, and the future outlook is not encouraging for any advance.

Hides are in fair supply, with little demand. The past week was a holiday in the trade and the few sold were at low prices. Leather is equally low and dull, but tanners hold firm on prices of leather, as they cannot replace it in buying hides.

Tallow is firm, with a slight advance and considerable speculative feeling. The advance is considered temporary, from speculation under a light supply, and from the advance in meats,

Furs are about done with and buyers have hauled off. All quotations are nominal.

The Grocery Market.

The clamor for sugar still continues, the attempt of the jobbers to prevent the retail trade from buying on speculation having proved a failure. This condition gives the refiners a decided advantage, as it will enable them to control the market completely. Rolled oats are firm, jobbers having advanced their prices 25c per bbl.

Oranges are without material change. The demand for lemons is larger than the supply, an advance of \$1 per box having occurred during the past ten days. Candy is steady and firm, owing to a strong sugar market. Peanuts are very strong. Foreign nuts are without change, except Brazils, which are lower.

PRODUCE MARKET.

Apples—So meagre are the offerings, that there is really no market.
Beans—The market is firmer. Handlers are offering \$1.80 per bu. for country picked and holding city picked at \$2.25@2.30.
Beets—50c per bu.

Butter—Stocks are beginning to accumulate and lower prices are in prospect. Jobbers now pay 17@18c, holding at 19@20c.
Cabbages—50c per doz. or \$4 per 100.
Carrots—20@25c per bu.
Cooperage—Pork barrels, \$1.25; produce barrels 25c.

Cranberries—Nearly out of market. Jerseys have entirely disappeared and Bell and Cherry are held at \$0.50@5.00.

Eggs—The market is lower, but fairly firm, owing to the large quantities being put into cold storage. Dealers pay 12c and hold at 13@14c.

Honey—Dull at 16@18 for clean comb.
Lettuce—13c for Grand Rapids Forcing.
Onions—Scarce and firm. Dealers pay \$1.40 for all offerings of choice, holding at \$1.65. Bermudas are in good demand at \$3 per crate.

Parsnips—40c per bushel.
Potatoes—The market holds firm, although several distributing points—namely St. Louis and Cincinnati—have ceased taking shipments almost altogether. The Chicago market is now fully supplied by water shipments, leaving only rail consignment points to take shipments. Aside from this there is no indication of weakening, but dealers are not so free buyers as they have been. New potatoes from Southern California are expected to arrive in about two weeks.

Radishes—40c per dozen bunches.
Strawberries—\$3.50 per case of 24 quarts.

Squash—1 1/2c per lb.
Sweet Potatoes—Kiln dried Jerseys are in small demand at \$4.
Turnips—30@35c per bu.

PROVISIONS.

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

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

SAUSAGE—Fresh and Smoked.

Pork Sausage.	7
Ham Sausage.	9
Tongue Sausage.	9
Frankfort Sausage.	7 1/2
Blood Sausage.	5
Bologna, straight.	5
Bologna, thick.	5
Head Cheese.	5

LARD—Kettle Rendered.

Tierces	8
Tubs.	8 1/2
50 lb. Tins.	8 3/4

LARD.		Com- pound.
	Family.	
Tierces	6 1/2	6 1/2
0 and 50 lb. Tubs.	6 1/2	6 1/2
3 lb. Pails, 20 in a case.	7 1/2	7 1/2
5 lb. Pails, 12 in a case.	7 1/2	7 1/2
10 lb. Pails, 6 in a case.	7 1/2	7 1/2
20 lb. Pails, 4 in a case.	7 1/2	7 1/2
50 lb. Cans.	6 1/2	6 1/2

BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	9 00
Extra Mess, Chicago packing.	9 00
Boneless, rump butts.	

SMOKED MEATS—Canvassed or Plain.	
Hams, average 30 lbs.	9 1/2
" " 16 lbs.	10
" " 12 to 14 lbs.	10 1/2
" picnic	7
" best boneless.	8 1/2
Shoulders.	6 1/2
Breakfast Bacon, boneless.	8 1/2
Dried beef, ham prices.	10
Long Cleavers, heavy.	6 1/2
Briskets, medium.	6 1/2
" light	6 1/2

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.	
Whitefish.	20
Trout.	9
Halibut.	18
Ciscoes.	5
Flounders.	9
Bluefish.	12
Mackerel.	25
Cod.	12
California salmon.	20
OYSTERS—Cans.	
Fairhaven Counts.	24
F. J. D. Selects.	35
Selects.	27
F. J. D.	25
SHELL GOODS.	
Oysters, per 100.	1 25@1 50
Clams.	75@1 00

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass.	7	8
" hind quarters.	5	9
" fore		6
" loins, No. 3.		13
" ribs.		11
" rounds.		10 1/2
" tongues.		5
Bologna.		10 1/2
Pork loins.		6 1/2
" shoulders.		5
Sausage, blood or head.		5 1/2
" liver.		8 1/2
" Frankfort.		5 1/2
Mutton.	4	5 1/2
Veal.		5 1/2

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.	
Full Weight.	
	Bbls. Pails.
Standard, per lb.	6 1/2 7 1/2
" H. H.	6 1/2 7 1/2
" Twist	6 1/2 7 1/2
Boston Cream	9 1/2
Cut Loaf	7 1/2 8 1/2
Extra H. H.	7 1/2 8 1/2

MIXED CANDY.	
Full Weight.	
	Bbls. Pails.
Standard.	6 1/2 7 1/2
Leader.	6 1/2 7 1/2
Special.	7 1/2 8
Royal.	7 1/2 8
Nobby.	7 1/2 8 1/2
Broken.	7 1/2 8 1/2
English Rock.	7 1/2 8 1/2
Conserves.	7 1/2 8
Broken Taffy.	7 1/2 8 1/2
Peanut Squares.	9
Extra.	10
French Creams.	10 1/2
Valley Creams.	13 1/2

FANCY—In bulk.	
Full Weight.	
	Bbls. Pails.
Lozenges, plain.	10 1/2 11 1/2
" printed.	11 12 1/2
Chocolate Drops.	12 1/2
Chocolate Monumentals.	14
Gum Drops.	5 6 1/2
Moss Drops.	8 9
Sour Drops.	8 1/2 9 1/2
Imperial.	10 1/2 11 1/2

FANCY—In 5 lb. boxes.	
	Per Box
Lemon Drops.	55
Sour Drops.	55
Peppermint Drops.	65
Chocolate Drops.	70
H. M. Chocolate Drops.	90
Gum Drops.	40@50
Licorice Drops.	1 00
A. B. Licorice Drops.	80
Lozenges, plain.	65
" printed.	65
Imperial.	65
Mottos.	75
Cream Bar.	60
Molasses Bar.	55
Caramels.	15@17
Hand Made Creams.	85@95
Plain Creams.	80@90
Decorated Creams.	1 00
String Rock.	70
Burnt Almonds.	1 00
Wintergreen Berries.	65

ORANGES.	
California, 125.	3 00
" 150.	3 50
" 175-2 0-225.	3 50
Messinas, " 300-340.	
" " 200.	

LEMONS.	
Messina, choice, 360.	5 00
" fancy, 360.	5 50@6 00
" choice 300.	5 00
" fancy 360.	6 00

OTHER FOREIGN FRUITS.	
Figs, Smyrna, new, fancy layers.	18@20
" " choice	21 1/2
" " "	21 1/2
" Fard, 10-lb. box.	21 0
" 50-lb.	2 8
" Persian, 50-lb. box.	4 6

NUTS.	
Almonds, Tarragona.	21 1/2
" Ivaca.	21 1/2
" California.	21 1/2
Brazils, new.	2 8
Filberts.	21 1/2
Walnuts, Grenoble.	21 5
" Marbot.	21 2
" Chill.	2
Table Nuts, No. 1.	21 3
" No. 2.	15@17
Pecans, Texas, H. P.	15@17
Cocoanuts, full sacks.	24 00

PEANUTS.	
Fancy, H. P., Suns.	2 1/2
" " Roasted.	2 1/2
Fancy, H. P., Flags.	2 1/2
" " Roasted.	2 1/2
Choice, H. P., Extras.	2 1/2
" " Roasted.	2 1/2

OILS.	
The Standard Oil Co. quotes as follows:	
Water White.	2 9
Michigan test.	2 8 1/2
Naptha.	2 7 1/2
Gasoline.	2 9 1/2
Cylinder.	27
Engine.	23
Black, 15 Cold Test.	2 9 1/2

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

FLOUR SACKS, GROCERY BAGS, TWINE AND WOODEN WARE.

Houseman Block,

Grand Rapids, Mich.

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

El. Puritano Cigar.



**The Finest 10 Cent Cigar
ON EARTH.**

MANUFACTURED BY
DILWORTH BROTHERS,
PITTSBURGH.

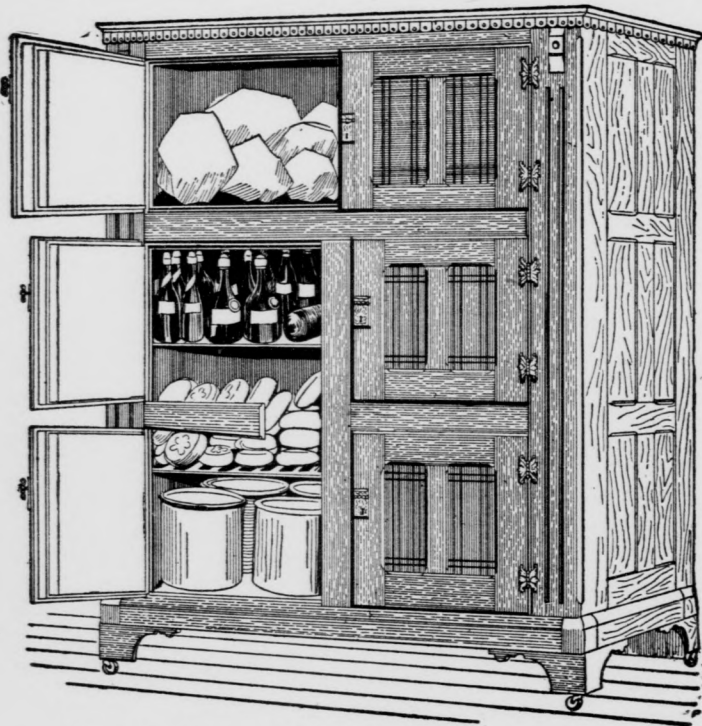
TRADE SUPPLIED BY
I. M. CLARK & SON,
Grand Rapids.
BRADDOCK, BATEMAN & CO.,
Bay City.

APPLE BUTTER. Chicago goods.....7½@8 AXLE GREASE. Frazer's. Wood boxes, per doz.....80 " 3 doz. case.....2 40 " per gross.....3 00 25 lb. pails.....1 00 15 lb. ".....75 Aurora. Wood boxes, per doz.....80 " 3 doz. case.....1 75 " per gross.....6 00 Diamond. Wood boxes, per doz.....50 " 3 doz. case.....1 50 " per gross.....5 50 Peerless. 25 lb. pails.....90 BAKING POWDER. Acme, ¼ lb. cans, 3 doz.....45 " ½ lb. " 2 ".....85 " 1 lb. " 1 ".....1 10 Telfer's. ¼ lb. cans, doz.....45 " ½ lb. " 2 ".....85 " 1 lb. " 1 ".....1 50 Arctic. ¼ lb. cans.....60 " ½ lb. " 2 ".....1 20 " 1 lb. " 1 ".....2 00 Red Star. ¼ lb. cans.....40 " ½ lb. " 2 ".....80 " 1 lb. " 1 ".....1 50 BATH BRICK. 2 dozen in case.....90 English.....70 Bristol.....70 Domestic.....60 BLUING. Gross Arctic, 4 oz ovals.....4 00 " 8 oz.....7 00 " pints, round.....10 50 " No. 2, sifting box.....2 75 " No. 3.....4 00 " No. 5.....8 00 " 1 oz ball.....4 50 BROOMS. No. 2 Hurl.....1 75 No. 1.....2 00 No. 2 Carpet.....2 25 No. 1.....2 50 Parlor Gem.....2 75 Common Whisk.....90 Fancy.....1 20 Mill.....3 25 Warehouse.....2 75 BUCKWHEAT FLOUR. Rising Sun.....5 00 York State.....2 50 Self Rising.....4 50 BUTTERINE. Creamery.....13½ Solid packed.....14 Rolls.....11½ CANDLES. Hotel, 40 lb. boxes.....10½ Star, 40 ".....10½ Paraffine.....12 Wicking.....25 CANNED GOODS. FISH. Clams.....1 10 Little Neck, 1 lb.....1 10 " 2 lb.....1 90 Standard, 3 lb.....2 30 Cove Oysters.....1 10 " 2 lb.....2 10 Star, 1 lb.....2 50 " 2 lb.....3 50 Picnic, 1 lb.....2 00 " 2 lb.....3 00 Mackerel. Standard, 1 lb.....1 20 " 2 lb.....2 00 Mustard, 3 lb.....3 00 Tomato Sauce, 3 lb.....3 00 Soused, 3 lb.....3 00 Salmon. Columbia River, fat.....1 85 Alaska, 1 lb.....1 60 " 2 lb.....2 10 Sardines. American ¼s.....50¢ 6 " ½s.....70¢ 8 Imported ¼s.....11¢ 12 " ½s.....13¢ 14 Mustard ¼s.....9¢ " Trout.....2 50 Brook, 3 lb.....2 50 FRUITS. Apples.....4 00 Apricots.....2 25 Santa Cruz.....2 25 Lusk's.....2 50 Overland.....2 35 Blackberries. F. & W.....1 10 Cherries. Red.....1 20 Pitted Hamburg.....1 40 White.....1 60 Damson's, Egg Plums and Green Gages.....1 30 Erie.....1 60 Gooseberries.....1 10 Common.....1 10 Peaches.....1 60 Maxwell.....2 25 Shepard's.....2 25 California.....2 60 Pears. Domestic.....1 25 Riverside.....2 25 Pineapples.....1 30 Common.....2 40 Johnson's sliced.....2 40 " grated.....2 65 Quinces.....1 10		Raspberries. Red.....1 30 Black Hamburg.....1 40 Erie, black.....1 40 Strawberries. Lawrence.....1 10 Hamburg.....1 10 Erie.....1 50 Whortleberries. Common.....1 40 F. & W.....1 25 Blueberries.....1 30 MEATS. Corned beef, Libby's.....2 10 Roast beef, Armour's.....1 75 Potted ham, ¼ lb.....1 10 " ½ lb.....65 " tongue, ¼ lb.....1 10 " ½ lb.....65 " chicken, ¼ lb.....95 " ½ lb.....95 VEGETABLES. Beans.....85 String.....90 Stringless.....90 Lima, green.....1 30 " soaked.....90 Lewis Boston Baked.....1 35 Bay State Baked.....1 35 World's Fair.....1 35 Corn. Tiger.....1 00 Purity.....1 10 Erie.....1 15 Peas. Soaked.....65 Harris standard.....75 Van Camp's Marfat.....1 10 " Early June.....1 30 Archer's Early Blossom.....1 35 French.....1 80 Mushrooms. French.....17¢ 18 Pumpkin. Erie.....90 Hamburg.....90 Squash. Hubbard.....1 30 Succotash. Soaked.....85 Honey Dew.....1 60 Hamburg.....1 60 Tomatoes. Van Camp's.....1 10 No. Collins.....1 10 Hamburg.....1 20 Hancock.....1 05 Gallon.....2 75 CHOCOLATE-BAKER'S. German Sweet.....22 Premium.....34 Pure.....38 Breakfast Cocoa.....40 CHICORY. Bulk.....4½ Red.....7 CHEESE. Fancy Full Cream.....11 Good.....10 Part Skimmed.....8 Sap Sago.....22 Edam.....21 00 Swiss, imported.....24 " domestic.....15 Limburger.....15 CHUNKING GUM. Rubber, 100 lumps.....35 " 200.....40 Spruce, 200 pieces.....40 CATSUP. Snider's, ¼ pint.....1 35 " pint.....2 30 " quart.....3 50 CLOTHES PINS. 5 gross boxes.....40 COCOA SHELLS. Bulk.....4 Pound packages.....7 COFFEE. GREEN. Rio.....20½ Good.....21 Prime.....21½ Golden.....22½ Peaberry.....23 Santos. Fair.....20½ Good.....21 Prime.....21½ Peaberry.....22½ Mexican and Guatamala. Fair.....22 Good.....23 Fancy.....25 Maracaibo. Prime.....22½ Milled.....24 Java. Interior.....25 Private Growth.....26 Mandehling.....29 Mocha. Imitation.....25 Arabian.....2 ROASTED. To ascertain cost of roasted coffee, add ½¢ per lb. for roasting and 15¢ per cent. for shrinkage. PACKAGE. McLaughlin's XXXX.....25½ " in cabinets.....25½ Durham.....25 EXTRACT. Valley City.....75 Felix.....1 15 Hummel's, foil.....1 50 " tin.....2 50 CLOTHES LINES. Cotton, 40 ft. per doz.....1 40 " 50 ft. ".....1 40 " 60 ft. ".....1 60 " 70 ft. ".....1 75 " 80 ft. ".....1 90 Jute. 60 ft. ".....90 72 ft. ".....1 00 CONDENSED MILK. Eagle.....7 40 Crown.....6 50		Genuine Swiss.8 00 American Swiss.7 00 COUPONS. "Superior.".....2 50 " 2 ".....3 00 " 5 ".....4 00 " 10 ".....5 00 " 20 ".....6 00 "Tradesman." " 1, per hundred.....2 00 " 2 ".....2 50 " 5 ".....3 00 " 10 ".....4 00 " 20 ".....5 00 Subject to the following discounts: 200 or over.....5 per cent. 500 ".....10 1000 ".....20 CRACKERS. Kenosha Butter.....7½ Seymour.....5½ Butter.....5½ " family.....5½ " biscuit.....6½ Boston.....7½ City Soda.....7½ Soda.....6 S. Oyster.....5½ City Oyster.....5½ CREAM TARTAR. Strictly pure.....30 Telfer's Absolute.....35 Grocers.....10¢ 15 DRIED FRUITS. Apples. Sundried.....11½ Evaporated.....14 California Evaporated.....14½ Apricots. California.....19 Blackberries.....10 Nectarines.....18 Peaches.....20 Pears, sliced.....17 Plums.....17 Prunes, sweet.....13 PRUNES. Turkey.....9 Bosnia.....10 French.....11 PEEL. Lemon.....18 Orange.....18 CITRUS. In drum.....18 In boxes.....20 CURRENTS. Zante, in barrels.....5½ " in ¼ bbls.....5½ " in less quantity.....5½ RAISINS-California. Bags.....7 London Layers, 2 cr'n.....2 10 " 3 ".....2 20 " fancy.....2 35 Muscatels, 2 crown.....1 60 " 3 ".....1 75 Foreign.....1 75 Valencias.7½ Ondaras.....8 Sultanas.....16 PARINACIOUS GOODS. 100 lb. kgs. Farina.....4 " Hominy.....3 75 Lima Beans. Dried.....6 Maccaroni and Vermicelli.....60 Domestic, 12 lb. box.....11 Imported.....11 Pearl Barley. Kegs.....3½@3¾ Peas. Green, bu.....1 20 Split, bbl.....6 50 Sago. German.....5 East India.....5 Wheat. Cracked.....5 FISH-Salt. Blotters. Yarmouth.....6 Whole.....6 Bricks.....7 Strips.....8 Halibut. Smoked.....10 Herring. Scaled.....24 Holland, bbls.....11 00 " kegs.....80 Round shore, ¼ bbl.....2 75 " ½ bbl.....1 50 Mackerel. No. 1, ¼ bbls, 90 lbs.....12 00 No. 1, kits, 10 lbs.....1 25 Family, ¼ bbls, 90 lbs.....3 00 " kits, 10 lbs.....50 Pollock. Fancy.....3 50@4 00 Sardines. Russian, kegs.....5 00 No. 1, ¼ bbls, 90 lbs.....5 00 No. 1, kits, 10 lbs.....80 Whitefish. No. 1, ¼ bbls, 90 lbs.....7 00 No. 1, kits, 10 lbs.....80 Family, ¼ bbls, 90 lbs.....3 00 " kits, 10 lbs.....50 FLAVORING EXTRACTS. Jennings' D C.....2 50 Lemon, Vanilla.....75 2 oz folding box.....1 25 3 oz ".....1 00 4 oz ".....1 50 6 oz ".....2 00 8 oz ".....3 00 GUN POWDER. Kegs.....5 50 Half kegs.....3 00 HERBS. Sage.....15 Hops.....25		JELLIES. Chicago goods.....4½@5 LAMP WICKS. No. 1.....30 No. 2.....50 LICORICE. Pure.....30 Calabria.....35 Sicily.....18 Condensed, 2 doz.1 25 MATCHES. No. 9 sulphur.....2 00 Anchor parlor.....1 70 No. 2 home.....1 10 Export parlor.....4 25 MOLASSES. Blackstrap.....16 Cuba Baking.....19 Porto Rico. Prime.....19 Fancy.....23 New Orleans. Fair.....17 Good.....26 Extra good.....26 Choice.....30 Fancy.....36 One-half barrels, 3c extra. OATMEAL. Barrels 200.....27 25 Half barrels 100.....27 75 ROLLED OATS. Half bbls.....27 75 Barrels 180.....27 00 PICKLES. Medium.....7 50 Half barrels, 600 count.....4 25 Small.....9 00 Half barrels, 1,200 count.....5 00 PIPES. Clay, No. 216.....1 75 " T. D. full count.....75 Cob, No. 3.....1 25 RICE. Domestic.....7 No. 1.....6 No. 2.....5 Broken.....5 Imported. Japan, No. 1.....6½ " No. 2.....5½ Java. Patna.....40 SAUERKRAUT. Barrels.....4 00 Half barrels.....2 50 SAPOLIO. Kitchen, 3 doz. in box.....2 50 Hand ".....2 50 SOUPS. Snider's Tomato.....2 40 SPICES. Whole Sifted.....10 Allspice.....10 Cassia, China in mats.....7 " Batavia in bund.....15 " Saigon in rolls.....35 Cloves, Amboyina.....25 " Zanzibar.....15 Mace Batavia.....30 Nutmegs, fancy.....80 " No. 1.....75 " No. 2.....65 Pepper, Singapore, black.....15 " white.....25 " shot.....19 Pure Ground in Bulk.....15 Allspice.....15 Cassia, Batavia.....20 " and Saigon.....25 " Saigon.....35 Cloves, Amboyina.....30 Zanzibar.....20 Ginger, African.....15 " Cochinchina.....18 " Jamaica.....20 Mace Batavia.....30 Mustard, Eng. and Trieste.....25 " Trieste.....27 Nutmegs, No. 2.....75 Pepper, Singapore, black.....20 " white.....30 " Cayenne.....25 Sage.....20 " Absolute in Packages.....25 TOBACCO. Allspice.....84 1 55 Cinnamon.....84 1 55 Cloves.....84 1 55 Ginger, Jam.....84 1 55 " Af.....84 1 55 Mustard.....84 1 55 Pepper.....84 1 55 Sage.....84 Cut Leaf. Cubes.....2 50 Powdered.....2 50 Granulated.....2 50 Confectioners' A.....4 40 White Extra C.....4 40 Extra C.....4 40 C.....4 40 Yellow.....4 40 Less than 100 lbs. 4c advance SCALES-Perfection. Tea, 2 lb. tin scoop.....\$ 6 50 " brass.....7 25 " 5 lb. tin scoop.....8 75 " brass.....8 75 Grocers', 11-lb. tin scoop.....11 00 " brass.....12 25 " 22 lb. tin.....13 25 " brass.....14 75 STARCH. Corn.....6½ 40-lb ".....6½		Gloss. 1-lb packages.....6 3-lb ".....6 6-lb ".....6½ 40 and 50 lb. boxes.....4½ Barrels.....4½ SOAP. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 Allen B. Wrisley's Brands. Old Country, 80.....3 20 Uno, 100.....3 50 Bouncer, 100.....3 00 SODA. Boxes.....5½ Kegs, English.....4½ Granulated, boxes.....1½ SEEDS. Mixed bird.....4½@6 Caraway.....9 Canary.....3½ Hemp.....4½ Anise.....13 Rape.....6 Mustard.....7½ Diamond Crystal. 100 3-lb. sacks.....\$2 40 60 5-lb. ".....2 25 28 10-lb. sacks.....2 15 20 14-lb. ".....2 00 24 2-lb. cases.....1 50 56 lb. dairy in linen bags.....50 28 lb. ".....25 Warsaw. 56 lb. dairy in linen bags.....35 28 lb. ".....18 56 lb. dairy bags.....75 Higgins.....75 Solar Rock.....27 Saginaw and Manistee.....95 Common Fine per bbl.....5½ Church's, Arm & Hammer.5½ Dwight's Cow.....5½ Taylor's.....5½ DeLand's Cap Sheaf.....5½ " pure.....5½ Golden Harvest.....5 SYRUPS. Barrels.....30 Half bbls.....32 Pure Cane. Amber.....23 Fancy drips.....28 SWEET GOODS. Ginger Snaps.....7 Sugar Creams.....8½ Frosted Creams.....8 Graham Crackers.....8 Oatmeal Crackers.....8 SHOE POLISH. Jettline, 1 doz. in box.....75 TEAS. JAPAN-Regular. Fair.....17 Good.....20 Choice.....24 Choicest.....32 Dust.....10 SUN CURED. Fair.....17 Good.....20 Choice.....24 Choicest.....32 Dust.....10 BASKET FIRED. Fair.....18 Choice.....25 Choicest.....35 Extra choice, wire leaf.....40 GUNPOWDER. Common to fair.....25 Extra fine to finest.....50 Choicest fancy.....75 OO LONG. Common to fair.....23 Superior to fine.....28 Fine to choicest.....45 IMPERIAL. Common to fair.....23 Superior to fine.....30 YOUNG HYSON. Common to fair.....18 Superior to fine.....30 ENGLISH BREAKFAST. Fair.....18 Choice.....28 Best.....40 TOBACCO. Fine Cut.....60 Pails unless otherwise noted. Hiawatha.....34 Sweet Cuba.....24 McGinty.....24 " ½ bbls.....22 Little Darling.....22 " ½ bbl.....20 1791.....20 1891, ½ bbls.....19 Valley City.....33 Dandy Jim.....27 Plug. Sinkerhead.....39 Joker.....24 Zero.....22 L. & W.....28 Here It Is.....28 Old Style.....31 Old Honesty.....41 Jolly Tar.....33 Hiawatha.....37 Valley City.....34 Ja. G. Butler & Co.'s Brands. Something Good.....37 Peach Pie.....34 " Tobacco.....35 Smoking. Boss.....12½ Colonel's Choice.....13 Warpeth.....14 Banner.....14 King Bee.....20 Kiln Dried.....17		Nigger Head.23 Honey Dew.....23 Gold Block.....23 Peerless.....24 Rob Roy.....25 Uncle Sam.....28 Tom and Jerry.....25 Brier Pipe.....30 Yum Yum.....32 Red Clover.....30 Navy.....32 Handmade.....40 Frog.....33 VINEGAR. 40 gr.....8 50 gr.....10 YEAST-Compressed. Tin foil cakes, per doz.....15 Baker's, per lb.....30 PAPER & WOODENWARE. PAPER. Curtiss & Co. quote as follows: Straw.....1½ Rockfall.....2 Rag sugar.....3½ Hardware.....3½ Bakers.....3½ Dry Goods.....5½@6 Jute Manila.....6½@8 Red Express No. 1.....5 " No. 2.....4 TWINES. 48 Cotton.....25 Cotton, No. 1.....22 " No. 2.....18 Sea Island, assorted.....18 No. 5 Hemp.....18 No. 6 ".....17 Wool.....7 WOODENWARE. Tubs, No. 1.....7 00 " No. 2.....6 00 " No. 3.....5 00 Pails, No. 1, two-hoop.....1 50 " No. 1, three-hoop.....1 75 Clothespins, 5 gr. boxes.....50 Bowls, 11 inch.....1 00 " 13 ".....2 00 " 15 ".....2 75 " 17 ".....2 75 " assorted, 17s and 19s 2 50 " 15s, 17s and 19s 2 75 Baskets, market.....35 " bushel.....1 50 " willow cl'ns, No. 1 5 75 " " No. 2 6 25 " " No. 3 7 25 " splint.....No. 1 3 50 " " No. 2 4 25 " " No. 3 5 00 GRAINS AND FEEDSTUFFS. WHEAT. White.....1 09 Red.....1 07 All wheat bought on 60 lb. test. MEAL. Bolted.....1 70 Granulated.....1 80 FLOUR. Straight, in sacks.....5 60 " " barrels.....5 80 Patent " sacks.....6 60 " " barrels.....6 80 Graham " sacks.....2 25 Rye ".....2 25 MILLSTUFFS. Bran.....22 00 Screenings.....18 00 Middlings.....23 00 Mixed Feed.....30 00 Coarse meal.....30 00 RYE. Milling.....80 Feed, per bu.....60 BARLEY. Brewers, per 100 lbs.....1 25 Feed, per bu.....60 CORN. Small lots.....82 Car ".....80 OATS. Small lots.....64 Car ".....62 HAY. No. 1.....11 00 No. 2.....10 00 HIDES, PELTS AND FURS. Perkins & Hess pay as follows, nominal: HIDES. Green.....4 @ 5 Part Cured.....5 @ 2 Full ".....5 @ 2 Dry.....6 @ 5 Kips, green.....5 @ 5 " cured.....5 @ 5 Calfskins, green.....5 @ 2 " cured.....6 @ 2 Deacon skins.....10 @ 3 No. 2 hides ½ off. PELTS. Shearlings.....10 @ 25 Estimated wool, per lb 20 @ 25 WOOL. Washed.....20 @ 30 Unwashed.....10 @ 22 Outside prices are for No. 1 only. Badger.....\$0 20@31 00 Bear.....5 00@30 00 Beaver.....2 00@8 00 Cat, house.....05¢ 25 Cat, wild.....10¢ 50 Coon.....25¢ 80 Fisher.....4 00@6 00 Fox, cross.....2 00@5 00 Fox, red.....1 00@1 50 Fox, gray.....40¢ 79 Lynx.....2 00@3 00 Martin, pale and yellow.....40¢ 1 00 Martin, dark.....1 50@3 00 Mink.....25¢ 1 00 Muskrat.....07 20 Opossum.....05 15 Otter.....3 00 10 00
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H. LEONARD & SONS

GRAND RAPIDS, MICHIGAN.

Selling Agents for Refrigerators and "New Process" Vapor Stoves.



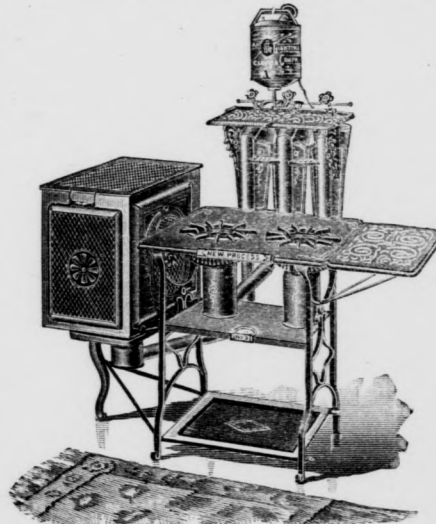
No 60. Leonard Extra Large Refrigerator.

FOR GROCERS, HOTELS, ETC.

DESCRIPTION.

This Refrigerator is designed to supply the wants of those who desire as large a refrigerator as can be conveniently handled without making it in sections. It is made and shipped complete in the most workmanlike manner, and is designed to go through any common door. It has our seven walls, air tight locks, metallic ice rack, and is zinc lined throughout. Furnished with casters. One bar is movable to receive large articles when necessary. Perfect satisfaction guaranteed. Holds 275 pounds of ice. Length, 50 inches; depth, 30 inches; height, 70 inches. Finished in the new "CREMONA" style, the handsomest finish known to the furniture world.

Special Net Price to our Customers, \$33.00

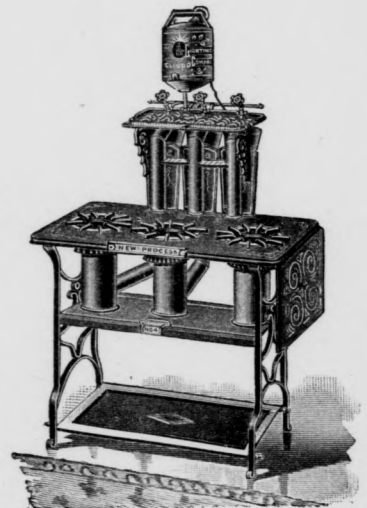


NO. 3 RANGE CABINET

"New Process" Vapor Stove,

With Reflex Russia Iron Oven.

LIST PRICE, \$22.00.



NO. 2 RANGE CABINET

List Price with Reflex Russia Iron oven

\$20.00

If there is no agent in your town, write to us for Special Catalogue and Discounts.

Cooking is made easy by this original evaporating vapor stove. It lights like gas and is absolutely safe. It is the only stove of the kind that is not an experiment—it has had one year of actual trial, and has been

IMPROVED FOR 1891.

The Evaporator has been made removable and the location of the asbestos absorbent has been changed to just below the evaporator. This absorbent is used to prevent the flooding of the burners in cold weather and to do away with the consumption of the fluid by the sub-fire. The sub-fire will not prevent flooding, but the asbestos absorbent will effectually do so, and should it ever be necessary to get at the Evaporator or Absorbent, they can be readily reached. The sub-fire was used in this stove last year and abandoned as unsatisfactory, so do not be deceived by any "cheap talk" of imitating stove manufacturers. If you are agents of this stove, advertise and push the sales, as it is the **LEADER**.

Send for our Catalogue of Summer Goods!



THE "VOLUNTEER"
Lamp Stove. Four Inch Wick.
Per Doz. \$7.50



"GEM" has removable top so you cannot loose the wick. Easy to clean.
No. 1, Two 3-inch wick, each \$1 40
No. 2, " 3 1/2 " " " 1 65
No. 3, " 4 " " " 2 00
No. 1, Double, four 3-inch wicks, 3 00
No. 5, " " " " 4 15
OVENS TO MATCH.

JUNIOR GASOLINE STOVE



Inexpensive. Always gives satisfaction. Thousands sold annually. Will set on top of ordinary stove or table.
No. 1—One burner, net each, \$2 80
No. 2—Two burner [see cut] net each, 4 20
No. 3—Three burner, net each, 5 60
OVENS TO MATCH.



Children's Carriages.

Selling agents for the finest goods manufactured.

Send for illustrated catalogue and discount.

One in a crate.

History of the Sugar Trust.

Theodore A. Havemeyer gave to the investigating committee of the New York Senate the following story of his connection with the great sugar trust:

"When our refinery burned, in 1883, I at first resolved not to rebuild, as I didn't think it safe to continue to do business in this country, manufacturing being subject to changes in the tariff which might make the business worthless. I finally, however, did rebuild, spending \$7,000,000 in eighteen months in doing so. The labor I underwent while doing this nearly cost me my life, and I went to Europe for two years to recuperate. When I returned I thought of forming the firm into a corporation in order to put the property into divisible shape, but was prevented from doing so because the capital of \$5,000,000, which the corporation should have, involved the payment of \$100,000 a year in taxes. Our competitors in Philadelphia had nothing.

"In 1887, John E. Parsons laid before me a proposition of Mr. Searles' to purchase our property. After consulting with my brother we determined to accept for our interest in the firm a certain amount of certificates of the Sugar Refineries Company (the old trust). We became a corporation with a capital of \$500,000 in compliance with the deed of trust. The property which was thus transferred to the Sugar Refineries Company consisted of twelve blocks of ground in Williamsburg, worth, perhaps, \$250,000 a block, and the plant on it—refineries, warehouses, etc.—was worth \$15,000,000, without including the good will. Indeed, I would give \$20,000,000 for a similar plant; but such a one could not be bought. It includes patent processes resulting from the experience of three generations, by which sugar may be made cheaper than anyone else can make it. Our business began in 1880. I make more sugar in one day than my father did in a year. We refined in 1887 about 40 per cent. of the sugar production of the country, and my firm of Harris & Havemeyer in Philadelphia were refining about 15 per cent., so that I was refining 55 per cent. of the entire production of the country. I have driven out of business in five years, to 1880, twenty-five firms. When I went to Washington, I was looked upon as a great monopolist, as I am to-day by this committee, because I could produce cheaper, because I had knowledge and experience, because I did the business on an immense scale and save to ourselves all the profits of middlemen. In other words, where I was making money they were losing it. In 1880, I went down to Washington before the committee on ways and means on the tariff bill. I found twenty-five people who had been driven out of business, attributing my success to everything but the proper thing. They attributed it to my cheating the government. They attributed it to the adulteration of the product. I had to make a hard fight before I could convince the people who legislate for us that that was not true. At the same time they could not know, they did not understand, why I was the only refiner who appeared to get along. I had to convince them. If you want to know how I convinced them I will explain to you.

"I gave Fernando Wood, the chairman of the committee on ways and means, a certain number of questions. These questions he would ask my competitors—questions like the following: 'Mr. Booth, where do you buy your raw sugar?' 'I buy it in New York.' 'Through a broker?' 'Yes.' 'Where is this sugar stored?' 'In warehouses in Brooklyn.' 'All right. How do you get it to your refinery?' 'By lighterage.' 'How do you get it from your dock to the refinery, two blocks from the river?' 'Cart it.' 'What is the expense of brokerage?' 'That is 2½ per cent.' 'What of lighterage?' 'Fifty cents a hoghead.' 'What do you pay for carting a hoghead?' 'Twenty-five cents.' 'So it costs you about a dollar a hoghead before you get the raw sugar to the refinery?' 'Yes.' 'How many hogheads do you use?' 'A hundred and fifty a day.' 'Where do you buy your coal?' 'I have a canal boat come alongside of the dock.' 'What does it cost to get your coal into the refinery?' 'Twenty-five cents.' 'How many tons do you use a day?' 'A hun-

dred.' 'It costs you \$25 a day to get in coal?' 'Yes, sir.'

"Well, that was the line of examination pursued with about all of them. Then they examined me: 'Mr. Havemeyer, where do you buy your sugar?' 'Cuba.' 'Do you pay any brokerage?' 'No.' 'Do you pay any bankers' commissions?' 'No.' 'Draw on you direct?' 'Yes.' 'Then you save this brokerage?' 'Yes.' 'Where does your raw sugar go, to warehouses?' 'No.' 'What is done with it?' 'Land on my dock.' 'What does it cost you to get your sugar into the refinery?' 'Two cents a hoghead.' 'So you save 23 cents a hoghead?' 'Yes, sir.' 'How about coal?' 'Land alongside of the dock; it costs about 2 cents a ton to get it in the refinery.' 'So you save 23 cents on that?' 'How many tons of coal do you use?' 'Six hundred.' 'Do you mean to say that these are your profits over and above Mr. Booth, before you refine a pound of sugar?' 'Yes, sir.'

"That was the explanation how I could do the business cheaper than my competitors. That is the explanation why the Sugar Refineries Company could do business cheaper than our competitors. They don't want any monopoly. There has never been any monopoly. There has never been in my recollection a curtailment in production until the warehouses were so full of sugar that we could not move it, and when you get your warehouses full of sugar your expense of refining increases, not diminishes, because then you have to store it outside and pay expenses."

"If you could refine sugar so much more cheaply than other companies, why did you take them into the trust?" asked Senator Erwin.

"Because I wanted to get them under our control, so as to extend the processes which made us successful," was Mr. Havemeyer's answer. Before the matter could be followed up he said:

"There has been great talk of our cutting out sugar houses. Of the eight which have been dismantled the site of one has been taken for a park, two have been closed because they were too far from the water, one of these being the Dick & Meyer, which burned down. To make up for the loss of these, those remaining have increased their capacity. In the same way the closing of refineries in Boston has been compensated for by the increased capacity of the survivors. Our total output is greater than that of the eighteen companies before they joined the trust and we refine 65 per cent. of all the sugar made. On this we want to make a profit of one-fifth of a cent a pound."

When asked what effect the formation of the trust had had on the price of sugar, Mr. Havemeyer said:

"There never has been, in any sense of the word, what could be called a combination to advance the price. We advanced the price when the market wanted more than we could give them. We decreased the price when our storehouses were filled and we were obliged to sell our stock. The only result of the Sugar Refineries Company was doing business on an immense scale, a concentration of energy, a concentration of capital, its elimination of middlemen—paying no brokerage on raw sugar, and all that. I have reduced the cost of refining sugar from 2½ cents a pound to ¾ of a cent; and the consumer has got the benefit of it."

Although again asked why, if he could undersell other companies, he entered into an arrangement by which they shared the benefit of his secret processes, the witness failed to clear that up further.

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Of yours if developed into invention may benefit the public and bring you a fortune, if patented. Simple inventions and improvements have often brought wealth, and many a good thing has been let drop which might have secured a competence to the inventor had it been patented. For an INVENTOR'S MANUAL, free, giving full information about securing American and foreign patents address N. S. WRIGHT, Patent Attorney, 82 Griswold St., Detroit, Mich.

MICHIGAN CENTRAL

"The Niagara Falls Route."

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

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.

FRID. M. BURGOS, Gen'l Agent, 35 Monroe St.

G. S. HAWKINS, Ticket Agent, Union Depot.

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

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

DETROIT GRAND HAVEN AND MILWAUKEE RAILWAY

TIME TABLE

NOW IN EFFECT.

EASTWARD.

Trains Leave	+No. 14	+No. 16	+No. 18	+No. 20
Grand Rapids, Lv	6:50 a.m.	1:20 a.m.	3:45 p.m.	10:55 p.m.
Ironia, Ar	7:45 a.m.	11:25 a.m.	4:52 p.m.	12:37 a.m.
St. Johns, Ar	8:28 a.m.	12:17 a.m.	5:40 p.m.	1:55 a.m.
E. Saginaw, Ar	9:15 a.m.	1:30 p.m.	6:40 p.m.	3:15 a.m.
E. Saginaw, Ar	11:05 a.m.	3:40 p.m.	8:45 p.m.	
Bay City, Ar	11:55 a.m.	4:35 p.m.	9:35 p.m.	
Flint, Ar	11:10 a.m.	3:55 p.m.	8:0 p.m.	5:40 a.m.
Pt. Huron, Ar	3:05 p.m.	6:50 p.m.	10:30 p.m.	7:35 a.m.
Pontiac, Ar	10:57 a.m.	3:05 p.m.	8:55 p.m.	5:50 a.m.
Detroit, Ar	11:5 a.m.	4:05 p.m.	9:50 p.m.	7:20 a.m.

WESTWARD.

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

*Daily. +Daily except Sunday.

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

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

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 20 Wagner Sleeper.

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

JOHN W. LOUD, Traffic Manager.

BEN FLETCHER, Trav. Pass. Agent.

JAS. CAMPBELL, City Ticket Agent.

23 Monroe Street.

CHICAGO & WEST MICHIGAN RY.

JANUARY 4, 1891.

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

+Week Days. *Every day.

9:00 A. M. has through chair car to Chicago. No extra charge for seats.

1:00 P. M. runs through to Chicago solid with Wagner buffet car; seats 50 cts.

5:05 P. M. has through free chair car to Manistee, via M. & N. E. R. R.; solid train to Traverse City.

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

DETROIT, NOVEMBER 30, 1890.

Lansing & Northern R R

DEPART FOR

A. M. P. M. P. M. P. M.

Detroit and East.....

Lansing.....

Howell.....

Grand Lodge.....

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.

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

TRAINS GOING SOUTH.

Arrive from Leave going	South.	North.
For Cincinnati.....	6:00 a.m.	7:00 a.m.
For Kalamazoo and Chicago.....	10:15 a.m.	7:30 a.m.
For Fort Wayne and the East.....		7:00 p.m.
For Cincinnati.....	5:30 p.m.	7:45 p.m.
For Kalamazoo and Chicago.....	10:00 p.m.	11:05 p.m.
From Saginaw.....	10:30 p.m.	

Trains marked (1) run daily; (2) daily except Sunday.

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

train, parlor chair car for Mackinaw City; 10:30 p. m.

train, Wagner sleeping car for Mackinaw City.

South—7:00 a. m. train, parlor chair car for Cincinnati;

10:30 a. m. train, through parlor coach to Chicago; 6 p. m.

train, Wagner sleeping car for Cincinnati; 11:05 p. m.

train, Wagner sleeping car for Chicago.

Toledo, Ann Arbor & North Michigan Railway.

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

VIA D., L. & N.

Lv. Grand Rapids at.....7:35 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.

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Toledo, Ohio.

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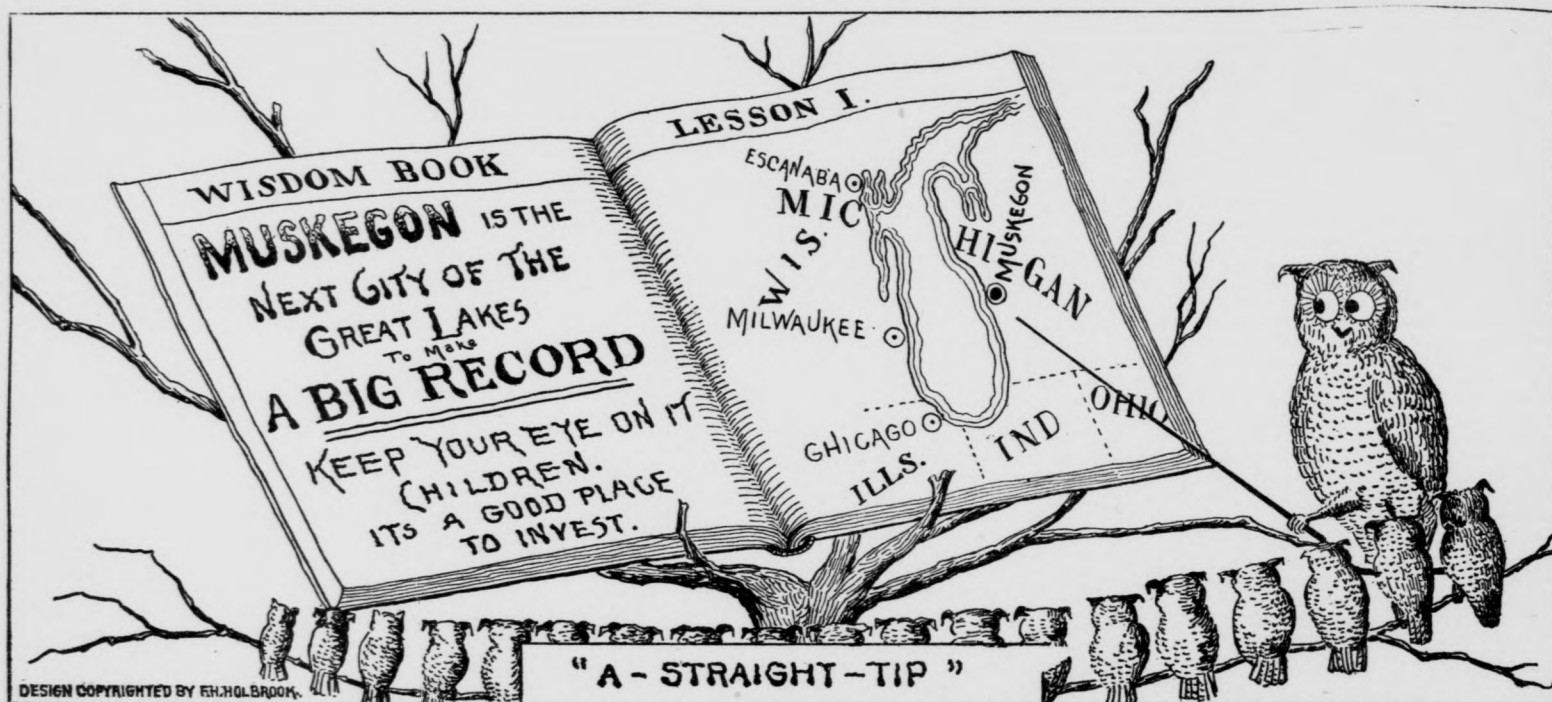
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MUSKEGON'S PROGRESS FOR 1890

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.