

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

\$1 Per Year.

VOL. 9.

GRAND RAPIDS, OCTOBER 21, 1891.

NO. 422

Bananas, Jersey Sweet Potatoes

Received in Car Lots.

Eggs! We will pay market price for all fresh Eggs you can send us. If any to offer write us.

Beans! If you have Beans for sale send sample and price. **WHOLESALE:** Fruits, Seeds, Beans and Produce.

MOSELEY BROS.,

26, 28, 30 and 32 Ottawa St.,

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PEACHES AND BANANAS.

WE ARE HEADQUARTERS.

Mail Orders Receive Prompt Attention.

C. N. RAPP & CO.,

9 North Ionia St., Grand Rapids.

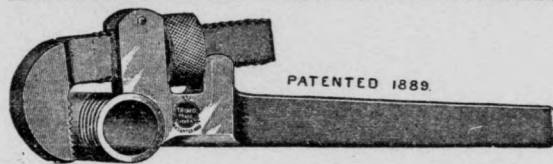
G. S. BROWN & CO.,

— JOBBERS OF —

Domestic Fruits and Vegetables

We carry the largest stock in the city and guarantee satisfaction. We always bill goods at the lowest market prices. **SEND FOR QUOTATIONS.**

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Crackers, Biscuits and Sweet Goods.

MUSKEGON, MICH.

SPECIAL ATTENTION PAID TO MAIL ORDERS.

GET THE BEST!

Jennings'

Flavoring Extracts

SEE QUOTATIONS.

New Line of **PENNY GOODS** for September Trade.

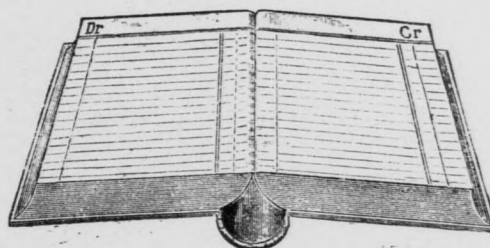
Order Tycoon Gum and Chocolate Triplets.

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THE BEST BLANK BOOK MADE

OPENS PERFECTLY FLAT.



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Sole Manufacturers in Michigan of the

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Jobbers of Wrapping Papers and Twines.

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No. 8 So. Ionia St., - - - Grand Rapids.

Agents Wanted!

SAGINAW, Mich., June 22, 1891.

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GENTS—In connection with our order for "Albion Patent Flour" which you will find enclosed, permit us to say that we have used your Albion Patent for the past fifteen years and it has always given universal satisfaction. We consider it the best brand of flour, for family use, that we handle. Yours very truly,

WELLS STONE MERCANTILE CO.

We wish to place this brand in every city and town in Michigan, and give the exclusive control to responsible dealers. There is money in it for you. Write for particulars. Perfect satisfaction guaranteed in every instance.

ALBION MILLING COMPANY, Albion, Mich.

TELFER SPICE COMPANY,

MANUFACTURERS OF

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

1 and 3 Pearl Street,

GRAND RAPIDS

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Manufacturers and Jobbers of Boots and Shoes.



Our fall lines are now complete in every department.

Our line of Men's and Boys' boots are the best we ever made or handled.

For durability try our own manufacture men's, boys', youths', women's, misses' and children's shoes.

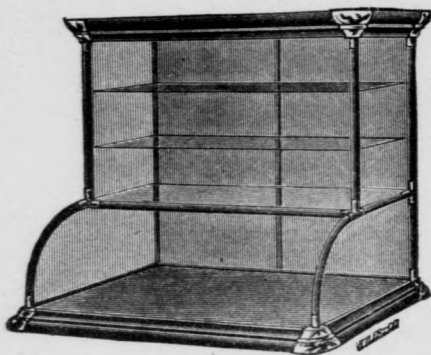
We have the finest lines of slippers and warm goods we ever carried.

We handle all the leading lines of felt boots and socks.

We solicit your inspection before purchasing. "Agents for the Boston Rubber Shoe Co."

LEMON & WHEELER COMPANY,
IMPORTERS AND
Wholesale Grocers
GRAND RAPIDS.

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Show Cases

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.

63 and 65 Canal St., - GRAND RAPIDS.

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GRAND RAPIDS, MICH.

Dealers in Illuminating and Lubricating

-OILS-

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave.

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Highest Price Paid for Empty Carbon and Gasoline Barrels.

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SALT FISH

POULTRY & GAME

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See Quotations in Another Column.

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Winter St., between Shawmut Ave. and W. Fulton St.,

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COLD STORAGE FOR BUTTER, EGGS, CHEESE, FRUITS, AND ALL KINDS OF PERISHABLES.

Dealers and Jobbers in Mowers, Binders Twine, Threshers, Engines, Straw Stackers, Drills, Rakes, Tedders, Cultivators, Plows, Pumps, Carts, Wagons, Buggies, Wind Mills and Machine and Plow repairs, Etc.

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IMPORTERS AND WHOLESALE DEALERS IN

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

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MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, OCTOBER 21, 1891.

NO. 422

Our Complete Fall Line of Holiday and Fancy Goods

Will be ready September 10th. It will pay every merchant handling this line of goods to examine our samples.

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

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I WANT TO BUY one or two thousand sand cords of good 16-inch beech and maple wood.

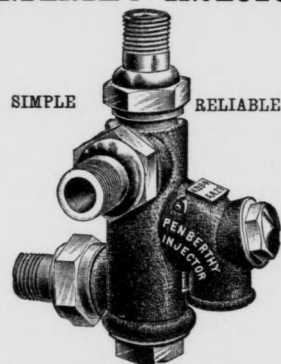
I ALSO WANT TO SELL Lime, Imported and Domestic Cements, Fire Brick, Sewer Pipe, Drain Tile, Hay, Grain, Feed, Oil Meal, Clover and Timothy Seed, Land Plaster, Etc.

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The Most Perfect Automatic Injector Made.

42,000 in actual operation. Manufactured by **PENBERTHY INJECTOR CO.,** DETROIT, MICH.

THE Grand Rapids FIRE INS. CO.
PROMPT, CONSERVATIVE, SAFE.
S. F. ASPINWALL, Pres't
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IT WILL PAY YOU
To Buy **ALLEN B. WRISLEY'S**
GOOD CHEER SOAP.
Leading Wholesale Grocers keep it.

PEOPLE'S SAVINGS BANK.

Cor. Monroe and Ionia Sts.,

Capital, \$100,000.

Liability, \$100,000

Depositors' Security, \$200,000.

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Agents for the CANDEE Rubber boots, shoes, articles, lumbermen's, etc., the best in the market.

We carry the finest line of felt and knit boots, socks and rubber clothing in the market. Send for price list and discounts.

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We quote:

Solid Brand Oysters.

Selects..... 28 E. F..... 23
Standards..... 30

Daisy Brand Oysters.

Selects..... 26 Standards..... 18
Favorites..... 16

Our Favorite Brand.

Mrs. Withey's Home-made Mince-Meat.
Large bbls..... 6 Half bbls..... 6 1/2
40 lb. pails..... 6 1/2 20 lb. pails..... 6 1/2
10 lb. pails..... 7
2 lb. cans. (usual weight)..... \$1.50 per doz.
5 lb. cans..... \$3.50 per doz.
Choice Dairy Butter..... 19
Pure Sweet Cider, in bbls..... 15
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Will pay 40 cents each for Molasses half bbls.
Above prices are made low to bid for trade.
Let your orders come.

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GENERAL

Commission Merchants

And Wholesale Dealers in

Fruits and Produce.

We solicit correspondence with both buyers and sellers of all kinds of fruits, berries and produce.

SAGINAW, E. Side, MICH.

THE HILLIARD FARM.

The farm adjoined ours on the east—a large tract of over three hundred acres and wonderfully favored in situation and soil. Through many generations of the Hilliard family, it had been widely noted as the best farm in our own and surrounding counties, but for some years before the time of which I write, it had rapidly gone to ruin through Nathan Hilliard's advancing age and failing health.

He was a broken old man, left entirely alone by the death of his good wife and of his only son, on whom he had fondly relied to keep the place worthy of its name. After this affliction he lost heart. Mother and I, who had been as intimate with the family as if we had been members of it, often watched his discouraged efforts to keep the place going, and father frequently sent over our men to help; but a farm needs a strong guiding heart as much as the sunshine and rain.

How well I remember the day he came over, with his face at last showing the purpose to tell us his trouble! It was early fall, when, through the clear, cool days, the men were everywhere busy sowing; but he had spent the most of the week before upon his front porch in deep study, and we knew—at least I did, being the most interested in him—that he was considering a plan.

Father was sitting upon our side porch cleaning his shot-gun, for early that morning he had seen wild pigeons flying over the woods along the creek, and I sat inside the nearest window doing our week's mending; so I easily heard the conversation that followed—Nathan asking me to stay where I was.

I pitied him more than ever; he was so trembly and uncertain. I had watched him standing inside his front-yard fence debating whether he should come over, and had seen him stop twice in the path across the narrow field between the two houses.

"Good morning, Hilliard," said father, cheerily, "come up and sit down. You're looking right well this morning."

"I'm not feeling it," Nathan replied, sitting down. "I did feel better all summer, but I'm so afraid of the fall and winter."

"Oh! you mustn't borrow trouble. You have many good years before you. Come along with me to-morrow morning to the bottoms. I saw pigeons over there, and I'll warrant you'll bring down as many as you ever did."

"No, thank you, Eastwood," Hilliard replied, shaking his head sadly. "My hunting has all been done. I'm an old man, and I know my best days are over. It was hard for me to make up my mind to that. I've tried to make myself believe that the farm's going all right, but it isn't, and I've got to give up at last. Everybody knows what our farm has always been. My father got it from his father and handed it down to me; and now in my time its gone to wrack. Each of them had some one to leave it to and died proud of it and satisfied about its

future. But I haven't, Eastwood. They're all gone, and I must soon go after them, with no hope for the old place. It's mighty hard on me, Daniel, when we Hilliards have been so proud of it—too much so, maybe."

"Why, there are plenty of young farmers about, Nathan, who would be only too glad to become your tenant," said father, "I'll willingly help you pick the best one for the purpose."

Hilliard shook his head.

"That wouldn't satisfy me, Daniel; he wouldn't be a Hilliard."

"There are certainly some of your family living, aren't there?"

"Only one, that I know of, and that's what I came over to talk about. He lives out in Illinois—Isaac Hilliard, my nephew. His father Tom, as you remember, died some years ago. He has been angry with me since father died. He always contended that the farm here was too large, and he tried hard to talk father into dividing it between us, half and half, on his deathbed, but he failed, and went away angry and dissatisfied with the smaller farm in Illinois. I would have been willing enough to divide, but father's last request was for me to keep the old place together, as it always had been, and up to the mark. I did all I could to make Tom friendly, but he wouldn't listen. Now I'm afraid maybe I did wrong by him; spiting the living that way for the wishes of the dead, and I've made up my mind to ask Isaac to come in and be my tenant. What do you think of it?"

"Well, Nathan," father said, thoughtfully, "if you are satisfied that Isaac is a good enough farmer to take charge of it, I would send for him."

"I'm pretty well satisfied; and then, Eastwood, maybe it would ease my mind some, on account of Tom. I don't want to die thinking I didn't do rightly by him and his folks. I'll write to Isaac, and maybe I'll again see the old farm like it once was. I want to keep it in my name while I live, and, if Isaac brings it back, I can be almost as satisfied in turning it over to him when I die as to my own son, if he had lived."

A month later we saw Isaac and his family arrive. Father, mother and I watched them from our window. Isaac looked a strong, energetic, capable man, but neither mother nor I felt satisfied somehow with the wife. Mother feared she was a self-willed woman, and I fancied she was not as considerate of poor old Nathan as she ought to be.

But the farm brightened at once, and the old man with it. For a short while after he came over almost every day. He joked in his old way with me about Lucinda, Isaac's wife, making better patch-work quilts than I could, and rallied father about their hogs being so much bigger than his. But none of the new people came over, except once the mother sent a young daughter to tell us that if we ever wanted to see the chickens again that were over there scratching, we had better come over for them.

After this, we weren't surprised at the

change that came over Nathan. He stopped coming so often; joked no more; sat much alone on their back porch, and many times I saw him far away across the farm, sitting for hours on a fence-top, looking at the ground.

One early November day, when he had not been to see us for several weeks, he hobbled over. He had faded sadly, and seemed generally miserable. I gave him a comfortable chair by our dining room fire, and, as we were alone, I determined to find out the trouble.

"Nathan," I began, "your nephew is making the farm look like old times."

"Isn't it?" he answered, with a little show of pleasure. "Isaac is certainly a splendid farmer."

"But are they as good to you as they are to the farm?" I asked, bluntly.

His lips trembled at once, and his hands, too, as he caught the crook of his cane more tightly and looked appealingly at me.

"I am afraid they're not," I added. "You're not a bit like you were."

"It's the cold weather," he said, looking at the floor. "The cold weather, that's all. I'll be all right in the spring."

"But are you sure, Nathan, that they do all for you they should? Do they treat you as they should one who has given them such a good home?"

"Yes; oh, yes; they're good to me. People have different ideas of duty, Annie. Away out in Illinois they don't think exactly as we do, maybe. I wasn't quite used to their ways at first, but I am now. If there's anything wrong it's all me. I'm worrying myself. I can't think but what I didn't do altogether right by Tom, and I've been thinking that maybe I owe it to Isaac to put the farm in his name now."

He paused a moment, looking at me keenly; then added:

"I thought I would do it soon, as a surprise to them. Maybe I'll feel easier then."

I saw it all, then, and said impulsively: "You mean, Nathan, that you hope they'll treat you better after you give them the farm. Isn't that it?"

"You mustn't say it that way," he said, simply, rising to go. "No, I can't answer that that's it. I don't think I could put the place in better hands. No, Annie; you're too hard on them, and you mustn't be."

I watched him feebly pushing his way across the brown field against the November wind, that seemed to buffet him in the same spirit that it twisted the dead leaves from the boughs and flung them to the ground.

That was the last we saw of him until one day in December. It had snowed all night, and father went out to help shovel a path. He came in soon to tell me he had stopped Isaac Hilliard to ask him about old Nathan. He looked confused, father said, and at a loss for an answer, but had been relieved by his wife calling sharply to him to come in.

This was enough to set me fancying the poor old man sick and poorly attended or neglected by those people. I hurriedly prepared a bowl of broth and started over. It was snowing again, and in the narrow path I almost ran against a man who was in a great hurry.

"Oh, Miss Annie," he said, "I was just coming to see you or your father!"

It was old Ben Link, who had spent nearly all his life in the service of the

Hilliards and had left Nathan only when compelled to by age.

"What is it, Ben?" I asked.

"Miss Annie," he answered, with excited indignation, "they," motioning toward the Hilliard house, "have sent poor old Nathan to the poor-house."

I did not wait for the particulars, but, with Ben following, ran home. We found father in our workshop putting a new seat in the basket-sleigh.

"Father, you must hitch up at once," I said. "Those people over there have sent Nathan to the poor-house; and as long as our house stands he must never want for a home."

Mother and I had a fire roaring in our great spare room and the bed all ready, with hot sticks of wood between the sheets at the foot, by the time father and Ben brought the old man in.

He had had a cruel shock, and for weeks its seemed a fatal one; but our care was rewarded. It was a glorious day late in January when we helped him down-stairs to the table. We all believed that we could cheer him back to his former self, but soon saw that our hopes were in vain. I could not conceal my disappointment, and often spoke harshly against his folks; but he always gently checked me.

"Don't judge them too hard, Annie. You know I was feeble and of no use, and they had too much work to do to care for a sick old man. It was all my fault that there was so much to do. I had let the farm run down awfully. I had given them the farm, but still I kept thinking I hadn't done enough yet to make up for sending Tom off in anger, and I saw that they would be better if I was out of the way. So I was willing to go. Don't blame them too hard, Annie."

With particular earnestness did he excuse them one bright spring day, as he sat in his favorite place—an easy-chair by the window, where he could look across at his old home. The place looked better than it had for several years. The fences were straightened and newly whitewashed, painters were there brightening the house, and spring was adding her bursting buds and blossoms to the renewing of the Hilliard farm.

"Just see, Annie," he said, as I left him to go to some one who wanted to see me, "what a change Isaac has made. He'll soon have the old place as fine as in its best days, and, when I get well, I wonder if he would let me take just one more walk over it. Some time, if you see him, ask him, won't you?"

I was surprised to find that it was Isaac who wanted to see me. His manner was humble, with shame plainly showing in his face. This kept me from telling him what I had always thought I would.

"I have come over to see Uncle Nathan," he said, with his eyes on the floor.

Then, raising them manfully, he looked straight at me, and continued: "Miss Eastwood, we have made a sad mistake. We're ashamed, and sorry for it. We don't try to excuse ourselves, but we want him back with us again. Will you let me go in and ask him to come?"

I couldn't say all the harsh things in my mind, or tell him that I suspected there was something more he wished to get out of the old man. There was too much sincerity in his tone for that, and I could only feel how happy it would make Nathan to go back again. I quietly opened the door, and we walked in.

I laid my hand on Nathan's shoulder, and Isaac started to speak; but my hand fell to my side, and he stopped speaking. We had seen that the invitation was too late, and that the old man had passed away with his last looks resting on the beloved Hilliard Farm. H. M. HOKE.

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.

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.

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THE NEW YORK BISCUIT CO.,

S. A. SEARS, Manager.

Cracker Manufacturers,

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

TUCKER, COADE & CO., General Commission Merchants

Headquarters for Jersey Sweet Potatoes, Cape Cod Cranberries, Spanish Onions.

Potatoes and Onions in ear lots or bushel; also choice Butter and Eggs and all kinds of Foreign and Domestic Fruits in their season. We can fill orders for all kinds of winter apples at lowest figures. Write or wire for quotation on Onions and Potatoes.

TUCKER, COADE & CO.,

Will pay highest market price for EGGS at all times.

The Largest Stock of

Ladies', Misses', Children's and Infants'

-CLOAKS-

ever seen under one roof is at

MORSE'S

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Send for our Price List.

P. Stecker & Sons WHOLESALE DRY GOODS.

81 and 83 Monroe St.

10, 12, 14, 16 and 18 Fountain St.

OLD MAN SLIM.

He Retires from Business and says "Good-Bye."

QUEEN'S HOLLOW, Ont., Oct. 17.—This, no doubt, will be the last letter you will ever receive from me, as the firm of Slim & Slim is dissolved and the business—what is left of it—has passed into other hands. Ever since we have been in business, we have had a succession of summer droughts and open winters and prevailing low prices for farmers' produce. This season is, indeed, an exception. Crops are heavy and prices are fairly good; but Jo. Gobdarn appeared on the scene, and that was more injurious to us than fourteen cyclones followed by a first-class famine. The methods adopted by him in building up his trade were unique and they have proved highly successful. The giving away of the old odds and ends of the Cronk stock, although having the appearance of recklessness and improvidence, was a lucky hit. For every dollar's worth of the old stock which was advertised and given away, five returned to take its place. He carries several lines of cheap American goods and sells them at prices which will barely cover cost and customs duties, to say nothing of freight and profit. He pays more for farmer's produce than we can possibly afford to pay. Right from the start he has paid, on an average, two cents per dozen for eggs in excess of the highest notch in the Canadian market. Many people suspect that his egg crates cross the river on the same mysterious vehicle which transports his American goods into Her Majesty's Dominion. If this vague suspicion be founded on fact (which I verily believe to be the case, and so does Izik), it follows that Gobdarn could well afford to pay the extra two cents, for they are worth only 11 cents here, and on your side of the fence they are quoted at 17 cents—a difference which will just about account for the McKinley tariff and the transportation charges to the American market. Yet, strange to say, there are certain old fossil remains, like Old Cronk, who are so dyed-in-the-wool with torism, that they think that our Ontario farmers are making more money and adding more to their prosperity by selling their hen fruit to John Bull at five cents per dozen less than might be obtained at home from their independent, but highly respected neighbor and relative on their mother's side—Uncle Samuel.

Of course, there has always been more or less talk (and I have always thought there was something in it, and so has Izik) about short weights and crooked dealings at Gobdarn's, but the people seem to like it, for they run there to do their trading. Gobdarn belongs to no church, but he contributes liberally to all three and holds himself out as a possible victim for either, which creates a sort of strife between them in their efforts to please by patronizing him.

Izik, I am sorry to say, is just as worldly as ever. He says I ought to feel highly gratified at the manner in which the little flock of which I am a member deserted me and went over to the sharp skinflint of a worldling like Gobdarn. He says he will never join a religious society until he finds one that carries brotherly love enough aboard to rescue him in case a passing wave should wash him overboard. He says any brotherly love which is too weak to float bread and butter may be all right on some other planet where the diet is thin air, but it is a fraud and a delusion on this earth, where selfishness runs rampant and virtue struggles for an existence.

Another cause for retiring from business is, that there has been frequent calls for money on Izik's canning factory stock, owing to expensive repairs this season, and the money had to be taken out of the business, where it was needed. The stock might have been sold, but Izik had been offered the secretaryship, with a salary of \$1,000, as soon as he was eligible—the by-laws requiring that the Secretary should hold in his own right and name a certain amount of paid-up stock. You will notice that Izik is thus provided for in the future, whatever becomes of the old man. Well, I traded off a good home and a certain livelihood for

a temporary stopping place, and a livelihood that has turned out to be very uncertain—all for the sake of giving the boy a chance. Well, he has had a chance. For nearly four years he has been courting fortune and has striven honestly and faithfully to win her smiles; but she is fickle and those who succeed in having their names recorded among her selected admirers are few, indeed, as compared with the number who fail to attract even a passing notice.

We get 75 cents on the dollar, which will leave us, after paying all indebtedness, about \$1,000, one half of which I will give Izik. This will enable him to pay up the balance of his canning factory stock and secure him the secretaryship. This will leave me with \$500 and an equity in the store building, valued at \$500. I put in a fifty acre farm, worth \$2,500; stock and implements, \$500; and cash, \$500—a total of \$3,500. Land has risen in value in this section and the little farm is now worth \$10 per acre more than when I parted with it; but sister Tubbs says I ought to feel thankful that I got out of it as well as I did. She says that in all her time she never knew but two men to go into the store keeping business and come out of it with a second shirt to their back, and both of them lost their first shirts. This has been very consoling to me, and it has revived that old idea which you will remember got into my head awhile ago and gave me such a renovating. Sister Tubbs is a very likely person and she doesn't appear to think any less of me on account of my changed circumstances. She calls me Mr. Slim just the same as she did before, whereas with the general public it has got to be "Old Slim."

Of course, Izik will have to move over to Loyaltown, and Tillie says father can't live on the rent of the store and that she won't go a step unless "father" goes, too. God bless her! I tell her never mind father; he'll take care of himself, somehow, and be all right, so long as she and Izik get along and do well.

Yes, I believe I'll ask sister Tubbs to pin her declining years to my weather-beaten old hulk and together we'll float out into the great ocean of forgetfulness.

OLD MAN SLIM.

The Potato Crop.

Potatoes are not yielding as heavily as was expected in the great shipping sections of Nova Scotia, Prince Edward Island and New Brunswick, because ripening came on sooner than usual. In Nova Scotia the yield will be under the average on fully the usual acreage, and Halifax is paying 37@40 cents per bushel at wholesale and 50 cents at retail. The yield is splendid throughout the United States, and in the northwest territories. The Cuban market took large quantities of American tubers at \$3@3.50 per barrel to October 1, which equals about \$2@2.50 per barrel at our Atlantic coast ports, but with heavier shipments from both the United States and Canada prices must fall. The shortage in the south of Ireland is evidently more than offset by the enormous crop in North Ireland, as the enormous yield has put prices down to 25@30 cents in the Londonderry market, and values are expected to go still lower when cereals (which are also good in this part of Ireland) are harvested.

Practical Miller Wanted.

LUTHER, Oct. 15.—The business men of this place are organizing a stock company for the purpose of erecting and equipping a first-class roller process flouring mill, sufficient funds having already been pledged. The only thing lacking is the co-operation of a first-class miller who understands all branches of the business and can take entire charge of the mill. The company prefers to secure the services of a man who can be identified with the enterprise to the extent of contributing to the capital stock, but is not tenacious on this point. Should this happen to meet the eye of a first-class miller who wishes to locate in a first-class town, he is requested to communicate with Ernest Nicholson, Secretary of the Luther Business Men's Association.

BUILT FOR BUSINESS!

Do you want to do your customers justice?

Do you want to increase your trade in a safe way?

Do you want the confidence of all who trade with you?

Would you like to rid yourself of the bother of "posting" your books and "patching up" pass-book accounts?

Do you not want pay for all the small items that go out of your store, which yourself and clerks are so prone to forget to charge?

Did you ever have a pass-book account foot up and balance with the corresponding ledger account without having to "doctor" it?

Do not many of your customers complain that they have been charged for items they never had, and is not your memory a little clouded as to whether they have or not?

Then why not adopt a system of crediting that will abolish all these and a hundred other objectionable features of the old method, and one that establishes a CASH BASIS of crediting?

A new era dawns, and with it new commodities for its new demands; and all enterprising merchants should keep abreast with the times and adopt either the

Tradesman or Superior Coupons.

COUPON BOOK vs. PASS BOOK.

We beg leave to call your attention to our coupon book and ask you to carefully consider its merits. It takes the place of the pass book which you now hand your customer and ask him to bring each time he buys anything, that you may enter the article and price in it. You know from experience that many times the customer does not bring the book, and, as a result, you have to charge many items on your book that do not appear on the customer's pass book. This is sometimes the cause of much ill feeling when bills are presented. Many times the pass book is lost, thus causing considerable trouble when settlement day comes. But probably the most serious objection to the pass book system is that many times while busy waiting on customers you neglect to make some charges, thus losing many a dollar; or, if you stop to make those entries, it is done when you can ill afford the time, as you keep customers waiting when it might be avoided. The aggregate amount of time consumed in a month in making these small entries is no inconsiderable thing, but, by the use of the coupon system, it is avoided.

Now as to the use of the coupon book: Instead of giving your customer the pass book, you hand him a coupon book, say of the denomination of \$10, taking his note for the amount. When he buys anything, he hands you or your clerk the book, from which you tear out coupons for the amount purchased, be it 1 cent, 12 cents, 75 cents or any other sum. As the book never passes out of your customer's hands, except when you tear off the coupons, it is just like so much money to him, and when the coupons are all gone, and he has had their worth in goods, there is no grumbling or suspicion of wrong dealing. In fact, by the use of the coupon book, you have all the advantages of both the cash and credit systems and none of the disadvantages of either. The coupons taken in, being put into the cash drawer, the aggregate amount of them, together with the cash, shows at once the day's business. The notes, which are perforated at one end so that they can be readily detached from the book, can be kept in the safe or money drawer until the time has arrived

for the makers to pay them. This renders unnecessary the keeping of accounts with each customer and enables a merchant to avoid the friction and ill feeling incident to the use of the pass book. As the notes bear interest after a certain date, they are much easier to collect than book accounts, being *prima facie* evidence of indebtedness in any court of law or equity.

One of the strong points of the coupon system is the ease with which a merchant is enabled to hold his customers down to a certain limit of credit. Give some men a pass book and a line of \$10, and they will overrun the limit before you discover it. Give them a ten dollar coupon book, however, and they must necessarily stop when they have obtained goods to that amount. It then rests with the merchant to determine whether he will issue another book before the one already used is paid for.

In many localities merchants are selling coupon books for cash in advance, giving a discount of from 2 to 5 per cent. for advance payment. This is especially pleasing to the cash customer, because it gives him an advantage over the patron who runs a book account or buys on credit. The cash man ought to have an advantage over the credit customer, and this is easily accomplished in this way without making any actual difference in the prices of goods—a thing which will always create dissatisfaction and loss.

Briefly stated, the coupon system is preferable to the pass book method because it (1) saves the time consumed in recording the sales on the pass book and copying same in blotter, day book and ledger; (2) prevents the disputing of accounts; (3) puts the obligation in the form of a note, which is *prima facie* evidence of indebtedness; (4) enables the merchant to collect interest on overdue notes, which he is unable to do with ledger accounts; (5) holds the customer down to the limit of credit established by the merchant, as it is almost impossible to do with the pass book.

Are not the advantages above enumerated sufficient to warrant a trial of the coupon system? If so, order from the largest manufacturers of coupons in the country and address your letters to

THE TRADESMAN COMPANY,
GRAND RAPIDS.

AMONG THE TRADE.

AROUND THE STATE.

East Jordan—H. L. Page has sold his hardware stock to W. H. Healey.

Clinton—W. C. Rogers has sold his harness stock to H. Wiltse & Son.

Bay City—Oliver Denshaw is succeeded by E. T. Boden in the drug business.

Harrison—Ellis Hughes succeeds E. Hughes & Co. in the grocery business.

Arcadia—F. M. Stockman will put a general stock in John Sexton's new store.

Lyons—C. White has purchased the confectionery stock of Enoch Watkins & Co.

Ludington—Ernst & Hartman are succeeded by Julius Ernst in the meat business.

Belding—Z. W. Gooding has sold his grocery and restaurant business to Wm. Reynolds.

Adrian—Adolph Wheeler succeeds Wheeler & Aldrich in the boot and shoe business.

Gladwin—Barber & Graham succeed Barber & Campbell in the dry goods, bazaar and stationery business.

Midland—A. E. (Mrs. A. S.) Cody, dealer in clothing and notions, has sold her notion stock to E. O. Shaw.

Caledonia—C. F. Beeler will shortly move his drug stock into the brick store recently erected by J. E. Kennedy.

Big Rapids—F. H. Kierstead has sold his meat market to S. O. Littlefield, who will continue the business at the same location.

Sunfield—E. M. Snyder has purchased the drug and grocery stock of Stinecomb & Co. and will continue the business at the same location.

Belding—Holmes & Connell, druggists, have taken possession of the new brick store erected by L. L. Holmes. The fixtures are new throughout, being finished in antique oak.

Morley—L. L. Whitbeck has sold his meat market to C. J. Hicks and A. All, of Lakeview, who will continue the business at the same location. Mr. Whitbeck will shortly remove to Virginia.

Wacousta—N. J. Streeter has exchanged store buildings with C. H. Manzer, at Delta, and the two have exchanged locations. Mr. Streeter removing his general stock to Delta and Mr. Manzer removing his drug and grocery stock to this place.

Rockford—Wm. Forrest, who has clerked in Neal McMillan's drug store for the past five years, has begun the erection of a two-story brick store building, which he expects to have ready for occupancy by Christmas. Mr. Forrest will occupy the ground floor with a drug stock.

MANUFACTURING MATTERS.

Ada—E. Niles & Son have embarked in the manufacture of mince meat, cider and apple butter.

Kalamazoo—The Hanselman Candy Co. has so far recovered from its recent fire as to be able to fill orders again.

Ovid—The Ovid Carriage Works has purchased the plant formerly operated by the Scofield Buggy Co. and will continue the business.

Manistee—Geo. W. Hopkins, of Bear Lake, recently sold to Buckley & Douglas, of this city, the timber on 680 acres in Cleon for \$7,000.

Cheboygan—Pelton & Reed have received a raft of 1,500,000 feet of logs from Canada, recently purchased by the firm in the Georgian Bay district.

Rogers City—Hamilton & Mulvaney, operating at Lake May for Alger, Smith & Co., have 4,000,000 feet on the skids. These logs will be taken out on an extension of the Alger road to be built.

Leland—Jacob Swartz, of Good Harbor, has bought the entire interest of the Leland Iron Co., paying \$14,000. A company has been formed to manufacture hardwood lumber, shingles and staves.

Farwell—Grimm & Wood will run a camp in Gilmore township, Clare county, the coming winter, and will cut 150,000 feet of pine and hemlock, 250 cords of pail bolts, 500 cords of shingle bolts and 1,000 telegraph poles.

Houghton—The Kirby-Carpenter Company has purchased from the J. C. Ayers estate the pine timber on 10,271 acres of land in Houghton county, mostly tributary to the Paint river. The consideration is \$144,000, half cash, balance on or before four years from date.

Raiguel—The lumbering firm of Lenhard & Miller has dissolved partnership, dividing the property between them, Lenhard taking the sawmill, which he will start up again next April at the old stand, and Miller taking the shingle mill, which he will move to new quarters soon.

Manistee—Salt is accumulating on dock at this point, the Michigan Salt Co. not being able to take care of it as fast as it is turned out. The past month our output was 135,731 barrels, which was a considerably larger amount than any of the other counties in the State furnished.

Marquette—A deal was made in this city the other day that shows the value of some of the timber lands acquired by homesteaders. D. J. Norton purchased from Napoleon Bertram his homestead of 160 acres for \$17,000 cash. The land is valuable only for the timber, the estimate on the pine being 4,000,000 feet.

Gladwin—W. B. Tubbs, who has operated a shingle mill on the Sanborn branch in Gladwin county, is removing it to a site on the Gladwin branch of the Michigan Central, two miles west of Hawes bridge, where he has taken a contract to cut a large quantity of shingle timber. It is expected the mill will be stocked at that point several years.

Saginaw—Isaac Bearinger has returned from Georgian Bay, where Sibley & Bearinger have started two camps. He says they will only put in 6,000,000 feet, which, with 12,000,000 hung up this season, and which, it is expected, will come out early in the spring, will give a total of 18,000,000 feet for the next seasons, against 50,000,000 handled by the firm the present year. Mr. Bearinger says stumpage is getting too high in the Georgian Bay country to induce buyers.

Bay City—The Bradley-Hurst Lumber Co. will cut 25,000,000 feet of logs for the mill at Deer Park, on Lake Superior, the coming winter, and Mr. Hurst will put in 12,000,000 feet on his own account. Mr. Hurst regards the prospects for the lumber trade the coming year as much improved. The large crops and good prices will stimulate the farmers to erect and repair buildings and also materially help building operations in the cities and towns, all of which will conduce to an unusually large consumption of lumber, while production this year, he thinks, will not be so great as to glut the market.

Muskegon—Lumberman in this section are already preparing for the winter's campaign in the woods, and in some in-

stances men have been sent forward and camps are being placed in readiness. Several of the well-known lumbermen will clean up their remaining holdings on the Muskegon the coming winter, and after the present year there will be but few winter camps operating on the river. Almost all of the remaining tracts of timber are owned by heavy operators who have their logging roads and equipments for summer work, and most of the logs after this season will be taken to the streams over these roads, or else brought to the city directly by rail.

Muskegon—Work on the Muskegon River has been completed, and every log which was banked last winter or put into the stream during the summer over the logging railroads has been run through the sinuous route to the booming company's store booms in Muskegon lake. The number of pieces handled is 2,523,893. At the corresponding date last season the number of pieces handled was 3,200,000. Under the manipulations of President Hills and his well trained lieutenants and river crew, the stream has been driven in better shape and with probably less expense than has ever been known in the history of operations upon this stream.

Bank Notes.

Among those interested in the new American Commercial and Savings Bank, about to be organized at Saginaw and located in the building now occupied by Isaac Bearinger for office purposes, are the following well-known gentlemen: M. Jeffers, J. Seligman, I. Bearinger, W. G. Emerick and John M. Nicol, the latter being cashier of the American Banking and Saving Institution of Detroit. It is generally understood that W. G. Emerick, who was for some time manager of Michigan's Bank of Commerce, and who recently established himself in Detroit as a lawyer, will be appointed cashier. A meeting to effect permanent organization and elect officers will be held at an early day.

The newly-organized Elk Rapids Savings Bank is officered as follows: President, R. W. Bagot; First Vice-President, H. H. Noble; Second Vice-President, B. R. Moore; Cashier, F. B. Moore. Directors: R. W. Bagot, H. H. Noble, H. B. Lewis, E. S. Noble, W. M. Andrus, M. B. Lang, J. H. McLane, W. H. McLane, F. R. Williams, B. R. Moore, F. B. Moore.

A. Young, senior member of the firm owning the Bank of Mancelona, was in the city several days last week for the purpose of ascertaining a desirable location for a general stock, which he proposes to manage, turning over the management of the banking business to his sons.

When the large shippers of the city unanimously petitioned for a reduction of the seaboard freight rate to 92 per cent. of the Chicago basis, the railway managers of the trunk lines replied that they could "not see a way open to grant the request," but would concede a reduction to 96 per cent. The shippers of the city thereupon began negotiations looking toward the opening of a water route from Buffalo to Grand Rapids and the indications are that the plan will be carried into effect. In case the project is successful, it will be interesting to note whether the aforesaid railway managers will not be able to find a way to meet the concession originally demanded.

Premature Shipment of Oranges.

"Florida oranges are beginning to arrive," said Ben W. Putman, the other day, "but they are too green for any use, and any dealer who values the health of the community will positively refuse to handle such stuff. The best packers in Florida will not touch their fruit until the middle of next month, for the reason that it is neither healthful or profitable to pick so early. The green fruit which is now coming in will barely color, and when it does color, it will have a pale, sickly cast which is repulsive, besides being sour and bitter to the taste. Early shipments of this kind are prompted solely by greed, in the expectation of taking advantage of the early market, and I heartily hope that every premature shipment will result in loss to both consignor and consignee."

Country Callers.

Calls have been received at THE TRADESMAN office during the past week from the following gentleman in trade:

L. J. Fasquelle, Petoskey.
L. Cook, Bauer.
Ola Johnson, McCords.
Boven & Knol, Graafschaf.
R. B. Gooding & Son, Gooding.
M. F. Owen, Rome City, Ind.
Smallegan & Pikaart, Forrest Grove.
Frank O. Lord, Grand Lodge.

FOR SALE, WANTED, ETC.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisement taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

DRUG STORE FOR SALE AT A BARGAIN IN THE growing village of Caledonia, surrounded by rich farming country. Will sell on easy terms. Must quit the business on account of poor health. Address J. W. Armstrong, Caledonia, Mich. 319

FOR SALE—FRESH STOCK GROCERIES. WILL INVENTORY about \$700. Centrally located in this city. Good business and good reasons for selling. Address No. 317, care Michigan Tradesman. 317

FOR SALE—HARDWOOD LUMBER MILL, SIX miles from railroad, with plenty of timber for several years' cut. Shingle machine in running order if desired. Saw mill ready to set up. Teams, trucks, sleighs, shop and building all in order to begin work at once. Address J. J. Robbins, Stanton, Mich., or Hunter & Reid, 121 Ottawa street, Grand Rapids. 312

FOR SALE—AT A BARGAIN, FURNITURE FACTORY with capacity for fifty men. Seven acres of land. Both water and steam power. Can load goods directly from store house on cars of two railroads. Address Lowell Furniture Co., Lowell, Mich. 323

FOR SALE—DRUG STOCK. INVENTORYING, \$1,800. In good town of 1,500 inhabitants in best fruit growing county in Michigan. Easy terms to a hustler. Reasons for selling, sickness in the family. Address "Zinzler," care Michigan Tradesman. 321

FOR SALE—STOCK OF GENERAL MERCHANDISE, which will invoice \$4,000, store, residence, barn and one acre of land, located in the best wheat growing section of Central Michigan. Will take half in good farming land. Address Lock Box 14, Wacousta, Mich. 324

FOR SALE—A CLEAN STOCK OF DRUGS, GROCERIES and crockery. Doing good business. For particulars, address J. M. Shaffer, Gladwin, Mich. 322

FOR SALE—CLEAN AND CAREFULLY SELECTED grocery stock, located at a good country trading point. Business well established. Address A. C. Adams, Administrator, Morley, Mich. 313

WANTED—I HAVE SPOT CASH TO PAY FOR A general or grocery stock; must be cheap. Address No. 26, care Michigan Tradesman. 326

SITUATIONS WANTED.

WANTED—SITUATION AS TRAVELING SALESMAN, glassware or specialty house preferred, by man of experience who has best of references. Address 115 Charles street, Grand Rapids, Mich. 325

WANTED—SITUATION AS CLERK OR BOOK-KEEPER in general retail or wholesale grocery house, by young man of three years' experience in either capacity. Write me at once. Address Lock Box 357, Harrison, Mich. 311

WANTED—SITUATION AS BOOK-KEEPER BY A married man who can give the best of references. Address No. 305, care Michigan Tradesman, Grand Rapids. 305

WANTED—SITUATION BY REGISTERED PHARMACEUTIST. Nine years experience. Address No. 315, care Michigan Tradesman. 315

MISCELLANEOUS.

HORSES FOR SALE—ONE SEVEN-YEAR-OLD FILLY, one three-year-old filly, and one six-year-old gelding—all sired by Louis Napoleon, dam by Wisconsin Banner (Morgan). All fine, handsome, and speedy; never been tracked. Address J. J. Robbins, Stanton, Mich. 314

FOR SALE—CHEAP ENOUGH FOR AN INVESTMENT. Corner lot and 5-room house on North Lafayette St., cellar, brick foundation, soft water in kitchen. \$1,200. Terms to suit. Address No. 187, care Michigan Tradesman. 187

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

ST. BERNARD DOGS—SOME VERY FINE PUPS; also two brood bitches, one in whelp. R. J. Sawyer, Menominee, Mich. 318

WANTED—YOUNG SINGLE MAN WITH ONE OR two years' experience in the dry goods business. Wages moderate. Address 304, care Michigan Tradesman. 304

GRAND RAPIDS GOSSIP.

C. L. Hill has engaged in the grocery business at Duluth, Minn. The I. M. Clark Grocery Co. furnished the stock.

Thompson & Bennett have opened a grocery store at Ashland. The stock was furnished by the I. M. Clark Grocery Co.

Chas. L. Duroy has opened a supply store in connection with his shingle mill. The I. M. Clark Grocery Co. furnished the stock.

VanEvery Bros., grocers at Pellston, have decided to put in a branch store at Clarion. The Olney & Judson Grocer Co. has the order for the stock.

Melvin H. Zacharias, formerly of the grocery firm of McKay & Co., has opened a grocery store at 704 Wealthy avenue. The Olney & Judson Grocer Co. furnished the stock.

W. C. Dewey has purchased the interest of Jas. A. Pugh in the firm of Dewey & Pugh, importers and manufacturers' agents. By the terms of the purchase, Mr. Dewey acquires the sole agency of all the houses represented by the former firm.

Another brand of compressed yeast has made its appearance on the market, being designated "High Hicker" yeast, owing to the illustration on the wrapper. The new brand is sold in bulk only, M. C. Goossen and Wm. Karreman standing as sponsors for the infant.

M. C. Goossen, whose mind is as fertile in schemes as a nut is full of meat, has originated another idea and is rapidly putting the plan into operation—the organization of a Holland Retail Grocers' Association. It is proposed to confine the membership to Hollanders only, as the proceedings will be in the Holland language and subjects pertinent to the Holland trade only will be discussed and acted upon. Bulk yeast will, of course, form the superstructure of the proposed organization.

Negotiations are now in progress which bid fair to give Grand Rapids direct water connection with Buffalo, the manufacturers and jobbers of the city having about decided to organize a stock company with a capital stock of \$25,000, for the purpose of constructing and operating a flat bottom, end-wheel steamer, to ply between this city and Grand Haven. Negotiations are under way with the managers of several lines of vessels plying between Buffalo and Chicago to make a stop at Grand Haven, thus giving Grand Rapids tri-weekly connection by water with Buffalo, Cleveland and Erie. President Goodrich and staff, of the Goodrich Transportation Co., Chicago, was in town a couple of days last week for the purpose of consulting with the Transportation Committee of the Board of Trade, offering to co-operate with the business men interested in the project to render the undertaking a success. In the meantime, Mr. Mitchell, who offered to construct and operate such a vessel last spring, renews his proposition, being backed by a capitalist of Toledo, who announces himself as willing to furnish the entire capital required.

The United States imported \$4,500,000 worth of bananas and \$882,810 worth of cocoanuts last year. New York was the largest receiving point, with New Orleans a good second.

Purely Personal.

Heman G. Barlow, while able to be about the same as usual, still suffers from the thralldom of Old Rheum.

Geo. B. Caulfield, Secretary of the Lemon & Wheeler Company, has returned from Alaska. He has been absent since Aug. 14.

John E. Peck and Frank J. Wurzburg have gone to Ann Arbor to attend the annual meeting of the Michigan State Pharmaceutical Association.

C. A. Barnes, the Otsego druggist and grocer, is in the city for a day or two as the guest of W. F. Blake and family. He is accompanied by his wife.

Frank L. Fuller, the Cedar Springs banker, was in town over Sunday, on his way home from Harriman, Tenn., where he has somewhat extensive business interests.

Mint Pell, who has been the local representative of the Riedeberg & Bodden Co., of Milwaukee, for several years, is succeeded by J. B. Geller, formerly engaged in the grocery business on West Bridge street.

John Velte, of the firm of Faul & Velte, hardware dealers at Woodland, is in town for a few days on a visit combining pleasure and business. This is Mr. Velte's first visit to Grand Rapids and he is greatly pleased with the city and its people.

Frank O. Lord, the Grand Ledge grocer, is certainly frank with himself and patrons. When he removed to this city, about a year ago, he issued a circular to his trade headed, "Got a swelled head—going to a bigger town." On his return to Grand Ledge, he issued another greeting to his customers bearing the caption, "The swelling has abated—I wear a hat two sizes smaller now." Frank is a good fellow, is he is not cut out for a city grocer.

Gripsack Brigade

Berj. Kievit, formerly engaged in the grocery business on Grandville avenue, has engaged to represent L. Winternitz among the city trade.

Howard Ives, for the past year with E. Fallas & Son, has engaged to travel for E. Niles & Son, of Ada. He will confine his operations to Western Michigan.

Park Mathewson, Jr., succeeds Geo. R. Merrill as traveling representative for B. T. Babbitt in this territory. Mr. Mathewson has concluded to take up his residence in Grand Rapids, making this city his headquarters.

Attention is directed to the advertisement of the Grand Rapids Book Bindery on the first page of cover in this week's issue, setting forth the merits of the Mullins' flat opening account books, which are now in use by many of the leading banks, manufacturing and jobbing institutions of the city and State. The house referred to carries a full line of flat opening ledgers and journals in stock and is prepared to fill orders on short notice.

To become able to make something is, I think, necessary to thorough development. I would rather have a son of mine a carpenter, a watchmaker, a wood-carver, a shoemaker, a jeweler, a blacksmith, a bookbinder, than I would have him earn his bread as a clerk in a counting-house. What advantage the Carpenter of Nazareth gathered from his bench, is the inheritance of every workman in proportion as he does divine, that is, honest work.—George MacDonald.



WILLIAM CONNOR,
Box 346, Marshall, Mich.

Merchants

In Clothing

Will best consult their own interests and that of their trade if they will post themselves with the styles, make up, perfect fit and remarkably reasonable prices of our entire line, adapted for all classes of trade. Our single and double breasted

Overcoats and Ulsters

while being worn cannot possibly be told from the best made to order garments. The demand has been so great that we are making up a large number more in all colors and grades, Cheviots, Meltons, Kerseys, Homespuns, Covert Cloth in full or half roll box, top and regular cuts, Chinchillas and Ulsters.

FALL SUITS Large selections and newest novelties, double and single breasted sacks, nobby three button cutaway frocks and regular frock suits, also Prince Albert and other coats and vests in "Clays" worsted and other attractive materials.

A select line of pants well worthy of attention.

WILLIAM CONNOR our Michigan representative during the past nine years will be pleased to call upon you at any time, if you will favor him with a line addressed to him, box 346, Marshall, Mich., where he resides.

MICHAEL KOLB & SON,
Wholesale Clothiers, Rochester, N. Y.

Boys' and Children's Overcoats and Suits William Connor is pleased to state that he has been highly complimented by merchants assuring him that they are the nicest, cleanest, best made and lowest in price seen this season. September, 1891.

Now is the time to lay in winter stocks of Cheese.

Don't take chances on inferior grades, but buy the old reliable

-AMBOY-

The best keepers and the best cheese made.

OLNEY & JUDSON GROCER CO.

The Boy Who Would Not Lie.

Written for THE TRADESMAN.

While conversing with a grocer in Grand Rapids the other day in his place of business, an elderly gentleman, with an elongated face, and wearing a faded Prince Albert coat, the back of which showed that it had passed through many a hard rub, entered the store, approached the grocer and, extending his hand, enquired how the grocer and his family were doing. The merchant replied that they were doing as well as usual, and, of course, returned the compliment according to the every day stereotyped pattern, by enquiring after the welfare of his questioner and family. Still clinging to the grocer's hand, and stooping with an air of confidence and intense earnestness, he responded in a voice that reminded me of dried leaves and withered hopes:

"Oh, my stomach difficulty don't seem to get any better, and lately I've been afflicted with a sort of a pain in the calf of one of my legs—I think it's in my left calf. The rest of the family, as usual, are just able to get around; yet we never complain, for it's the Lord's doings, and 'He doeth all things well.'"

The grocer managed to disengage his hand, and then asked the afflicted gentleman what he could do for him; and the afflicted gentleman placed his right hand on the grocer's shoulder and once more I was reminded of dried leaves and withered hopes:

"O—h, I d-o-n't want to buy anything. I called in to learn why you were not at church last Sunday morning. You missed a great spiritual feast, which you will never be able to recall. The spiritual magnitude of that man is perfectly amazing! But if people will not come out and hear him, they cannot expect to be strengthened, built up and filled to overflowing with spiritual joy."

The grocer looked out through the window at the sky and wondered if the rain would be obliging enough to hang on until after the great Allerton and Nelson race had become an historical event, and when he returned from the clouds, the non-complaining but pain-stricken gentleman had taken his departure.

"Don't you know," said the grocer, turning to me again, "that all that business is a cloak—a mere something that can be put on or taken off—just as the fancy of the wearer may dictate, or his purposes demand, and that the cloak is no more of a criterion as to what is underneath it than the shell of a 'nigger toe' is a criterion as to the genuineness of the meat within?"

I made no attempt to reply to this propounded query of the grocer's but merely intimated that, apparently, he was no churchman and took no stock in the Christian religion, which had the effect of eliciting the following story, which I give verbatim as told by the grocer:

"You are wrong in your intimation. I am a member of a Christian church myself and I am a believer in the Christian religion; but if there is anything on the face of the earth which I utterly detest, it is religious cant and unformed tin-horn Pharisaism. When I was a boy, I used to think that a man who wore a 'plug' hat must be a gentleman, and that a man who always 'spoke in meeting' must be a good man. My father, who was a strict deacon in the church, had brought me up in the Christian faith and taught me, above all other things, to be

truthful and honest. I attended church regularly, becoming a member of it when a mere lad, and memorized and recited in the Sunday school pretty much every chapter in the New Testament. During all these boyhood years, a certain deacon, who was the leading merchant of the village, had taken a leading part in the Sunday school work, serving as superintendent or secretary the most of the time. This merchant deacon was one of the wealthiest members of the church, and he took a leading part in all church work, as well as in the Sunday school work. From my earliest recollection I had received my Sunday school library books from this same deacon, and I vividly recall that old familiar closing prayer, with its nasal twang, which impressed my childish mind with awe and reverence for the deacon, whom I believed must be a veritable saint. How often have I sat, night after night, during the regularly recurring annual revival meetings, and listened to the deacon (for he would always get away from the store in time to take in the conference or after meeting) while he blubbered out his oft-repeated story, which never varied a particle in verbiage, gesture or facial expression. I used to think that this was unmistakable evidence of genuine piety, and a man who could get up and sniffle and cry in public every night for four weeks must, indeed, be an innocent man. When I began to put on the airs and appearance of a man, I was seized with a desire to become a merchant, and I applied, accordingly, for a position in the deacon's store. I had been brought up on a farm, with the birds and the innocent dumb animals for my daily companions, and knew nothing of the world of traffic, with its eternal grind, its selfish, deceitful schemes, and its false smiles.

"The deacon hired me to clerk for him and the next Monday morning I arose from the dear old family breakfast table and received my mother's kiss and my father's advice to be truthful and honest, upright and manly in all that I did and never do anything to bring a blush upon my mother's cheek or give the good deacon cause to regret having ever given me a place in his store. It was the morning which marked the beginning of my career in the soulless, heartless, conscienceless world of debit and credit and loss and gain. My mother's hair was silvered o'er with time's fondest caresses and my father had passed the fiftieth mile-post of his journey of life; yet both together had seen less of the hypocritical side of life and practiced less duplicity during the whole of their peaceful, quiet, natural farm life, than I saw and practiced before I had been behind the deacon's counter one year. I was duly installed in the deacon's store and that Monday was the first day that I ever worked for wages."

The grocer was interrupted at this point in his story by the entrance of a lady customer, who gave an order for groceries, and, after admonishing the grocer to be sure and send the things over in time for dinner, she went on her way. After the order had been carefully placed in the order book, he resumed:

"This all happened in Canada, and the year I entered the deacon's store was one of general commercial depression all over the United States. We were effected, also, in Canada, but not to so great

Dry Goods Price Current.

UNBLEACHED COTTONS.		BLEACHED COTTONS.	
Adriatic	7	Geo. Washington	8
Argyle	6	Glen Mills	7
Atlanta A.A.	6	Gold Medal	7
Atlanta A.	7	Green Ticket	8
"H.	6	Great Falls	6
"P.	6	Hope	7
"L.	5	Just Out	4 1/2
Amory	7	King Phillip	7 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	Madras cheese cloth	6 1/2
Black Rock	7	Newmarket G.	6
Boat, AL.	7	"B.	5 1/2
Capital A.	5 1/2	"N.	6 1/2
Cavanat V.	5 1/2	"DD.	7
Chapman cheese cl.	3 1/2	"X.	7
Clifton C.R.	5 1/2	Nohe R.	5
Comet	7	Oxford R.	6 1/2
Dwight Star	7 1/2	Pegnot	7 1/2
Clifton C.C.	6 1/2	Solar	6 1/2
BLEACHED COTTONS.		TOP OF THE HEAP.	
A.B.C.	8 1/2	Geo. Washington	8
Amazon	8	Glen Mills	7
Amsburg	7	Gold Medal	7
Art Cambric	10	Green Ticket	8
Blackstone A.A.	8	Great Falls	6
Beats All.	4 1/2	Hope	7
Boston	12	Just Out	4 1/2
Cabot	7	King Phillip	7 1/2
Cabot, %	6 1/2	King E.C.	5
Charter Oak	5 1/2	Lawrence L.L.	5 1/2
Conway W.	7 1/2	Madras cheese cloth	6 1/2
Cleveland	7	Newmarket G.	6
Dwight Anchor	8 1/2	"B.	5 1/2
"shorts.	8 1/2	"N.	6 1/2
Edwards	6	"DD.	7
Empire	7	"X.	7
Farwell	7 1/2	Nohe R.	5
Fruit of the Loom	8 1/2	Oxford R.	6 1/2
Fitchville	7	Pegnot	7 1/2
First Prize	6 1/2	Solar	6 1/2
Fruit of the Loom %	8 1/2	Top of the Heap	7 1/2
Fairmount	4 1/2	Geo. Washington	8
Full Value	6 1/2	Glen Mills	7
HALF BLEACHED COTTONS.		GOLD MEDAL.	
Cabot	7 1/2	Green Ticket	8
Farwell	8	Great Falls	6
UNBLEACHED CANTON FLANNEL.		HOPE.	
Tremont N.	5 1/2	Just Out	4 1/2
Hamilton N.	6 1/2	King Phillip	7 1/2
"L.	6 1/2	King E.C.	5
Middlesex AT.	8	Lawrence L.L.	5 1/2
"X.	9	Madras cheese cloth	6 1/2
"No. 25.	9	Newmarket G.	6
BLEACHED CANTON FLANNEL.		"B.	
Hamilton N.	7 1/2	"N.	6 1/2
Middlesex P.T.	8	"DD.	7
"A.T.	9	"X.	7
"X.A.	9	Nohe R.	5
"X.F.	10 1/2	Oxford R.	6 1/2
CARPET WARP.		Pegnot	
Peerless, white.	18	Solar	6 1/2
"colored.	20 1/2	Top of the Heap	7 1/2
Integrity	18 1/2	Geo. Washington	8
DRESS GOODS.		Glen Mills	
Hamilton	8	Gold Medal	7
"N.	8	Green Ticket	8
"D.	9	Great Falls	6
"X.	10 1/2	Hope	7
G.G. Cashmere	21	Just Out	4 1/2
Nameless	16	King Phillip	7 1/2
"	18	King E.C.	5
CORSETS.		Lawrence L.L.	
Coraline	89 50	Madras cheese cloth	6 1/2
Schilling	9 00	Newmarket G.	6
Davis Waists	9 00	"B.	5 1/2
Grand Rapids	4 50	"N.	6 1/2
CORSET JEANS.		"DD.	
Armory	6 1/2	"X.	7
Androsoggin	7 1/2	Nohe R.	5
Bidford	6	Oxford R.	6 1/2
Brunswick	6 1/2	Pegnot	7 1/2
PRINTS.		Solar	
Allen turkey reds.	5 1/2	Top of the Heap	7 1/2
"robes.	5 1/2	Geo. Washington	8
"pink & purple	6 1/2	Glen Mills	7
"buffs	6	Gold Medal	7
"pink checks.	5 1/2	Green Ticket	8
"staples	5 1/2	Great Falls	6
"shirtings	5 1/2	Hope	7
American fancy	5 1/2	Just Out	4 1/2
American indigo	5 1/2	King Phillip	7 1/2
American shirtings	3 1/2	King E.C.	5
Argentine Grays	6	Lawrence L.L.	5 1/2
Anchor Shirtings	4 1/2	Madras cheese cloth	6 1/2
Arnold	6 1/2	Newmarket G.	6
Arnold Merino	6	"B.	5 1/2
"long cloth B.	10 1/2	"N.	6 1/2
"C.	8 1/2	"DD.	7
"century cloth	7	"X.	7
"gold seal	10 1/2	Nohe R.	5
"green seal TR	10 1/2	Oxford R.	6 1/2
"yellow seal	10 1/2	Pegnot	7 1/2
"serge	11 1/2	Solar	6 1/2
"Turkey red	10 1/2	Top of the Heap	7 1/2
Ballou solid black	5	Geo. Washington	8
"colors.	5 1/2	Glen Mills	7
Bengal blue, green,	5 1/2	Gold Medal	7
red and orange	5 1/2	Green Ticket	8
Berlin solids	5 1/2	Great Falls	6
"oil blue	6 1/2	Hope	7
"green	6 1/2	Just Out	4 1/2
"Foulards	5 1/2	King Phillip	7 1/2
red %	7	King E.C.	5
"4.	10	Lawrence L.L.	5 1/2
"3-4XXXX	12	Madras cheese cloth	6 1/2
Cochecho fancy	6	Newmarket G.	6
"madders	6 1/2	"B.	5 1/2
"XX twills	6 1/2	"N.	6 1/2
"solids	5 1/2	"DD.	7
TICKINGS.		"X.	
Amoskeag A.C.A.	12 1/2	Nohe R.	5
Hamilton N.	7 1/2	Oxford R.	6 1/2
"D.	7 1/2	Pegnot	7 1/2
"Awning	11	Solar	6 1/2
Farmer	8	Top of the Heap	7 1/2
First Prize	11 1/2	Geo. Washington	8
Lenox Mills	18	Glen Mills	7
COTTON DRILL.		Gold Medal	
Atlanta, D.	6 1/2	Green Ticket	8
Boat	6 1/2	Great Falls	6
Clifton, K.	6 1/2	Hope	7
STAPLES.		Just Out	
Simpson	20	King Phillip	7 1/2
"18	18	King E.C.	5
"16	16	Lawrence L.L.	5 1/2
Cochecho	10 1/2	Madras cheese cloth	6 1/2
COTTON TWEEDS.		Newmarket G.	
Amoskeag	12 1/2	"B.	5 1/2
Hamilton N.	7 1/2	"N.	6 1/2
"D.	7 1/2	"DD.	7
"Awning	11	"X.	7
Farmer	8	Nohe R.	5
First Prize	11 1/2	Oxford R.	6 1/2
Lenox Mills	18	Pegnot	7 1/2
COTTON TWEEDS.		Solar	
Atlanta, D.	6 1/2	Top of the Heap	7 1/2
Boat	6 1/2	Geo. Washington	8
Clifton, K.	6 1/2	Glen Mills	7
STAPLES.		Gold Medal	
Simpson	20	Green Ticket	8
"18	18	Great Falls	6
"16	16	Hope	7
Cochecho	10 1/2	Just Out	4 1/2

[CONCLUDED ON 16TH PAGE.]

Patronize Home Merchants.

The pet aversion of the home merchant is the tramp-trader, who sneaks into town to hawk his wares from house to house, or hire a store for a few days or weeks and unload from it upon the community stocks of shoddy, shop-worn, or even first-class goods, at a little lower price than they are sold for by regular dealers. There is not a merchant in any line who does not feel that this sort of competition is unfair, bad alike for honest buyers and sellers, and in every way something to be frowned upon and, if possible, prevented; not one who will not agree that an outsider, who is in no way identified with the community, who pays no taxes, gives nothing for charity, does nothing to promote the prosperity of the city, but simply rushes into the town, grabs what he can get and carries it off, has no moral right, and should have no legal right, to come here and engage in a cut-throat competition with those who always have been and always expect to be taxed to pay heavy municipal expenses and to maintain public and private charities, who support our churches and schools, pay for the streets and sidewalks over which the tramp walks, and even the policeman and fireman who protect his shoddy stock, and the electric light by which he goes to his boarding-place to count up his receipts and get them ready to send away beyond the reach of anybody who is permanently fixed in a place and keeps his money there who helps make the business which gives permanent residents a living, and who is entitled to whatever benefits belong to trade in the city which he has helped build.

A Traveling Hardware Store.

A cow at Niles, Indiana, made a desperate endeavor some days ago to transform herself into a traveling hardware store, and the veterinary surgeon who administered upon her effects, found in her stomach the following assets: Several pieces of iron, shingle nails, carpet tacks, a buggy washer, a large rock, hickory nuts and a large piece of zinc. A ten-penny nail which she had swallowed had pierced her heart, causing death.

The Hardware Market.

The anticipated turn in the rope market has finally occurred, both sisal and manilla having advanced $\frac{1}{8}$ c in the New York market. Carriage bolts have been advanced 5 per cent. by the manufacturers, but no change has yet been made by the jobbers.

Lake Linden—Wm. Harris, of the coal firm of Harris & Mill, is dead.

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's.....	60	
Cook's.....	40	
Jennings' genuine.....	25	
Jennings' imitation.....	50&10	
AXES.		
First Quality, S. B. Bronze.....	\$ 7 50	
" D. B. Bronze.....	12 00	
" S. B. Steel.....	8 50	
" D. B. Steel.....	13 50	
BARROWS.		dis.
Railroad.....	\$ 14 00	
Garden.....	net 30 00	
BOLTS.		dis.
Stove.....	50&10	
Carriage new list.....	75	
Plow.....	40&10	
Sleigh shoe.....	70	
BUCKETS.		
Well, plain.....	\$ 3 50	
Well, swivel.....	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured.....	70&10	
Wrought Narrow, bright 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.....	60	
CRADLES.		
Grain.....	dis. 50&60	
CROW BARS.		
Cast Steel.....	per lb 5	
CAPS.		per m
Ely's 1-10.....	65	
Hick's C. F.....	60	
G. D.....	35	
Musket.....	60	
CARTRIDGES.		
Rim Fire.....	50	
Central Fire.....	25	
CHISELS.		dis.
Socket Firmer.....	70&10	
Socket Framing.....	70&10	
Socket Corner.....	70&10	
Socket Slicks.....	70&10	
Butcher's Tanged Firmer.....	40	
COMBS.		dis.
Curry, Lawrence's.....	40	
Hotchkiss.....	25	
CHALK.		
White Crayons, per gross.....	120&124 dis. 10	
COPPER.		
Planished, 14 oz cut to size.....	per pound 28	
" 14x52, 14x50, 14x60.....	26	
Cold Rolled, 14x56 and 14x60.....	23	
Cold Rolled, 14x48.....	23 8	
Bottoms.....	25	
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.....	64	
ELBOWS.		
Com. 4 piece, 6 in.....	dos. net 75	
Corrugated.....	dis 40	
Adjustable.....	dis. 40&10	
EXPANSIVE BITS.		dis.
Clark's, small, \$18; large, \$36.....	30	
Ives', 1, \$18; 2, \$24; 3, \$36.....	25	
FILES—New List.		dis.
Diston's.....	60&10	
New American.....	60&10	
Nicholson's.....	60&10	
Heller's.....	50	
Heller's Horse Rasps.....	50	
GALVANIZED IRON.		
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28	
List.....	12 13 14 15 18	
Discount, 60.....		
GAUGES.		dis.
Stanley Rule and Level Co.'s.....	50	

HAMMERS.

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

HINGES.

Gate, Clark's, 1, 2, 3.....	dis. 60&10
State.....	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer.....	3 1/4
Screw Hook and Eye, 1/2.....	net 10
" " " 3/4.....	net 8 1/4
" " " 1.....	net 7 1/4
" " " 1 1/2.....	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 10

WIRE GOODS.

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

LEVELS.

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

LOCKS—DOOR.

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

MATTOKS.

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

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

Coffee, Parkers Co.'s.....	40
" P. S. & W. Mfg. Co.'s Malleables.....	40
" Landers, Ferry & Co.'s k's.....	40
" Enterprise.....	30

MOLASSES GATES.

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

NAILS.

Steel nails, base.....	1 80
Wire nails, base.....	2 15
Advance over base:	
60.....	Base 10
50.....	Base 10
40.....	05 20
30.....	10 20
20.....	15 30
16.....	15 35
12.....	15 35
10.....	20 40
8.....	25 50
7 & 6.....	40 65
4.....	60 90
3.....	1 00 1 50
2.....	1 50 2 00
Fine 3.....	1 50 2 00
Case 10.....	60 90
" 8.....	75 1 00
" 6.....	90 1 25
Finish 10.....	85 1 00
" 8.....	1 25 1 50
" 6.....	1 15 1 50
Clinch 10.....	85 75
" 8.....	1 00 90
" 6.....	1 15 1 00
Barrell 1/2.....	1 75 2 50

PLANES.

Ohio Tool Co.'s, fancy.....	dis. 2 40
Scots Bench.....	2 40
Sandusky Tool Co.'s, fancy.....	2 40
Bench, first quality.....	2 40
Stanley Rule and Level Co.'s, wood.....	&10

PANS.

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

RIVETS.

Iron and Tinned.....	40
Copper Rivets and Burs.....	50

"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's pat. planished, Nos. 25 to 27.....	9 20

Broken packs $\frac{1}{4}$ c per pound extra.

ROPES.

Sisal, 1/4 inch and larger.....	7
Manilla.....	11 1/4

SQUARES.

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

SHEET IRON.

	Com. Smooth.	Com.
Nos. 10 to 14.....	\$4 05	\$2 95
Nos. 15 to 17.....	4 15	3 15
Nos. 18 to 21.....	4 15	3 15
Nos. 22 to 24.....	4 05	3 15
Nos. 25 to 28.....	4 25	3 25
No. 27.....	4 45	3 35

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
" White B.....	50
" Drab B.....	55
" White C.....	35

DISCOUNT, 10.

Solid Eyes.....	per ton \$25
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SAWS.

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

TRAPS.

Steel, Game.....	60&10
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 35
" painted.....	2 85

HORSE NAILS.

Au Sable.....	dis. 25&10 25&10&6
Futnam.....	dis. 05
Northwestern.....	dis. 10&10

WRENCHES.

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

MISCELLANEOUS.

Bird Cages.....	dis. 50
Pumps, Clifton.....	75
Screws, New 1st.....	70&10
Casters, Bed & d Plate.....	50&10&10
Dampers, American.....	40
Forks, hoes, rakes and all steel goods.....	65

METALS.

Pig Tin.....	26c
Pig Bars.....	28c

ZINC.

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

SOLDER.

1/2 1/2.....	15
Extra Wiping.....	15

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

ANTIMONY.....	per pound 16
Cookson.....	13
Hallett's.....	13

TIN—MELYN GRADE.

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

Each additional X on this grade, \$1.75.

10x14 IC, Charcoal.....	\$ 6 75
14x20 IC, ".....	6 75
14x14 IX, ".....	8 25
14x20 IX, ".....	9 25

TIN—ALLAWAY GRADE.

10x14 IC, Charcoal.....	\$ 6 75
14x20 IC, ".....	6 75
14x14 IX, ".....	8 25
14x20 IX, ".....	9 25

Each additional X on this grade \$1.50.

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

BOILER SIZE TIN PLATE.

14x28 IX.....	\$14 00
14x31 IX.....	15
14x36 IX, for No. 8 Boilers, per pound.....	10
14x60 IX.....	10



Of Ledgers and Journals bound with the Philad Iphia Pat. Flat opening back. The Strongest Blank Book Ever Made.



GRAND RAPIDS, MICH.



The Kelly Perfect Axe

— ALSO —

The Falls City Axe

Both Manufactured by

The Kelly Axe Mfg Co., Louisville, Ky.

We carry a good stock of these axes and quote them at the following prices:

S. Bit.	D. Bit.
Kelly Perfect, per doz. \$7	\$12
Falls City, per doz. \$6	\$9

FOSTER STEVENS & CO.



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, OCTOBER 21, 1891.

HONEST MANUFACTURES.

There is a very prevalent idea that the workmen of a former generation were more faithful and more skilful than are those of to-day, and that the articles which they turned out were more "honest" and more durable than those which we use. The idea has something to support it. No doubt our grandfathers put more timber into the framework of their houses than do our present builders. A pair of handknit stockings made of homespun yarn would outlast the ordinary hosiery on sale in our stores. But when a few of such cases have been named, the list is exhausted. The appearance of greater durability in old things is created by the fact that we see only the best made of those old things, and are apt to compare average articles, or even especially poor articles, of present manufacture with them.

For example, take a pair of boots. Somebody has among his family relics a pair of most carefully made boots, of exceptionally good leather; and he contrasts these with the rough and coarse boots turned out of our factories for farm wear. It does not occur to him that the specimens of the shoemaker's art which he praises were not the ordinary footwear of a former generation, but were carefully treasured because they were of unusual quality; or that boots quite as good are made at the present time for those who will pay for them. The cheap boots then as now outnumbered the good ones. They were worn and worn out. We value a single chair that belonged to a grandfather. Where are the rest of his chairs? They were not so good as this one which has lasted, and were broken by use. Possibly one of our chairs will be prized by our grandchildren, having survived for the same reason that the one we possess survived.

But were it true that there is more sham in the average work of to-day than there used to be, the difference is much more than made up by the greater cheapness of all kinds of goods. This might be illustrated in a thousand ways. Consider what an enormous change has taken place in the matter of cotton underwear. Thirty years ago the ordinary price of cotton cloth was much higher than it is to-day, but the cost of making it into garments was still higher in proportion. The wife and mother spent days and evenings in making shirts and drawers for old and young, or paid wages in money and food to a seamstress to do the work for her. Measured either in labor or in money, a garment would then cost two or three times as much as it does now, although money was then harder to get. It would be an interesting analysis if one could ascertain just what were the needs of a

laboring man in 1855 for the clothing of himself and his family, and to ascertain exactly how many hours' labor it cost him and his wife to procure that clothing, with a calculation how much the same articles would cost in hours' labor in 1891.

The fact is that the new times are much better than the old times. Suppose a man were contented to live to-day as his grandfather lived. He would save three-quarters, probably nine-tenths, of what he now spends on travel. His clothes would not cost him more than half as much as his grandfather used to pay, for the old man was not ashamed of a skillfully inserted patch, or even of a frayed sleeve. Light? Well, you can have a bright kerosene light five times as brilliant and five times as clean as his old whale oil lamp would give, for one-fifth of the money. And so on to the end of the chapter; and to that add the fact that the wages paid and the profits made to-day are larger in actual amount, as well as in their power to purchase the comforts and luxuries of life.

But to return to our first point. There is a demand for cheap goods, and a demand for well made articles. Shoddy is used in sham cloth because those who buy it will not pay the price of good wool, just as the glucose manufacture prospers because some purchasers prefer adulterated syrup at its price to the pure article at its price. In either case there is no cheating unless the manufacturer or dealer represents the merchandise to be better than it is. It can be claimed with justice that the wares of Michigan manufacturers and merchants are, on the whole, of as high a class as can be found anywhere in the country. They cater for the best trade, and their representations as to the goods they sell can be generally trusted. The State appoints no censor of business morals, and cannot be held responsible if there are a few men who injure its reputation by selling sham for real. But, in general, if a cheap article is desired, it can be had at a low price; and if solid, durable, honest workmanship is wished for, nothing that is flimsy will be palmed off on the purchaser. There is no better furniture than Grand Rapids houses produce, either for style or for strength, and no better furniture was ever made than they can make. The same remark may be made of other articles which it is desirable to make durable. That which is cheap is, except in rare cases, likely to prove poor, whether it is bought in Michigan or elsewhere.

THE CREAMERY SHARK.

The irresponsible creamery supply agent is again working in this State, notwithstanding the scores of failures in creameries put up and equipped by the house he represents. The *modus operandi* of the creamery shark is thus described by Prof. W. A. Henry, of the Wisconsin Agricultural Experiment Station:

Our people have been badly imposed upon in several cases by slick-tongued agents getting the business men of towns and villages to invest in a creamery or cheese factory, generally the former. Usually the agent gets two or three citizens to take an interest in the matter by giving them a nice block of stock free of charge. When enough stock is subscribed, a factory is built by the agent, and stocked at about two prices for everything. This explains how some of the stock can be given away. One factory built in this way cost \$7,000, when a bet-

ter one could have been built for half the money. Others have been built at a cost of \$3,000 to \$5,000, always an advance of from 30 to 50 per cent. over what they need have cost.

THE TRADESMAN has frequently warned its patrons against the machinations of a house which conducts its business so illegitimately, but several ventures have been made in spite of such advice—invariably attended with failure.

The Commissioner of Indian Affairs hits the nail on the head in his annual report, just made. There is certainly no place for unused reservations in this country. The millions of acres of Indian lands, now lying absolutely unused, are needed as homes for our rapidly increasing population, as is shown by the great rush for such lands as they were opened up the past year. "Whatever right and title the Indians have in them is subject to and must yield to the demands of civilization. They should be protected in the permanent possession of all this land that is necessary for their own support, and whatever is ceded by them should be paid for at its full market value. But it cannot be expected under any circumstances that these reservations can remain intact, hindering the progress of civilization, requiring an army to protect them from the encroachments of home seekers, and maintaining a perpetual abode of savagery and animalism."

The German Emperor is in some respects the most remarkable sovereign of the time. He has the highest ideas of his responsibility as the servant of the state, and considers himself bound by his position to carry out a great mission. His breadth of vision and unceasing activity cause him to enter into and appropriate for his country the large questions which agitate the world. Like all great men, the emperor has a weakness, and this is his physical vanity. He is especially fond of having his pictures taken, and three artists are now at work in Berlin on seven different portraits of the emperor taken in as many different costumes. One of these is to be presented to his grandmother, Queen Victoria, and will doubtless hang on the walls of Windsor Castle.

No more practical article on the subject of mercantile book-keeping has ever appeared in any trade journal than the contribution by E. A. Owen in last week's paper. It is worthy of careful consideration and will undoubtedly find a place in the scrap book of many merchants. The writer kindly offers to answer any enquiries which may be suggested by a perusal of the article, in case further light on any portion of the subject is desired.

The New York *Evening Post* is authority for the statement that some of the largest shoe manufacturers in the East have determined to close their factories because they are tired of being bulldozed by labor unions, having working for them men who are ready to throw up work at the beck of any loafer who may come to the front in a union and acquire the euphonious title of *Walking Delegate*.

The Michigan Salt Co. advanced the price of common fine 5 cents a barrel October 1. This makes the net price to the manufacturer 56 cents a barrel at Saginaw and 60 cents a barrel at Manistee and Ludington.

Vision of Pandemonium in a Country Store.

Written for THE TRADESMAN.

A country store.

Deacon Dunderhead, the proprietor, sat in his arm chair beside the open window. The *Weekly Thunderbolt* and *Spooner County Cyclone* lay upon his lap.

Under the head of county news there appeared a quarter column of items from Clay Ridge. These he had just read to the loafers in the store, and after a few comments upon them, conversation had dropped. It was a very warm afternoon, and had there been a fire in town that day, not a Claybottomer present would have had the requisite ambition to assist in extinguishing the flames. Even the dog, sleeping on the floor, allowed the flies to buzz unmolested around his nose and ears.

A little girl entered and asked for two yards of "steam loom" (bleached cotton); but, without leaving his seat, the proprietor informed her that he was out of that very staple article. He would have more—sometime, and if her maw didn't want her to make it up afore fall, he 'lowed he'd have a right smart lot o' all fired good muslin. After a lengthy survey of the goods in the dusty show cases, the little girl retired.

Bill Hicks rolled his quid into the capacious cavity behind his left cheek, settled himself comfortably in his chair, permitted his gaze to rest upon a colored lithograph of Ben Hur in the chariot race, and then remained for some time in rapt contemplation of that more or less meritorious work of art.

Joe Dobson knocked the ashes from his pipe, blew through the stem until the condensed nicotine and wet tobacco in the bottom of the bowl became somewhat loosened, when he pulled a splint from a convenient broom, prodded out the balance of the refuse and pocketed the pipe. He then broke off the soiled portion of the broom straw and picked his teeth with the remaining end.

Tony Ames, who had watched these maneuvers on the part of the others with some show of interest, took his right leg from its position over his left, set both feet upon the floor long enough to expectorate vigorously at the wood box, and then reversed the former position of his legs by crossing his left knee over his right.

Tug Jones had been gazing long and earnestly at a piece of pine lumber which lay upon the floor and he was evidently revolving in his mind the chances of reaching it without moving from his seat. Twice, apparently, he gave it up as an impossibility; but, at length, his dull eye was illumined by a ray of intelligence. He withdrew from the deep recesses of his pantaloons pocket a large, two-bladed clasp knife, slowly opened it, and then holding it at arm's length in the very tips of his fingers and bending his long body so that he nearly fell from his chair, he, at length, barely touched the object of his patient quest. A quick movement brought the stick a trifle nearer. Another like effort impaled it securely upon the point of the knife, and the prize was won. With a glad smile of triumph Tug proceeded to whittle his hard earned treasure with the aforesaid knife.

Billy Johnson had been standing with his back to the counter for some time—hours, perhaps—with his mouth wide

open, and his eyes wearing the far-away, unconscious look of the habitual day dreamer. Billy was happiest thus.

Hank Peters made an attempt at starting conversation by remarking upon the serenity of the weather; but his effort struck no answering chord among his companions, and Hank subsided like a pan of bread pudding on a cold day.

Flies buzzed dreamily in the hot August air.

An occasional grasshopper clattered across the "commons" next the store.

A flock of blackbirds in a neighboring field made a few desultory remarks, and then—silence.

Stop!

Billy Johnson had at last succumbed to the heat and stillness of the day, and dropped asleep.

His snore was the one thing audible.

* * * * *

Up through the quiet of that summer air, there sounds a note of warning. It is the hum of a bumble bee.

Of the few things which can arouse Gyp, the dog, from his midday siesta, the most potent, perhaps, are bees, and they of the bumble variety, possess the quickening power to the greatest extent. "Sick 'em."

Bill Hicks, satiated through long contemplation of Ben Hur's "mustangs," had turned his gaze upon the dog. It was he who spoke, and Gyp was not slow to respond to the command.

Billy Johnson, still leaning against the counter, slept on.

Gyp sighted the bee, and rushed in hot pursuit, directly between his legs.

There was a crash. Billy completely demolished the already cracked glass of the show case in his downward career, made a wild clutch to save himself and succeeded in bringing with him a line hung with sample hosiery, red cotton handkerchiefs, carpet slippers, ladies' shawls and the like. Tug Jones, who had ceased whittling his stick when Billy fell, and was sitting, knife in hand, watching the outcome of the tragedy, received the whole string of dry goods on his expansive shoulders, and, ere he knew what had happened, the line was securely twisted about his neck.

Hitherto the bee had been devoting its entire attention to the maneuvers of the dog; but now, inspired with the idea that the house was against it, and seeing Tug wildly brandishing his arms in a vain endeavor to extricate himself from the ruin which Billy had inadvertently brought about his head, levelled its sights on the little red plateau which decorates the extremity of the olfactory organs of Mr. Jones, and then cut loose. Bedlam?

Well, nearly.

Stung by the pain of this unexpected assault, Tug shot for the open door, and would undoubtedly have made a safe and hasty exit but for the unhappy fact that Tony Ames was exactly in his path. The result was disastrous to both. Tony's head was at just the right height to center Jones' body. Now, a man with a bee sting on the end of his nose is not usually in a frame of mind to enquire the reason for fresh cause of agony, and Tug mistook the accidental collision which took place as a premeditated attack on the part of Tony, and proceeded at once to punish the offender according to the most approved pugilistic formula.

Deacon Dunderhead rushed in to quiet

the gladiators, and stepped on Joe Dobson's pet corn. Then a free fight ensued.

Just as the Deacon reached the now infuriated pair and was in the act of administering soothing advice to the combatants, Joe Dobson took him just back of the left ear with his horny fist, and to use the descriptive vernacular of Joseph after the affair, "histed him nigh onto three foot straight offen his pins, 'n' sent him sprawlin' right inter a bar'l o' pickles. 'N' there he lay 'n' groaned 'n' groaned 'n' groaned till after the fracas was over, when me 'n' Bill grabbed onter the ole coon, 'n' yanked him out."

But while these things were transpiring, the others were not idle. Tug and Tony became mixed up in an exceedingly promiscuous manner, and as the rope still encircled the neck of Jones, Tony had taken advantage of an opening to twist his hand in it, and used his entire strength in thus shutting off Tug's wind. As the other participants in the fray were busy just then with their own affairs, there is no telling how this part of the fight might have turned out, had it not been for the extraordinary strength of Tug. Finding that Tony was getting the better of him, and that he could not much longer hold out if his windpipe remained closed, he made a powerful effort, born of the energy of despair, wound the fingers of his right hand through Tony's long hair, gripped the seat of his strong jeans pants with the other, and literally threw him over the grocery counter. Unfortunately for the best interests of the establishment, the counter was piled high with crockery of various kinds—plates, cups and saucers, glass sauce and fruit dishes, together with a large assortment of canned goods and, last but not least, a fresh invoice of patent medicines in glass bottles which the proprietor had not taken the time to place upon the shelves. These things were swept from the counter in one wild maelstrom of desolation.

Blinded with rage and pain, and anxious to wreak further vengeance on someone—no matter whom—Tug seized the first thing on which he could lay his hands, which chanced to be a roll of tennis flannel, and proceeded to lay it about him.

Billy Johnson, who had thus far watched the affair in open mouthed wonder, was in the way of the whirling weapon, and the under portion of his nose caught the full force of the first swing.

Poor Billy!

Henceforth his nose will never point straight ahead as other men's noses; but like the nasal appendage of the celebrated Peter White, who could never go right, his nose will stand all awry.

But Billy was insensible and he remained quiet.

The others did not.

Tug continued to whirl the tennis flannel of destruction.

Bill Hicks, armed with a roll of table oilcloth, swept down the assailants who were so fortunate as to escape the fury of Tug, and through his gyrations, succeeded in upsetting the stove.

Tony Ames, from his fortress behind the counter, pelted the crowd with canned fruit and patent medicines; and at length running short of these missiles, and finding his fire hotly returned from the dry goods side by Hank Peters, he varied the

monotony by an occasional handful from a convenient basket of eggs.

The Deacon from his barrel of pickles continued to groan.

But all things must have an end.

Jack Williams, an outsider who had rushed in to learn the nature of the racket, was hit in the neck with the oil cloth and dropped to the floor insensible, and Tug put on the finishing touch by throwing him bodily through the window, smashing out sash and glass.

Hank Peters, after swallowing a mouthful of teeth which had been loosened by a flying can of tomatoes, threw up the sponge when three pounds of peaches landed aside his ear.

Tug Jones jumped over the counter and pounded Tony Ames with the tennis flannel until the latter "squealed" satisfactorily, and the fight was declared off.

Joe Dobson and Tug bestirred themselves to release the Deacon from his unenviable position, and though he continued to groan, it could not be ascertained that aside from a lump behind one ear and a dilapidated suit of clothes, that worthy person was much the worse of the affray.

Hank Peters and Billy Johnson were placed under the pump and thoroughly drenched, while Tug removed the rope which had remained around his neck during the entire battle.

But the store!

I remember once to have been in a small Wisconsin village which had been visited by a cyclone the evening before. Tornadoes they called them then. The principal store of this place had been well and strongly constructed, and the wind, instead of tearing it to pieces and scattering it over thirteen neighboring counties, as with the balance of the village, merely lifted the walls, goods, a two ton safe and the counters, and carried them off the premises. Nothing remained but the floor. In the estimation of the writer, the tornado swept building was a much more desirable piece of property than was the store of Deacon Dunderhead when the smoke of battle had cleared away.

We leave the details of the wreck to the imagination of the reader.

Ten minutes after Peters regained consciousness, Gyp was discovered sound asleep near the wood box.

The bumblebee could not be found.

GEORGE L. THURSTON.

Talents without courtesy and consideration are like a piece of machinery without oil—there is too much friction for satisfactory service.

SMITH & SANFORD.

500 Rolls Floor Oil Cloth

Of the best quality,
At a price to close,
In lots to suit
Purchaser.

SMITH & SANFORD.

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of Staple and Fancy

DRY GOODS,
NOTIONS,
CARPETS,
CURTAINS

Manufacturers of

Shirts, Pants, Overalls, Etc.

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

Chicago and Detroit Prices Guaranteed.

48, 50 and 52 Ottawa St.

GRAND RAPIDS, MICH.

Geo. H. Reeder & Co.,

JOBBERS OF

BOOTS & SHOES

Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St., Grand Rapids.

WHERE ALL ARE
GREAT,
WHICH IS
GREATEST
OF ALL?



WE SAY LION COFFEE!



MERCHANTS:

YOUR TRADE DEMANDS a strong, finely flavored, perfectly roasted coffee, free from glazing and impurities of every kind. LION COFFEE satisfies this demand and therefore is a winner. It is sold by *wholesale grocers everywhere*. For quotations see price list column, or address the

WOOLSON SPICE CO., Toledo, O.

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.

BRIGGS BROS.

Drugs and Medicines.

SCHOOLCRAFT, Sept. 1, 1891.

Hazeltine & Perkins Drug Co.,

Grand Rapids.

Gentlemen-- We have purchased goods of you for a number of years and have found you unusually prompt in filling orders, everything being of first quality and prices competing with Detroit and Chicago.

Our orders have been filled fully as complete from your house as elsewhere.

We consider you in all respects a very satisfactory firm to do business with.

Yours resp'y,

Briggs Bros.

FRED L. HEATH,

Druggist & Book-seller.

Hastings, Sept. 2, 1891.

Hazeltine & Perkins Drug Co.,

Grand Rapids.

Gentlemen--I have been buying goods of your house for the last four years and have always had my orders filled with completeness and dispatch. My dealings with you have been entirely satisfactory.

Truly Yours,

Fred L. Heath

O. B. DUNNING.

Pharmacist.

Richburg, Mich. Aug 28/91

Mess Hazeltine & Perkins Drug Co.

Dear Sirs

I have been buying goods of your firm for eight or nine years and have been pleased with the prompt and complete manner in which my orders have been filled, equalling that of other drug firms with whom I have dealt. The quality of goods has always been of the best. I would further say I have found your salesmen gentlemen and am always glad to meet them.

Yours very truly
O. B. Dunning

Testimonials That Tell.

With this issue we conclude the publication of thirty-eight fac simile letters, from as many representative druggists of Michigan, testifying to the high quality of our goods, our promptness in filling orders and the uniform courtesy with which we treat our trade. These letters speak louder than anything we could say in our own behalf, as they come from dealers who buy in the open market, quality of goods and lowness of prices being their sole criterion as to the choice of houses. We cherish these evidences of regard so highly that we shall shortly publish same in pamphlet form, mailing a copy to each of our customers.

HAZELTINE & PERKINS DRUG CO.

DR. A. W. NICHOLS.

PROPRIETOR.

OFFICE OF DOCTORS

BOWER,
JENISON,
BENEDICT.

Greenville, Mich. Sept. 3, 1891.

Hazeltine & Perkins Drug Co.,

Grand Rapids.

Gentlemen--I have purchased the greater portion of my drugs during the past seven years of your house, except when buying direct from the manufacturers. Although I have been quite a liberal patron of other drug houses, yet, all things considered, I do not hesitate to say that it has been to my advantage, in point of quality of drugs, fair dealing and promptitude, to patronize your house to the extent that I have.

Resp'y Yours,

A. W. Nichols

Frank Barry,
MCKINNON.

«BARRY & CO. D»
General Merchants.

RODNEY, MICH.

G. N. WAGNER. FRANK BARRY. L. S. WAGNER.
Rodney Lumber Co.
City Office, Room 21, Widdcomb Building,
RODNEY, MICH. GRAND RAPIDS, MICH.

«REAL ESTATE»

Improved and Unimproved Farms for Sale on Easy Terms.

Rodney, Mich. Aug 21, 1891.
Hazeltine & Perkins Drug Co.
Grand Rapids, Mich.
Gentlemen--

We testify with pleasure to the purity and superior quality of your drugs. We think they can not be excelled. We feel it is our duty to acknowledge it to you and recommend them to the public. Having had so much experience in handling them we can vouch for their excellence. We desire to thank you for the promptness and accuracy in filling our orders.

Very truly yours,
Barry & Co.

Wholesale Price Current.

Advanced—Gum ammoniac, bleached shellac, castor oil, linseed oil.

Declined—Balsam Peru, Tonka beans, manna, oil cubebs, oil copaiba, oil wormseed, Jam. ginger.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzolium German.	500 60	Aloes	60
Boric	20 20	" and myrrh	60
Carbolicum	230 35	Arnica	50
Citricum	480 53	Asafetida	0
Hydrochlor	30 5	Atropine Belladonna	60
Nitrosum	100 12	Benzoin	60
Oxalicum	110 13	" Co.	50
Phosphoricum dil.	1 300 21	Sanguinaria	50
Salicylicum	13 50	Barosma	50
Sulphuricum	1 400 21	Cantuarides	75
Tannicum	400 42	Capitulum	50
Tartaricum	400 42	Ca damon	75
AMMONIA.		Castor	1 00 21
Aqua, 16 deg.	3 1/2 5	Catechu	50
" 20 deg.	5 1/2 7	Cinchona	50
Carbonas	120 14	" Co.	60
Chloridum	120 14	Columba	50
ANILINE.		Conium	50
Black	2 00 25	Cubeba	50
Brown	80 21 00	Digitalis	50
Red	450 50	Ergot	50
Yellow	2 50 23 00	Gentian	50
BACCÆ.		Gualica	50
Cubee (po. 90)	90 21 10	Zingiber	50
Juniperus	80 10	Hyoscyamus	50
Xanthoxylum	250 30	Iodine	75
BALSAMUM.		" Colorless	75
Copaiba	55 60	Ferr Chloridum	35
Peru	60 15	Kino	50
Terabin, Canada	350 40	Lobelia	50
Tolutan	350 50	Myrrh	50
CORTEX.		Nux Vomica	50
Abies, Canadian	18	Opil	35
Cassia	11	" Camphorated	50
Cinchona Flava	18	Deodor.	2 00
Eunonymus atropurp.	30	Aurant Cortex	50
Myrica Cerifera, po.	20	Quassia	50
Prunus Virgin.	12	Rhatany	50
Quillaja, grd.	14	Rheum	50
Sassafras	14	Cassia Acutifol.	50
Ulmus Po (Ground 12)	10	" Co.	50
EXTRACTUM.		Serpentaria	50
Glycyrrhiza Glabra.	240 25	Stromonium	60
" po.	330 35	Tolutan	60
Haematox, 15 lb. box.	110 12	Valerian	50
" 18.	130 14	Veratrum Veride	50
" 1/8.	140 15	MISCELLANEOUS.	
" 1/4.	160 17	Ether, Spts Nit, 3 F.	20 28
FERRUM.		" 4 F.	30 32
Carbonate Precip.	15	Alumen	24 3
Citrate and Quinia.	63 50	" ground, (po.)	30 4
Citrate Soluble.	60 50	Anatto	50 60
Ferrocyanidum Sol.	60 50	Antimoni, po.	40 5
Solut Chloride.	15 15	" et Potass T.	50 60
Sulphate, com'l.	15 15	Antipyrin	21 40
" pure.	7	Antifebrin	25 25
FLORA.		Argent Nitras, ounce	67
Arnica	230 25	Arsenicum	50
Anthemidis	300 50	Balm Gilead, Bud.	38 40
Matricaria	250 30	Bismuth S. N.	2 10 20
POLIA.		Calicum Chlor, 1s, (1/4s)	9
Barosma	200 50	" 1 1/2s, 12)	9
Cassia Acutifol, Tin-	250 28	Cantharides Russian,	1 20
nively	250 28	" po.	20
" Aiz.	350 50	Capaci Fructus, af.	20
Salvia officinalis, 1/4s	120 15	" po.	25
and 1/8s.	80 10	" B po.	20
Ura Ursi	80 10	Caryophyllus, (po. 15)	12 13
GUMMI.		Carmin, No. 40.	23 75
Acacia, 1st picked.	85	Cassa Alba, S. & F.	50 55
" 2d	60	Cera Flava.	38 40
" 3d	60	Coccus	40
" sifted sorts.	30	Cassia fructus.	30
" po.	60 80	Centaria	10
Aloe, Barb. (po. 60)	50 60	Cetaceum	42
" Cape, (po. 20)	12	Chloroform	60 63
" Socotri, (po. 60)	50	" squibbs	21 25
Catechu, 1s, (1/4s, 14 1/4s,	10	Chloral Hyd Crst.	1 50 21 70
16).	5	Chondrus	20 25
Ammoniac	450 50	Cinchonidine, F. & W	15 20
Asafetida, (po. 30)	22	" German 3	12
Benzolium	500 55	Corks, list, dis. per	60
Camphore	50 53	cent	50
Euphorbium po	350 10	Creatum	50
Galbanum	23 50	Creta, (bbl. 75)	2
Gamboge, po.	80 95	" prep.	50 5
Guaiacum, (po. 30)	25	" precip.	90 11
Kino, (po. 25)	20	" Rubra	8
Mastic	40	Crocus	30 35
Myrrh, (po. 45)	40	Cudbear	24 5
Opil, (po. 3 20)	2 00 21	Cupri Sulph	5 6
Shellac	250 35	Dextrine	100 12
" bleached.	300 35	Ether Sulph	68 70
Tragacanth	300 75	Emery, all numbers	3
HERBA—In ounce packages.		" po.	3
Absinthium	25	Ergota, (po.) 60.	50 55
Eupatorium	20	Flake White.	12 15
Lobelia	25	Galla	23
Majorum	25	Gambler	7 8
Mentha Piperita	23	Gelatin, Cooper	70
" Vir.	25	Glassware flint, 70 and 10.	400 60
Rue	30	by box 60 and 10	
Tanacetum, V.	22	Gline, Brown.	90 15
Thymus, V.	25	" White	130 25
MAGNESIA.		Glycerina	17 25
Calced, Pat.	55 60	Grana Paradisi.	22
Carbonate, Pat.	200 22	Humulus	25 55
Carbonate, K. & M.	20 25	Hydraag Chlor Mite.	90
Carbonate, Jennings.	35 30	" Cor	80
OLEUM.		" Ox Rubrum	21 10
Absinthium	3 50 24 00	" Ammoniat.	21 10
Amygdalae, Dulc.	450 75	" Unguentum.	40 55
Amygdalae, Amarae.	8 00 25	Hydrargyrum	70
Anisi	1 75 85	Ichthyobolla, Am.	1 25 21 50
Aurant Cortex	3 80 23 75	Indigo	75 21 00
Bergamit	3 75 24 00	Iodoform, Resubl.	3 75 23 35
Caliputi	70 80	Iodoform	34 70
Caryophyll	95 21 00	Lupulin	35 40
Cedar	35 65	Lycopodium	40 45
Chenopodii	61 75	Macis	80 85
Cinnamonif.	1 15 21 20	Liquor Arsen et Hy-	27
Citronella	45	drarg Iod.	100 12
Conium Mac	35 65	Liquor Potass Arsenitis	20 3
Copaiba	1 10 21 20	Magnesia, Sulph (bbl	20 3
		1 1/2)	450 50
		Mannia, S. F.	450 50

Get What You Ask For!
--HINKLEY'S BONE LINIMENT--

FOR THIRTY-FOUR YEARS THE FAVORITE.

Enclosed in White Wrappers and made by D. F. FOSTER, Saginaw, Mich.

Drugs & Medicines.

State Board of Pharmacy.

One Year—Stanley E. Parkill, Owosso.
Two Years—Jacob Jenson, Muskegon.
Three Years—James Vernon, Detroit.
Four Years—Otmar Eberbach, Ann Arbor.
Five Years—George Gundrum, Ionia.
President—Jacob Jenson, Muskegon.
Secretary—Jas. Vernon, Detroit.
Treasurer—Geo. Gundrum, Ionia.
Meetings for 1891—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, Oct. 20, 21 and 22, 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, F. Rohnert; Secretary, J. P. Rheinfrank.

Muskegon Drug Clerks' Association.

President N. Miller; Secretary, A. T. Wheeler.

Mr. Wells Calls the Turn.

The Pharmaceutical Era thus refers to a feature of the coming meeting of the M. S. P. A.:

Pharmacists of Michigan should consider whom they wish as incoming member of the State Board of Pharmacy to succeed, January 1, the outgoing member, Mr. Stanley E. Parkill, of Owosso. Those who will attend the State Association meeting at Ann Arbor on the 20th will be called upon to voice their desire, and should be prepared to do so.

The Era is in every respect a representative drug journal, but, in view of past experience, the above observation must have been made in jest. It will be remembered that a vote of the kind suggested was taken by the drug trade of the State about a year ago and that the member whose term was soon to expire received more affirmative votes than all the other candidates together. The second choice fell to Mr. Aldsford, the Lansing druggist, while the man who was so fortunate as to receive the appointment stood near the bottom of the list. This naturally suggests the idea that the wishes of the drug trade of the State is a matter of small moment with Governor Winans, who looked elsewhere for advice when it came to make an appointment to the Board of Pharmacy.

Sub rosa, THE TRADESMAN suggests that the pharmacists who have a candidate for the next appointment turn their batteries in the direction of Mr. Frank Wells, of Lansing, who is solely respon-

sible for the appointment of Mr. Gundrum and who is likely to dictate all future appointments of like character, so long as the present incumbent occupies the Governor's chair.

The Drug Market.

Balsam Peru has declined. Tonka beans are lower. Gum ammoniac has advanced. Bleached shellac has advanced. Manna is lower. Oil cubebs has declined. Oil copaiba has declined. Oil wormseed is lower. Jamaica ginger is lower. Quinine is steady. Opium is unchanged. Castor oil has advanced. Linseed oil has advanced.

Good Words Unsolicited.

Merton E. Town, general dealer, Crystal: "I am sure no live dealer should think of doing business without THE TRADESMAN."

S. K. Riblet, general dealer, Newaygo: "I have taken your paper from the first issue and consider it the best trade paper published."

Conrad Bros., grocers, St. Ignace: "We send you \$1 to renew our subscription for one year. Although the price seems rather high for a paper with no more pictures in it than THE TRADESMAN has, we have concluded to continue on with it on account of the yellow cover."

REMOVAL SALE.

Having leased other quarters, better adapted for the Drug business, I offer my entire stock of

Holiday and Fancy Goods, Novelties, Toys, Dolls, Games, Albums, Baskets, Books and Stationery, Sporting Goods, Notions,

AND MANY DRUGGISTS' SUNDRIES AT GREATLY REDUCED PRICES.

A rare chance to buy Fall and Holiday Goods at Bargain Prices. Samples now ready.

Special prices on all surplus stock before moving. Lease expires November 1st.

Drug Store Shelving and Counters for sale.

Large Wall Cases for sale.

Sample-Trunks for sale.

Small stock Drugs and Fixtures for sale. Large corner store for rent until January 1st. Correspondence Invited.

Fred Brundage,

21 to 27 Terrace St., Muskegon, Michigan.

GROCERIES.

Failed to Entrap the Farmer.

A case was being tried by a country court. A horse had been stolen from a pasture and the evidence all pointed to a certain doubtful character of the neighborhood as the culprit. Though his guilt seemed clear he had found a lawyer to undertake his defense. At the trial, the defendant's attorney expended his energy in trying to confuse and frighten the opposing witnesses, especially a certain farmer whose testimony was particularly damaging. The lawyer kept up a fire of questions, asking many foolish ones and repeating himself again and again, in the hope of decoying the witness into a contradiction.

"You say," the lawyer went on, "that you can swear to having seen this man drive a horse past your farm on the day in question?"

"I can," replied the witness, wearily, for he had already answered the question a dozen times.

"What time was this?"

"I told you it was about the middle of the forenoon."

"But I don't want any 'abouts' or any 'middles.' I want you to tell the jury exactly the time."

"Why," said the farmer, "I don't always carry a gold watch with me when I'm digging potatoes."

"But you have a clock in the house, haven't you?"

"Yes."

"Well, what time was it by that?"

"Why, by that clock it was just nineteen minutes past ten."

"You were in the field all the morning?" went on the lawyer, smiling suggestively.

"I was."

"How far from the house is this field?"

"About half a mile."

"You swear, do you, that by the clock in your house it was exactly nineteen minutes past ten?"

"I do."

The lawyer paused and looked triumphantly at the jury; at last he had entrapped the witness into a contradictory statement which would greatly weaken his testimony. "I think that will do," he said, with a wave of his hand, "I am quite through with you."

The farmer leisurely picked up his hat, and started to leave the witness stand; then, turning slowly about, he added: "I ought, perhaps, to say that too much reliance should not be placed upon that clock, as it got out of gear about six months ago, and it's been nineteen minutes past ten ever since."

The Philosophic Grocer.

Make heaven your home by making your home a heaven.

Marry for money and you will be a dear husband to your wife.

Those who serve God only one-seventh of the time deserve the same proportion of blessings.

The worst money in the world is that that isn't honestly earned.

Before you try to drown your sorrows find out whether they can swim.

Education is a cudgel of defense for the young and a staff for the old.

The best secured debt is that which has manhood, principle and integrity back of it.

Those addicted to the smoking habit should study the example of the volcano—it smokes for a while and then becomes extinct.

Practical education teaches you what to do in order to succeed. Experience teaches you what you might have done.

The dude pays particular attention to his clothes because they are the most valuable part of him.

A map who sits down on the pointed end of a tack may not be a humorist, but he immediately gets off a sharp thing.

Use Tradesman Coupon Books.

The Grocery Market.

Sugar is without change, the market being utterly featureless. Rio coffees continue to decline, the manufacturers of package goods having reduced their prices another 1/2c on Saturday. Sauerkraut is now in the field, standard goods starting in at \$3.50 per bbl. September cheese is about 1/4c higher. Gallon apples are quoted at \$2.50 per doz. Cranberries are 75c per bbl. higher.

New Jersey's Cranberry Crop.

The cranberry crop in New Jersey, which is just being harvested, will be the largest gathered for years. While all over the country there is a marked decrease in the yield as compared with last year, the Jersey crop will come to the rescue with an increase of over 10,000 bushels. The crop in this state has been estimated at 220,000 bushels.

C. N. Rapp & Co. have just received a carload of fancy Florida oranges, from the famous Manatee River district, which they are offering at low prices.

Red Star cough drops take the lead. Order them direct of the manufacturers, A. E. Books & Co., Grand Rapids.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun	45
No. 1 "	50
No. 2 "	75
Tabular	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box	
No. 0 Sun	1 75
No. 1 "	1 88
No. 2 "	2 70
First quality	
No. 0 Sun, crimp top	2 25
No. 1 "	2 40
No. 2 "	3 40
XXX Flint	
No. 0 Sun, crimp top	2 60
No. 1 "	2 80
No. 2 "	3 80
Pearl top	
No. 1 Sun, wrapped and labeled	3 70
No. 2 "	4 70
No. 2 Hinge, " "	4 70
La Bastie	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 "	1 50
No. 1 crimp, per doz	1 35
No. 2 "	1 60
FRUIT JARS.	
Mason's or Lightning	
Pints	10 00
Quarts	10 50
Half gallons	13 50
Rubbers	55
Caps only	4 50
STONEWARE—AKRON.	
Butter Crocks, 1 and 2 gal	06
" 3 to 6 gal	06 1/2
Jugs, 1/2 gal., per doz	75
" 1 " "	80
Milk Pans, 1/2 gal., per doz. (glazed 75c)	60
" 1 " "	72

POULTRY.

Local dealers pay as follows for dressed fowls:

Spring chickens	10 @ 11
Fall chickens	8 @ 9
Turkeys	10 @ 11
Spring ducks	10 @ 11
Fall ducks	9 @ 10
Geese	@

Drug Store for Sale at a Bargain

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

C. L. BRUNDAGE,

Opp. New Post Office, 117 W. Western Ave.
Muskegon, Mich.

GINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists
GRAND RAPIDS.

Wayne County Savings Bank, Detroit, Mich.

\$500,000 TO INVEST IN BONDS

Issued by cities, counties, towns and school districts of Michigan. Officers of these municipalities about to issue bonds will find it to their advantage to apply to this bank. Blank bonds and blanks for proceedings supplied without charge. All communications and enquiries will have prompt attention. This bank pays 4 per cent. on deposits, compounded semi-annually.
May, 1911. S. D. ELWOOD, Treasurer.

PRODUCE MARKET.

Apples—\$2 per bbl. for choice winter fruit. Beans—Dry beans are beginning to come in freely, dealers paying \$1.25 for unpicked and country picked and holding at \$1.60 for city picked pea or medium.

Butter—Choice dairy finds ready sale at 20¢ 21c. Factory creamery is held at 25c.

Celery—The crop appears to be an exceptionally large one, many growers being unable to secure anything like adequate returns. Local handlers manage to hold the price steady at 20¢ by preventing over supply.

Cabbages—40c per doz.

Cider—Sweet, 10c per gal.

Cranberries—All grades have advanced 50c @ \$1 per bbl. Fancy Cape Cod are held at \$3.00 per bbl. with second grade in fair demand at \$7.50. Fancy in crates bring \$2.75.

Cucumbers—Pickling, 15¢ @ 20¢ per 100.

Eggs—Dealers pay 20c for strictly fresh, holding at 22c. There is no call, as yet, for either limed or pickled.

Evaporated Apples—The market is utterly featureless, dealers buying grudgingly at 5 1/2¢ 6c and holding at 7c.

Grapes—Higher in account of the recent frosts. Concord command 3 1/2c, Niagaras are firm at 4 1/2c and California Tokay \$2 per four basket crate.

Honey—Dull at 16¢ @ 18 for clean comb. Onions—Dealers pay 40¢ @ 50c and hold at 50¢ 60c, extra fancy commanding about 70c.

Peppers—Green \$1 per bushel.

Potatoes—No market.

Quinces—\$2.25 per bushel.

Squash—Hubbard, 2c per lb.

Sweet Potatoes—\$2.50 per bbl. for choice Jersey stock.

Tomatoes—The market is well supplied with both ripe and green fruit. The former is in fair demand at 50c per bu.

PROVISIONS.

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

PORK IN BARRELS.	
Mess, new	10 25
Short cut	13 01
Extra clear pig, short cut	15 00
Clear, fat back, heavy	14 50
Boston clear, short cut	15 00
Clear back, short cut	14 50
Standard clear, short cut, best	15 00
SAUSAGE—Fresh and Smoked.	
Pork Sausage	7
Ham Sausage	9
Tongue Sausage	9
Frankfort Sausage	8
Blood Sausage	5
Bologna, thick	5
Head Cheese	5
LARD—Kettle Rendered	
Tierces	8 1/2
Tubs	8 1/2
50 lb. Tins	8 1/2
LARD.	
	Family. Com. pound.
Tierces	6 1/2 6
20 and 50 lb. Tubs	6 1/2 6 1/2
31b. Pails, 20 in a case	7 1/2 7
51b. Pails, 12 in a case	7 1/2 7 1/2
101b. Pails, 6 in a case	6 1/2 6 1/2
301b. Pails, 4 in a case	6 1/2 6 1/2
50 lb. Cans	6 1/2 6 1/2
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	7 00
Extra Mess, Chicago packing	7 00
Boneless, rump butts	10 00
SMOKED MEATS—Canvassed or Plain.	
Hams, average 30 lbs.	9 1/2
" 16 lbs.	10
" 12 to 14 lbs.	10 1/2
" picnic	7 1/2
" best boneless	9 1/2
Shoulders	7
Breakfast Bacon, boneless	11
Dried beef, ham prices	8 1/2
Long Cleats, heavy	8
Briskets, medium	8 1/2
" light	8 1/2

FRESH MEATS.

Swift and Company quote as follows:

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

FISH AND OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.	
Whitefish	@ 8
Trout	@ 8
Halibut	@ 15
Ciscoes	@ 5
Flounders	@ 9
Bluefish	@ 10
Mackerel	@ 25
Cod	@ 12
California salmon	@ 13
OYSTERS—Bulk.	
Standards, per gal.	\$1 15
Selects	1 75
OYSTERS—Cans.	
Fairhaven Counts	@ 35
F. J. D. Selects	@ 20
Selects	@ 23
F. J. D.	@ 23
Anchor	@ 20
Standards	@ 15
Favorites	@ 15
SHELL GOODS.	
Oysters, per 100	1 25
Clams	75

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 8
Royal	7 8
Nobby	7 1/2 8 1/2
Broken	7 1/2 8 1/2
English Rock	7 1/2 8
Conserve	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
Chocolate Drops	11 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	70
Imperial	65
Mottos	75
Cream Bar	60
Molasses Bar	55
Hand Made Creams	85 @ 95
Plain Creams	80 @ 90
Decorated Creams	1 00
String Rock	70
Burnt Almonds	1 00
Wintergreen Berries	65
CARAMELS.	
No. 1, wrapped, 2 lb. boxes	34
No. 1, " 3 " "	38
No. 2, " 2 " "	21
No. 2, " 3 " "	42
Stand up, 5 lb. boxes	1 10
ORANGES.	
Sorrentos, 200	
Imperial, 160	
LEMONS.	
Messina, choice, 300	@ 50
" fancy, 300	@ 7 00
" choice 300	@ 50
" fancy 300	@ 7 50
OTHER FOREIGN FRUITS.	
Figs, Smyrna, new, fancy layers	17
" choice	@ 15
" " " "	@ 12 1/2
" Fard, 10-lb. box	@ 9
" 50-lb. " "	@ 8
" Persian, 50-lb. box	@
NUTS.	
Almonds, Tarragona	@ 16 1/2
" Ivaca	@ 16
" California	@ 19 1/2
Brazil, new	@ 8
Flints	@ 11 1/2
Walnuts, Grenoble	@ 14
" Marbot	@
" Chili	@ 10
Table Nuts, fancy	@ 14
" choice	@ 12 1/2
Pecans, Texas, H. P.	15 1/2 @ 17 1/2
Cocoanuts, full sacks	@ 25
PEANUTS.	
Fancy, H. P., Suns	@ 5 1/2
" Roasted	7 @ 7 1/2
Fancy, H. P., Flags	@ 5 1/2
" Roasted	7 @ 7 1/2
Choice, H. P., Extras	@ 4 1/2
" Roasted	@ 6 1/2
HIDES, PELTS and FURS.	
Perkins & Hess pay as follows:	
HIDES.	
Green	3 @ 4
Part Cured	@ 5
Full	@ 5 1/2
Dry	6 @ 7
Kips, green	4 @ 5
Kips, cured	5 @ 5 1/2
Calfskins, green	4 @ 5
" cured	5 @ 5 1/2
Deacon skins	10 @ 30
No. 2 hides 1/4 off.	
PELTS.	
Shearlings	10 @ 25
Lambs	20 @ 25
WOOL.	
Washed	20 @ 230
Unwashed	10 @ 230
MISCELLANEOUS.	
Tallow	3 1/2 @ 4 1/2
Grease, butter	1 @ 2
Switches	1 1/2 @ 2
Ginseng	2 00 @ 2 50
OILS.	
The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids:	
W. W. Headlight, 150 fire test (old test)	@ 8 1/2
Water White, 120	@ 8
Special White, 120	@ 7 1/2
Michigan Test, 120	@ 7 1/2
Naphta	@ 7 1/2
Gasoline	@ 8 1/2
Cylinder	27 @ 28
Engine	13 @ 21
Black, 25 to 30 deg.	@ 7 1/2

[illegible]

Is the Cash System Attainable?
PAPER II.

Written for THE TRADESMAN.

Every business man who read the last article under this head will agree with me that Old Broadacres is the last man in the community entitled to credit and that by granting it to him, a great injustice is inflicted, indirectly, on the wage earners, and he is made meaner himself by having his opportunity enlarged for the exercise of his immaculate selfishness. It is also self-evident that if Old Broadacres and his city cousin, Old Moneybags, were made to toe the mark and pay spot cash all around, for value received, the blacksmith, the harness maker, the carpenter, the painter and every other *industrious* tradesman and mechanic would be able to pay spot cash. In fact, we might include in this list pretty much every laboring man who depends upon working by the day and doing "job" work around the neighborhood; for every merchant knows that nine-tenths of all the excuses that these fellows make for asking for credit or for failing to pay up at the time agreed upon, when credit had been given them, are legitimate fruits of the sins of omission which are directly traceable to the front door-steps of Old Broadacres and Mr. Moneybags.

While we are talking about laborers, let us see how the application of the cash system would affect the larger portion of those who work on our railroads and in our factories, mills and shops, and who receive their pay at regular intervals of a week, or a month. It would almost seem that here we had come in contact with an insurmountable obstacle in the way of adopting ready pay. It is an obstacle, surely, but is it not surmountable? How is it that in this great prosperous nation of ours, where the laboring man dines sumptuously and lives on the fat of the land; where the laboring man is a prince and is dandled in the lap of luxury, as compared with the laboring man of any other nation on the globe; where a laboring man can earn a dollar in a less number of hours and buy more solid comfort with the dollar that he earns than anywhere else on earth—I say, how is it that the great majority of these same fellows, who, the politicians say, are getting rich and own elegant, well furnished homes of their own, are *simply living from hand to mouth*? I mean by this that the larger portion of the laboring men of this country find themselves in a deplorable condition, every week or every month, as the case may be, when their wives and children must have food and clothing and they have not a dollar in the world with which to purchase it; and that unless some obliging merchant can be found who will furnish the necessary supplies—and assume all the chances of payment until next pay day—they will surely have to steal, beg or starve.

If any man reads the above lines who is not in the retail business and who doubts the fairness or truthfulness of the statements made therein, I would refer him to the nearest retailer doing a credit business for an indorsement of the same. How many times have I been told by these same fellows, when asking for credit, "Why, you will be sure of your pay when pay day comes around." These fellows talk as though time and circumstances were under their control and subject to their will and pleasure. When they assure the merchant that he

runs no risk and that he will be certain of his pay when pay day comes around, they forget that there is a possibility that pay day will never come around on account of sickness or death. The writer has in his possession an old ledger which tells the story of "next pay day" just as it is, without color or exaggeration. Here are a few samples: "Jeremiah Brown, section hand, by death, \$17.50; Ezra Wilson, brakeman, by death, \$22.45; Jonathan Flipler, miller, by death, \$8.96; Judson Prion, fireman, by death, \$14.30." Fifty names might be quoted from two of these old books, which represent men who were honest, industrious, prompt-paying customers; but there came a time, in spite of their protestations, when a risk was incurred and when pay day never came around—when the balance of their accounts, large or small, is transferred to that of the Great Reaper who strikes down rich and poor alike, but pays only the debts of the poor.

Is there a remedy for this condition of things? We think there is, and it is the application of the cash system just as many times per diem as the patient buys anything. The fault is not so much in the smallness of the wages received by our laboring men as in their extravagant and reckless mode of living. And yet, with all their extravagance and improvidence, they do live, as a general thing, on the wages they receive, but they drag behind and act as dead weights in impeding the progress of the retail business of the country, instead of keeping up with the procession and marching in the ranks like men. If the average laboring man can live and keep his family on the wages he receives, *under his present management*, there is nothing on earth to prevent him from laying up money or paying for a home of his own under a ready-pay system. While discussing this question the other day, a clerk of one of our city grocery stores made this remark: "Why, don't you know that under the present system it is customary to apportion all losses on account among those who never fail to pay their accounts?" I asked him how they did it, and if by adding to the price, how did they manage to escape detection? In reply, he winked at me in a knowing way and said: "There are more ways than one of performing this little necessary evil of a trick, and any man who is not a forlorn geese ought to have brains enough to know that no grocer could run a successful business under the present system, without the benefits of this little protective tariff." He said that at his store it was an invariable rule to strike off every man's name who failed to pay up every Saturday night, unless he could show good cause for not doing so; for they considered it cheaper, and more economical in the long run, to cut off a customer and drop him the first time he wantonly breaks faith with them and fails to pay as agreed upon. The week's trade, amounting to from \$5 to \$15, of course, is lost in that direction and must be provided for from some other source. The man who pays his bills promptly must also pay his *pro rata* of the bills that other people refuse to pay; and even the man who pays spot cash, if he trades at a credit store, is compelled to pay more for his supplies than he ought to, because it is impossible to run two scales of prices in one store on the same stock. What shall we say of the great crop of commercial weeds, commonly called dead-

To Dealers in

Wall Papers:

Our representative will call on you soon with a complete line of Wall Papers at Manufacturers' Prices. Wait until you see our line as we can save you money.

HARVEY & HEYSTEK

Monroe, Ottawa and Fountain Sts.,

Grand Rapids, Mich.

Do You want a Cut OF YOUR STORE BUILDING

For use on your Letter Heads, Bill Heads, Cards, Etc?



We can furnish you a double column cut, similar to above, for \$10; or a single column cut, like those below, for \$6.



In either case, we should have clear photograph to work from.

THE TRADESMAN COMPANY,

ENGRAVERS AND PRINTERS,

GRAND RAPIDS, MICH.

beats? There was a time when each one of these poor fellows was "dunned" for the first time when it was impossible to pay. Everything has a beginning, and even a dead-beat is no exception to the rule. Probably an honest, manly attempt to pay up or do right was met with taunts and abuse which wounded the pride, destroyed the self-confidence and put to route all the other noble attributes of true manliness, and, in due course of time, the creature of the credit system was full developed and turned loose to prey on society. Adopt the cash system and the mill that grinds out dead-beats will shut down forever for want of grist.

We shall have to look elsewhere for an insurmountable obstacle in the way of applying the cash system, for it certainly does not lie along this line. It would be the starting point in the up-hill road of prosperity, in the history of any laboring man, the instant he put his foot down and declared that from henceforth no purchased article should enter his house until fully paid for; and this he could do and carry out with a little preparation, even if he had to put his family on half rations for one or two intervals between pay days.

But how about the great mass of farmers—not the Broadacre portion, for they are few and limited—but the great majority who live from hand to mouth, like the laboring men? This class of farmers are always behind one season, or one crop; and they think that there is no other possible way but to be carried by everybody until after sheep-shearing, or until after harvest. Did you ever stop to think what a ridiculous farce this is? A great big farmer, with 80 acres of the earth's surface which he calls his own, with horses, cattle, sheep, hogs and poultry; with a cellar full of fruits and vegetables; with eight months' supply of the staff of life on hand, backed up by pork, apple-butter, sauer-kraut, cider, apple sauce and maple molasses till you can't find a place to put your foot down—think of this great, big, burley, double-fisted, overfed, pancake-stuffed granger getting an idea into his head that if somebody don't carry him he will surely be compelled to lie down and perish by the wayside! Hear him, as he tells the village grocer, whose entire stock—if his bills were paid—would be worth less than the farmer's tools and implements, that he will have to carry him and stuff him with the few things he is not provided with, *until after sheep-shearing!* Great Scott! See him climb that rickety stair case in answer to a "please enclose" that he received from a care-tossed, brain-worried, half-starved little apology of a man who occupies a dingy little back room in common with the spiders and paste pot. This unfortunate creature is the editor of the *American Exponent*, and he hasn't had a square meal since the banquet given to the members to the Press Association at Powkegan. He is not rich, for if all his worldly effects were converted into lawful money of the United States, it would not purchase the farmer's strawstack. The day is cold and the half cord of green elm wood promised on subscription has not yet arrived, and he sits shivering and wondering how long an editor can subsist on thin air and faith, stiffened with turnips. But see the marvelous change that creeps over him when the big, greasy farmer enters his dismal den!

The rigid lines about the mouth relax as he thinks of pork chop for supper, and his face assumes the appearance of a graveyard in the spring time when the first warm days arrive. But, alas! that graveyard thaw has frozen up again, and that budding smile has been nipped with the killing frost of disappointment. What horrid thing has happened to quench the rising hopes within the editor's breast? That big lubbard of a farmer has actually asked the editor to *carry him!* Just think of it! That little, half-starved, scrawny editor compelled to carry that big, burly, overfed, greasy, pork-stuffed granger until he gets ready to sell a little hay! Let me live on corn cobs and buckwheat straw, rather than stand in that granger's shoes in the day of judgment! That farmer goes home (not with a clear conscience, for he has no conscience) and stuffs himself with tenderloin, buckwheat cakes and honey, while the editor sneaks home on a back street to avoid a "dun" for a bushel of turnips and sits down to a supper of liver and cold turnips, and wonders if a farmer ever goes to heaven, for, if he did, he would trade off his church pew for the balance of the year, for something to eat.

What this farmer ought to have done, when he ran out of circulating medium, and what the cash system would have compelled him to do, was to have borrowed what money was necessary to pay up his little bills and keep him running until he could realize on the sale of some produce. The farmer would then know just how much he owed and when it was due, and by paying spot cash he would get better prices and buy less stuff.

We have looked among the masses for some insurmountable obstacle in the way of adopting the ready-pay system, but not one has been discovered. It is only in certain individual cases where the spot cash plan would fail to work, but no injustice would result to anyone. For instance, there are farmers who cannot borrow a dollar. Everything they have is mortgaged for all it is worth and their personal credit is not good. Such men cannot borrow money and, of course, could not pay cash at all times; but what merchant would like to hand over his property to persons of this kind? No man who cannot borrow money is a fit and proper person to supply with merchandise on credit. It is one of the unexplainable things, often met with in human experience, that a man will refuse to loan his money where he will place his merchandise, without a whimper. Let one of these fellows, without security and without personal credit, ask a merchant for a loan of money, and the merchant would fairly snort with indignation at the very idea; but let this same fellow ask this same merchant for goods on tick, and he will tear off and weigh out the stuff without a word and deliver it if he has to tramp through the mud a foot deep to do it. Strange, but true, nevertheless, and can only be accounted for, like many other foolish, senseless thing that we do, by a habit of following custom in a blind, mechanical way without even halting to give it a passing thought.

The adoption of the cash system would remove the man who has no means of earning money, and no money to buy with, from the shoulders of the merchants and turn him over to the general public, where he belongs. Thus we find

that, even in the individual cases, all would be benefited by adopting the cash system, and, therefore, we conclude that the cash system is practically attainable.

E. A. OWEN.

Use Tradesman or Superior Coupons.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

D. A. DODGETT, Vice-President.

H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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



Owing to the fact that we were unable to meet the demand for Chamoise moccasins last fall, we advise placing your orders now.

We have them in all grades ranging from \$1.85 to \$4.75 per dozen.

SEND FOR SAMPLE.

HIRTH & KRAUSE,

Grand Rapids, Mich.

If you would be A LEADER, handle only goods of VALUE.

If you are satisfied to remain at TAIL END buy cheap, unreliable goods.

GOOD YEAST IS INDISPENSABLE.

FLEISCHMANN & CO.

UNDER THEIR Yellow Label OFFER THE Best!

CITY OFFICE:
26 Fountain St.

FACTORY DEPOT:
118 Bates St., Detroit, Mich.

SEND FOR SAMPLE

— OF OUR —

Imitation Linen Envelopes

One Size only, 3½ x 6.

Price printed, 500, \$1 50

1,000, 2 50

2,000, 2 25 per M.

5,000, 2 00 "

The Tradesman Company,

Grand Rapids.

THE MICHIGAN TRADESMAN.

The Boy Who Would Not Lie.

(Continued from 6th page.)

an extent as the people on this side of the line. There was an over-production of American manufactures, more especially in print goods. This surplus stock of cheap American prints was shipped out of the country and slaughtered in foreign markets, the Canadian markets becoming completely glutted with it. The deacon's counters were heavily freighted with it and precious stuff it was, too—narrow, filled with paste or starch, and painted in gorgeous colors and flashy patterns; but it was new and cheap, and, therefore, sold readily. It was no earthly good, but what cared the deacon, so long as it afforded a big margin of profit. A good Ashton print of English make, of fast colors and a yard wide, cost 16 cents and sold at 20, giving a margin of 25 per cent. profit, whereas this cheap shoddy American print only cost from 2½ to 5 cents and sold quickly at from 5 to 10 cents, giving a margin of 100 per cent. profit; and so the deacon laid in a heavy stock of this cheap trash, which was the first departmental stock of merchandise that fate introduced me to. There was one pattern (and it predominated throughout the entire stock) that contained all the colors seen at a Mississippi plantation camp-meeting, and spread on in several thicknesses at that. It cost only 3¼ cents per yard, which fact led me to believe that the paint used in its manufacture must have been some sort of cheap earth paint or it would not have been so cheap; but we sold it at 7 cents per yard and that was the only thing connected with its history which had any interest for the deacon. My mother had bought some of this loud print to make some aprons for the hired girl and they were accidentally left out on the lawn the night after my mother had made them, and the dew took out every particle of color; but the paint did not kill the grass, which further convinced me that it must have been some cheap stuff. One afternoon, after I had been holding down my position about two weeks, a lady customer who was a neighbor, a particular friend and a sister church member of my mother's, came into the store to buy some print. Her eye being attracted by the pattern of many colors referred to, she enquired the price. I gave her the price and she next asked me if the colors would 'stand a wash.' I replied promptly that they would not and that if she wanted fast colors and goods which would give her perfect satisfaction, I would advise her to buy the Ashton prints. The deacon was in the office on the opposite side of the store writing, but just as I threw down a piece of Ashton print for the lady's inspection, down went the deacon's pen on the office desk and around the counter came the deacon in a towering rage. I remained at my post and the lady continued to examine the goods. *Bluff!!* Something very solid and substantial had suddenly come in contact with me, which unbalanced me and came near sending me headlong through the deacon's front window. I recovered myself, however, before reaching the window and turned to see what was the matter. The deacon was standing in my place and explaining to the lady, in a voice which was tremulous with anger, that the colors in that piece of American print were *madder* colors, and that everybody but an absolute fool knew that madder colors were fast colors.

The lady gave me a look of sympathy and passed out of the store without a word, *never to enter it again while the deacon was in.* Turning to me, with blanched face and quivering lips, and a forced smile which had a ghastly look, he said: 'How many times have you got to be told that these goods are here for sale and that that kind of talk will never sell them?'

'I was transfixed. I was petrified. I was paralyzed. I was too mad for utterance. I stood with clinched fists and glared at the deacon in a white heat of rage. At last speech came to me and I fairly shouted: 'You infernal old hypocritical scoundrel, I won't lie for myself in order to enjoy the fruits of a legal robbery, and I'll see you in the bottom of the bottomless pit before I'll lie for you; and if you expect me to do it, you've got the wrong pig by the ear, and don't you forget it.'

'The deacon, who had retreated to a good safe distance, now drove his ghastly smile into a horse laugh and apologized, but from that day to this I have always been suspicious of religious cloaks of all kinds, sizes and patterns.' ZENO.

SEEDS

We carry the largest line in field and garden seeds of any house in the State west of Detroit, such as Clover, Timothy, Hungarian, Millet, Red Top; all kinds of Seed Corn, Barley, Peas, in fact anything you need in seeds.

We pay the highest price for Eggs, at all times. We sell Egg Cases No. 1 at 35c, Egg case fillers, 10 sets in a case at \$1.25 a case.

W. T. LAMOREAUX & CO.,

128, 130, 132 W. Bridge St.,

GRAND RAPIDS, MICH.

For Sale!

AT A BARGAIN.

A stock of Dry Goods belonging to the estate of Jas H. Brown, deceased. Must be sold at once.

HIRAM COLLINS,

Special Administ'r, 101 Ottawa St

PAUL EIFERT,

Manufacturer of

Trunks, Traveling Bags and Cases

SAMPLE TRUNKS AND CASES
MADE TO ORDER.

Write for Prices.

41 SO. DIVISION ST.,

Grand Rapids, - - Michigan.

H. M. REYNOLDS & SON,

Tar and Gravel Roofers,

And dealers in Tarred Felt, Building Paper, Pitch, Coal Tar, Asphaltum, Rosin, Mineral Wool, Etc.

Corner Louis and Campau Sts.,
GRAND RAPIDS.

MICHIGAN CENTRAL

"The Niagara Falls Route."

	DEPART.	ARRIVE
Detroit Express.....	6:30 a.m.	10:00 p.m.
Mixed.....	6:40 a.m.	4:30 p.m.
Day Express.....	6:40 a.m.	4:30 p.m.
*Atlantic & Pacific Express.....	11:15 p.m.	6:00 a.m.
New York Express.....	5:40 p.m.	12:40 p.m.

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



TIME TABLE

NOW IN EFFECT.

EASTWARD.

Trains Leave	*No. 14	*No. 16	*No. 18	*No. 28
G'd Rapids, Lv	6:50am	1:20am	3:45pm	10:55pm
Ionla, Ar	7:45am	11:25am	4:52pm	12:37am
St. Johns, Ar	8:28am	12:17am	5:40pm	1:55am
Owosso, Ar	9:15am	1:20pm	6:40pm	3:15am
E. Saginaw, Ar	11:05am	3:40pm	8:45pm	.....
Bay City, Ar	11:55am	3:45pm	9:35pm	.....
Flint, Ar	11:10am	3:40pm	8:40pm	5:40am
Pt. Huron, Ar	3:05pm	6:00pm	10:30pm	7:35am
Pontiac, Ar	10:57am	3:05pm	8:55pm	5:50am
Detroit, Ar	11:5 am	4:05pm	9:50pm	7 am

WESTWARD.

Trains Leave	*No. 81	*No. 11	*No. 13	*No. 15
G'd Rapids, Lv	7:05am	1:00pm	5:10pm	10:30pm
G'd Haven, Ar	8:50am	2:15pm	6:15pm	11:30pm
Milwaukee Str, Ar	.....	.....	6:45am	6:45am
Chicago Str, Ar	.....	.....	6:00am	.....

*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, 6:45 a. m., 10:10 a. m., 3:35 p. m. and 9:50 p. m.
Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 82 Wagner Sleeper.
Westward—No. 81 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffetcar.
JOHN W. LOUD, Traffic Manager.
BEN FLETCHER, Trav. Pass. Agent.
JAS. CAMPBELL, City Ticket Agent.
23 Monroe Street.

CHICAGO & WEST MICHIGAN RY.

SEPT. 6, 1891.

DEPART FOR	A. M.	P. M.	P. M.	P. M.
Chicago.....	+ 9:00	+1:05	*11:35	.....
Indianapolis.....	+ 9:00	+1:05	*11:35	.....
Benton Harbor.....	+ 9:00	+1:05	*11:35	.....
St. Joseph.....	+ 9:00	+1:05	*11:35	.....
Traverse City.....	+7:25	+5:17	.....	.....
Muskegon.....	+9:00	+1:05	+5:30	+8:30
Manistee.....	+7:25	+5:17	.....	.....
Ludington.....	+7:25	+5:17	.....	.....
Big Rapids.....	+7:25	+5:17	.....	.....

+Week Days. *Daily. *Except Saturday.
9:00 A. M. has through chair car to Chicago. No extra charge for seats.
1:05 P. M. runs through to Chicago solid with Wagner buffet car; sea s 50 cts.
5:17 P. M. has through free chair car to Manistee, via M. & N. E. R. R.
11:35 P. M. is solid train with Wagner palace sleeping car through to Chicago, and sleeper to Indianapolis via Benton Harbor.

DETROIT, Lansing & Northern R R

JUNE 21, 1891.

DEPART FOR	A. M.	P. M.	P. M.
Detroit.....	+6:50	+1:00	*6:25
Lansing.....	+6:50	+1:00	*6:25
Howell.....	+6:50	+1:00	*6:25
Lowell.....	+6:50	+1:00	*6:25
Alma.....	+7:05	+4:30	.....
St. Louis.....	+7:05	+4:30	.....
Saginaw City.....	+7:05	+4:30	.....

6:50 A. M. runs through to Detroit with parlor car; seats 25 cents.
1:00 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.
7:05 A. M. has parlor car to Saginaw, seats 25 cents.
For tickets and information apply at Union Ticket Office, 67 Monroe street, or Union station.
Geo. DeHAVEN, Gen. Pass'r Agt.

Toledo, Ann Arbor & North Michigan Railway.

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

VIA D., L. & N.

Lv. Grand Rapids at.....7:25 a. m. and 6:25 p. m.
Ar. Toledo at.....1:10 p. m. and 11:00 p. m.

VIA D., G. H. & M.

Lv. Grand Rapids at.....6:50 a. m. and 3:45 p. m.
Ar. Toledo at.....1:10 p. m. and 11:00 p. m.
Return connections equally as good.

W. H. BENNETT, General Pass. Agent,
Toledo, Ohio.

Grand Rapids & Indiana.

Schedule in effect September 10, 1891.

TRAINS GOING NORTH.

	Arrive from Leavegoing	South.	North.
For Saginaw & Traverse City.....	5:15 a.m.	7:05 a.m.	.....
For Traverse City & Mackinaw.....	9:30 a.m.	11:30 a.m.	.....
For Saginaw and Cadillac.....	2:15 p.m.	4:30 p.m.	.....
For Petoskey & Mackinaw.....	8:50 p.m.	10:30 p.m.	.....
Train arriving at 9:20 daily; all other trains daily except Sunday.	.....	.....	.....

TRAINS GOING SOUTH.

	Arrive from Leavegoing	North.	South.
For Cincinnati.....	6:20 a.m.	7:00 a.m.	.....
For Kalamazoo and Chicago.....	10:30 a.m.	12:30 a.m.	.....
For Fort Wayne and the East.....	11:50 a.m.	2:00 p.m.	.....
For Cincinnati.....	5:30 p.m.	6:00 p.m.	.....
For Chicago.....	10:40 p.m.	11:05 p.m.	.....
From Saginaw.....	10:40 p.m.	.....	.....
Trains leaving at 6:00 p. m. and 11:05 p. m. run daily; all other trains daily except Sunday.	.....	.....	.....

Muskegon, Grand Rapids & Indiana.

	For Muskegon—Leave.	From Muskegon—Arrive.
7:00 a.m.	10:10 a.m.
11:25 a.m.	4:55 p.m.
5:40 p.m.	9:00 p.m.

SLEEPING & PARLOR CAR SERVICE.

NORTH--7:05 a.m. train.—Parlor chair car G'd Rapids to Traverse City.
11:30 a.m. train.—Parlor chair car G'd Rapids to Petoskey and Mackinaw.
10:30 p.m. train.—Sleeping car Grand Rapids to Petoskey and Mackinaw.
SOUTH--7:00 a.m. train.—Parlor chair car Grand Rapids to Cincinnati.
10:30 a.m. train.—Wagner Parlor Car Grand Rapids to Chicago.
6:00 p.m. train.—Wagner Sleeping Car Grand Rapids to Cincinnati.
11:05 p.m. train.—Wagner Sleeping Car Grand Rapids to Chicago.

Chicago via G. R. & I. R. R.

Lv Grand Rapids	10:30 a.m.	2:00 p.m.	11:05 p.m.
Ar Chicago	3:55 p.m.	9:00 p.m.	6:50 a.m.
10:30 a.m. train through Wagner Parlor Car.	.....	.....	.....
11:05 p.m. train daily, through Wagner Sleeping Car.	.....	.....	.....
Lv Chicago	7:05 a.m.	3:10 p.m.	10:10 p.m.
Ar Grand Rapids	2:15 p.m.	8:50 p.m.	5:15 a.m.
3:10 p.m. through Wagner Parlor Car.	.....	.....	.....
10:10 p.m. train daily, through Wagner Sleeping Car.	.....	.....	.....

Through tickets and full information can be had by calling upon A. Almquist, 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 Electrotype Co.,

ELECTROTYPERS

—AND—

STEREOTYPERS

6 and 8 Erie St., GRAND RAPIDS.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

AND Jeweler,

44 CANAL ST.,

Grand Rapids - Mich.

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.

ANYTHING

That will help a man in his business ought to be of vital importance to him. Many a successful merchant has found when

TOO LATE

That he has allowed his money to leak away.

-Money- Won't take care of itself.

And the quicker you tumble to the fact that the old way of keeping it is **not good enough**, the more of it you will have to count up.

If you wish to stop all the leaks incident to the mercantile business, adopt one of the

Coupon Systems

Manufactured in our establishment—"Tradesman," "Superior" or "Universal"—and put your business on a cash basis.

For Samples and Price List, address

THE TRADESMAN COMPANY

GRAND RAPIDS, MICH.

C. A. LAMB.

F. J. LAMB.

C. A. LAMB & CO.,

WHOLESALE AND COMMISSION

Foreign and Domestic Fruits and Produce.

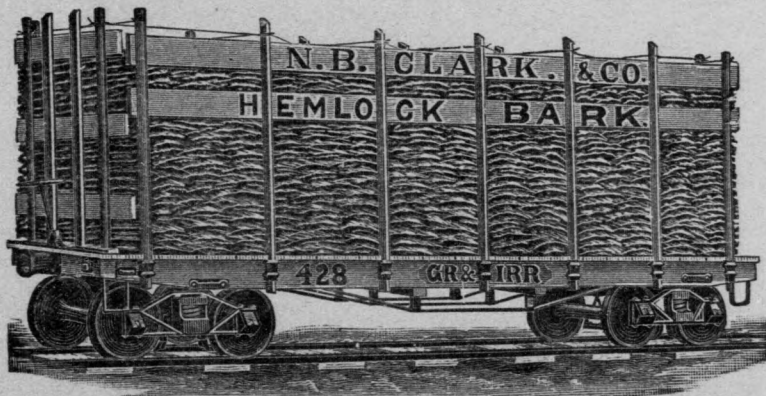
84 and 86 South Division St.

Bolts Wanted!

I want 500 to 1,000 cords of Poplar Excelsior Bolts, 18, 36 and 54 inches long.

I also want Basswood Bolts, same lengths as above. For particulars address

J. W. FOX, Grand Rapids, Mich.



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

Correspondence solicited.

81 SOUTH DIVISION ST., GRAND RAPIDS.

W. H. DOWNS,

—JOBBER OF—

Notions & Fancy Goods.

8 So. Ionia St., Grand Rapids, Michigan.

I have just received a fresh invoice of Ribbons, on which I am prepared to make unusually close prices.

Yarns, Blankets, Comforts

Overshirts, Dress Goods,

Dress Gingham, Prints, Batts

—ALL WEIGHTS—

And a New Line of Floor Oil Cloth in 5-4, 6-4, 8-4.

P. STEKETEE & SONS

GRAND RAPIDS, MICH.



See Monday's and Saturday's Detroit Evening News for further Particulars.

\$100 GIVEN AWAY

To the Smokers of the

PRINCE RUDOLPH CIGARS.

To the person guessing the nearest to the number of Imps that will appear in a series of cuts in the Evening News, cuts not to exceed 100, 1st Cash Prize, \$50; 2d, \$25; 3d, 15; 4th, \$10. Guess slips to be had with every 25c. worth of PRINCE RUDOLPH CIGARS. Sold Everywhere. Up to date there has been published 28 cuts, with a total of 303 Imps.

MANUFACTURED BY

ALEX. GORDON, Detroit, Mich.

DANIEL LYNCH, Grand Rapids, Mich., Wholesale Agt.

P. & B. OYSTERS!

The **Oyster Season** is now well opened and we are "in the swim," as usual. We put up good goods and sell them right, and **we want your trade**. Having once secured it, we will endeavor by all honorable means and methods to retain it. Send us your orders.

THE PUTNAM CANDY CO.

H. LEONARD & SONS, 1891-CHRISTMAS ANNOUNCEMENT-1891

*You can save freight, time and money by
buying at home. All commands
esteemed.*

Order Early.

We call your especial attention to the benefits to be secured by ordering your Holiday Goods early in the season. Our stock was never so full of fancy and staple Christmas goods as it now is, and by ordering now you will secure the finest selection in every line. Our terms to dealers of approved credit are 2 per cent. discount if paid December 1 (on goods sold previous to October 31) or net January 1, 1892.

Our Catalogue No. 105, of general staple, and No. 107 of strictly Christmas goods will be sent to dealers on request. If you haven't both of these, drop us a card. The best goods from all manufacturers in England, France, Germany and the United States are there placed before you and an order from either will have as prompt and careful attention as if placed in person.

Do not underestimate the advantages to be obtained by coming to this market and selecting from our magnificent line of samples. We have one-third more articles on exhibition this year than ever before. Our line is increased in every department and we can truthfully say that we have never seen brighter and richer Holiday Goods than those now shown. *You can make money on our line, and the goods will sell themselves.*

Nellie Bly.

One of the best games shown this year is "Round the World with Nellie Bly," founded on the trip of the popular young lady who made the famous trip for the New York World in the unprecedented time of 73 days. It is perhaps the most interesting game ever shown at the price. Retail 75 cents each.

Playing Cards.

In playing cards we handle only the "Russell & Morgan" line and our prices are actually below those of many jobbers. We carry the following well-known cards constantly in stock: Cadet, Steamboat, Tourists, Bicycle, Capital, American, Skat, Sportsmen, Army & Navy and Congress. Don't buy a card till you examine our line.

Dolls

In this magnificent selling line our display is by far the grandest ever shown. You will find all the favorites in China babies, China limbs, washable dolls, dressed babies, dressed boy and girl dolls and novelties in bisque and kid combinations never before shown in this country. This enormous variety is our own personal selection in the markets of France and Germany.

Toys.

Are shown in unending varieties of rattles, whips, guns, soldier sets, swords, trumpets, chairs, pistols, watches, surprise boxes, Santa Claus figures, musical toys, cows, rabbits, dogs, horses, jumping jacks, children's furniture and china sets, paints, skin toys, villages, Noah's arks, bellows toys, Christmas tree candles and novelties, rubber balls, squakers, watches, churches, magic lanterns and mechanical toys of every description.

Christmas Books.

We earnestly advise every dealer in this line to examine our extraordinary bargains in this class of Holiday Goods before they make their purchases, the assortment is so varied that we can but call your attention to it; sufficient to say that it is a larger variety and a handsomer, brighter line than we have ever shown. Our special line (that is selling too fast to suit us) at 18 cents is alone worth a trip to the city to select. We are also agents for "McLoughlin Bros." incomparable line.

Dollar Typewriter.

This is a practical typewriter that is used even more by adults than as a toy. You can write real letters with it and much faster than with pen and ink. It is a wizard that makes the boys and girls wild to run it, and at the retail price of \$1 each will be wanted in every family this fall. Nothing to get out of order. Simplest! Cheapest! Best! Packed one in a box.

Flying Artillery.

Is the latest iron toy for children and is a perfect imitation of U. S. Artillery and entirely indestructible. This feature makes the entire line of malleable iron toys from a 25 cent railroad train to a five dollar "Tally Ho" coach the favorite with every buyer. Be sure your assortment includes some of the popular 50 cent and \$1 pieces in this line. All packed one in a box.

Tiddledy Winks.

No stock will be complete this year without a full line of this favorite game. It is popular with adults as well as with children and gives a complete entertainment for an entire evening. No game ever put on the market has had such an enormous sale, and the new prices now bring it within the reach of all. Retail from 10 cents to \$1.25 each with a good profit for the dealer.

"Lotto" Games.

This well known evening amusement holds its place with chess, backgammon and parcheesi in the public favor. We have sold it for the past years in ever increasing quantities. The box and implements now shown are large and durable. Retail prices 25 and 50 cents.

Fish Ponds

In this game we did not begin to supply the demand last year, being entirely sold out by December 1. Nothing can replace this sporting game and nothing is so finely gotten up for so little money. Retail 25 cents to \$1 each.

Ten Cent Games.

Here we will only mention the names of the best children games ever shown. Many are former 25 cent games, now made over into this popular priced line. We show Authors, Old Maid, Fox and Geese, Cards of Fate, Dr. Busby, Jumping Frog, Simple Simon, Letters, Railroad, Peter Coddle, Hippety Hop, Tiddledy Winks, Matrimony and many more.

Steam Toys.

Weedens' celebrated steam mechanical toys have now forced the foreign goods entirely off the market. On pages 20 and 21 of our Holiday Catalogue we show his complete line. Every one is warranted to run by steam or no sale. The pieces shown are wonders and at once an amusement and a constant instruction to the boys. Every part of a real engine is exactly duplicated, and any part can be replaced at pleasure.

Ouija.

(Pronounced Wee-ja.)

The Ouija is without doubt the most interesting, remarkable and mysterious production of the 19th century. Its operations are always interesting and frequently invaluable, answering as it does questions concerning the past, present and future with marvelous accuracy. It furnishes never failing amusement and recreation for all classes, while for the scientific or thoughtful its mysterious movements invite the most careful research and investigation—apparently forming the link between the known and the unknown, the material with the immaterial. It forces upon us the conviction that great truth was contained in the statement of the Danish Prince: "There are more things in heaven and earth, Horatio, than were ever dreamed of in thy philosophy."

Harmonicas.

One of those little things that are a necessity in every stock. We have them from the five cent toy up to the celebrated fifty cent "Hohner" and at all prices.

Silverware.

Our new supplement to Catalogue of Silver Plated Ware shows the great increase in this household line. The designs have never been so rich and chaste as those now shown and the line is now so large, including knives, forks, spoons, children's sets, fruit knives, casters, cake baskets, berry dishes, pickles, tea sets, tooth picks, napkin rings, syrups, butters, berry spoons, pie knives, sugar shells, nut picks and cracks, peppers and salts, call bells, ice pitchers and sets and numerous novelties, that it is a favorite one with all careful buyers.

Window Pieces.

Don't forget the importance of properly advertising your holiday stock, and look at our numerous articles that will make a big display in your show windows and at the same time are none too fine for the petted son or daughter. Rocking and swing horses, extra large dolls, furniture pieces, nests of drums, Santa Claus figures, fine plush cases, ships, skin horses and the ever pleasing, crowd drawing mechanical engines, horses, bicycles, fire engines, fighters, jugglers, steam pump, etc.

Puzzles.

This feature is shown in many new and pleasing varieties of smashed up locomotives, fire engines, steamships, steamboats, Old Woman and Pig, United States, The World, the White House, the "Brownies," the pretty village. All being bright colors on wood so that it is one of the most durable as well as the most interesting amusements. Put "puzzles" on your list.

Fancy Glass and China.

We have rich handled flower and bonbon baskets, showing brilliant combinations in ruby, crystal, yellow, blue, rose, etc. New colors in vases and water sets. New decorations in china cups and saucers, bone plates, fruit plates, salads, comforts, cracker jars, rose jars, child's plates and all items necessary to a complete assortment. Our china and glass goods represent our own direct purchases abroad from the best of German, French and Bohemian makers and is one of the most profitable stocks that can be put into any stock.