# Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

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VOL. 9.

GRAND RAPIDS, OCTOBER 28, 1891.

NO. 423

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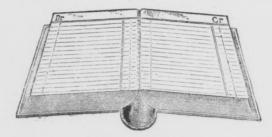
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# MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, OCTOBER 28, 1891.

NO. 423

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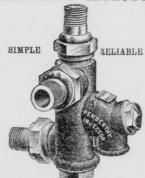
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May, 1891. B. D. ELWOOD, Treasurer. BELL BELT.

BELL BELT.

That was the name pinned to the little skirt of the baby found in the basket at the baker's door, in Fiftieth streetpinned by an old-fashioned cameo brooch, with "B. B." cut on its back.

"I want the baby called Bell Belt," was written in pencil on the paper. "I am too poor to keep it. God bless those that will. I shall know who they are."

The baker's old wife had no children, and the baker let her do as she chose. She kept the child, and it grew to be a girl of fifteen before the old people died.

They had petted her, had taught her something, dressed her well-but there was no will. Relations from Germany trooped down on the property, nothing was thought of Bell, and she found herself with a trunk and a little purse of money-very, very little-thrown upon her own exertions for a livelihood.

She was not clever, nor educated, only pretty and mild and timid. The work she found paid ill, and stopped at last altogether.

A hard old landlady threatened to turn her out of her half of the bed, in a little hall bed-room, and her clothes went bit by bit to pay her way.

At last wearing shoes that clung to her feet only by a miracle; her marvelous, dark-eyed beauty clothed in faded garments, patched and frayed and timeworn, she went about asking for work and receiving only denials. She was so handsome, so shabby that they had doubts of her-these smug people sitting in their trim warehouses. They chose to employ plainer girls in better clothes.

One hungry Saturday came the threat of dismissal from her poor home hanging like the storied sword we all know of over her head by a single thread, and she found herself at the entrance of a great factory.

She crept in shyly, seeking in vain the persons who could give or refuse her work; and turning first to one door and then to another, finding only an old man who swept up some scattered rubbish with a great besom, until, suddenly from a dark passage-way, rushed a crowd of girls, of women, large, small, old and young, who, in their hurry, took no notice of her. She was pushed against the wall, and watched them as they ranged themselves in groups and turned their eyes on a tall, thin, well-dressed woman who carried a leather bag in one hand and a red account-book in the other, until she mounted a high-stool before a desk; and opening the book, commenced a sort of roll-call.

Bell was too well used to factories not to know that it was pay-day; and the hungry eyes watched what went on with the envy the penniless must feel at the sight of money, in a world where money is so much. The sum paid to each was small, and as the signatures were made certain deductions were spoken of. One or two girls cried over theirs, and were comforted by their friends; but the roll- name," cried Miss Alberts.

call, the signatures and the payments went on very regularly on the whole, until the lady at the desk called out:

"Lizzie Williams."

Then a girl's shrill voice answered:

"She's dead, Miss Alberts; died yesterday."

"Dear me!" responded Miss Alberts, with the air of saying what was expected of her. "How sudden! In the midst of life we are in death; let us all remember that. Will some one notify her relatives that the money will be paid to them?"

One after another the slim lady called the girls' names, and mentioned the amount she gave each aloud, as a signature was made in the book. A few deductions were made for having been late or having spoiled something. One of the girls burst into tears and was led away sobbing by a frined, who whispered that "it was a shame," as they passed the wall against which Bell had been crowded.

But usually the coming and going went on without delay, until the end was nearly reached, then-

"Lizzie Petrel," called the paymis-

"Lizzie is dead," cried a shrill voice. "Good gracious, how sudden!" screamed another.

"She was drowned at a picnic last night," said the informant.

"'In the midst of life we are in death," said the paymistress, in a formal manner, as one who feels something is expected of her. "I trust you will all remember this. If the poor girl has parents, the money will be paid to them. Some one let them know, please. Bigonia James!"

"I'm to fetch it to her. I'm her sister. She's got married," said a small, brightlooking girl.

"Very well, sign for her," said she. Rengenuna Jones, step up."

"I'm to take her's home. I'm her sister. She's got married," replied a very small girl, near the desk."

"Very well, sign for her and take it," said the lady at the desk. "Bella Belt!" Bell gave a great start.

"Bella Belt," repeated the paymistress. "I sha'n't wait here all night for the last girl on the list. Is Bella Belt dead or married. Some one answer. She must be a new hand. I've never paid her before. Bella Belt, come and get your money."

The girls looked about them. Some of them stared at Bell.

"What is your name?" asked one.

"Bell Belt - Isabella Belt," replied

"Well, go and get your money; you must be stupid," said a girl.

"I don't think she meant me," said Bell.

"Here she is, Miss Alberts," cried the girl. "She don't quite understand."

"You are to come here, Bell Belt, and get your four dollars and fourteen cents. The rest of the five is deducted for absence. Hurry! I want you to sign your

Poor Bell! She knew that there was a girl in the factory who bore her name, but it occurred to her that she might be dead, or married, as the two others had been, and she was hungry, tired almost without power to fight against fate. One pushed her, another pushed her. She stumbled against the desk.

"Your name Belt?" asked Miss Alberts, in a flurry of impatience.

"Yes, ma'am, but—" began Bell.

"I can't help the deductions," said Miss Alberts. "I'm deducted myself if I don't do what I ought. It's business Don't talk to me about it; here, take the pen. Sign your name there."

Bell took the long, red handle in her fingers and wrote "Isabella Belt" on the line indicated, and instantly four dollars and fourteen cents were put into her hand.

The book was closed with a slam, and Miss Alberts dropped from her highstool and stalked out of sight.

"Little Greeny, you'll never get on if you don't look out sharper for yourself,' said a good-natured voung giantess at her elbow. "We have to jump pay-day, 1 tell you."

Others giggled at her; but with a horrible consciousness that she was a thief. making her heart throb like some strange engine within her, shaking her whole frame, making her tremble in every limb, crept out and away, and sat down on the steps of the closed factory to come to herself.

Trying to comfort her conscience, she repeated these arguments over and over again to herself.

"I never said a word, I'm starving. should sleep in the streets if I didn't pay Mrs. Trewjer to-night. The other girl did not come. Perhaps she's dead. Perhaps married. It is not likely she needs it as I do."

But still she sat where she had thrown herself down, incapable of going to spend the money that it seemed to her fate had made her steal.

The shadows grew longer. The side of the factory, with its many closed windows, looked down on a street that was no thoroughfare. No one came that way out of hours. Opposite was only the storing-ground of a lumber-house. Great boards, piled one above another, constantly threatened to topple down into the road below, but never did. Solitude as deep as can be found in a city reigned there after work-time.

So Bell, staring up the street, watched without interruption a woman's figure that came hurrying down at its best speed, now and then putting a hand to her heart and pausing, but running on again the faster afterward. It came to a pause opposite the great door, and glared at it: then sunk down, with its face in its hands.

"Closed! Closed! Closed!" it moaned. "And I tried so hard to get here! I tried so hard-so hard!"

"It was a middle-aged woman, once pretty, still not plain, with gray in her hair, that had been of a splendid glossy black-a woman shabby as Bell herself, and with the same sort of delicate, swaying figure. As the girl looked at her, she looked up and spoke:

"Have they all gone home?"

"Yes," said Bell.

"Then there is no chance of getting my wages," sighed the woman. "I tried to get here, but I've been sick, and I

fainted. I shall starve unless I begstarve! Do you work here?"

"No," replied Bell. "Will you tell me your name, please?"

"Isabella Belt," said the woman.

"What was coming to you?" asked Bell.

"Not five dollars: but it was life to me." said the woman.

Bell put her hand in her pocket.

"That's your money," she said. "Bella Bella. Belt,' they called. I'll tell you the truth."

She told her all, and the woman listened. A strange look was on her face; a strange light in her eyes.

"I used to read novels when I was a girl," she said. "This is stranger than a novel. You're a good girl-good! We'll share the money, Bella-Bella Belt. You look like me, too, don't you, only you are young and-pretty."

She took Bella's hand. They sat so awhile, the money on the stone between them.

"Let us go and get something to eat," said the woman at last, and they were rising to go when something arose from behind a great rusty boiler that lay near the steps, that petrified both women with horror, a tramp, red-faced, with long, touseled hair and beard, with fithy rags upon a figure that resembled that of a gorilla, and the soft, heavy footfall of more!"

Silently the two Bellas, young and old, clung together as he leaned over them, his hot breath on their faces.

"Give us the money," he said. "Give us the money. You have the money? You had money; give it."

Then he saw it, seized it, counted it, dropped the change, picked it up, struck a blow toward them, hitting nothing, and stumbled away.

"Thank God!" cried the women together. Then they looked at each other piteously, hungrily, and began to cry.

"Its not safe here," said the elder woman.

"If we could only get into the factory. We might do it; old Peter, the watchman, doesn't always lock the gate at Up amongst the machinery we might have all Sunday, and even find a scrap or two to eat of lunches left over. We'll go to the gate."

Hand in hand they made their way to the little wooden passage that was left each other's arms. open for Peter. The old man sat with his back to them eating his supper. They crept past him, and up and out of sight. In a room overhead they sat down near a window, and the elder Bella, leaving her companion there, searched everywhere and found a few crackers, a fragment of cheese, a half-eaten apple.

"Better than begging," she said.

They munched the scraps, and night fell and the moon arose, and they kept beside the window and close to each

After awhile the elder woman asked a question of the younger:

"Have you a mother?" she said.

"There is a wicked woman somewhere, if she is not dead, who left me on a door step in a basket once," Bella answered. "A good old woman took me in. She is dead."

"Had you anything your real mother could know you by?" asked the older

"My name and a cameo brooch marked B. B..'" the girl answered; "but she never wanted to know me; not she."

Then silence fell, and after awhile the two women gathered together some cotton waste and canvas and lay down to sleep together.

"Do you pray?" asked the elder Bella of the younger, as she drew the canvas over her.

"Yes," sighed Bella.

"Then pray for me," said the other; 'pray for me, a sinner."

Later, two tramps, sodden and hideous, staggered back to the factory-side and lay there, smoking.

Later yet a policeman heard a shrill old voice crying "Fire! Fire!" and rushed in to meet a feeble old man, with a lantern in his hand-Peter the watchman.

"It's Breeze's factory!" he cried. "It's blazing. I just got out with my life-no

"Any one there?" asked the policeman. "Thank God, not a soul!" said Peter.

But up in the room into which the moon no longer shone, where the air was dense and thick with black, smothering smoke, two women felt their way toward a window.

"Do you hear me?" asked the elder Bella.

"Yes," said the younger.

"I don't think we can be saved. I must tell you, Bella, I am your mother, the wicked woman who left you at the baker's door. But, Bella, I loved you. I was starving; that woman had a good home and loved babies. I meant to come back for you, but it's been poverty, suffering, misery ever since-ever sinceever since, Bella, that's why I did not come. I thought you rich and happy. never knew-Bella-

"Mother!" sobbed a faint voice in reply; "oh, mother, I believe you and I love you." And they lay clasped in

They found them so next day, clasped in each other's arms. The fire had not touched them, and their faces were almost happy when they laid them side by MARY KYLE DALLAS.

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Condenced Advice to Thinking Drug-gists. Don't encourage loafing in the store. Don't cut regular prices to draw trade. Don't neglect to test the goods you buy. Don't take less than three drug journals. Don't take less than three drug journals. Don't forget to be polite to all customers. Don't fail to learn the antidotes to poisons. Don't think bottles are accurate measures. Don't send out unsightly looking packages. Don't neglect to insure your stock of goods. Don't allow the scale pans to remain soiled. Don't forget that carbolic acid is combustible. Don't think red phenol is unusually poisonous. Don't neglect to keep ointments in a cool place. Don't think that drops are aiways the same size. Dont 'orget that alcohol stains varnished surfaces. Don't forget to become familiar with new remedies. Don't cause an explosion by Don't forget to become familiar with new remedies. Don't cause an explosion by pouring acids into water. Don't let colors in the show globes become muddy. Don't induce ignorant or lazy boys to study pharmacy. Don't talk to customers while dispensing prescriptions. Don't scowl at the poor and smile on the rich customer. Don't permit unregistered drug clerks to run your store. Don't forget that Socotrine aloes is the only kind official. Don't forget that alumen kind official. Don't forget that alumen designates the potassium alum. Don't make a practice of forgetting what you never knew. Don't lose your presence of mind when an accident occurs. Don't forget that phosphorus is a dangerous article to handle. Don't forget that quinine will preserve mucilage, paste, etc. Don't forget that a "want" book is of no value unless used. Don't forget that a good druggist is not presegrified. of no value unless used. Don't lorget that a good druggist is not necessarily a doc-tor. Don't keep books of reference where you can't find them. Don't call a one-eighth ounce package of morphine a drachm bottle. Don't forget that dirty windows shut out trade as well as light. Don't neglect to register, according to law, every sale of polson. Don't use cheap corks; they are unsatisfactory to all parties. Don't measure water in an oily graduate when making emulsions. Don't forget that purity and quality of medicines are both important. Don't forget that below the possible of the possible forget that lamps are most liable to explode when the oil is low. Don't filter lime water, but keep an excess of lime in the shelf bottle. Don't hesitate about joining the American Pharmaceutical Association. Don't forget that powdered regin may produce speciations. Association. Don't forget that powdered resin may produce spontaneous combustion. Don't forget that sugar added to ordinary ink forms a good copying ink. Don't attempt to dissolve chlorate of potassium in ether, it will explode. Don't forget to smile when the one-hundreth child asks for a picture card. Don't fail to learn the physical characteristics of good drugs and preparations. Don't forget that it is never safe to manufacture a preparation from rations. Don't forget that it is never safe to manufacture a preparation from memory. Don't forget to treat your competitor as you would like to have him treat you. Don't forget to order in time goods that sell only at certain seasons of the year. Don't imagine that a pure powdered drug can be sold cheaper than the crude article. Don't expect to buy or sell pure drugs as cheap as adulterated ones can be sold. Don't forget that it is wrong to accept apprentices who do not like the business. Don't forget that a conical graduate makes a good vessel for collection of sediments. Don't forget that your certificate of registraforget that your certificate of registra-tion should be prominently displayed. Don't forget that the United States Phar-macopeia is a recognized legal standard. macoporia is a recognized legal standard.
Don't attempt to form an alcoholic solution of chromic acid unless your will is made. Don't forget that the National Formulary is the authority for non-official preparations. Don't forget that actetate of lead loses some of its acetic acid when exposed to the air. Don't dispense two ointments at the same time for the same person in similar vessels. Don't place an oily vessel into the sink for the same person in similar vessels. Don't place an oily vessel into the sink where it will soil others more easily cleaned. Don't permit dirt, dust, files or unclean boys to collect around your soda fountain. Don't forget that saltpetre and sulphur may explode, if pounded in an iron mortar. Don't forget that globular show bottles have focused the sun's rays and caused fires. Don't forget that

granulated gum arabic dissolves more readily than the powdered. Don't forget that the exercise of eternal vigilance is the best safeguard against accidents. Don't throw spoiled drugs or preparations out of the back door; they may cause harm. Don't forget that carbolic acid coagulates collodion, and creosote forms a clear solution. Don't keep such carbolicy chemicals as pierates, gun cotforms a clear solution. Don't keep such explosive chemicals as picrates, gun cotton, etc., where they can do damage. Don't forget that lampblack, in large quantities, has been known to take fire spontaneously. Don't make a pill mass too soft at first; it is far easier to soften than to harden a pill mass. Don't tell a customer that he is a fool, for nine times out of ten he will think the same of you. Don't forget that chlorate of notassium Don't forget that chlorate of potassium and iodide of iron are incompatible, as iodine is liberated. Don't absent yourself from the store more than is necessary; people like to meet the proprietor. Don't forget that the best friends of the metric system are those who make the most use of it. Don't forget that anilin colors fade with age; records should not be written with anilin ink. Don't forget that the evaporation of a solution of hydrophlesete for the colors of drochlorate of cocaine decomposes the salt. Don't forget that bisulphide of carbon, ether, benzin, rhigolin, benzol, gasolin, etc., are explosive. Don't forget that dilute sulphurous acid will remove bichromate of potassium stains from the skin. Don't forget that chlorine water and many other preparations spoil if kept in stock any length of time. Don't forget to cover the funnel when filforget to cover the funnel when filtering, or the percolator when percolating alcoholic liquors. Don't permit graduates, mortars, etc., to stand around dirty; it is much easier to clean them immediately. Don't forget that some of the powders left after exhaustion by percolation make fine microscopic chieft. Don't divulce information. tion by percolation make nne microscopic objects. Don't divulge information about customers; you are in common with the doctor and lawyer in this respect. Don't forget that physicians sometimes intentionally prescribe pharmaceutically incompatible mixtures. Don't forget that the apothecaries' ounce contains (50 grains while the apothecaries') contains 480 grains, while the avoirdu-pois' weighs only 437½ grains. Don't forget that a physician's patronage may cost you more than it is worth if you are over-anxious to hold it. Don't for get that cherry-laurel water and mor-phine salts are liable to form the poisonparties atts are flable to form the poison-ous cyanidide of morphine. Don't forget that cocaine and borax form an in-soluble borate of cocaine, while boric acid and cocaine do not. Don't imagine that it requires less work to clean the show cases once a month than to rub them off every morning. Don't dispense poisons in old patent or proprietary medicine bottles; serious accidents frequently occur in such cases. Don't forget to eat at regular hours and take the usual amount of time for meals that other business men enjoy. Don't use sawdust to catch the drippings of oil tanks or barrels; it may cause spontaneous combustion; sand is safer. Don't forget that in dispensing a solution all the in-gredients should be dissolved before the gredients should be dissolved before the preparation leaves the store. Don't forget that there are a thousand and one deodorizers for iodoform, and that coumarin is probably as good as any. Don't forget that when alcohol and water are mixed the combined volume is less than the sum of the two separate liquors. Don't forget that the druggist who makes a failure of his own business knows how to run every other store in the neighborto run every other store in the neighborhood. Don't forget that sulphuretted hydrogen water is best preserved in glass stoppered bottles, with the stopper protected by vaselin. Don't forget that chloral and cyanide of potassium mutually decompose each other, and that hy-drocyanic acid is one of the products. Don't forget that many celluloid articles can be mended by covering the edge with glacial acetic acid and pressing

# **Y**UILY 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 Goupons.

#### 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, evidence of indebtedness in any court of and, as a result, you have to charge law or equity. and, as a result, you have to charge many items on your book that do not 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 husy waiting on frous 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 illy afford the time, as you keep customers waiting when it might be avoided. The aggregate amount of time consumed in a month in making. 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 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 advantaged for

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 chant 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 marchant to determine whether he will the marchant to determine whether he will the merchant to determine whether he will issue another book before the one al-

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 agenty for however. who runs a book account or buys on credit. The cash man ought to have an 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 written forted with the sales of the consumer of the property of the which is *prima facte* evidence of indebt-edness; (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 so that they can be readily detached from the book, can be kept in the safe or money drawer until the time has arrived country and address your letters to

## THE TRADESMAN COMPANY,

GRAND RAPIDS.

#### AMONG THE TRADE.

#### AROUND THE STATE.

Palmyra-E. Nichols has removed his general stock to Clayton.

Elkton-Vogel & Weber succeeds Vogel Bros. in general trade.

Dryden-Ira E. Parker succeeds Parker Bros. in the drug business.

Perry-Henry Wallace has bought the furniture stock of C. F. Bott.

Elmer-Joseph J. Trickey has sold his general stock to A. D. Pitcher.

Lakeview-J. M. Beach has sold his hardware stock to J. L. Crittenden.

Gladstone-Marble & Foss have sold their jewelry stock to M. H. Rowland.

Howell-Edw. K. Johnson succeeds Stowe & Johnson in the drug business. Wheeler-H. C. Breckenridge has sold

his hardware stock to J. Breckenridge. Monroe Center-Geo, H. Wightman has sold his general stock to Crane & Clark.

Marquette-Wm. J. Van Kleek has sold his furniture stock to Carl Tonella & Co.

Niles-Edgar Woodruff, of the grocery and crockery firm of J. & E. Woodruff, is dead.

Tecumseh-J. M. Jones succeeds Jones & Hazlett in the merchant tailoring bus-

East Tawas-J. L. Robinson, general dealer, has been closed on chattel mortgaged.

Milford-Johns & Lawrence are succeeded by Orvis & Goin in the grocery business.

Palm Station-Wagner Bros. have sold their general stock to Leander W. Thompson.

Marquette-A. H. Holland has bought Green wald.

clothing stock in one of the stores in his water Novelty Iron Works. new block.

Charlevoix-J. H. Mullin has removed his stock of clothing from White Cloud mill site and will occupy the same with a to this place.

Onekama-Geo. A. Barstow has purchased the general stock of the Onekama Lumber Co.

Watson-A. Fassett has enlarged and improved his store building and put in a line of groceries.

Battle Creek-A. N. Buckner has purchased William Farlin's meat market at 491/2 West Canal street.

Grand Ledge-S. S. Fowler & Co. are succeeded by Geo. L. Coryell in the crockery, bazaar and confectionery busi-

Byron Center - Dann & Hyder have sold their meat market to Levett Bros. who will continue the business at the old

Cedar Springs-B. A. Fish has resumed the grocery business. The stock was furnished by Andrew Wierengo, of Muskegon.

Harbor Springs-L. A. (Mrs. W. S.) Canfield is succeeded by Henry A Robinson in the confectionery and tobacco

Reed City-Patrick & Niergarth have removed their general stock from Leroy to this place, having been open for business several days.

Onekama-B. Burmeister and R. F. Wendell are erecting new store buildings on the sites of their old ones, which were recently destroyed by fire.

Breedsville-It is reported that S. C.

with their own stock.

Leroy-M. V. Gundrum & Co. have from the railroad. opened a branch store at Traverse City under the management of the younger Co., capital stock \$14,000, has been in-Mr. Maurer. The new store will carry corporated by John F. Eby, F. Fayram, lines of clothing, hats and caps, furnishing goods and boots and shoes

firm of S. S. Burnett & Co., general Bennett. dealers, on October 24, and will remove to Lake Ann and engage in general trade. The business will be continued at this place by the remaining partner, J. H. Putnam.

Shelby-C. C. Wheeler, of the firm of Wheeler Bros., will shortly take up his residence near Concord, N. H., in hopes tracted to handle the product of the the change will benefit his wife's health. He still retains his interest in the firm bined capacity of the three mills is 12,of Wheeler Bros. and his land in the Upper Peninsula.

Ainger-C.: F. Meads and Chas. Woodbury have sold their grocery stocks to is about ready to begin cutting. One of Henry E. Green, general dealer at Olivet, who has consolidated the stocks in the building formerly occupied by Mr. Meads under the management of Mr. Woodbury. Mr. Meads contemplates locating at Scottville and engaging in the drug business.

Saginaw-A chattel mortgage has been executed by R. B. Martini, general dealer at Akron, Tuscola county, to J. M. Morley, of this city as trustee. The amount named in the mortgage is \$4,767.06, in favor of eight creditors, among whom are two firms in this city to the extent of \$1,200. The liabilities are about \$8,000.

#### MANUFACTURING MATTERS.

Roscommon - P. H. Matheson & Co. the tobacco and cigar stock of Frank have begun manufacturing cedar shingles. Pentwater-Phillips & Jensen succeed

Belding-W. F. Bricker has opened a J. C. Jensen as proprietors of the Pent-

Muskegon-Hudson & Co. have purchased the Beaudry, Champagne & Co. shingle mill which they purchased from C. A. Crosby, of Greenville.

Harrison-Lyman Williams is removing his shingle mill from Cranberry Lake to this point, where he has a large contract for cutting the shingle timber on a 35,000,000 foot tract owned by Wilson. Stone & Wilson.

Port Huron-Robert M. Campbell is erecting a planing mill here. It will be three stories high, constructed of brick and stone, covering a ground area of 50x100 feet, with a boiler and engine house 30x40 feet.

Sault Ste. Marie-Frank Ferry has purchased 50,000,000 feet of pine on the Two Hearted River of the Calumet & Hecla Mining Co. The consideration is reported at \$176,000, and 20,000,000 feet of timber will be lumbered this winter.

Manistee-Filer & Sons' sawmill was shut down last week to make some repairs to the salt well. It shows how much the lumber is subordinate to the salt, when mill men think it will not pay to run the mill without the block going

Flint-Geo, T. Warren & Co. have concluded to remove their cigar factory to Saginaw, having leased a three-story and basement brick building, 50x90 feet in dimensions. The present force of sixty hands will be considerably increased.

Clare-David Lockwood has purchased the Chaffee sawmill, in Greenwood town-Sibole has sold her general stock to A. B. ship, Clare county, and a large tract of Lee & Co., of Bangor, who will remove hard and soft timber in the same town- much as when we attack those of others.

the stock to that place and consolidate it ship. The mill has been removed to the timber, being located only half a mile

Detroit—The Michigan Check Register John A. Heames, F. H. Blackman, Frank S. Ring, F. H. Farnsworth, William C. Collins-S. S. Burnett retired from the Sprague, Harry Sunley and James L.

> Boyne City-Wm. H. White & Co. have purchased the Wm. Mears hardwood sawmill and water power, at Boyne Falls, and will operate the same under the management of Chas. Thompson. Messrs. White & Co. will continue to operate their hardwood mill here and have conhardwood mill at Deer Lake. The com-000,000 feet per annum.

> Trout Creek—The Trout Creek Lumber Co., which is putting in a fine plant here, the band saws has been started to cut out material for trestles, and the other band and gang will be started as soon as possible. The mill will have a capacity of 100,000 feet a day and will compete for the eastern car trade, making all rail shipments from their mill east via Sault Ste. Marie and the Canadian Pacific Rail-

Black River-The rumor that Alger, Smith & Co. contemplate winding up their business here is denied, as they have still a large quantity of timber in Alcona, Oscoda, Montmorency and Presque Isle counties. They will extend their railroad into Presque Isle county, where lumbering contracts have been let. It is also reported that they will build a branch road from town 33-4 in Presque Isle to Twin Lakes in the southwest corner of Montmorency county.

Marquette-We have been having a large amount of rain lately, which bids fair to help out some of the sawmills with logs, which otherwise would have to shut down. J. C. Brown has a large force of men on the Dead River, trying to get down the McGraw logs, which have been hung up on that stream all summer. If he does not succeed the Cleveland Saw Mill Co.'s mill in this city will have to suspend operations for the

Another Convert to the Cash System. Chas. B. Johnson, the Palo grocer and druggist, is the latest convert to the closer-to-cash-system, having promulgated the following circular among his

#### A NEW DEPARTURE.

Commencing with November 10, I shall books and sell for cash and cash only.

Any responsible person desiring credit can obtain the same on 30 days' time by purchasing a Tradesman coupon book, the workings of which I will explain to any one who may desire to use same

For several years I have paid cash for butter, eggs, etc., and my customers all know they can obtain cash any time for any of these products. I she to do the same in the future. I shall continue

If my customers stand by me in this new departure, I shall from time to time reduce the price on all goods which will admit of a reduction. I know I can sell cheaper for eash than on the old system.

Thanking you for your kindness in the past, and wishing I may merit a liberal share of your patronage in future, I remain, Yours respectfully,

Chas. B. Johnson.

We never injure our own character so

A Prominent Personage.

Jawkins—"Who is that man yonder who goes along with his nose in the air?" Hogg—"'Sh! He's a mighty important personage. His picture and biography are in all the papers."

Jawkins—"What has he done?"

Hogg "the's the man who was cured

Hogg-"He's the man who was cured of catarrh."

#### 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 advertise-ment 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 ich farming country. Will sell on easy terms. Must ulit the business on account of poor health. Address . W. Armstrong, Caledonia, Mich.

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. 3. 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 radiroads. Address Lowell Furniture Co., Lowell, Mich. 323

reil Furniture Co., Lowell, Mich.

323

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

321

nziber," care Michigan Tradesnan.

321

OR SALE—STOCK OF GENERAL MERCHANDISE, which will invoice \$\$4,000, store, residence, barn lone acre of land, located in the best wheat grow-section of Central Michigan. Will take half in difarming land. Address Lock Box 14, Waccusta, h.

Mich. 281

FOR SALE OR EXCHANGE—STOCK OF GROCERIES, well located in city; will invoice \$800. Enquire at No 78 Stocking street.

FOR SALE—A CLEAN STOCK OF DRUSS, GRO-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 SFOT CASH TO PAY FOR A dress No. 26, care Michigan Tradesman. 26

#### SITUATIONS WANTED.

ANTED—SITUATION AS TRAVELING SALESMAN, glassware or specialty house preferred, by man experience who has best of references. Address 115 arles street, Grand Rapids, Mich. 2825

ANTED—SITUATION AS CLERK OR BOOK-KEEPerin general retail or wholesale grocery house, young man of three years' experience in either pacity. Write me at once. Address Lock Box 357, rrison, Mich. 320

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

#### MISCELLANEOUS.

H ORSES FOR SALE—ONE SEVEN-YEAR OLD FIL II, 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, Stauton,

Mich.

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.

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
street—one of the best locations on the street.

Desirable for the dry goods business, as it has been
used for the dry goods business for three years. Size,
22x80 feet, with basement. Geo. K. Nelson, 68 Monroe
street.

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

#### G. R. MAYHEW.

Grand Rapids Mich.,

JORRER OF

#### Wales Goodyear Rubbers, Woonsocket Rubbers, Felt Boots & Alaska Socks.

Whitcomb & Paine's Calf Boots.



Write for Prices.

#### GRAND RAPIDS GOSSIP.

Olson Bros., grocers, have moved from 327 East Bridge street to 44 Stocking

- and notion store at the corner of Broadway and Butterworth avenue.
- J. Sanford, late of the Central market, has opened a market at the corner of Hall street and Madison avenue.

Jas. L. Felton has opened a grocery store at Burnip's Corners. The Ball-Barnhart-Putman Co. furnished the

The local peach crop began coming in July 23 and stray lots of Smocks are still coming to market, meeting with lively demand at the hands of dealers who have standing orders for late arrivals. The erop has never before lasted so long in this vicinity, two months being the usual outside limit.

#### Purely Personal.

- L. R. Lansing, the Wayland grocer, was in town Monday.
- H. M. Patrick, the Reed City general dealer, was in town Monday.
- H. F. Hastings leaves Nov. 3 for Colorado Springs, where he will spend a few weeks-possibly the entire winter.
- Carl L. Maurer, of the firm of M. V. Gundrum & Co., general dealers at Leroy and Traverse City, was in town Monday.

Arthur K. Wheeler, Treasurer of the Lemon & Wheeler Company, is spending a week or ten days with friends at To-

C. H. Felt, the Constantine druggist, is seriously ill with a complication of liver and lung troubles. He is undergoing treatment at Jackson.

Dr. W. S. Terrill, formerly manager of the Mill's drug store at Sand Lake, has returned to Muir and taken the management of his father's drug store.

Wm. H. White, of the lumbering firm of Wm. H. White & Co. and the mercantile firm of White & Fairchild, Boyne City, was in town Monday on his way to Buffalo.

C. F. Meads, formerly engaged in the grocery business at Ainger, was in town one day last week on his way to Scott ville, where he contemplates embarking in the drug business.

The drug trade of the State will sympathize with H. J. Brown, the Ann Arbor pharmacist, in the loss of his daughter, a beautiful girl of 14 years, whose death occurred about two weeks

Chas. E. Olney and family have returned from Thompson, Conn., where they spent the summer. Mr. Olney and son, Geo. E., leave about November 20 for Santa Barbara via New York and the Isthmus of Panama, the voyage by ocean and rail occupying about thirty days.

Chas, E. Mahan, of the firm of C. L. Martin & Co., druggists at Elk Rapids, was in town all last week, placing his orders for holiday and winter goods. He was accompanied by his wife, both of whom hugely enjoyed their brief respite from business cares.

Fred J. McMurtrie, of the drug firm of McMurtrie & Son, at Three Rivers, brought an opossum home with him from Huntsville, Ala. At several hotels en route he was compelled to take the little animal to his room to prevent his confiscation at the hands of the colored

John Smyth, formerly engaged in the grocery business on West Leonard street, but for the past six years connected with the compressed yeast department of L. Winternitz, has gone to Toledo to L. O. Dahlem has opened a grocery take charge of the "Fermentum" agency in that city. His employer and associates presented him with a handsome masonic emblem previous to his departure.

> Many of the druggists who attended the pharmacy meeting at Ann Arbor last week feel as though the Association did an uncharitable act in failing to re-elect C. A. Bugbee as Secretary, in view of his active interest in the work and the custom which has heretofore prevailed in the Association of giving faithful secretaries a re-election. THE TRADESMAN is assured by several members of the Association that the action should not be considered in the light of a slight by Mr. Bugbee, as it was due solely to the superior wire pulling tactics of his competitor.

#### Keep Your Eye on the Jew.

He always was prominent, but he is looming up more than ever now. When he takes a holiday, business drops off two-thirds with every financial exchange in the world. In his activity and distinctness all through the centuries he is indeed a miracle. The toughness of the fellow is marvelous-he never gives out. In all our cities he crowds out all others, It is not only in old clothes but in new ones that he is supreme. In other departments of trade, too, he is found at the front. Read the signs as you pass along the business streets-old familiar names have passed away for new ones difficult to pronounce. Judge Hilton, of New York, excluded the Hebrew from his hotel at Saratoga; and that decree turned the Jews from the Judge's store on Broadway. Losing the Jewish trade, he had to sell out. That's the story. The theologians tell us that wonderful things will be seen in the world before the close of the century. Maybe they know; maybe they don't. Anyway, it is wise for all business people to keep their eyes on the Jew. He has the diamonds, the ducats, the dollars and the push. When he comes along as a rival in trade, the average man must be wide awake or he will be distanced.

#### Curb Your Temper.

Don't get angry at trifles. Look at vexations now as you will view them thirty days from date. The angry man who gets the wrong key and pushes and rattles the door until he breaks the lock, loses more time than if he had quietly gone for the right key, and pays for a

Owing to an oversight, THE TRADES-MAN failed to note the decline in new test Water White oil, two weeks ago, although the quotations were reduced in the Price Current. The old test Water White, which will hereafter be known to the trade as "Water White Headlight," to distinguish it from Water White oil of the present legal standard, is without change-81/2 cents per gallon in barrels

Whenever you look at yourself, look for faults. When you look at others, try to see something good. Every time a man thinks of leaving Satan's service, the devil promises to double his wages. God never calls a rascal to preach the gospel, but the devil very frequently does. It is not the last drink that makes a man a drunkard, but the first.

Occasional praise is wholesome as well as agreeable.

is the time to lay in winter stocks of Cheese.

The take chances on inferior grades, but buy the old reliable

## -AMBOY-

The best keepers and the best cheese made.

## OLNEY & JUDSON GROCER CO.



# Merchants

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

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.

Mr. Connor will be at Sweet's Hotel, Grand Rapids, on Friday and Saturday, Oxtober 30th and 31st

October 30th and 31st.

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

Boys' and Children's Overcoats and Suits william Connor is pleased to state that chants assuring him that they are the nicest, cleanest, best made and lowest in price seen this season. September, 1891.

the peculations.

discoveries of fraud in the management In both these instances men in whom, like the President of the Adams Express Company, the most implicit confidence was placed, and who were invested with against depredation and attack. the greatest official authority, were found wanting in integrity and faithless to their trust. Unlike him, however, they those which I have mentioned is not to had the grace to conceal their misdeeds as long and as skillfully as possible, lamenting them, but seriously to consider whereas he seems not to have had any sense of his guilt. Indeed, it might repress them, we may make their comnever have been exposed, but for his cynical avowal of it upon the witness stand, in a suit brought against him by one of his confederates toward whom he had proved himself as devoid of honesty as he had been toward the corporation of which he was the head

Besides this affair the month has witnessed the discovery of the peculations committed by the confidential clerk of Kennett, Hopkins & Co., which were effected by merely common-place forgeries of endorsements of checks, and by thefts of certificates of stock, the whole amounting to a comparatively small sum. From the other side of the Atlantic, too. came an announcement of a defalcation in the River of Plate Bank of London and Buenos Ayres, which is now asserted President and Vice-President of the to involve only \$35,000, instead of the \$1,000,000 reported some days ago. The of the other dependent corporations have most important circumstance connected with the robbery of Kennett, Hopkins & that if it had not been for the precedents Co. is the apparent reluctance of the firm to face the music, and their delay in tions of trust, and who have not yet lost acknowledging their responsibility to their customer for the acts of their sub- have less easily fallen. The President ordinate. The Holland Trust Company also evinces a most lamentable want of victed of having bought property at a business honor in refusing promptly to low price and sold it to his company at refund the money it received upon the a high price, pocketing for his own benforged endorsements.

of the world. In the midst of the luxury panies, or leasing them to their com-

BREACHES OF TRUST BY DIRECTORS and refinement of our civilized society The most sensational event of the we are too prone to forget that man is a month in the financial world has un- the bottom a savage, and that he only doubtedly been the revelation of the covers over and represses his natura frauds upon the Adams Express Com- savagery by a self-control, which, fortupany perpetrated by its late President, nately, with the vast majority of us has The item involved of the greatest magni- become habitual, but with a very contude is the sale to the company at an siderable minority frequently breaks out exorbitant price of shares of stock which in acts of violence, and more frequently the President, aided by the Vice-Presistill, in the cunning appropriation of dent and two outside confederates, had property not their own. Just as the savpurchased for a comparative trifle, but, age starts out in the morning to win his in addition, another transaction, involv- dinner with his bow and arrow, or, failing the deliberate appropriation by the ing these, by traps and stratagems, so, culprit to his own use of money belong- thousands of civilized men look upon the ing to the company, has also been dis- good things of this world as their lawful covered, and there are well authenticated prey, irrespective of their ownership, stories of a series of other frauds, which, and to be won by any means at their in the aggregate, amount to a very large command. Unfortunately for them, sosum. Arguing from the known to the ciety long ago came to the conclusion not unknown, there is room for suspecting to permit this marauding upon private that a thorough investigation may bring rights, and it requites it with imprisonto light further facts of a similar char- ment and other punishments, besides acter, and greatly swell the sum total of fixing the stigma of its reprobation upon those who indulge in it. But the pro-The painful impression produced by pensity to it is latent in every one, as the these disclosures was deepened by their germs of small-pox and scarlet fever lurk coming soon after the detection of the in infected clothing, and, like them, it robbery by its officers of the Kingston developes itself whenever circumstances Savings Bank and by the not much older are favorable. Religion, morality and civilization in general have been for of the Keystone Bank of Philadelphia. years endeavoring to extirpate it, but they have, as we see, succeeded only in so far repressing it as to make property and life nearly, but not altogether safe

What we most need to do to prevent the recurrence of breaches of trust like waste our energies in denouncing and how, by strengthening the forces that mission more difficult. Obviously, the punishment dealt out by the criminal law, insufficient as it is, cannot be rendered more effectual by additional legislation. Nothing but a habit of thinking which shall make the crimes to be instinctively, as it were, abhorred will prove really efficacious in restraining men from them, and to the strengthening and confirming of this habit we may usefully address our efforts. And as morality, like charity, begins at home, so each one of us can do his little toward the desired result by setting the example in our own conduct, and in our treatment of the conduct of those nearest to us.

I do not in the least extenuate the enormity of the offence of which the Adams Express Company, and the officers been guilty, but I cannot help thinking established by other men in similar positheir reputations for honesty, they might of the Adams Express Company is conefit the difference. For doing this he It is very easy but entirely useless to has been deposed and expelled, and is indulge in denunciation of crimes like not only sued for the restitution of his these, and in lamentation over the de- ill-gotten gains, but is threatened with generacy of the age which has made criminal prosecution. Yet, all over the them possible. For, while they may be country hundreds of railroad presidents, new in form, and may be the immediate vice-presidents, directors, and even suproduct of comparatively modern cir- perintendents and freight agents have cumstances, they are as old in principle notoriously grown rich by building as all the thefts and peculations which branches and extensions and selling have been committed since the beginning them at an advance to their own com-

y	Dry Goods Price Current.	
y	Adriatic 7 Argyle 6½ Atlanta AA 6½ Atlanta AA 7 1	34
-	Atlanta AA 6½ " LL 5 Atlantic A 7 Full Yard Wide 5	
8	" H. 64 Georgia A 6 " P. 6 Honest Width 6	1/4
t	" LL 5½ Hartford A 5	14
7	Archery Bunting. 4 King E C. 5 Beaver Dam A A 514 Lawrence L.L. 5	1/2
-	Black Crow 5 Madras cheese cloth 6 Black Crow 6½ Newmarket G 6	3/4
,	Black Rock 7 " B 5 Boot, AL 714 " N 6	1/2
-	Cavanat V	1/2
	Clifton C R. 5½ Our Level Best 6: Comet 7 Oxford R 6:	1/2
	Dwight Star         7½ Pequot         7           Clifton C C C         6½ Solar         6	1/21/9
	Top of the Heap 73 BLEACHED COTTONS.	/2
	Amazon 8 Glen Mills 7 Amsburg 7 Gold Medal 7	6
	Art Cambric 10 Green Ticket 81 Blackstone A A 8 Great Falls 61	44
1	Boston 12 Just Out 4% 6 5	4
-	Cabot, % 6% OP. 75	100
-	Conway W 74 Lonsdale 6 89 Cleveland 7 Middlesex 6 5	20
-	Dwight Anchor 8% No Name	6
-	Empire	6
	Fruit of the Loom. 8½ Sunlight	9719719
	Fruit of the Loom %. Vinyard	/91
-	Full Value 64 Rock 84	2
1	Top of the Heap	
1	UNBLEACHED CANTON FLANNEL. Tremont N	
	" L 7 " " 211 Middlesex AT 8 " " 7	
	" X 9 " " 819	1
1	Hamilton N 7½ Middlesex A A11	
	" A T 9 " A O1314	
-	" X F10½ " 516	1
,	Farwell. 8   Wight Ahchor 9   Farwell. 8   Wight Ahchor 9   Farwell. 8   Colored 20   Farwell. 8   Wight Ahchor 9   Farwell. 8   Wight Ahchor 1   Farwell. 10   Wight Ahchor 1   Farwell.	
1	Hamilton 8 (Normalors 20	
	Taminton 8 Nameless 20 9 25 25 25 26 Cashmere 21 30 27/2 18 28 25 26 26 27 27 27 27 27 27 27 27 27 27 27 27 27	
1	Vameless 16 "30	1
(	18	
E	Schilling's         9 00 Brighton         4 75           Davis Waists         9 00 Bortree's         9 00	
-	Grand Rapids 4 50 Abdominal 15 00  CORSET JEANS.	
A	Androscoggin	-
H	Brunswick 6½ Walworth 6½ PRINTS.	-
A	in robes	
	buffs 6 DelMarine cashm's. 6 Dink checks. 51/6 "mourn's 6	
	" staples 5½ Eddystone fancy 6 shirtings 3¾ " chocolat 6	-
A	merican indigo 514 "rober 6 sateens 6	1
A	rigentine Grays. 6 "staple 54 nehor Shirtings 44 Manchester fancy	1
A	rnold " 6½ " new era, 6 rnold Merino 6 Merrimack D fancy, 6	1
	" C. 8½ " Repp furn . 8½	1
	" gold seal 10½ " robes 6½ " green seal TR 10½ Portsmouth robes 6	1
	yellow seal . 10½ Simpson mourning 6 serge 11½ greys 6	
В	allou solid black. 5 Washington indigo. 6 " " colors. 544 " Turker robes. 714	1
В	engal blue, green, "India robes 7½ red and orange 5½ "plain T'ky X ¾ 8½	,
D	" ofl blue 6½ " Ottoman Tur-	
	Foulards 5½ Martha Washington Turkey red * 74	1
	" % 9½ Martha Washington Turkey red 9½	1
C	ocheco fancy 6 Windsorfancy	1
	"XX twills. 6½ indigo blue10½ "solids5½	5
A	moskeag A C A 121/2 A C A 121/2	(
d	" D	1
F	Armer	I
L	enox Mills18 COTTON DELL.	-
Be	Studeford	1
31	mpson	1
~	Marines   Satistes   101/4	( I
-	101/4	Ī

Red & Blue, plaid 40	_			
Amoskeag 74 Lancaster, staple 04 "Fersian dress 85 "fancies 77 "Ancies 77 "Ancies 79 "Ancies 70 "Angola 105 "Monogram 65 "A FC 125 "Monogram 65 "Angola 105 "Monogram 65 "			DEI	MINS.
Amoskeag 74 Lancaster, staple 04 "Fersian dress 85 "fancies 77 "Ancies 77 "Ancies 79 "Ancies 70 "Angola 105 "Monogram 65 "A FC 125 "Monogram 65 "Angola 105 "Monogram 65 "	-	=	Amoskeag 12½ 9 oz13½	Columbian brown12 Everett, blue12
Amoskeag 74 Lancaster, staple 04 "Fersian dress 85 "fancies 77 "Ancies 77 "Ancies 79 "Ancies 70 "Angola 105 "Monogram 65 "A FC 125 "Monogram 65 "Angola 105 "Monogram 65 "	53	4	Andover11½	Haymaker blue 73
Amoskeag 74 Lancaster, staple 04 "Fersian dress 85 "fancies 77 "Ancies 77 "Ancies 79 "Ancies 70 "Angola 105 "Monogram 65 "A FC 125 "Monogram 65 "Angola 105 "Monogram 65 "	5	,	Beaver Creek AA10 BB9	Jaffrey
Amoskeag 74 Lancaster, staple 04 "Forsian dress 85 "fancies 77 "Ancies 77 "Ancies 79 "Ancies 70 "Angola 105 "Monogram 65 "A FC 125 "Monogram 65 "Angola 105 "Monogram 65 "	61	2	Boston Mfg Co. br 7	Laurence, 9 oz 1314
Amoskeag 74 Lancaster, staple 04 "Forsian dress 85 "fancies 77 "Ancies 77 "Ancies 79 "Ancies 70 "Angola 105 "Monogram 65 "A FC 125 "Monogram 65 "Angola 105 "Monogram 65 "	5	1	" d & twist 101/2	No. 22013 No. 250111/4
Amoskeag 74 Lancaster, staple 04 "Forsian dress 85 "fancies 77 "Ancies 77 "Ancies 79 "Ancies 70 "Angola 105 "Monogram 65 "A FC 125 "Monogram 65 "Angola 105 "Monogram 65 "	64	4	" XXX bl.19	No. 280101/2
THREADS.   THREADS.   Clark's Mile End.   45	514		Amoskeag 714	HAMS.  Lancaster_stable 632
THREADS.   THREADS.   Clark's Mile End.   45	5		" Persian dress 8½ " Canton 8½	" fancies 7
THREADS.   THREADS.   Clark's Mile End.   45	51/2	2	" AFC121/2	Lancashire 61/4
THREADS.   THREADS.   Clark's Mile End.   45	7		" Angola10½ " Persian 8½	Monogram 6½ Normandie 7½
THREADS.   THREADS.   Clark's Mile End.   45	1/2		Arlington staple 61/4 Arasapha fancy 43/4	Persian 8½ Renfrew Dress 7½
THREADS.   THREADS.   Clark's Mile End.   45	1/2		Bates Warwick dres 81/2 staples. 61/4	Rosemont 6½ Slatersville 6
THREADS.   THREADS.   Clark's Mile End.   45	1/2		Centennial 10½ Criterion 10½	Somerset 7 Tacoma 71/4
THREADS.   THREADS.   Clark's Mile End.   45	3	1	Cumberland staple. 5½ Cumberland 5	Toil du Nord101/2 Wabash
THREADS.   THREADS.   Clark's Mile End.   45	1/2		Essex 4½ Elfin 7½	" seersucker 7½ Warwick 8½
THREADS.   THREADS.   Clark's Mile End.   45	1/4		Everett classics 8½ Exposition 7¼	Whittenden 634 " heather dr. 8
THREADS.   THREADS.   Clark's Mile End.   45	3/4		Glenarie 61/4 Glenarven 63/4	Wamsutta staples 6%
THREADS.   THREADS.   Clark's Mile End.   45	1/2		Hampton 61/2	Westbrook8
THREADS.   THREADS.   Clark's Mile End.   45	1/2	1	" indigo blue 91/2	York 6%
THREADS.   THREADS.   Clark's Mile End.   45	1/2		" zephyrs16   GRAIN	BAGS.
THREADS.   THREADS.   Clark's Mile End.   45	1/2	-	Amoskeag16½ Stark19½	Valley City 15% Georgia 15%
Coats's Mile End. 45   Barbour's. 88   Coats's J. & P. 45   Holyoke. 22½	1/2	1	THRE	ADS
White Colored.   White Colored.   No. 6		1	Clark's Mile End45	Barbour's88
White Colored.   White Colored.   No. 6			Holyoke	Marshall's88
Slater	/2	-	White, Colored.	White Colored
Slater		1	No. 6 33 38 3	No. 1437 42
Slater		ŀ	" 1035 40 " 12 36 41	" 1839 44 " 20 40 45
## RED FLANNEL.				
## RED FLANNEL.		1	Slater 334   White Star 334   I	Washington 3½ Red Cross 3½
## RED FLANNEL.		-	Newmarket 334 N	Wood's 334
Fireman   32½   T W   22½	4	1	Edwards 3%	ANNEL.
Union R	4	1	Fireman321/2	TW221/2
Union R		1	Talbot XXX 30 J	R F, XXX35
Union R	2		MIXED FL	ANNEL.
White, doz.			Union R22½	Frey S R W
White, doz.	6		6 oz Western 20 F	O R P
White, doz.	6		DOMET FL	ANNEL.
White, doz.		ľ	" 8½@10	" 9 @10%
White, doz.	5	4.	Slate. Brown. Black. S	late. Brown. Black.
White, doz.	0	1	10½ 10½ 10½ 1	5 15 15 7 17 17
White, doz.	6	1	121/2 121/2 121/2	0 20 20
White, doz.	1	47.6	Severen, 8 oz 91/2 V Mayland, 8 oz 101/6	Vest Point, 8 oz 101/2
White, doz.	6	(	Greenwood, 7½ oz 9½ R Greenwood, 8 oz11½ S	Raven, 10oz 131/2
Step			WADDI	NGS.
Slater, Iron Cross. 8   Pawticket.   10½	1	(	Colored, doz25 P	er bale, 40 doz \$7 50
No 1 Bl'k & White.10   No 4 Bl'k & White.15   12   10   10   20   20   12   10   10	1	S	Slater, Iron Cross 8 P	awtucket10½
No 1 Bl'k & White.10   No 4 Bl'k & White.15   12   10   10   20   20   12   10   10			" Red Cross 9 D " Best 10½ B	edford9
No 1 Bl'k & White.10   No 4 Bl'k & White.15   12   10   10   20   20   12   10   10		I	" Best AA12½ V	K 10½
No 1 Bl'k & White.10   No 4 Bl'k & White.15   12   10   10   20   20   12   10   10	1	0	8EWING 1	SILK.
No 1 Bl'k & White.10   No 4 Bl'k & White.15   12   10   10   20   20   12   10   10	1	C	Corticelli, doz75 C	orticelli knitting, per %oz ball 30
No 1 Bl'k & White. 10   No 4 Bl'k & White. 15   2   8   20   25   25   25   25   25   25   25   25   25   25   25   25   26   26   26   26   26   27   26   27   26   27   26   27   26   27   26   27   26   27   26   27   28   27   26   28   27   26   28   27   26   28   27   28   .	1		50 yd, doz37½	PVP OPOSS
12	1	N	No 1 Bl'k & White10 N	o 4 Bl'k & White15
No 2-20, M C		•	" 3 "12 "	10 "25
COTTON TAPE.   No 2 White & Bl'k20   " 4 " 15   " 10 " 23   " 26	1	N	10 2—20, M C 50 N 3—18, S C 45	o 4—15 F 31/440
" 4 " 15 " 12 " 23  ** 6 " 18 " 12 " 26  ** 8AFETY PINS.*  No 2 28 No 3 36  ** A James	1	N	to 2 White & Bl'k12  N	O 8 White & Bl'k20
No 2			4 "15 "18 "	10 " .23
A. James	1	N	0 2 8AFETY F	PINS. 0 3
A James . 1 50 Steamboat . 40 Crowely's . 1 35 Gold Byed . 1 50 Marshall's . 1 00 TABLE OIL CLOTH. 5-4 . 2 25 6-4 . 3 25 5-4 . 1 95 6-4 . 2 95 . 3 10 COTTON TWINES 18 Crown . 12 Rising Star 4-ply . 17 Anchor . 16 Bristol . 13 Cherry Valley . 15 I X L . 13 Cherry Valley . 15 I X L . 13 PALID OSNABURGS Alabama . 62 Mount Pleasant . 6½ Alamance . 6½ Mount Pleasant . 6½ Alamance . 6½ Oneida . 5 Augusta . 7½ Pyrmont . 5½ Ar sapha . 6 Roengia . 6½ Randelman . 6 Roengia . 6½ Granite . 5½ Sibley A . 6½ Haw River . 5 Haw J . 5	1		NEEDLES-	PER M.
Marshall's	1	C	rowely's 1 50 St	eamboat
1	1	M	TABLE OIL	сьотн.
Cotton Sail Twine.2	1	)-	"2 10 "3 10 5-	41 95 6-42 95
Classification   Clas	1	C	otton Sail Twine28 N	ashua18
Bristol	1	DA	omestic	3-ply17
I X L		BC	ristol	ool Standard 4 ply17½
Alabama 6½ Mount Pleasant 6½ Alamance 6½ Oneida 5 Augusta 7½ Pyrmont 5¾ Ar sapha 6 Georgia 6½ Randelman 6 Granite 5½ Sibley A 6½ Haw River 5 Haw J 5	1	I	X L	BURGS
Augusta	1	A	labama	ount Pleasant 61/2
Georgia	1	A	ugusta 7½ Py	rmont 5%
Haw River	1	G	eorgia 6½ Ri ranite 5% Si	versids 51/4 bley A 61/4
	1	H	aw J 5 To	oledo 6

panies at exorbitant rentals, and in other ways diverting the companies' money to their own pockets. The officers of the Keystone Bank and of the Kingston Savings Bank have robbed those institutions by borrowing their funds and losing them in business or in speculations. Yet, every little while it comes out that other bank presidents and directors still in good repute have likewise borrowed money from their own institutions upon security which would not have been accepted from anybody else. They have not been so unlucky as to lose it, or have been able to replace it, but their borrowing it at all was a breach of trust nevertheless. Thus, too, the defaulting clerks of Kennett, Hopkins & Co. and the River Plate Bank differ from thousands of other men who have been as guilty as they are, only in being unlucky in the use they made of the money they took and being consequently unable to replace it. Had the whole community been more nearly unanimous than it is in condemning breaches of trust as breaches of trust, whether they result in loss or in no loss, those which we are now deploring might not have been committed. The only safe rule for every one to follow, both in his own case and in judging of others, is to sternly reprobate every transaction on the part of a man holding the office of trustee for others, which has for its object his own benefit, at their expense.

I am perfectly aware that in writing these lines I am setting myself down in the eyes of some, though I hope not many, of my readers, as a superannuated old fogy, or something even more worthy of their contempt. "Why," they will say, "why should not a president or a director of a corporation sell to it what it wants to buy and make money by the sale? Why should he not charge it a handsome commission when he negotiates its securities in the market? Why has not a bank officer as good a right as anybody else to borrow money from the bank?" Probably they will refrain from going on and asking why a clerk or cashier should not be allowed to take money from his employer's drawer to gamble in stocks or to bet on horse races, but drawing the line where they do is purely arbitrary. My doctrine is that a person in an office of trust cannot rightfully deal for his own benefit with the property manner, and that he should be deterred Heller's Horse Rasps intrusted to him in any way, shape or from doing it by the general condemnation of the community. On this I take my stand. MATTHEW MARSHALL.

#### Had Learned Too Much.

A true story is told of a farmer's dog who had been found guilty of obtaining who had been found guilty of obtaining goods under false pretences. He is ex-tremely fond of sausages, and has been taught by his owner to go after them for him, carrying a written order in his mouth. Day after day he appeared at the butcher's shop, bringing his master's order, and by-and-by the butcher became careless about reading the document. Finally, when settlement day came, the farmer complained that he was charged with more sausages than he had ordered. The butcher was suprised, and the next time Lion came in with a slip of paper between his teeth he took the trouble to look at it. The paper was blank, and further investigations showed that whenever the dog felt a craving for sausages he looked around for a piece of paper and trotted off to the butcher's. The farmer is something out of pocket, but squares the account by boasting of his dog's intelligence.

Use Tradesman or Superior Coupons.

Hardware Price Current.	1
These prices are for cash buyers, who	I
	13
pay promptly and buy in full packages.	li
AUGURS AND BITS. dis.	1
AUGURS AND BITS.   dls.   Snell's   60   Cook's   40	18
Jennings', genuine	18
Cook's 40 Jennings', genuine 25 Jennings', imitation 50&10  AXES	18
AXES.	13
D. B. Bronze 12 00	
" S. B. S. Steel 8 50	15
" D. B. Steel	1
First Quality, S. B. Bronze. \$7.50  " S. B. S. Steel. \$8.50  " D. B. Steel. \$8.50  " D. B. Steel. \$13.50  EARROWS. dis.  Railroad. \$14.00  Garden. net 30.90	1
Garden net 30 00	li
BOLTS, dis.	1
BOLTS.   GIS.	İ
Plow	18
Sleigh shoe 70	1
BUCKETS.	1 6
Well, plain       \$ 3 50         Well, swivel       4 00	
DITTING CLOTH die	1
BUTTS, CAST.   dis.	1
Wrought Narrow, bright 5ast joint60&10	
Wrought Toble	
Wrought Inside Blind	1
Wrought Brass         75           Blind, Clark's         70&16           Blind, Parker's         70&16           Blind, Shepard's         70&16	
Blind, Clark's	
Blind, Shepard's 70	1
BLOCKS.	
Ordinary Tackle, list April 17, '85 60	1
CRADLES.	
Grain dis. 50&02	1
CROW BARS. Cast Steelper 15 5	1
Care Steelper io 5	1
CAPS.   Bly's 1-10   CAPS.   Per m   65   Hick's C. F   66   G. D   32   Musket   60	5 1
Hick's C. F	
Musket " 60	
CARTRIDGES.	
Rim Fire 56	)
Rim Fire	5
CHISELS. dis.	
Socket Framing 70&16	
Socket Framing	
Socket Siloks	
COMBS. dis.	
Curry, Lawrence's 44 Hotchkiss 22	
Curry, Lawrence's 4 Hotchkiss 22	
White Crayons, per gross 12@121/2 dis. 10	1
COPPER.	1
Planished, 14 oz cut to size per pound 2	8
" 14x52, 14x56, 14x60 20	6
Cold Rolled, 14x56 and 14x60	3
Duttome	5
DRILLS. dis.	
Morse's Bit Stocks	
Morse's Bit Stocks. 56 Taper and straight Shank 56 Morse's Taper Shank 56	0
DRIPPING PANS.	-
Small sizes, ser pound 00 Large sizes, per pound 65	
	•
Com 4 place 6 to	
Com. 4 piece, 6 in	0
Corrugated dis 44 Adjustable dis 40&10	0
EXPANSIVE BITS. dis.	1
Clark's, small, \$18; large, \$26	
FILES—New List. dis.	1
Disston's	9
New American	
Nicholson's	

### GALVANIZED IRON

Nos. 16 to 20; 22 and 24; 25 and 26; 27

List 12 13 14 15

Discount, 60

Stanley Rule and Level Co.'s

1	HAMMERS,	
-	Maydole & Co.'s         dis.         25           Kip's         dis.         25           Yerkes & Plumb's         dis.         40s.           Mason's Solid Cast Steel         30c list 60           Blacksmith's Solid Cast Steel, Hand         30c 40&10	227
0	Yerkes & Plumb's dis. 40&10  Manager's Solid Coast Steel 300 Ust 50	9
	Blacksmith's Solid Cast Steel, Hand30c 40&10	1
0	Gate, Clark's, 1, 2, 3	
5	Stateper doz. net, 2 50 Screw Hook and Strap, to 12 in. 4½ 14 and	1
0	Screw Hook and Eye, ½ net 10	1
0	" " % net 8½ net 7½	1
0	" " % net 7½ Strap and T dis, 50	,
0	HANGERS. dis. Barn Door Kidder Mfg. Co., Wood track 50&10	
0	Gate, Clark's, 1, 2, 3 dis.60&10 State per doz. net, 2 50 Screw Hook and Strap, to 12 in. 4½ 14 and longer 3½ Screw Hook and Eye, ½ net 10 """" 10 12 in. 4½ 14 and 12 in. 4½ 14 in. 4½ in. 4½ 12 in.	1
0 5	Pots	
0 0	Spiders	
0	HOUSE FURNISHING GOODS.	1
00	Stamped Tin Ware	
~	Granite Iron Ware   New list 33% &10	
0	Screw Eyes	
0 0	Gate Hooks and Eyes. 70&10&10	
10	Gate Hooks and Eyes	1
0	KNOBS—New List. dis. Door, mineral, jap. trimmings 55	1
70	Door, porcelain, jap. trimmings	1
50	Door, porcelsin, trimmings	1
	Gate Hooks and Eyes.   Toktlokilo	1
02	Mallory, Wheeler & Co.'s	1
	Norwalk's	1
65	Adze Eye MATTOCKS.  Adze Eye \$16.00, dis. 60  Hunt Eye \$15.00, dis. 60  Hunt's \$18.50, dis. 20&10.  MAULs.  Sperry & Co.'s, Post, handled 50  MILLS. dis.	1
60 35	Hunt's	1
60	Sperry & Co.'s, Post, handled 50 MILLS. dls. Coffee, Parkers Co.'s 40	
50	Sperry & Co.'s, Post, handled	
25	" Landers, Ferry & Clark's	1
10 10	MOLASSES GATES. dis. Stebbin's Pattern	
10 10	Stebbin's Genuine	1
40	Steel nails, base	
40	Wire nails, base	
25	60	-
10	40	-
28	20	1
26 23	12. 15 35 10. 20 40 8. 25 50	
23 25	8	
50	20	1
50	2	
50	Case 10. 60 90 " 8. 75 1 00	1
07	" 6. 90 1 25 Finish 10. 85 1 00	
	" 6. 90 1 25 Finish 10 85 1 00 " 8 1 00 1 25 " 6 1 15 1 50 (Weekly) 2 5 5 5	
75 40	Clinch, 10	
10	Clinch; 19 85 75 " 8 100 90 " 6 115 100 Barrell % 175 250	
30	PLANES. dis.	
25	Ohio Tool Co.'s, fancy (24) Sciota Bench (26) Sandusky Tool Co.'s, fancy (24)	
10	Bench, first quality	1
10	Stanley Rule and Level Co.'s, wood &10	1
50 50	Common, polished dis. 70	1
28	Iron and Tinned	1
18	Copper Rivets and Burs	-
	"A" Wood's patent planished, Nos. 24 to 27 10 20 "B" Wood's pat. planished, Nos. 25 to 27 9 20 Broken packs 4c per pound extra.	1
50	Broken packs %c per pound extra.	1

-	
	ROPES,
5	Sisal, ½ Inch and larger   7   Manilla   11½   11½
0	Steel and Iron 75
0	Try and Bevels. 660 Mitre
0	SHEET IRON, Com. Smooth Com.
0	Nos. 10 to 14
6	Nos. 18 to 21
10 /2 /2	Nos. 22 to 24
12	No. 27
0	wide not less than 2-10 extra SAND PAPER.
0 0	List peet 10 '86 die 50
10	Silver Lake, White A
30	" Drab A " 55 " White B " 50
30 30	" Drab B " 55 " White C " 35
10	Discount, 10.
70	Solid Eyes
25 10	" Hand
10	" Special Steel Dex X Cuts, per foot 50
10	" Special Steel Dia, X Cuts, per foot 30
10	" 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. dis.
70	Cuts, per foot. 30  Cuts, per foot. 30  Steel, Game 50  Oneida Community, Newhouse's 50  Oneida Community, Newhouse's 70  Mouse, choker 15c per doz.  Mouse, delusion \$1.5c per doz.  Bright Market 65  Annealed Market 70  Coppered Market 60  Tinned Market 60  Tinned Market 62½  Coppered Spring Steel 56  Barbed Fence, galvanized 3 35  ""  Barbed Fence, galvanized 2 85
55	Oneida Community, Newhouse's
55	Mouse, choker
55	WIRE, dis.
70	Annealed Market
55 55	Coppered Market
55 55	Coppered Spring Steel
60	painted 2 85
60	Au Sable
0.	Northwestern dis. 10&10
50	Coppered Spring Steel
40	Coe's Genuine
40 30	Coe's Patent, malleable
10	Bird Cages
10 25	Screws, New List
	Dampers, American 40
80 15	METALS,
e. se	Pig Large         26c           Pig Bars         28c           ZINC         28c
10 20	ZINC
20	Duty: Sheet, 2½c per pound. 600 pound casks 6% Per pound 7
30 35	Per pound
35 40	
50 65	94@1/4 16 Extra Wiping 16 The prices of the many other qualities of solder in the market indicated by private brands warr secondly to composition.
90 50	solder in the market indicated by private brands vary according to composition.
00	ANTIMONY
90	Cookson. per pound 16 Hallett's. 13  TIN-MELYN GRADE.  10x14 IC, Charcoal. \$ 7 50
00 25	10x14 IC, Charcoal
00 25	14x20 IC. " 7 50
50	10x14 IX, " 9 25 14x20 IX, " 9 25 Each additional X on this grade, \$1.75.
75	TIN-ALLAWAY GRADE.
00 50	10x14 IC, Charcoal \$ 6 75 14x20 IC, \$ 6 75 10x14 IX, \$ 8 25
41)	10x14 1X, 8 25
60	Each additional X on this grade \$1.50.
60	14x20 IC, "Worcester 6 50
10	14x20 IX,
10 70	14x20 IC, "Allaway Grade
40	14x20 IX, " " 7 50 20x28 IC, " " 12 50 20x28 IX, " " 15 50
50	BOILER SIZE TIN PLATE.  14x28 IX
20	
20	14x56 IX, for No. 8 Boffers.   per pound 10
-	

# The Kelly Perfect Axe

The Falls City Axe

The Kelly Axe Mf'g Co., Louisville, Ky.

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

Kelly Perfect, per doz. \$7





#### Michigan Tradesman

Meial 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 aprilication. Publication Office, 100 Louis St.

Entered at the Grand Rapids Post Op.ce.

E. A. STOWE, Editor.

WEDNESDAY, OCTOBER 28, 1891.

THE ANN ARBOK MEETING.

The annual convention of the Michigan State Pharmaceutical Association, which was held at Ann Arbor last week, was one of the most pleasant and profitable meetings ever held by the organization, albeit the attendance was not so large as was expected. The Ann Arbor druggists proved to be royal hosts and entertained their guests with excellent judgment. The anxiety of the delegates to discuss trade matters precluded the introduction of the usual number of technical papers, but the practical results accomplished will probably outweigh any deficiency in this respect. The plan proposed by Frank J. Wurzburg at the Petoskey convention, providing for the recommendation of several pharmacists for the appointment to the Beard of Pharmacy, was again endorsed and will be put into execution by Secretary Vernor, although Governor Winans has shown that he does not care a whit for the wishes of the trade at large-a gentleman not now engaged in the drug business having had the honor of making the last appointment.

#### WAR ON THE CUTTERS.

The National Wholesale Druggists' As sociation, which met at Louisville last week, unanimously adopted the plan which has been recommended by the Association of Manufacturers and Dealers in Proprietary Articles, by the American Pharmaceutical Association, by eighteen State Pharmaceutical Associations and the Interstate League. A committee, to which was intrusted the details of executing the plan, was also appointed. The plan has been under discussion for many years and, if carried out, will undoubtedly have a most important effect upon the prosperity of the proprietary medicine business.

The Postmaster General has been making some experiments with the free delivery system in small villages. Early in his term he conceived the idea that the free delivery system could be extended to the small towns and farming districts without materially increasing the expense to the department. Congress made an appropriation of \$10,000 for the experiments. About \$200 was expended at each place. It is reported that in forty or more towns where the experiment has been in operation, it is found that the revenues of the offices have been greatly increased; and that while in some cases they have not entirely met the expenditure, yet in every case the receipts have been greatly increased, and it is believed that, on the whole, the total sum of extra income from the whole number of towns will

facilities are always followed by increased postal business and increased revenues. When letter postage was reduced from three to two cents, postal ternoon, opening with prayer and an adbusiness soon increased enough to bring the revenues of the department up to its expenditures. With the principle properly applied, the day is not far distant by his annual address. Among his recwhen we shall not only have the free delivery system greatly extended, but penny postage, also.

The value of the exports from the United States for the twelve months ending August 31, 1891, was \$909,264,438, an increase of \$52,784,377 over the exports of the preceding twelve months. The value of the imports for the same period was \$839,093,241, an increase of \$37,877,744. Directly contrary to these facts are the statements of the calamity cranks, who are going about the country howling over the decadence of our foreign commerce. And some of these same cranks want to be elected to Congress for the purpose of getting their theories embodied in laws for the promotion of our national prosperity.

So far as THE TRADESMAN'S information goes, no writer has ever undertaken to depict the lights and shadows of that interesting individual known as the grocer's delivery boy until Mr. Owen voluntarily assumed the task, his initial effort in that direction appearing in this week's issue. If future contributions to the series are as varied and interesting as the present article, the character under discussion will certainly have no reason to complain that he is not given a complete delineation.

No small portion of the corn crop will be hurried to market in November and December as soon as harvested. The foreign demand for corn will not come until later in the season, probably not before March. The foreign demand promises to be much larger than ever before. The growers who rush their corn to market cannot receive much benefit from the higher prices that will almost certainly prevail.

In view of the short supply of breadstuffs in Europe, it is urged that we can now work up a demand there for American corn as a substitute for rye and wheat. But the best way to send corn to Europe is in the form of meat products. ever, there never was a better opportunity than the present to get the people of Europe to use corn in place of rye and low-grade wheat.

#### She Squared Accounts.

A pretty dining-room girl in a certain Northern Michigan town was much annoyed by the young men talking to her, and a guest, noticing her discomfiture on one occasion, asked:

"Aren't you annoyed by some of these rather too smart young men?"

"Oh, yes! Some of the new traveling men make me tearing mad, sometimes, but I get even with 'em, and don't you forget it."

"Do you mind telling me in what

"Oh, I spit in the tea on the way in from the kitchen."

There is an immense garden in China almost, if not quite, equal the total expenditure of \$10,000. The principle under the whole number of towns will that embraces an area of 50,000 square miles. It is all meadow land and is filled with lakes, ponds and canals.

gan State Pharmaceutical Association convened at Ann Arbor last Tuesday afdress of welcome by Wm. G. Doty, Mayor of Ann Arbor. President Prall responded in behalf of the Association, followed ommendations were an amendment to the pharmacy law, enabling the Board to employ legal services, which is forbidden by the State Board of Auditors.

The eighth annual meeting of Michi-

of State Board of Pharmacy and Committees on Membership, Adulterations, Legislation and Pharmacy and Queries. The Committee on Legislation renewed the recommendation of the President in regard to an amendment to the pharma-

Five reports followed, those of Secretary

cy law.

In the evening the delegates met in Room 24, University building, listened to a piano selection by Miss Davis, an address by Prof. Victor C. Vaughan on "The Relation of Pharmacy and Medicine" and a recitation by Prof. Trueblood, which was encored. The evening's entertainment was a most delightful one and reflects credit on the Committee on Arrangements.

At the opening of the morning session. Wednesday, H. G. Coleman, chairman, presented the report of the Committee on Trade Interests, consisting mainly of a discussion of the price cutting evil. The outcome of the report, and the faithful consideration given it, was the adoption of a resolution instructing every member of the Association to report all cases of price cutting to the Committee on Trade Interests, which will proceed in the proper manner to have the offenders 'cut off."

The report of the Secretary showed a gain of twenty-five new members, while 140 were dropped for non-payment of dues and several others were released by resignation. In point of receipts for dues, especially past dues, the Secretary exceeded the record of any of his prede-

The report of Treasurer Dupont disclosed a comfortable balance to the credit of the Association.

The reading of papers, mainly by title, occupied the remainder of the session.

The afternoon was devoted to a visit to the University, which was thoroughly enjoyed by all the delegates.

A special session was held in the evening for the purpose of electing officers. resulting as follows:

President-H. G. Coleman, Kalamazoo. Vice-Presidents-S. E. Parkill, Owosso: L. Pauley, St. Ignace; A. S. Parker, Detroit.

Secretary-Mr. Parsons, Detroit.

Treasurer-Wm. Dupont, Detroit.

Executive Committee-F. J. Wurzburg, Grand Rapids; Frank Inglis and G. W. Stringer, Detroit; C. E. Webb, Jackson.

Grand Rapids was selected as the next place of meeting and John D. Muir was elected Local Secretary, the time of meeting to be decided upon by the Executive Committee and Local Secretary,

Several candidates for the appointment of member of the Board of Pharmacy, to succeed Mr. Parkill, were presented, the Secretary of the Board to acquaint all the registered pharmacists of the State with the candidates and solicit an expression of opinion.

derlying all this is that increased postal | Eighth Annual Meeting of the M. S. P. A. | light refreshments being served in a dainty manner.

> At the Thursday morning session, only few members were found to be present. Vice-President Parkill, who presided in the absence of the President, announced the committees and the convention ad-

#### Gripsack Brigade

Max Mills has begun the ride to Solomon's temple on the back of the antiquated goat.

Cliff. Herrick has engaged to travel for L. Schepp, of New York. His territory includes all the available towns in this State.

G. B. Willock, Eastern Michigan representative for the P. J. Sorg Co., was in town over Sunday, the guest of M. M. Mallory.

John B. Orr, Michigan representativ for Swift & Company, has taken up his residence in Grand Rapids, locating on Jefferson avenue.

John J. Dooley, traveling representative for H. E. Bucklin & Co., has come to Grand Rapids for the purpose of making this city his headquarters for the next six months.

Chas. Bennett, traveling representative for B. Desenberg & Co., of Kalamazoo, took the first prize in a contest at Jones last Wednesday night, as the possessor of the largest nose of any man in the State.

John M. Fell has resigned his position with Geo. H. Reeder & Co. and engaged to travel in the same territory for C. M. Henderson & Co., of Chicago. He will start out on his initial trip with the Chicago house about November 1.

Cal. L. Martin, who has been on the road for the past year for Dean, Foster & Co., of Chicago, will transfer his allegiance to Robert Stevenson & Co., of Chicago, December 1. His territory comprises all the available towns in Southeastern Iowa.

"I don't know how the business world could get along without traveling salesmen," said the manager of an extensive St. Louis manufacturing establishment. "Years ago, in the days of stage coaches, one seldom met a 'knight of the grip.' Business then was carried on by different methods; each house had its patrons and kept them year in and year out; margins were large and competition weak. Communication and transportation were slow. Now, however, a change has come over the scene; competition is sharp; the motto of the times is 'quick sales and small profits;' facilities for communication and rapid transit are so perfect that the business man of to-day is in touch with every part of the world. The situation becomes more like a battle field. Every customer that is won must be fought for, and without a well-marshaled force of good salesmen there would be little chance for success. And aside from this direct necessity of sales men, these 'angels of commerce' play an important roll in another way; they diffuse wealth, and in a way which makes them indispensable to a country. It is not so much the hundreds of thousands of dollars they spend as the regularity with which they distribute it throughout the country. Railroads and hotels regard them among their best patrons. all the salesmen in this country v drawn up in line they would make an august showing, and if all the money they annually distribute were collected in one golden heap, there would be in one golden heap, there would be enough to go into the banking business millions of capital. Traveling A pleasant reception followed at one of the rooms of the pharmacy school, with—millions of capital. Traveling salesmen are a big factor in this country."

#### TWO HOURS ON A DELIVERY WAGON.

Written for THE TRADESMAN.

While walking up Cherry street the other day, I met a grocer's delivery clerk, with whom I was acquainted, who invited me to take a ride with him. Having a little leisure time at my disposal, and being assured by the rascally clerk that we would be back in a few minutes, I accepted the invitation and climbed up on the seat.

"There's a mare that knows her business," said the clerk, as he hit her a crack with the whip that sent my feet skyward and my head into a basket of potatoes. After I had regained my equilibrium and pushed the dents out of my hat, I told the scoundrel that I had every reason to believe that the mare did know her business a confounded sight better than her fool of a driver knew his. and that if he would have the kindness to cause the mare and the vehicle to come to a standstill, I would disembark and wend my way back on foot.

"You bet that old mare knows her biz," observed the lad. "She'd start right from the store without any lines and make the round trip without missing a house or making a wrong turn; and (throwing the lines over the dash-board) she'll make a turn the shortest possible way, if she has to skin a telegraph pole or jump a gutter to do it."

"Gewillikens, boy! What-

I was interrupted in my remark by the pit of my stomach coming in violent contact with the bullet head of the grocer's dunce. The front wheel on the driver's side struck the curb and slewed around and the hind wheel ran over the corner and nipped the bark off a maple tree. The driver was used to it and braced himself accordingly, which saved me from being the unwilling cause of holding a coroner's inquest on that corner lot. When I got my breath again, I reminded the grocery slinger that a cabbage head which had tumbled out had been run over and cut in two and that it would show more respect if he would stop and gather up the remains. But who ever heard of a grocer's clerk showing respect for anything! He said the old mare knew her business and that he had to make the trip before 12 o'clock and couldn't stop for sickness or death.

At a house on a little back street down in Oakdale Park we made our first stop. A peck of peaches and a half dozen eggs were fished out and, after the dust was blown off the top, it was discovered that five of the eggs had collapsed, and, mingling their contents with the dust of the earth, had imparted to the peaches a sorted of daubiness that was not pleasant to look upon. We turned around, ran over the wheelbarrow and started on the home stretch. We had driven a mile and a half with that peck of peaches and six eggs and delivered them within a few rods of two grocery stores. I supposed that our customer was either on bad terms with her two neighbor grocers, or else she was a mother-in-law to the distant grocer, and I asked my light-headed companion to explain matters. He said that lady had formerly lived near their store: that "once a customer always a customer" was a law among grocers, and, consequently, a groceryman followed his customers all over the city, and while soliciting orders from them, they often suc-

cial teamster if he could work in subtraction and simple division. Giving the mare a cut with the whip, which upset a basket of potatoes and gave me a kink in the back, he said he had no time to fool away with any such things, and wanted to know why I asked the question. I said I was going to ask him to figure out how long it would take a grocer with fifty customers like the Oakdale Park patron to get rid of a capital of \$1,500; but as he didn't know how to figure and was young in the business, and as I did not wish to discourage him, I told him not to feel badly, as it was quite evident that he could figure as well as his employer.

Our next stop was at a house somewhere on Thomas street. This time it was a peck of potatoes, a bar of soap and a gallon jug of kerosene oil. I waited fully ten minutes for my captor to pop his head out of that back door, and when he did pop I saw at once that something his hands. was the matter with him. He was covered with black spots of rage and soot. and bore marks of having had a terrific tussle with some object which shed its complexion easily. He sprang on his seat and gave vent to his wrath by dealing that innocent mare a brutal blow with the whip, which put two more kinks in my back. But he wasn't mad after all-he only looked mad. He said the "old gal" asked him to help her move the cook stove and he had been on the street long enough to know better than refuse. He said that in the spring and fall, during house-cleaning time, he was frequently asked to help move stoves, cupboards, etc.; help take up and shake carpets, split kindling wood and help lift the boiler on and off the stove. He had never been asked to entertain the baby while its parent called on a neighbor, but he said he was subject to just such things all the time.

At a fashionable place on Henry street the road clerk really got mad. It was a market basket full of small packages, among which had been a sack of eggs. When the basket was lifted from the wagon, a golden stream of yellow colored albumen was exuding from the bottom. Before the clerk discovered it. he had succeeded in ornamenting himself with yellow daubs and stripes of liquid egg. Dropping the basket suddenly on the cobble stones, he pulled out his handkerchief and commenced to rub and swear-that is, if he had not been a grocery delivery clerk he certainly would have used profanity. The more he rubbed, the more highly ornamental his pantaloons became and the more he swore, and the more I laughed. It had come my turn to enjoy the fun, and I made the best of my opportunity. He tried to clean off the pareels, but the more he tried the worse they looked. He said he wouldn't care so much if it had happened anywhere else, but right there -but I will spare this young man's feelings from any further description of his peculiar predicament, although he showed no disposition to spare my feelings when he had a chance to do so.

The next stop was away up on North College avenue, where we left what remained of a bushel of potatoes. At a house within gunshot of three or four Headquarters for Blackings, Dressings, Shoe Brushes, Etc. East Bridge street grocery stores the mare halted and the egg-bedaubed, sootbesmeared and dust-covered clerk ceeded in picking up new customers in jumped out, but the ten pounds of beans strange territory. I asked the commer- had broken out of their paper house and

danced all over the bottom of the wagon until they had become so weighted with an accumulation of egg and dust, that they had completely lost their identity and could not be delivered.

Our next call was at a house on Union street where a half bushel of potatoes and a peck of apples had been anxiously looked for since 11:30 a.m. (it was then 12:15 p. m.), but not having arrived in time for dinner, the lady of the house was in a proper frame of mind to bite off the heads of all the grocery delivery clerks in the city. May my head be bitten off seventeen times rather than receive one such curtain lecture as that unfortunate clerk received on that occasion! . When we turned the next corner, the lady was still shaking her fists and reminding the clerk of his utter worthlessness. I was truly repentant by this time and fully forgave my unlucky young friend for the injuries I had suffered at

When I reached home my wife took me out into the back yard and swept off the dust. She asked me if I had been tied behind some wagon and dragged all the way home. I told her never to speak unkindly to a grocer's delivery boy or ask him to rock the cradle or carry in the night wood; and never, under any circumstances, to buy a yeast cake and a lamp wick and order it delivered and go right home and scold the hired girl and abuse the children because her goods had not arrived in advance of her. I assured her that her reputation would not suffer if she even carried a half pound of tea home, and that it was always safer to carry a half dozen eggs than to order them sent by wagon. I was so impressed with the delivery clerk's troubles and misfortunes that I advised my wife to occasionally kiss him for his mother.

ZENO.

Use Tradesman Coupon Books.

### HOUR MANAGEMENT FOR THE PROPERTY OF THE PROPER

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

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## oigt, Herpolsheimer & Co.,

Importers and Jobbers of Staple and Fancy

DRY GOODS.

NOTIONS.

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Manufacturers of

#### Shirts, Pants, Overalls, Etc.

Elegant Spring Line of Prints, Ginghams, 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.

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#### BOOTS & SHOES

Felt Boots and Alaska Socks.



158 & 160 Fulton St., Grand Rapids

#### Sale! F'or

AT A BARGAIN.

A stock of Dry Goods belonging to the estate of Jas. H. Brown, deceased.

Must be sold at once.

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Manufacturer of

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SAMPLE TRUNKS AND CASES
MADE TO ORDER.

Write for Prices.

41 SO. DIVISION ST.,

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#### Sheepskin Slippers X quality, per doz. prs.....\$1 35 Felt Slippers. Plain, for rubber boots.... Leather sole, quarters and

#### KRAUSE, HIRTH & Grand Rapids, Mich.

Buy of the Largest Manufacturers in the

Courtry and Save Money.

The Tradesman Company, Grand Rapids

## Testimonials That Tell!

OFFICE OF

CORWIN F. MILLER,

PHARMACIST.

AND MANUFACTURER.

Wolcottville, Ind., Aug. 25, 1891.

Hazeltine & Perkins Drug Co.,

Grand Rapids,

Gentlemen-- Allow me to extend my thanks to you for your promptness in filling orders. Two and a half years ago I commenced dealing with you. I was surprised at that time to receive my goods so soon after the orders were placed, but a short time after, I made a visit to your city and found an immense stock of goods, with all the necessary facilities to insure promptness. My curiosity was then satisfied, and in the 119 orders which I have placed with you, therehave been but two delays, and those were caused by the R.R.Co. The little errors which must necessarily occur with any house have been exceedingly few, and the quality of goods has been first-class in every respect.

I offer these few lines as my appreciation of your promptness, quality of goods and the gentlemanly manner in doing business.

I still remain

Yours very truly,

Conin F. Willer,



to advantage.

OFFICE OF

MANUFACTURING CHEMIST,

\*AND DRUGGIST \*\*
Sionard
\*\* WEST BALDOS STREET

SEGGRAND RAPIDS, MICH Sept - 9th 1891

Thefo Hazelline + Bukins Dung Co - Grand Rapids Mich-

Gon the last tere years my orders have always been filled very promptly - Jon have sent out pure Drugs and chemicals in nice and neat packages and the prices as low as from any other house - In Jone Druggist's sunday line I have also dealt with your house

Jours Respectfully Theo. Kemink D. C. SCRIBNER,

CITY DRUG STORE.

Screetien & Perkins Song Co Grand Rapats, Mich. Ft. pt. 21. 1891.

Leutleenew.

Some engaging in business of have found it advantagely as to buy largely of your lower of an very well pleased with the quality of Drugs. The prices, and the promp teres and accuracy with which my order have been

Jours truly Sederibur

JOHN G. STEKETEE,

Prescription Druggist,

Sund Hapids, Mich, Sept, 9-91

Mefresbaziltine Perkins Drug lo;
fentleman; In reference to the above I

can pay that my goods are always shipped prouptly,
accessably and if not so you always make thing courts
with pleasure and as a general thing I can and
do buy all my goods from you

Respectfully

Shirter



Grand Repids, Mich.,\_\_\_\_\_\_18

Hazelhur Perkins Drug leo
Grand Rafiels, Much
Dran Sins
I have brught grods
of jon for the last eight years
and have never had goods more
fromft or business done with
more satisfaction on the whole.
Respectfully
and Day ton
I Rapids

#### Wholesale Price Current.

Advanced—Quieksliver, castor oil. Declined—Oxalic acid, German quinine.			
ACIDUM,	Cubebae @ 6 50	TINCTURES.	
Aceticum 8@ 10 Benzoicum German 50@ 60 Boracic 20	Erigeron 2 25@2 50	Aconitum Napellis R 60	
Carbolicum 23@ 35 Citricum 48@ 53	I Complete de	Aloes 60  and myrrh 60	
Hydrochlor 3@ 5 Nitrocum 10@ 12	Hedeoma	Arnica	
Oxalicum       10@ 12         Phosphorium dil       20         Salicylicum       1 30@1 70	Limonis	Atrope Belladonna 60 Benzoin 60	
Salicylicum       1 30@1 70         Sulphuricum       1 ½@ 5         Tannicum       1 40@1 60	Mentha Verid	" Co. 50 Sanguinaria 50 Barosma 50	
Tartaricum	Myrcia, ounce @ 50	Barosma 50 Cantharides 75 Capsicum 50	
AMMONIA. Agus. 16 deg 34/0. 5	Picis Liquida, (gal. 35) 10@ 12 Ricini	Castor 75	
20 deg 5½@ 7	Rosmarini 75@1 00 Rosae, ounce @6 50	Castor 1 00 Catechu 50	
Carbonas       12@ 14         Chloridum       12@ 14	Rosmarini   75621 00   Rosae, ounce   66 50   Succini   406 45   Sabina   90/61 00   Santal   3 50/67 00   Sassafras   50/6 55   Sinanis, ess. ounce   65	Cinchons 50 " Co. 60	
ANILINE. Black	Sassafras	Columba 50 Conium 56 Cubeba 56	
Brown 80@1 00 Red 45@ 50 Yellow 2 50@3 00	Tigli1	Cubeba         50           Digitalis         50           Ergot         50	
BACCAE.	Thyme 40@ 50 " opt @ 60 Theobromas 15@ 20	Gentian 50	
Cubese (no 90) 90@1 10	POTASSIUM.	" ammon 60	
Juniperus 8@ 10 Xanthoxylum 25@ 30	Bi Carb       15@ 18         Bichromate       13@ 14         Bromide       28@ 30	Hyoscyamus 50	
Copalba 55@ 60	1 Carh 190 15	Iodine	
* Peru	Chlorate, (po. 16) 14@ 16 Cyanide 50@ 55 Iodide 2 80@2 90	Kino 50	
Tolutan	Potassa, Bitart, pure. 28@ 30 Potassa, Bitart, com. @ 15 Potass Nitras, opt. 8@ 10	Myrrh	
Abies, Canadian	Potass Nitras, opt 8@ 10 Potass Nitras 7@ 9	Opti	
Cinchona Flava	Potass Nitras. 70 9 Prussiate 280 30 Sulphate po 150 18	Auranti Cortex 50	
Prunus Virgini 12	Aconitum 20@ 25	Quassia	
Sassafras	Althae	Rhatany 50 Rhet 50 Cassia Acutifol 50 Cassia Acutifol 50 Serpentaria 50 Streepentaria 50	
Ulmus Po (Ground 12) 10 EXTRACTUM.	Arum, po	Serpentaria	
Glycyrrhiza Glabra 24@ 25	Gentiana, (po. 15) 10@ 12 Glychrrhiza, (pv. 15) 16@ 18 Hydrastis Canaden, (po. 10) @ 35	Tolutan 60	
" po 33@ 35 Haematox, 15 lb. box. 11@ 12 " 18 13@ 14	(po. 40) @ 35 Hellebore, Ala, po 15@ 20	Veratrum Veride 50	
Haematox, 15 lb. box 11@ 12 " 1s 13@ 14 " ½s 14@ 15 " ½s 16@ 17	Inula, po	MISCELLANEOUS. Æther, Spts Nit, 3 F 26@ 28	
FERRUM.	Iris plox (po. 35@38) 35@ 40	" 4 F 3000 32	
Carbonate Precip @ 15 Citrate and Quinia @ 3 50 Citrate Soluble @ 80	Maranta, ½s @ 35 Podophyllum po 15@ 18	ground, (po.	
Ferrocyanidum Sol @ 50	Rhel 75@1 00 " cut @1 75 " pv 75@1 35 Shtrolto 48	Annatto	
Solut Chloride	Spigelia	Andpy1111 (@1 40	
FLORA.	Serpentaria	Argenti Nitras, ounce @ 67	
Arnica       22@ 25         Authemis       30@ 50         Matricaria       25@ 30	Similax, Officinalis, H @ 40	Arsenicum 50 7 Balm Gilead Bud 386 40 Bismuth S. N 2 1002 20	
Matricaria 25@ 30	Symplocarpus, Fœti-	Calcium Chlor, 1s, (1/8 11; 1/8 s, 12) @ 9 Cantharides Russian,	
Barosma 20@ 50 Cassia Acutifol, Tin-	Valeriana, Eng. (po.30) @ 25	po @1 20	
" " Alx. 35@ 50	ingiber a 10@ 15	Capsici Fructus, af @ 20 " " po @ 25 " " B po	
Salvia officinalis, 1/48 and 1/48 12@ 15	SEMEN.   Anisum, (po. 20)   Ø 15	Carrophyllus, (po. 15) 12@ 13	
Ura Ursi SØ 10	Anisum, (po. 20)	Cera Alba, S. & F 50@ 55 Cera Flava	
Acacia, 1st picked @ 85 " 2d " @ 60 " 3d " @ 50	Carul, (po. 18) 80 12 Cardamon 1 00@1 25	Coccus @ 40 Cassia Fructus @ 20	
" sifted sorts @ 50	Corlandrum 10@ 12 Cannabis Sativa 4½@5	Cetaceum @ 42	
" sifted sorts (3 3) " po (60) (8 60) " Cape, (po. 20) (8 12 " Scotri, (po. 60) (2 50) Catechu, 1s, (½s, 14 ½s,	Cannabis Sativa     44/25       Cydonlum     75/21       Chenopodium     10/2       12     12       Dipterix Odorate     2       10/2     2       20     2	Cetaceum         @ 42           Chleroform         60@ 63           " squibbs         @1 25           Chloral Hyd Crst         1 50@1 70	
" Socotri, (po. 60). @ 50 Catechu, 1s, (1/2s, 14/4s,	Foeniculum @ 15	Chondrus	
Ammoniae 45@ 50	Diplerix Odorate		
Benzoinum 50@ 55	Lobelia	Creasotum @ 50	
Camphoræ         50@ 53           Euphorbium po         35@ 10           Galbanum         @3 50	Rapa     6@ 7       Sinapis, Albu     8@ 9       Nigra     11@ 12	Creta, (bbl. 75)     @ 2       " prep.     5@ 5       " precip     9@ 11       " Rubra     @ 8	
Gamboge, bo Such 35	SPIRITUS.	Croone 200 25	
	Frumenti, W., D. Co. 2 00@2 50 " D. F. R 1 75@2 00 " 1 10@1 50	Crocus 306 55 Cudbear 6 24 Cuprl Sulph 5 6 6 Dextrine 106 12 Ether Sulph 686 70 Emery, all numbers 6	
Myrrh, (po 45) (Ø 40) Opii, (po, 3 20) 2 00@2 10	Juniperis Co. O. T1 75@1 75	Dextrine	
Mastic 69 90 Myrrh, (po 45) 69 40 Optil (po 3 20) 2 0062 10 Shellac 256 35 10 Bleached 306 35 Tragacanth 306 75	" D. F. R. 175@2 00 " 1 10@1 50 Juniperis Co. O. T. 175@1 75 " " 175@3 75 Saacharum N. E. 175@2 00 Spt. Vini Galli 175@6 50 Vini Oporto 125@2 00 Vini Alba 125@2 00	_ Po	
www. In ounce neckages	Vini Oporto	Ergota, (po.) 60 50@ 55 Flake White 12@ 15 Galla @ 23	
Absinthium 25 Eupatorium 20 Lobelia 25 Majorum 28 Mentha Piperita 23 " Vir 25 Rue 33 Tanacetum, V 22 Thymus, V 22	SPONGES.	Gambier	
Majorum 28 Mentha Piperita 23	Florida sheeps' wool carriage	" French 40@ 60 Glassware flint, 70 and 10.	
" Vir	Velvet extra sheeps' wool carriage	by box 60and 10 Glue, Brown 9@ 15	
Tanacetum, V	wool carriage 1 10 Extra yellow sheeps'	Glue, Brown 93 15 " White 133 25 Glycerina 17 3 25 Grana Paradisi 2 22 Humulus 25 35 55 Hydraag Chlor Mite. 3 90 " " Cor 3 80 " " Ox Rubrum 31 10 " Ammoniati 31 10 " Unguentum 45 35 Hydrargyrum 3 75	
MAGNESIA. Calcined, Pat	Carriage 85 Grass sheeps' wool car-	Humulus	
Calcined, Pat       55@ 60         Carbonate, Pat       20@ 22         Carbonate, K. & M       20@ 25         Carbonate, Jenning5       35@ 36	riage	" Cor @ 80	
OLEUM.	Yellow Reef, for slate use 1 40	" Ammoniati. @1 10 Unguentum. 4t@ 55	
Absinthium 3 50@4 00 Amygdalae Dulc 45@ 75	Accacia 50	Hydrargyrum	
Amydalae, Amarae8 0008 25	Accacia 50 Zingiber 50 Ipecac 60	Indigo	
Auranti Cortex 3 60@3 75 Bergamii 3 75@4 00	Auranti Cortes	Lupulin	
Caryophylli 95@1 00 Cedar 35@ 65	Similax Officinalis	Macis 80@ 85	
Chenopodii @1 75 Cinnamonii 1 15@1 20	Senega	Idodoform	
Conium Mac 35@ 65	Ipecac.   60     Ferri I od.   50     Auranti Cortes.   56     Rhei Arom.   50     Similax Officinalis.   60     " " Co.   50     Senega   50     Scillae.   50     " Co.   50     Tolutan   50     Prunus virg.   50	Magnesia, Sulph (bbl	
Copalba	Frunus virg 50	Mannia, S. F 45@ 50	

Nux Vomica, (po 20).	Yoes	Neat's Foot, winter strained   50 60

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

FOR THIRTY-FOUR YEARS THE FAVORIFE.

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

#### Drugs & Medicines.

State Board of Pharmacy, One Year-Stanley E. Parkill, Owsso.
Two Years-Jacob Jesson, Muskegon.
Tree Years-James Vernor, Detroit.
Four Years-Ottmar Eberbach, Ann Arbor
President-Jacope Gudrum, Ionia.
President-Jacope Gudrum, Ionia.
Secretary-Jas. Vernor, Detroit.
Treasurer-Geo. Gundrum, Ionia.
Meetings for 1891—Lansing, Nov. 4.

Michigan State Pharmaceutical Ass'n.
President—D. E. Prall, Saginaw.
Tirst Vice-President—H. G. Coleman, Kalamazoo.
Second Vice-President—H. G. Coleman, Kalamazoo.
Third Vice-President—Jas. Vernor, Detroit.
Secretary—C. A. Bugbee, Cheboygan.
Treasurer—wm Dunont, Detroit.
Next Meeting—At Ann Arbor, Oct. 20, 21 and 22, 1891.

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

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

Detroit Pharmaceutical Society. ent, F. Rohnert; Secretary, J. P. Rheinfrank.

Muskegon Drug Clerks' Association. resident N. Miller; Secretary, A. T. Wheeler.

Singular Instance of Longevity.

A certain housebreaker was condemned in the latter part of the last century in France, and under peculiar circumstances, to a hundred years in the galeys; and, strange to relate, this man recently made his appearance in his own native province at the advanced age of one hundred and twenty, he being about twenty years of age when the sentence which condemned him to so dreadful a punishment was passed. It is difficult to conceive what the feelings must have been with which he returned, as soon as been with which he returned, as soon as emancipated from the shackles which had enthralled him for a century, to breathe once more the cherished air of the scenes of his infancy. Bourg, in the department of Ain, was his native home; but time had so changed the aspect of the whole place that he recognized it only by the old church of Brou, which was the only thing that had undergone no alteration. He had triumphed over laws, bondage, man, time, everything. Not a relation had he left, not a single being could he hail as an acquaintance; Not a relation had he left, not a single being could he hail as an acquaintance; yet he was not without experiencing the homage and respect the French invaria-bly pay to old age. For himself, he had forgotten everything connected with his early youth; even all recollection of the crime for which he had suffered was lost, or, if at all remembered, it was but as a dreary vision, confounded with a thou-sand other dreary visions of days long gone by.

Crowded Out.

"I like this dress very much," said thel. "It is just too delightfully tight.

But where are the pockets?"
"Here they are," said the dressmaker, handing her two small, silken bags. "You'll have to carry them in your hands.
There's not room in the dress for them." The Drug Market.

German quinine in large bulk is lower. Gum opium and morphia are steady. Oxalic acid has declined. Mercury has advanced. Mercurials, as yet, are unchanged, but an advance is probable this week. English vermillion also tends higher. Linseed oil is firm at the advance. Castor oil has advanced.

#### Trade With Brazil.

It is reported as to reciprocity with Brazil "that during the five months ending August 31, being the period covered by the new treaty, our exports of domestic products to that country were valued at \$6,303,182, an increase of \$1,169,493 over the same months of last year. During the month of August alone, as compared with August, 1890, there has been an increase in the value of our merchandise exported to Brazil of \$702,903. This increase has been mainly in locomotives, machinery and cars, flour, bacon and lumber. Attached to the report are a number of tables giving comparative prices of a number of leading staple articles of food and clothing."

Use Tradesman or Superior Coupons.

#### REMOVAL SALE.

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

Holiday and Fancy Goods, Novelties, Tous, 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.

Put It in Writing.

One of the features which distinguish successful business men from those who do not succeed is the difference with which orders are given. This is true whether the order be for materials and matters outside the establishment or with respect to directions inside of the estab-

We know some men who are very loth to give a verbal order for anything, and make a rule to reduce everything to writing. In their establishments, while there is considerable red tape, there is never any confusion, and there is no dispute about misunderstandings. Verbal pute about misunderstandings. Verbal orders, to use a slang expression, "don't go" nowadays. Something more definite and more positive is necessary. With cheap and efficient delivery, with pencil and paper to be found everywhere, there is no need to allow uncertainties of the verbal kind to exist. How better can we illustrate this than by the following lines which someone has written hearing upon

told Hezekish to tell Widow Gray
To tell Mother Brown next door,
To tell Dickey Dwight, who goes that way,
To tell beacon Brown, at the store,
To tell the old stage driver, Timothy Bean,
To come for me sure, and in season;
But I've waited all day and no stage have I seen;
Now, what do you think is the reason?

How to Get Rid of Rats in Stores

Most grocers have been annoyed with rats on their premises, the odds being against the storekeeper generally. The against the stolescept generally. The sense of smell is known to be very acute in the rat, making his entrapment a dif-ficult matter, particularly if his keen scent informs him that the trap set for him has been the prison-house of a broth-er rodent. Recently, through boyish sport, a fine rat trap was discovered. Several boys were amusing themselves, by tossing grains of corn into several large empty milk cans. The next morning, on entering the storeroom, queer sounds of squealing and scratching greet-ed the ears of the grocer. Investigation revealed scores of rats in the milk cans, vainly trying to escape. Lids were placed on the cans, which were rolled to a nearby faucet, from which the water was gradually let into the cans through the slightly opened lid, the drowning of the rats being thus made a question of but a few minutes.

#### National Orange Standard.

A little more work and not so much talk about the adoption of a national standard of points for judging oranges would soon settle the trouble. Last year the Florida and California growers both appointed committees for the purpose of promoting mutual interests, but no one has ever heard of the committees since the day of their appointment. The joint the day of their appointment. The joint committee, by adopting or recommendcommittee, by adopting or recommend-ing for adoption a uniform judging sys-tem, could render a valuable service and justify its otherwise useless existence. So far as the national part of the propo-sition is considered, Florida and Califor-nia are the only two States interested, and the matter should be settled between them without descripe, in other States them without dragging in other States, which know a great deal more about potatoes than they do about oranges.

#### Country Callers.

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

om the following generals in A. B. Schumaker, Grand Ledge. C. L. Martin & Co., Eik Rapids. S. B. Rolison, Hesperia. E. Medes, Coral. E. Medes, Coral.
Milo Bolender, Hubbardston.
J. L. Thomas, Cannonsburg.
Saunders & Sipple, Sheffield.
Patrick & Niergarth, Reed City. White & Fairchild, Boyne City.
M. V. Gundrum & Co., Leroy.
L. R. Lansing, Wayland.

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.

#### Don't Be Too Funny in Business

Of course it was a good joke. Hadn't the boss said that he didn't want everybody in the office running in to see him on every little pretext? Hadn't he told one of the clerks that if the latter wanted anything brought to his attention he should speak to his immediate superior and have the matter come to him through

had have the matter come to min through the proper channels? Naturally, in view of this, everyone was tickled when the assistant book-keeper said to the book-keeper:

"Mr. Smith, will you please ask Mr. Brown to ask Mr. Wilkins to ask Mr. Johnson to ask the boss if I can get off Friday at 4 o'clock?"

The book-keeper saw the humor of the thing, and promptly delivered the message to Mr. Brown, and so it went up step by step to the boss, who smiled a sickly sort of smile when the request was

repeated to him.

"Ah, yes," he said, "the assistant book-keeper seems to be a great stickler for office etiquette."

"Yes, sir," returned Mr. Johnson, "he was anxious that the request should

was anxious that the request should reach you through the proper channels," "Quite right," said the boss. "Now, I might call him in and give him my answer in person, but that would hardly be in conformity with his idea of propriety, would it?"

"Wall six I appropriate the should be should be seen to be should be sh

"Well, sir, I suppose it is only a little

joke."
"Yes, yes, of course. Very amusing, this step-ladder business. Now, Mr. Johnson, will you please tell Mr. Wilkins to tell Mr. Brown to tell Mr. Smith to tell the assistant book-keeper that his services are dispensed with. And while you are passing the message down you might add that if we have any more of this step-ladder business, I'll kick the whole ladder over and throw it out of the office."

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

Crockery & Glassware	5
	1
PRUIT JARS.	0
Mason's or Lightning.	3
Pints         10 00           Quarts         10 50           Half gallons         13 50           Rubbers         55           Caps only         4 50	5
Onerts 10 50	1
Half gallons 13 50	2
Rubbers	5
Caps only	13
LAMP BURNERS.	I
LAMP BURNERS.	İ
No. 0 Sun 45	li
No 1 " 50	1
No. 1 " 50 No. 2 " 75	1
Tubular 75	1 4
	1
LAMP CHIMNEYS.—Per box.	1
6 doz. in box.	1
No. 0 Sun 1 75	18
No. 1 "	li
No. 1 " 1 88 No. 2 " 2 70	li
	li
First quanty, No. 0 Sun, crimp top	li
No. 1 " "	1 2
No. 2 " " " 3 40	1
XXX Flint.	1
No. 0 Sun, crimp top	П
No. 1 " " 2 80	1
No. 2 " " 3 86	1
No. 1 " " 2 80 No. 1 " " 2 80 No. 2 " 3 86 Pearl top.	1
No. 1 Sun, wrapped and labeled	1
No. 2 " " " 4 70	1
No. 1 Sun, wrapped and labeled 3 70 No. 2 " " 4 70 No. 2 Hinge, " 4 70 La Bastic 4 70	
La Bastic.	1
No. 1 Sun, plain bulb, per doz 1 95	
No. 2 " " " 150	11
No. 1 crimp, per doz	li
No. 2 " " 1 60	1.
La Basuc. No. 1 Sun, plain bulb, per doz. 1 25 No. 2 " " 150 No. 1 crimp, per doz. 1 35 No. 1 crimp, per doz. 1 35 No. 2 " 160 LAMP WICKS.	18
No. 0, per gross	1.
No. (), per gross     23       No. 1, "     28       No. 2, "     38       No. 3, "     75	1
No 2, "	1
No 2 15	13
No. 3, 75 Mammoth, per doz	
	1
STONEWARE-AKRON.	1
Butter Crocks, 1 and 2 gal 06  " 3 to 6 gal 065/  Jugs, ½ gal., per doz 75  " 1 " 90  " 1 80  Milk Pans, ½ gal., per doz. (glazed 750) 60  " 1 " (" 900) 72	
" 3 to 6 gal 061/2	
Jugs, ½ gai., per doz 75	11
" 1 " " 90	1
2 "	13
Milk Pans, 1/2 gal., per doz. (glazed 75c) 60	1
" " 1 " ( " 90c) 72	
	1
POULTRY.	10
Local dealers pay as follows for dressed fowls:	
	1
Spring chickens	1.
Fall chickens 8 @ 9	13
Turkeys	1
Spring ducks	1
Fall ducks 9 @10	1
Geese @	
Market and the second s	13

#### GINSENC ROOT.

PECK BROS., Wholesale Druggists Oysters, per 100. SHELL GOODS.

#### PRODUCE MARKET.

PRODUCE MARKET.

Apples—\$2.25 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 21@
22c. Factory creamery is held at 25c.
Celery—The crop appears to be an exceptional
ly large one, many growers being unable to
secure anything like adequate returns. Local
handlers manage to hold the price steady at 20c
by preventing over sumply.

secure anything like adequate returns. Local handlers manage to hold the price steady at 20c by preventing over supply.

Cabbages—40c per doz.

Cider—Sweet, 10c per gai.

Cranberries—Fancy Cape Cod are held at \$7.50 per bbl., with second grade in fair demand at \$7. Fancy in crates bring \$2.75.

Eggs—Dealers pay 20c for strictly fresh, holding at 22c. Cold storage and pickled are in fair demand at \$0.00 per bbl., with second grade in fair demand at 20c.

Cold storage and pickled are in fair demand at about 2e below fresh stock.

Evaporated Apples—The market is utterly featureless, dealers buying grudgingly at 5½% be and holding at 7c.

Grapes—Nine pound baskets sold at 30c for Concords and 35c for Delawares. California Tokay command \$2 per 4 basket crate.

Honey—The demand is strong but it is impossible to secure choice stock.

Onions—Dealers pay 45%35c and hold at 55%

Oblines—Street Commanding about 50c.

Come in and are gobbled up at \$1.50, dealers holding same again at \$1.75.

Potatoes—Outside dealers are paying 20%25c and shipping into the Chicago market, almost invariably at a loss, as the choicest Burbanks have never sold above 32c, 25c being about a fair average.

Quinces—\$2 per bushel.

verage. Quinces—\$2 per bushel. Squash—Hubbard, 2c per lb. Sweet Potatoes—\$2.50 per bbl. for choice Jer

ey stock. Turnips—25c per bushel.

#### PROVISIONS

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

PORK IN BAR	RELS.	
Mess, new		10 95
Short cut		19 75
Extra clear pig, short cut		15 00
Extra clear, heavy		10 00
Clear, fat back		14 00
Boston clear, short cut		11 20
Clear back, short cut		14 50
Standard clear, short cut, be	st	. 14 50
sausage-Fresh ar		
Pork Sausage		7
Ham Sausage		9
Tongue Sausage		9
Frankfort Sausage		8
Blood Sausage		5
Bologna, straight		5
Bologna, thick		5
LARD-Kettle Re		
Tierces		81/
Tubs		814
50 lb, Tins		81/6
LARD.		Com-
Date D.	Family.	pound.
Tierces	61.	6
TICIOCS		0

0 and 50 lb. Tubs61/2	61/4
3 lb. Pails, 20 in a case	7
5 lb. Pails, 12 in a case	71/8
10 lb. Pails, 6 in a case	6
20 lb. Pails, 4 in a case934	61/9
50 lb. Cans	61/4
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 Plai	n.
Hams, average 20 lbs	91/2
" " 16 lbs	10
" 12 to 14 lbs	101/4
" pienie	71/2
" best boneless	91/9
Shoulders	7
Breakfast Bacon, boneless	11
Dried beef, ham prices	81/2
Long Clears, heavy	73/4
Briskets, medium.	8
" light	8
FRESH MEATS	

Switt and Company quote as follows:	
Beef, carcass	4 @ 61%
" hind quarters	5 @ 6
" fore "	3 @ 31%
" loins, No. 3	81600 9
" ribs	7 @ 71%
" rounds	5 @ 51%
" tongues	
Bologna	0 5
Pork loins	@ 8
" shoulders	Q 5%
Sausage, blood or head	@ 5
" liver	@ 5
" Frank fort	@ 71/2
Mutton	6 0 7
Veal	6 @ 7
1001	60 1
WICH and OVETVDS	

#### 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	@30
Selects	@23
F J. D	@23
Anchor	@20
Standards	@18
Favorites	@15
SHELL GOODS	

The Standard Oll Co. quotes as follows, in barrels, f. o. b. Grand Rapids:

v. w. neadinght, 150 hre te	est (old test) (a 8%	
Vater White, 120 "	64 8	
pecial White, 120 "		
fichigan Test, 120 "	@ 71/6	
Taptha	@ 7%	
asoline		
ylinder	27 @36	
ingine	13 @21	
llack 95 to 30 deg	@ 73/	

-	CANDIES, FRUITS and NUTS.	
1	The Putnam Candy Co. quotes as follows	:
	STICK CANDY.	
	STICK CANDY.   STICK CANDY.   STICK CANDY.   Bbls.   6½   1.   1.   1.   1.   1.   1.   1.   1	Pails.
1	Standard, per lb	71/2
	" Twist 6½	71/2
	Boston Cream 7½ Cut Loaf 7½ Extra H. H 7½	91/4
	Cut Loaf	8½ 8½
		072
	MIXED CANDY.	
	Full Weight.	Pails
	Bbls, Standard 6½ Leader 6½ Special 7	71/9
	Leader	71/2
		8
	Royal   7   7   7   7   7   7   7   7   7	81/4
	Broken	81/9
	English Rock	81/2
	Broken Teffy 714	84
	Peanut Squares	84
L	Extra	101/2
	French Creams	131/4
	FANCY-In bulk.	20/1
	Full Weight. Bbls.	Pails
	" printed	121/
5	Chocolate Drops	121/
	Choeolate Monumentals	61/
	Moss Drops 8	9
	Sour Drops 81/2	91/
,	French Creams   Valley Creams   FANCY—In bulk   FANCY—In bulk   Ebis   Lozenges   plain   10½	111/
	FANCY-In 5 lb. boxes. Pe	r Box
	Sour Brops	55
-	Sour Drops Peppermint Drops	65
	Chocolate Drops	70
	Gum Drops	06050
	Licorice Drops.	.1 00
	A. B. Licorice Drops	80
	Peppermint Drops Chocolate Drops H. M. Chocolate Drops Gum Drops Licorice Drops A. B. Licorice Drops Lozenges, plain. "printed imperials Motioes. Cream Bar	70
	Imperials	65
5	Mottoes	75
5		
0	Molasses Bar	5@95
5	Plain Creams	1000.90
0	Decorated Creams	.1 00
0		1 00
U	Wintergreen Berries	65
	CARAMELS.	
	No. 1, wrapped, 2 lb. boxes	. 34
	No. 1, " 3 "	. 51
	No. 2, " 2 "	. 28
	Stand up, 5 lb, boxes	.1 10

No. 1,	**	3	**				 				51
No. 2,	66	2	66								28
No. 3,	66	3	44								42
Stand	up, 5 lb	, boxe	es			 	 			.1	10
			ORAN	GES	3.						
Florida	as					 	 	:	3 5	00	03 75
			LEMO	NS							
Messin										0	٥
66	fan	ev. 36	0			 	 			6	27 00

other foreign fruits.
Figs, Smyrna, new, fancy layers...
" choice " ...

" " " " "	@124
" Fard, 10-lb. box	@ 9
" " 50-1b. "	@ 8
" Persian, 50-lb, box	0
NUTS.	-
Almonds, Tarragona	@161%
" Ivaca	@16
" California	@1916
Brazils, new	@ 8
Filberts	@111%
Walnuts, Grenoble	@14
" Marbot	@
" Chili	@10
Table Nuts, fancy	@14
ii ahoiga	

PEANUTS.	W4 00
Fancy, H. P., Suns	@ 5% @ 7%
Fancy, H. P., Flags	@ 5½ @ 7½
Choice, H. P., Extras	@ 41/4

Pecans, Texas, H. P., 15%@17%

#### HIDES, PELTS and FURS Perkins & Hess pay as fo'lows:

	HIDES.	
	Green	3460 416
	Part Cured	@ 5
	Full "	@ 51%
	Dry	
	Kips, green	
	" cured	
	Calfskins, green	4 @ 5
4	" cured	
1	Deacon skins	0 630
	No. 2 hides 1/4 off.	10 4000
4	PELTS.	
Н	Shearlings	0 2025
ı	Lambs	
1	WOOL,	
H	Washed	20@30
	Unwashed	10@20
d	MISCELLANEOUS.	
	Tallow	3460 414
	Grease butter	1 @ 2
	Switches	140 9
	Ginseng	00702 50
		ooton oo

#### OILS.

State   1	-	1111	MICHIGAL	N INADESI		10
## Company   1	APPLE BUTTER	Strawberries.	Hummel's, foil 1 50	Wheat.	Nutmegs, fancy 80	IMPERIAL.
Part	40 lb. pails 5	Lawrence 1	" tin 2 50		" No. 175	Common to fair 23 @26
West   West	AXLE GREASE.	Erie	Bulk 41/2	FISHSalt.	Pepper, Singapore, black 15	YOUNG HYSON.
Mary Part   19		Common 1 40	CLOTHES LINES.		shot	Superior to fine30 @40
Column	" " 3 doz. case 2 40		Cotton, 40 ft per doz, 1 25		Allspice	Fair
The content of the	25 lb. pails, 1 00	Corned beef, Libby's2 10	" 60 ft " 1 60	Pollock 31/4	Cassia, Batavia20	Choice
December   December	Aurora.	Potted ham 1/4 lb 1 50	" 80 ft " 1 90	Boneless, bricks 7408%	" Salgon	TOBACCOS.
Commonweight   Comm	" 3 doz. case 1 75	" " ¼ lb	" 72 ft " 1 00	Halibut.	" Zanzibar 20	Fine Cut.
Commonweight   Comm	" per gross 6 00	" 1/4 lb 95	Eagle 7 40		" Cochin18	Hiawatha 60
This course   10   10   10   10   10   10   10   1		" chicken, ¼ lb 95	Crown 6 50	Scaled		McGintv 24
Transmission of the control of the c		Reans	American Swiss 7 00	" kegs 90	Mustard, Eng. and Trieste. 25	" 16 bbls 22
The content of the	Poorloss	French style2 25		" " 1/2 hhl 1 50	Nutmegs, No. 2	" ½ bbl 20
Toller's & Discourse   1   1   1   1   1   1   1   1   1	25 lb. pails 90	Lima, green	% 1. per hundred 2 00	Mackerel.	white30	1891, ½ bbls 19
Toller's & Discourse   1   1   1   1   1   1   1   1   1	BAKING POWDER.	" soaked 90 Lewis Boston Baked 1 35	\$ 2, " " 2 50	No. 1, kits. 10 lbs	Sage	Valley City
Toller's & Discourse   1   1   1   1   1   1   1   1   1	" 15 lb. " 2 " 85	Bay State Baked	\$ 5, " " 3 00	kits, 10 lbs 75	"Absolute" in Packages.	Tornado 20
Common   C	" bulk 100	Corn.	\$10, 4 00 \$20, 5 00	Sardines. Russian, kegs 45	Allspice 84 1 55	Searhead 40
Red	Telfer's, 16 lb. cans, doz. 45 1b. " 85	Tiger	"Superior." \$ 1 per hundred 2 50	Trout.	Cloves 84 1 55	Zero
Red	1 lb. " 1 50 Arctic. 4 lb cans 60	Honey Dew	\$ 2, " " 3 00 \$ 5. " " 4 00	No. 1, kits, 10 lbs 90	" Af	Here It Is
Hearlands			\$10, " " 5 00	No. 1, ½ bbls., 100lbs	Mustard 84 1 55 Pepper 84 1 55	Old Style
The content of the	" 5 TD " 9 60	earry dune 30		Family, ½ bbls, 100 lbs 2 50	Sage 84	
April 1997   Apr	" ½ 1b " 80			PLAVORING EXTRACTS.	Cut Losf @ 54	Valley City 34
December   Column   December		Soaked 65	COUPON	Jonnings' D.C.	Cubes	Something Good3
December   Column   December	2 dozen in case. English 90	Van Camp's Marrofat .1 10	"Universal."	Lemon, Vanilla 2 oz folding box 75 1 25	Granulated4 31@ 4%	Out of Sight
April   Property   April   A		Archarie Early Blossom 1 25	8 2, " 3 00	3 0z "1 00 1 50 4 0z " 1 50 2 00	Soft A @ 4'8	Smoking.
Section   1	BLUING. Gross	French 1 80	\$ 3, " 4 (0) \$ 5, " 5 (0)	6 oz "2 oo 3 oo	White Extra C @ 4	Colonel's Choice
Part   Part	" 80z " 7 00	French	010,	GUN POWDER.	C @ 3%	Banner
No. 5. High	" No 2 sifting box 2 75	Erie 90	400,	Kegs 5 50	Less than 100 lbs. 4c advance	Kiln Dried
Secretary Company Comp	" No. 3, " 4 00	Hubbard	books are subject to the follow- ing discounts:	HERBS,	Corn.	
No. 2   Carps   2   2   2   2   2   2   2   2   2	" 1 oz ball 4 50	Succotash.	200 or over 5 per cent.	Hops 25	20-1b boxes 61/2 40-1b " 63/4	Gold Block
\$\text{\$\subseteq} \begin{align*} \text{Solution*} & \text{\$\text{\$\subseteq}} & \text{\$\text{\$\subseteq}} & \text{\$\text{\$\subseteq}} & \text{\$\text{\$\subseteq}} & \text{\$\text{\$\text{\$\subseteq}}} & \text{\$\text{\$\text{\$\text{\$\subseteq}}} & \$\text{\$\te	No. 2 Hurl	Soaked 85	1000 "20 "	JELLY.	1-lb packages 6	KOD KOV
Common With	No. 1 "	Tomatoes		LAMP WICKS.	3-1b " 6	Tom and Jerry25
Common With	No. 1 "	Van Camp's	denomination from \$10 down.	No. 1	40 and 50 lb, boxes 434	Yum Yum
Mile   Secretary   Form   Secr			50 " 2 00	No. 2	Barrels 4%	Red Clover32 Navv32
Variety   Vari	Fancy "	CHOCOLATE—BAKER'S.	250 6 25	Pure	Scotch, in bladders37	Handmade40
Part   Part	Warehouse 2 75	Premium 34	500 " 10 00	Calabria 25 Sicily 18	French Rappee, in Jars43	VINEGAR.
Cambox   C	BUCKWHEAT FLOUR. Rising Sun	Pure 38	CRACKERS.	LYE.	Boxes534	40 gr 8 50 gr9
Cambox   C	York State	CHEESE.	Seymour XXX 6	MATCHES.	Kegs, English4%	\$1 for barrel.
Rock   40   boxes   10   content	· CANDLES	Norway @11	Seymour XXX, cartoon 61/2 Family XXX 6	Anchor parlor 170	Kegs	Bulk, per gal 3
CANNED GOODS,	Hotel, 40 lb. boxes 10½ Star. 40 " 10½	Allegan @10%	Family XXX, cartoon 61/2	No. 2 home	a Potte	TEASTCompressed.
Claus   Clau	Paraffine	Skim @10	Salted XXX, cartoon 6½	MINCE MEAT	Caraway	per lb
Claus   Clau		Edam @1 00	Boston 8	Secretary of the property of the Party Party	Canary	PAPER & WOODENWARD
Standard 31b   10   10   10   10   10   10   10		Roquefort @35	Soda.	S I SWENGLAND	Anise	The G. R. Paper Co. quotes a
Clam Chowder.  Itali plat common 50 Cove Oysters.  Sandard, 1 D. 10 10 11 11 11 plat plat common 50 Cove Oysters.  Sandard, 1 D. 10 10 11 11 plat plat plat common 50 Cove Oysters.  Star 1 D. 10 10 11 plat plat plat plat plat plat plat plat	Clams.	Gab began imported 695	Soda, XXX 6	WE COMBERSED	Mustard	PAPER.
Sandard, 11b.	" " 2 lb	domestic ©13	Soda. Duchess 81/2	MINGEME	Diamond Crystal	Straw
Standard   1.0   2.0	Clam Chowder	Half pint, common 80.	Reception Flakes10	T.E.DOUGHER	100 3-lb, sacks	Rag sugar2
Starl   10	Cove Oysters.	Quart " 1 50	Orstor	GHICKSON	28 10-10, Sacks	Bakers2
Start   10   3   4   5   5   5   5   5   5   5   5   5	" 2 lb 2 10	Pint ii 2 00	City Oyster, XXX 5½			Jute Manilla
Part   11	Star. 1 lb	CLOTHES PINS.	CREAM TARTAR.	Blackstrap.	28 lb. " " 25	Red Express No. 1 5 No. 24
Standard   10   10   10   10   10   10   10   1	Picnic, 1 lb 2 00	5 gross boxes40	Telfer's Absolute 35		56 lb, dairy in linen bags 35	TWINES.
Namard   10   30   30   30   30   30   30   30	" 21b3 00	Rulk (@4		Ordinary 16	Ashton.	Cotton, No. 120
Mustard, 31b.   30   Soused, 3 b, 30   Soused,	Standard, 1 lb 20			Prime 16		Sea Island, assorted 35
Columbia   River filst   1	Mustard, 31b	GREEN.	Sundried @ 51/2	New Orleans.	56 lb, dairy bags 75	No. 6 "
April	Soused, 3 lb		Colifornia Evaporated.	Fair 17	56 lb sacks 27	
Alaska, 1, 10   1. 1	Salmon,	Good	Apricots 14	Extra good 20	Common Fine per bbl 90	" No. 2 6
December   Sardines	" talls	Prime	Nectarines 13	Fancy 35	Packed 60 lbs, in box.	Pails, No. 1, two-hoop.
American   Ses	" 2 lb	Peaberry20	Peaches	OATMEAL.	Church's	Clothespins, 5 gr. boxes
	Sardines. American 1/28	Fair	Plums	Barrels 200 @4 75	Dwight's 3 30	Bowls, 11 inch
Fare   State	" 1/28	Good	PRUNES.	ROLLED OATS.	SYRUPS.	15 11 2
Fair   Frozen   Fro	" 1/s	Peaberry Guatamala.	Turkey 6 @ 6½ Bosnia @ 8		Barrels 26	assorted, 17s and 19s 2
Parcy   Maracaibo   Parcy   Parcy   Maracaibo   Parcy   Parcy   Maracaibo   Parcy   Parc	Trout.	Poir	French @ 9	PICKLES.	Half bbls28	Baskets, market
Apples   York State gallons   2 50   Hamburgh   1		Fancy	Lemon 18	Barrels, 1,200 count\$4 50	Fair 19	" full hoop " 1
Milled	Apples.	Maracaibo.	CITRON.	Small.	Choice 30	" bushel 1 " willow cl'ths, No.1 5
Durk   2   25   Coverland	Hamburgh, "	Milled		Barrels, 2.400 count 5 50	SWEET GOODS.	" NO.2 6
District   Copy   Cop		Interior	CURRANTS.	PIPES	Sugar Creams 8	splint " No.1 3
Blackberries   F. & W   Cherries   Garage   Coh No.   23   Arabian   Mocha   1 20   Pitted Hamburgh   1 75   White   1 160   Erie   1 30   Damsons, Egg Plums and Green   Gages   Goocherries   Gases   Packade   Pack	Lusk's 2 50	Private Growth	" in ½-bbls @ 5	" T. D. full count 75	Graham Crackers 8	" " No.3 5
Cherries   1 20   Arabian   25   A	Blackberries.	Mocha.	RAISINS -California.		Oatmeal Crackers 072	CARLETTING COLORER TO ANALYSIS OF THE
White 1 1 00   Erie	Cherries.	Imitation	London Layers, 2 cr'n 1 60	Domestic.		No. 1 White (58 lb, test)
Section   1   1   2   2   2   2   2   2   2   2	Pitted Hamburgh 1 75	DO A SMPT	Muscatels, 2 crown 1 50	". No. 1	Fair @17	MEAL.
Damsons, Egg Plums and Green   Gages   Gages   Fackage	White 1 60	coffee, add %c. per lb. for roast-	3 " 1 60	Broken	Good	Granulated 2
Common   1   10   Common   2   25   Common   3   3   25   Common   3   3   3   3   3   3   3   3   3	Damsons, Egg Plums and Green	ing and 15 per cent. for shrink-	Valencias 81/2	Japan, No. 1	Choicest Se Con	Straight, in sacks 5
Peaches	Erie	McLaughlin's XXXX 20%		" No.2	SUN CURED.	Patent " sacks 6
Peaches   Peac	Gooseberries.	Durchom	FARINACEOUS GOODS.	Patna 5	Good Mai	Graham " sacks 2
Shepard's   2   25   California   2   6002   75   California   2   6002	Pie 1 60@1 75	Lion, 60 lb. case	100 lb. kegs 4	Silver Thread, bbl \$3 50	Choicest	Rye " " 2
Common   Pineapples   1   30   Common   1   30	Maxwell	Cabinets con-	Barrels 3 75	" ½ DD1 2 00		Bran
Common   Pineapples   1   30   Common   1   30	California	one pound	Grits 4 50	SAPOLIO.	Fair	Screenings 12
Common   Pineapples   1   30   Common   1   30	Domestic 1 20	ilar to accom-	Dried 5¼ Maccaroni and Vermicelli	Hand 3 " " 2 50	Choice	Mixed Feed 23
Johnson's silced	Riverside	panying in- ustration)	Domestic, 12 lb. box 55	SPICES.	Extra choice, wire leaf @40	CORN.
Green   Dear   Common   Comm	Johnson's sliced 2 66	price, with an		Whole Sifted.	Common to fair 25 @35	Less than car lots68
Common   1 10   Gents for cab   Green, bit   1 10   Saigon in rolls   35   Common to fair   23   626   Common to fair   24   626   Common to fair   25   626   Common to fair   26   626   Common to fair   27   626   Common to fair   28   626   Common to	" grated 2 80	additional charge of 90	reas.	Cassia, China in mats 7%		Car lots
Red 1 30 EXTRACT. 75 German 4½ Zanzibar 13 Superior to fine 28 © 30 No. 1 Timothy, car lots 15 Black Hamburg 150 Valley City 15 Fast India 5½ Mace Batavia 80 Fine to choicest 45 © 55 No. 1 "ton lots 15"	Common 1 10	cents for cab-	Split, bbl	Saigon in rolls35	Common to fair 23 (26	Less than car lots
Black Hamburg 1 50 Valley City 51/6 Mace Batavia 50 Part India 50 Part India 50 Part India	Red 1 30		Sago	" Zanzibar 13	Superior to fine28 (030)	No. 1 Timothy, car lots12
	Black Hamburg 1 50 Erie, black 1 40	Valley City	East India 51/2	Mace Batavia 80	Fine to enoicest45 (200	ton lots13

LIFE BEHIND THE COUNTER. Written for THE TRADESMA

"It takes all kinds of peope to make a world" is a true saying, not only as applied to the world in general, but also as applied to each department of life. It gospel and it takes all kinds of people to the counter. In a former letter under this head, considerable space was devoted to show that a position behind the counter was the very best one in which to study human nature, because all kinds of people had to be handled and dealt Every retailer of merchandise knows that it takes all kinds of people to make a world, and he knows, furthermore, that there are more kinds of people than he was aware of before he consecrated himself to a life behind the counter-but did he ever stop to consider that it takes all kinds of merchants to wait upon all kinds of customers?

The merchant meets, face to face, an infinite variety of people, and he wonders what nine-tenths of them were created for. Every tenth man strikes the merchant favorably as being a pretty decent sort of a fellow, that is, he bleeds easily and copiously, and acknowledges, by every act and deed, his inferiority to the merchant, whom he looks up to as a man of wonderful parts. It is strange, but a fact, nevertheless, that if you wish to palm yourself off on any certain man as a pretty nice sort of a fellow, you must succeed, somehow, in making him believe that in your estimation he is the pink of perfection and the very embodiment of wisdom, while you are only a small sized fool and nothing more. You will never be reckoned among his choicest friends, so long as he believes that you can read him like an open book, and are acquainted with his faults and weaknesses. Neither will he exhibit any tender regard for you so long as you lead him to believe that you, yourself, claim to be somebody and that you have rights of your own, which even he is bound to preference. respect.

We are strongly inclined to boast of our American nineteenth century civilization, but what is it, after all? The Berkshire is an improvement on his slabsided and long haired predecessor, in that he is more refined, shorter-haired, better fed, better housed, and more highly cultured, but he is a bigger hog than any of his predecessors. Gentle reader, don't you know that it is idle to dream of the year of jubilee or the near approach of the millennium so long as man remains nine parts hog?

We say that about one-tenth of the merchant's customers passes muster, but the remaining nine-tenths represent, in the merchant's estimation, an endless array of freaks of nature from a "b flat" all the way up to a dogmatic crank. But the man behind the counter forgets that his rival across the street also belongs to the great biped swine family and that he, also, has his favorite customers who have ridden into his good graces through the same avenues of vanity and selfishness that the favorites of merchant No.1 passed through-the only difference being that a favorite of No. 1 is considered a freak by No. 2, and vice versa.

We repeat that it takes all kinds of merchants to meet the requirements of a life behind the counter, for the simple reason that there are all kinds of people to be supplied with merchandise. We often very pleasantly, and not altogether with-

hear a merchant say that he has all kinds out profit, as all the leading topics of the of people to deal with, but this is not day are discussed and opinions interliterally true, for there are some people changed. If any member of the regular who would not patronize him if they had lounger's club of any one grocery should to tramp to the next town to get their supplies. It is a figurative expression club of any other grocery, he would not takes all kinds of people to preach the and simply means that the merchant has a great many kinds of people to deal home. He would go away wondering meet the requirements of a life behind with and that the number of kinds depends upon the merchant's popularity. The merchant who is vain enough to imagine that he can please everybody and bring all kinds of people into his store, has lived in vain-that is, he has been drifting down the stream of time without having observed the nature of the country he has passed through.

That is They say "prices count." "Money makes the mare go," and, beyond a doubt, if the devil could succeed in convincing the average customer that ten cents might be saved by trading with him, the customer would go to the devil for the sake of saving that ten cents. But as no one merchant can undersell all of his competitors and, even if he could, it would be impossible, in these days of circus advertising, to convince the general public of the fact-the 'prices count' style of advertising is taken by a gullible public with several good-sized grains of allowance and the whole business settles down into a little matter of blind faith; and you, and I, and everybody else, do our trading with the merchant we like best, and it would be a difficult thing to make us believe that some other merchant, whom we do not like, would sell goods to us any cheaper.

I have often asked myself the question, "Why do I buy my groceries of McFinnegan, when there are cleaner, more complete and better kept stocks nearer home?" I certainly cannot give an intelligent reason for doing so. I recognize the existence of a kind of animal affinity which attracts me to McFinnegan's little grocery and I buy my groceries there because I prefer to; but I can give no intelligent reason for my

Behind the counter may be found all kinds of people, from the aristocratic and professional druggist down to the vendor of peanuts; from the pale, delicate dry goods salesman to the hale fellow well met who sports a white apron and cuts off our steaks and our roasts when we are flush and deals out liver to us when we are dead broke. Not only do we find all kinds of people behind the counter generally, but in each department or branch of counter life can be found the same endless variety. See what a variety of varying styles and conflicting make-ups can be found among the druggists, shoemen, grocers and meatmen of our own city; and the same may be said of all other leading lines. "Birds of a feather flock together," and if you want to know what kind of a man any certain grocer is, in any country village, just take an inventory of the crowd which hangs out around that grocer's ranch. Every man in the village has his favorite grocer, in whose store he spends a large portion of his winter evenings in company with several others who are similarly attached. There is an affinity in common among the members of the grocery loungers and between each one of them and the grocer; consequently, there is a sort of fraternal or brotherly feeling among them, and they while away the long winter evenings wander within the fold of the lounger's remain long, for he would not feel at how any sane man could trade with such an old crank, especially when he kept such a gang of idiots hanging around the

Of course, the crankier the merchant, the more cranky and exclusive will the loungers be, and the more liberal and popular the merchant, the more liberal and popular will the crowd be who patronize him. Let any man walk the length of any one of our principal business streets, and enquire of every man he meets as to what grocer keeps the best and freshest stock of groceries and sells them the cheapest, and the result will be that every grocer on all the business streets of the city, and many suburban grocers, will be named and given the preference. Some one grocer would, no doubt, receive a larger number of recommendations than many others, which would only show that the enquirer had found more people who preferred the general make-up of this grocer to that of any other; and, if carefully analyzed, it would be found to shed no light whatever on the desired information. If the enquirer had asked this question. "Who is the best fellow engaged in the grocery business in this city?" the result would have been the same, showing that it takes all kinds of people to sell merchandise to all kinds of people. E. A. OWEN.

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A Few Hints About Credit

Whom to trust and whom to decline that favor is a trying problem to the average retailer, so many are the con-flicting circumstances involved. The test of time is the prevailing method. When a customer has proven himself worthy of credit for a long period, he worthy of credit for a long period, he rarely has difficulty in obtaining it. At the same time, credit earned in this way may not be continued indefinitely; many other circumstances should be taken into consideration. But there is one characteristic to be sought for in such customers more than aught else, and that is one honored dimension. In the that is an honest disposition. In the long run, where this honesty is established beyond question, it will outlast riches, and cause the retailer fewer loss-

Too commonly, credit, even of the most extended variety, is given to those who have the appearance of being well off, have the appearance of being well off, without any heed being given to their honesty. The fact that they display property, or are reputed to be responsible, seems to satisfy the average store-keeper, whatever may be the customer's shortcomings in his moral disposition. Reasoning in this way is an error; it is safer to lend an honest man with \$1,000 capital, than a dishonest man with a hundred fold that sum. This is no opinion, but the experience of ages and nundred fold that sum. This is no opinion, but the experience of ages and of all countries, yet it is altogether too little observed. Show of property seems to pass all else as a criterion of judgment.

Jobbers are beginning to recognize the existence of a new class in this country, who systematically go to work to "earn a credit" by a record of prompt payments, then take advantage of it and swindle the creditor, either by settling for five cents on the dollar, burning up for the insurance, or quitting for parts unknown, leaving an empty store or valueless stock behind. It seems as if these sharks are annually becoming more numerous, much to the distress of honest storekeepers who cannot compete against that class of who cannot compete against that class of business. It is a well-established fact that professional swindlers, who feed upon the credit established by honest people, and who enter business with intent to defraud at the first convenient opportunity, are becoming painfully numerous, their practice being to swindle one community, then change their names, and locate for the same purpose elsewhere. Even our two large mercantile agencies are total failures in ferreting out and exposing this class of crimiing out and exposing this class of criminais—a class which does more toward nais—a class which does more toward demoralizing the honesty of a community than aught else. These scamps are getting as numerous among the buyers of retail stores as among wholesale, and however much property they display, the retailer will be wise in invariably selling to them C. O. D. It is easy selling to them C. O. D. It is easy enough to mark these swindlers, so long as the storekeeper does not allow the show of property to dazzle his judgment; and we make the prediction that the day is not distant when honest storekeepers will combine for self-preservation in the particular pointed out.

The Coming Supply of Hogs.
The Cincinnati *Price Current* says that "Calculations in regard to the future supply of hogs for marketing are to be taken with considerable margin for influences not in sight or not fully recognized at time of making estimates; nevertheless, it is interesting and instructive to prosecute investigations in these matters. An impending decrease in the corn supply usually enlarges the marketing of hogs as an early effect. For twelve months ending October 31, 1891, the western packing will aggregate about 14,500,000. For the preceding year the total was 16,-200,000, and for five years previously the annual average was slightly under 12,000,000—the largest yearly number during this period being about 1,000,000 in excess of the smallest number, so that a excess of the smallest number, so that a comparatively uniform supply was maintained. Taking into consideration all the bearings, we reach the conclusion that the basis of supply of hogs is moderately but not greatly below what it was last year; that against last year's tendency to hasten the marketing the "Dot boy of mine isn't going to make a goot business man," said Mr. Beckstein. "Yesterday I told him I was going to the leave all my broberty to him ven I died, und vat you s'pose he say to dot?" "I don't know, Mr. Beckstein." "Vell, he say he vill throw off five per cent. for sbot cash."

opposite condition is likely to prevail this season; that a supply equal to or possibly exceeding 7,000,000 hogs for the winter packing may be expected, compared with last year's 8,175,000; that unless the weather conditions seriously interfere with fattening operations the average weight will be increased possiaverage weight will be increased possi-bly five per cent.; that stocks of meats and lard will be smaller than at the be-ginning of last winter, and within con-venient limits not prejudicial to fair-ly active operations of packers, hence a demand for hogs which will lead to con-siderably higher prices than last year; that about \$4.50 per 100 pounds for hogs that about \$4.50 per 100 pounds for hogs in western markets is likely to be realized, and that for the coming year the prices of hogs will be at a premium over values of corn calculated to stimulate revival of interest in the hog-producing industry."

Interesting Notes from a Live Town.

OTSEGO, Oct. 24-Knowing that items from such a hustling town as this are of interest to all and that it should be represented in the columns of your valuable paper, I take the liberty of submitting the following commercial and manufactur-

of next month.

The new Truesdale block is nearly completed and will be occupied by Chas. Strutz with a full line of groceries. M. O. Brockway will place a full stock of groceries in the building Mr. Strutz now occupies

Sam. Folz, of Kalamazoo, has opened a branch clothing store in the Cushman

block, with Ed. Rose as manager. Representative John Kolvoord, of Ham-Representative John Kolvoord, of Hamilton, has rented the building lately occupied by the C. D. Stuart Chair Co. and has placed a planing mill therein. He is intending to build in the spring, as the location he now occupies will then be utilized by the Bardeen Paper Co. on which to build another paper mill. This is to be Mill No. 3. No. 4 will be built on the race bank near the dam.

A flour and feed store will be opened in Sherwood's building run by O. T. Shears.

The new Union block will be ready for occupancy in about three weeks. Mr. Woodbeck has purchased a new cylinder press and other betterments and proposes to make the Union the equal of any weekly paper in the State.

poses to make the *Union* the equal of any weekly paper in the State.

There are now about 100 houses in process of construction, among them being one built by N. W. Mills, to be 80x 100 feet in dimensions, which will be used as a tenement house, divided into five complete tenements. P. Y. CASE.

#### What Next?

A gentleman overtook a well-dressed yong man and invited him to a seat in

his carriage.
"What," said the gentleman to the young stranger, "are your plans for the

"I am a clerk," replied the young man, "and my hope is to succeed and get into business for myself."
"And what next?" said the gentleman.

"Why, I intend to marry and set up an establishment of my own," said the youth.

'And what next?"

"Why, to continue in business and accumulate wealth."
"And what next?"

"It is the lot of all to die, and I, of course, cannot escape," replied the young

man.
"And what next?" once more asked the gentleman.

But the young man had no answer to make; he had no purpose that reached beyond the present life. How many young men are in precisely the same condition?

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

ever seen under one roof is at

Cor. Monroe & Spring Sts.

## Siegel's Cloak Department

If you would be A LEADER, handle only goods of

The Bardeen Paper Co. has completed its large building, Mill No. 2, and is placing the machinery in position, with the calculations of starting up the first VALUE.

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

GOOD YEAST IS INDISPENSABLE.

# FLEISCHMANN & CO.

UNDER Yellow Label 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, 31 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 Book-keeper's Dream.

The day had wearily worn to its close, And night had come down with its needed

As a book-keeper wended his way from the store. Glad that his tiresome hours were o'er.

The night was cheerless, dismal and damp, And the flickering flame of the dim street lamp Went out in the wild, rough gusts that beat With furious speed through the gloomy street.

Tired and cold, with pain-throbbing head, He sank to repose in his lonely bed; Still through his brain, as the book-keeper slep; Visions of Debtor and Creditor crept.

The great Balance Sheet he had finished that day, And Profit and Loss in the usual way Showed how much money the merchant had made

made Or lost in the preceding twelve-months' trade.

And he dreamed that night that an angel came With the Ledger of Life: and against his name Were charges till there was no more room to spare And nothing whatever was credited there.

There were life and its blessings, as intellect, health:
There were charges of time, opportunities, wealth;
of talents for good, of friendship the best, of nourishment, joys, affection and rest.

And hundreds of others, and each one as great, All with interest accrued from the time of their

All with the date, date, date, Till, despairing of e'er being able to pay, Till, despairing of e'er being able to pay, The book-keeper shrank from the angel away.

But the angel declared that the account must be

paid, And protested it could not be longer delayed. The book-keeper sighed and began to deplore How meagre the treasure he laid up in store.

He'd cheerfully render all he had acquired, And his note on demand for the balance re quired. Then quickly the angel took paper and wrote The following as an acceptable note:

"On demand, without grace, from the close of to-day, For value received. I promise to pay To Him who has kept me, and everywhere Has guarded my soul with infinite care,

Whose blessings outnumber the drops of the

ocean While living the sum of my heart's best devotion, in witness whereof, to be seen of all men, I affix the great seal of the soul's 'Amen,'"

The book-keeper added his name to the note, While the angel across the great ledger page

wrote
In letters as crimson as human gore,
"Settled in full," and was seen no more.
—The Book-keeper.

#### Ginseng in Commerce.

J. Jones Bell. M. A., in Po

J. Jones Bell, M. A., in Popular Science Monthly.

It is curious that, after the lapse of over a century and a half, the old Canadian industry of gathering, drying and exporting ginseng should be revived. This root was one of the first articles exported from Canada after the Treaty of Utrecht, and for a time was considered hardly less important than for. The rehardly less important than fur. The re vival of the industry is due to the de-mand for ginseng among Chinese, who have become no inconsiderable element in the population of the United States, whither the most, if not all, of what is now exported finds its way.

The ginseng of compares is the fleshy

now exported finds its way.

The ginseng of commerce is the fleshy root of a perennial herb, formerly called Panax quinquefolium, but now placed among the dicotyledonous Araliaceæ. The Chinese ginseng is probably derived from another species of the same genus. It is a native of the middle and northern states and of Canada, but it is found far south on the mountains. It grows in states and of Canada, but it is found far south on the mountains. It grows in rich soil, in shaded situations, and has a fleshy root from four to nine inches long, which throws up a single stem about a foot high, bearing at the top three long, petioled leaves, each of which has five divisions. The stem terminates in a small umbel of inconspicuous greenish-white flowers, which are succeeded by a small berry-like red fruit. It has a peculiar and rather pleasant smell, and a peculiar and rather pleasant smell, and a sweet, somewhat pungent, aromatic taste. According to the Chinese, the root strengthens the body, checks vomitroot strengthens the body, cheeks vomiting, removes hypochondriasis and other nervous affections, gives a vigorous tone to the system, even in old age, and is, in short, a panacea for all the ills to which flesh is heir. European and American doctors consider it almost worthless as a remedy, though it is sometimes used as a domestic medicine in the states west of

such unbounded faith in its beneficial effect both on body and mind, what wonder that the discovery that stores of ginseng are yet to be found in Canada should have created a demand among the celestical applications on this continuous continu tial population on this continent, and that the industry of digging and preparing it for market should have assumed very considerable proportions.

As already stated, the trade in ginseng

As arready stated, the trade in ginseng is a revival of one that formerly existed. In the autumn of 1716, Pere Joseph Francois Lafitan, a Jesuit father who had arrived in the country in 1712, and was discovered the Sault, above Montreal, discovered the plant. He had been in Quebec in 1715, and there saw a letter of Pere Jartoux, who had seen ginseng in Tartary in 1709, and who gave a description of it. Lafitan enquired about it from the Indians, and examined the country to find it. At this time it was Lafitan enquired about it country to find it. At this time it was worth its weight in gold at Pekin. A company was formed to export it to China, Japan and Tartary. The price at Quebec was from thirty to forty sous or cents per pound. At first anyone was allowed to sell it, but as its value increased the company exercised its monopoly rights, and in 1751 undertook to exclude all others from the trade. As the demand increased, the care with which it was obtained and prepared relaxed. It was gathered out of season, and imperfectly dried in stove ovens. Even in this State it brought twenty-five livres per pound. In 1752 ginseng of this character to the value of five hundred thousand livres was exported. In 1754 the value of the export had fallen 1754 the value of the export had fallen to thirty-three thousand livres. A quantity sent to La Rochelle remained unsold, tity sent to La Rochelle remained unsold, but finally found its way to China, where its inferior quality gave the Canadian article a bad reputation; the demand fell off, and the export ceased. When the trade was at its height it was considered more profitable to gather ginseng than to cultivate the farm, and agriculture was almost entirely neglected. The result was that the plant almost entirely disappeared. It came to be a proverb among the people, when speaking of some matter that had failed, "C'est tombe comme le ginseng."

The revival of the trade has caused great activity in the search for the plant throughout the country back of Kingston, where it is said to abound. The profits

throughout the country back of Kingston, where it is said to abound. The profits on it are stated to be 400 per cent., and one druggist cleared three thousand dollars in one deal. The average wholesale price is one dollar per pound, the retail price five dollars. If the trade is to be preserved, care will have to be taken to prepare the root properly and not dig it indiscriminately, as the root does not reach any great size in one season, but takes years to develop. In the desire to participate in the profits of the trade takes years to develop. In the desire to participate in the profits of the trade, some curious mistakes have been made. One man, who thought he had a rich find in Manitoba, discovered, after buying several tons, that he had not the right article. Many have confused gentian with ginseng, and, on testing the root of the former, have wondered why the Chinese were so fond of the latter.

The Chinese word gen-seng, and the Iroquois word garentoquen, the Indian name of the plant, both mean "a man's thigh," and have doubtless been applied because of a supposed resemblance of the root to that part of the human body. This coincidence Pere Lafitan could not consider fortuitous, and upon it he based an argument that America had once been

an argument that America had once been joined to Asia, and that the Indian population of the former had originally come from the latter before the continents were severed at Behring Strait.

#### The Tyranny of Trades Unions.

Miss Nordhoff, daughter of Charles Nordhoff, the well-known writer of Washington, has succeeded in learning the book-binder's trade in spite of many obstacles. She first attempted to learn in England, but, as she did not belong to a trades union, could not be admitted to the fellowship; and in America the same difficulty was in the

domestic medicine in the states west of the Alleghanies. Panax fructicosus and Panax cochleatus, plants somewhat akin to ginseng, are fragrant aromatics which grow in the Moluccas, and are used by the native practitioners of India. With

#### <u>Mighigan Central</u>

"The Niagara Falls Route."

RRIVE
00 p m
30 pm
00 a m
00 a m
40 p m

All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express Sleeping cars run on Day Express and Grand Rapid Express to and from Detroit.

PRED M. BRIGGS, Gen'l Agent, & Monroe St.
G. S. HAWKINS, Ticket Agent, Union Depot.
GRO. W. MUNSON, Union Ticket Office, 67 Monroe St.
O. W. RUGGLES, G. P. & T. Agent., Chicago.

## DETROIT GRANDHAVEN MILWAUKEE RAILWAY

## TABLE

NOW IN EFFECT.

Trains Leave	†No. 14	†No. 16	†No. 18	*No. 28
G'd Rapids, Ly	6 50am	1 29am		10 55pm
Ionia Ar St. Johns Ar	8 28am	12 17am	5 40pm	12 37am 1 55am
Owosso Ar E. Saginaw Ar	11 05am	3 (0pm	8 45pm	3 15am
Bay City Ar Flint Ar	11 10am	3 40pm	9 35pm 8 00pm	5 40am
Pt. HuronAr PontiaeAr		6 00pm	10 30pm 8 55pm	7 35am
DetroitAr			9 50pm	

Trains Leave	*No. 81	†No. 11	†No. 13	†No. 15
G'd Rapids, Lv G'd Haven, Ar Milw'kee Str " Chicago Str. "	8 50am	2 15pm	5 10pm 6 15pm 6 45am 6 00am	11 30pm 6 45am

\*Daily. +Daily except Sunday.

\*Poally. †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 Parler 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 SEPT. 6, 1891.

	DEPART FOR	A. M.	P. M.	P. M.	P.M.
1	Chicago	+ 9:00	+1:05	*11:35	
ı	Indianapolis	+ 9:00	+1:05	811:35	
1	St. Joseph	+ 9:00	†1:05	*11:35	
l	Traverse City	+7:25	t5:17	*11:35	
ł	Muskegon	+9:00	+1:05	+ 5.20	48 . 20
	Manistee	17:25	†5:17		
	Ludington	17:25	15:17		
-1	mag merpido	16.00	10.14		

+Week Days. \*Daily. \$Except Saturday.

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

15 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.

P. M. is solid train with Wagner pal ace sleeping car through to Chicago and sleeper to Indianapolis via Ben ton Harbor.

#### JUNE 21, 1891. DETROIT,

#### Lansing & Northern R R

DEPART FOR		P. M.	
Detroit	. 16:50	+1:00	
Lansing	+6:50	+1:00	*6:25
Howell	- 16:50	†1:00	*6:25
Alma	+7:05	+4:30	*6:25
St. Louis	1 +7:05	+4:30	
Saginaw City	.   17:05	+4:30	

6:50 A M. runs through to Detroit with par

1:00 P. M. Has through Parlor car to De troit. 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

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 & Milwauk e offers a route making the best time betwe : Grand Rapids and Toledo.

VIA D., L. & N.

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

Grand Rapids & Indiana

Schedule in effect September 10, 1851.

TRAINS GOING NORTH.
Arrive from Leave going North.
South.
South.
For Saginaw & Traverse City. 5-15 a m 11:30 a m 11:

TRAINS GOING SOUTH.

Arrive from
North.
6:20 a m South. 7:00 a m 10:30 a m 2:00 p m 6:00 p m 11:05 p m For Cincinnati. North. South.

For Kalamazoo and Chicago. 10:30 a m
For Fort Wayne and the East. 11:50 a m
For Fort Wayne and the East. 11:50 a m
For Cincinnati. 5:30 p m
For Chicago. 10:40 p m
From Sagrinaw. 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. From Muskegon – Arrive. 10:10 a m 4:55 p m 9:00 p m

SLEEPING & PARLOR CAR SERVICE.

NORTH--7:05 am train.—Parlor chair car G'd Rapids to Traverse Oity. 11:30 am train.—Parlor chair car G'd Rapids to Petoskey and Mackinaw. 10:30 pm train.—Sleeping car Grand Rapids to Petoskey and Mackinaw.

SOUTH-7:00 am frain.—Parlor chair car Grand
Rapids to Cincinnati.

10:30 am train.—Wagner Parlor Car
Grand Rapids to Chicago.

6:00 pm 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.

Chicago Via G. K. cc 1. K. fc.

Lv Grand Rapids 10:30 a m 2:00 p m 11:05 p m

Arr 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 2:15 p m 8:50 p m 10:10 p m

Arr 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 Sta-tion, or George W. Munson, Union Ticket Agent, 67 Monroe street, Grand Rapids, Mich. C. L. LOCK WOOD, General Passenger and Ticket Agent.

# Grand Rapids Electrotype Co.,

6 and 8 Erie St., GRAND RAPIDS.

## **EDMUND B. DIKEMAN**

THE GREAT

## Watch Maker a 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 Thadesman, 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

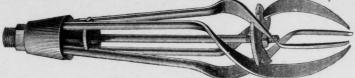
GRAND RAPIDS, MICH.

#### **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.

Improved Flue Scraper.



HESTER & FOX, Sole Agents, Grand Rapids, Mich.

MOSELEY BROS.,

Fruits Seeds, Beans and Produce.

26, 28, 30 & 32 TTAWA ST,

Grand Rapids, Mich

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.

# 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.

## Delectable!

We have made arrangements whereby we have secured the exclusive sale in Michigan of the famous

#### Cherrystone Oysters

which have never before been sold in the State. On account of their superior quality and delicious flavor they were, heretofore, invariably eaten by epicures in the East, but we, ever on the alert to place the best before our patrons, beg to assure them that when they buy the P. & B. brand they will get genuine Cherrystone Oysters, everywhere in the East considered to be "par excellence." Positively the fattest, plumpest, sweetest, most tempting article of its kind to be obtained anywhere. Order P. & B.s through any Grand Rapids jobber or of us direct.

#### THE PUTNAM CANDY CO.

## Wall Paper and Window Shades.

House and Store Shades Made to Order.

NELSON BROS. & CO.,

68 MONROE STREET.

# 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 Are shown in unending varieties of ratbenefits to be secured by ordering your tles, whips, guns, soldier sets, swords, Holiday Goods early in the season. Our trumpets, chairs, pistols, watches, surstock was never so full of fancy and prise boxes, Santa Claus figures, musical staple Christmas goods as it now is, and toys, cows, rabbits, dogs, horses, jumpby ordering now you will secure the ing jacks, children's furniture and china finest selection in every line. Our terms to dealers of approved credit are 2 per arks, bellows toys, Christmas tree cancent. discount if paid December 1 (on dles and novelties, rubber balls, squakers, goods sold previous to October 31) or net watches, churches, magic lanterns and 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 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 ri her Holiday Goods than those now shown. You can make money on our line, and the goods will sell themselves.

#### Nellie Blv.

One of the best games shown this year is "Round the Werld 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. Retails 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, Bieyele, 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.

#### Tovs.

sets, paints, skin toys, villages, Noah's 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 eall 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 SI 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 entertainmeht 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 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. Retails 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 amusemegt 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. operations are always interesting and frequently invaluable, answering as it does questions concerning the past, present and future with marvelous ac-It furnishes never failing curacy. 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 from 10 cents to \$1.25 each with a good 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, comports, 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 pu into any stock.