

# Michigan Tradesman.

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THE TRADESMAN COMPANY, PUBLISHERS.

\$1 Per Year.

VOL. 9.

GRAND RAPIDS, OCTOBER 28, 1891.

NO. 423

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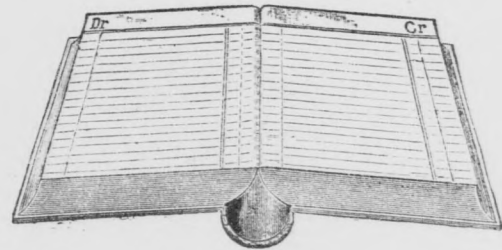
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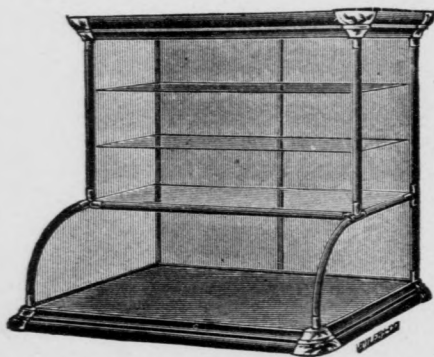
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# MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, OCTOBER 28, 1891.

NO. 423

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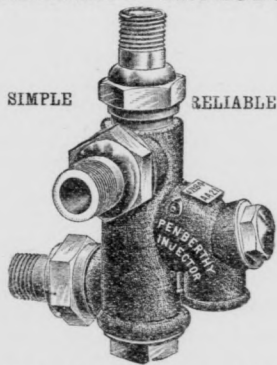
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| Selects..... 23             | E. F..... 22      |
| Standards..... 30           |                   |
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| Favorites..... 16           |                   |

**Our Favorite Brand.**

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| Large bbls..... 6                              | Half bbls..... 6 1/2    |
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| 2 lb. cans, (usual weight).....                | \$1.50 per doz.         |
| 5 lb. ".....                                   | \$3.50 per doz.         |
| Choice Dairy Butter.....                       | 19                      |
| EGGS.....                                      | 21                      |
| Pure Sweet Cider, in bbls., 15.....            | 1/2 bbl..... 16         |
| Pure Cider Vinegar.....                        | 10                      |
| Will pay 40 cents each for Molasses half bbls. |                         |
| Above prices are made low to bid for trade.    |                         |
| Let your orders come.                          |                         |

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May, 1891. S. 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 street—pinned 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 time-worn, 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-

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 paymistress.

"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, bright-looking 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 Bell.

"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 name," cried Miss Alberts.

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 Bell?" 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 Bell" 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 high-stool 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 young giantess at her elbow. "We have to jump pay-day, I 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. I 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 beg—starve! Do you work here?"

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

"Isabella Bell," 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 Bell," 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 Bell. 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 filthy rags upon a figure that resembled that of a gorilla, and the soft, heavy footfall of his kind.

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.

"It's 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 once. 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 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 other.

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 Bella.

"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 more!"

"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 since—ever since, Bella, that's why I did not come. I thought you rich and happy. I never knew—Bella—"

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

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 side together. MARY KYLE DALLAS.

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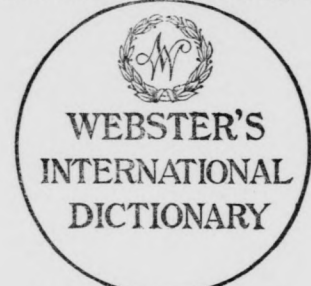
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## ONE HUNDRED DON'TS

## Condensed Advice to Thinking Druggists.

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 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 always the same size. Don't forget that alcohol stains varnished surfaces. 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 at 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 alumina 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 necessarily a doctor. 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 poison. 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 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 resin may produce spontaneous combustion. Don't forget that sugar added to ordinary ink forms a good copying ink. Don't attempt to dissolve chloride of potassium in ether, it will explode. Don't forget to smile when the one-hundredth 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 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 registration should be prominently displayed. Don't forget that the United States Pharmacopoeia 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 acetate 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 where it will soil others more easily cleaned. Don't permit dirt, dust, flies 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 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 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 hydrochlorate of cocaine decomposes the salt. Don't forget that bisulphide of carbon, ether, benzine, 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 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 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 pharmacologically incompatible mixtures. Don't forget that the apothecaries' ounce contains 480 grains, while the avoirdupois' 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 forget that cherry-laurel water and morphine salts are liable to form the poisonous cyanide of morphine. Don't forget that cocaine and borax form an insoluble 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 ingredients should be dissolved before the preparation leaves the store. Don't forget that there are a thousand and one deodorizers for iodoform, and that cammarin 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 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 hydrocyanic 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 them firmly together. Don't make fun of customers who call for "campfire," "rosam," "glycerin oil," etc.; they know what they want and are ready to pay for it.

H. M. WHEELPLEY.

California has 2,675 of the giant trees still left, and one of these the largest is thirty-three feet in diameter.

## BUILT FOR BUSINESS!

Do you want to do your customers justice?  
Do you want to increase your trade in a safe way?  
Do you want the confidence of all who trade with you?  
Would you like to rid yourself of the bother of "posting" your books and "patching up" pass-book accounts?  
Do you not want pay for all the small items that go out of your store, which yourself and clerks are so prone to forget to charge?  
Did you ever have a pass-book account foot up and balance with the corresponding ledger account without having to "doctor" it?  
Do not many of your customers complain that they have been charged for items they never had, and is not your memory a little clouded as to whether they have or not?  
Then why not adopt a system of crediting that will abolish all these and a hundred other objectionable features of the old method, and one that establishes a CASH BASIS of crediting?  
A new era dawns, and with it new commodities for its new demands; and all enterprising merchants should keep abreast with the times and adopt either the

## Tradesman or Superior Coupons.

## COUPON BOOK vs. PASS BOOK.

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

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

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

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

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

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

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

THE TRADESMAN COMPANY,  
GRAND RAPIDS.

## AMONG THE TRADE.

## AROUND THE STATE.

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 business.

East Tawas—J. L. Robinson, general dealer, has been closed on chattel mortgage.

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 the tobacco and cigar stock of Frank Greenwald.

Belding—W. F. Bricker has opened a clothing stock in one of the stores in his new block.

Charlevoix—J. H. Mullin has removed his stock of clothing from White Cloud to this place.

Onkama—Geo. A. Barstow has purchased the general stock of the Onkama 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 49½ West Canal street.

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

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

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 business.

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

Onkama—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. Sibole has sold her general stock to A. B. Lee & Co., of Bangor, who will remove

the stock to that place and consolidate it with their own stock.

Leroy—M. V. Gundrum & Co. have opened a branch store at Traverse City under the management of the younger Mr. Maurer. The new store will carry lines of clothing, hats and caps, furnishing goods and boots and shoes.

Collins—S. S. Burnett retired from the firm of S. S. Burnett & Co., general 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 the change will benefit his wife's health. He still retains his interest in the firm of Wheeler Bros. and his land in the Upper Peninsula.

Ainger—C. F. Meads and Chas. Woodbury have sold their grocery stocks to 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.

Rosecommon—P. H. Matheson & Co. have begun manufacturing cedar shingles. Pentwater—Phillips & Jensen succeed J. C. Jensen as proprietors of the Pentwater Novelty Iron Works.

Muskegon—Hudson & Co. have purchased the Beaudry, Champagne & Co. mill site and will occupy the same with a 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 too.

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 township, Clare county, and a large tract of hard and soft timber in the same town-

ship. The mill has been removed to the timber, being located only half a mile from the railroad.

Detroit—The Michigan Check Register Co., capital stock \$14,000, has been incorporated by John F. Eby, F. Fayram, John A. Heames, F. H. Blackman, Frank S. Ring, F. H. Farnsworth, William C. Sprague, Harry Sunley and James L. Bennett.

Boyer City—Wm. H. White & Co. have purchased the Wm. Mears hardwood sawmill and water power, at Boyer 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 contracted to handle the product of the hardwood mill at Deer Lake. The combined capacity of the three mills is 12,000,000 feet per annum.

Trout Creek—The Trout Creek Lumber Co., which is putting in a fine plant here, is about ready to begin cutting. One of 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 Railway.

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 season.

## 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 trade:

## A NEW DEPARTURE.

Commencing with November 10, I shall close my 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 shall continue to do the same in the future.

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 cash 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 much as when we attack those of others.

## 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—"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 advertisement taken for less than 25 cents. Advance payment.

## BUSINESS CHANCES.

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

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

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

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

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

FOR SALE—STOCK OF GENERAL MERCHANDISE, which will invoice \$4,000, store, residence, barn and one acre of land, located in the best wheat growing section of Central Michigan. Will take half in good farming land. Address Lock Box 14, Wacosta, Mich. 322

FOR SALE OF EXCHANGE—STOCK OF GROCERIES, well located in city; will invoice \$800. Enquire at No. 74 Stocking street. 327

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

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

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

## SITUATIONS WANTED.

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

WANTED—SITUATION AS CLERK OR BOOK-KEEPER in general retail or wholesale grocery house, by young man of three years' experience in either capacity. Write me at once. Address Lock Box 357, Harrison, Mich. 320

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

## MISCELLANEOUS.

HORSES FOR SALE—ONE SEVEN-YEAR OLD FILLY, one three-year-old filly, and one six-year-old gelding—all sired by Louis Napoleon, dam by Wisconsin Banner (Morgan). All fine, handsome, and speedy; never been tracked. Address J. J. Robbins, Stanton, Mich. 311

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

FOR SALE OR RENT—CORNER LOT AND 5-ROOM house on North Lafayette st., cellar, brick foundation and soft water in kitchen. \$1,200. Terms to suit. Cheap enough for an investment. Address No. 187, care Michigan Tradesman. 187

FOR RENT—A GOOD STORE ON SOUTH DIVISION 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, 22x50 feet, with basement. Geo. K. Nelson, 68 Monroe street. 326

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

G. R. MAYHEW,

Grand Rapids, Mich.,

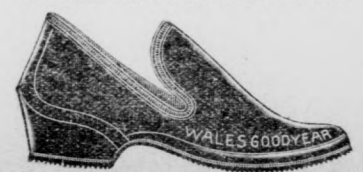
JOBBER OF

Wales Goodyear Rubbers,

Woonsocket Rubbers,

Felt Boots & Alaska Socks.

Whitcomb & Paine's Galf Boots.



Write for Prices.

## GRAND RAPIDS GOSSIP.

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

L. O. Dahlem has opened a grocery 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 stock.

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 crop 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 Toledo.

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 Scottville, 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 ago.

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 servants.

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 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 new lock besides.

Owing to an oversight, THE TRADESMAN 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—8½ 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.

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

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

**-AMBOY-**

The best keepers and the best cheese made.

**OLNEY & JUDSON GROCER CO.**



WILLIAM CONNOR,  
Box 346, Marshall, Mich.

Merchants

In Clothing

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

**Overcoats and Ulsters**

while being worn cannot possibly be told from the best made to order garments. The demand has been so great that we are making up a large number more in all colors and grades, Cheviots, Meltons, Kerseys, Homespun, 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, 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 he has been highly complimented by merchants assuring him that they are the nicest, cleanest, best made and lowest in price seen this season. September, 1891.

BREACHES OF TRUST BY DIRECTORS

The most sensational event of the month in the financial world has undoubtedly been the revelation of the frauds upon the Adams Express Company perpetrated by its late President. The item involved of the greatest magnitude is the sale to the company at an exorbitant price of shares of stock which the President, aided by the Vice-President and two outside confederates, had purchased for a comparative trifle, but, in addition, another transaction, involving the deliberate appropriation by the culprit to his own use of money belonging to the company, has also been discovered, and there are well authenticated stories of a series of other frauds, which, in the aggregate, amount to a very large sum. Arguing from the known to the unknown, there is room for suspecting that a thorough investigation may bring to light further facts of a similar character, and greatly swell the sum total of the peculations.

The painful impression produced by these disclosures was deepened by their coming soon after the detection of the robbery by its officers of the Kingston Savings Bank and by the not much older discoveries of fraud in the management of the Keystone Bank of Philadelphia. 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 the greatest official authority, were found wanting in integrity and faithless to their trust. Unlike him, however, they had the grace to conceal their misdeeds as long and as skillfully as possible, whereas he seems not to have had any sense of his guilt. Indeed, it might never 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 to involve only \$35,000, instead of the \$1,000,000 reported some days ago. The most important circumstance connected with the robbery of Kennett, Hopkins & Co. is the apparent reluctance of the firm to face the music, and their delay in acknowledging their responsibility to their customer for the acts of their subordinate. The Holland Trust Company also evinces a most lamentable want of business honor in refusing promptly to refund the money it received upon the forged endorsements.

It is very easy but entirely useless to indulge in denunciation of crimes like these, and in lamentation over the degeneracy of the age which has made them possible. For, while they may be new in form, and may be the immediate product of comparatively modern circumstances, they are as old in principle as all the thefts and peculations which have been committed since the beginning of the world. In the midst of the luxury

and refinement of our civilized society we are too prone to forget that man is at the bottom a savage, and that he only covers over and represses his natural savagery by a self-control, which, fortunately, with the vast majority of us has become habitual, but with a very considerable minority frequently breaks out in acts of violence, and more frequently still, in the cunning appropriation of property not their own. Just as the savage starts out in the morning to win his dinner with his bow and arrow, or, failing these, by traps and stratagems, so, thousands of civilized men look upon the good things of this world as their lawful prey, irrespective of their ownership, and to be won by any means at their command. Unfortunately for them, society long ago came to the conclusion not to permit this marauding upon private rights, and it requites it with imprisonment and other punishments, besides fixing the stigma of its reprobation upon those who indulge in it. But the propensity to it is latent in every one, as the germs of small-pox and scarlet fever lurk in infected clothing, and, like them, it develops itself whenever circumstances are favorable. Religion, morality and civilization in general have been for 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 against depredation and attack.

What we most need to do to prevent the recurrence of breaches of trust like those which I have mentioned is not to waste our energies in denouncing and lamenting them, but seriously to consider how, by strengthening the forces that repress them, we may make their commission 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 President and Vice-President of the Adams Express Company, and the officers of the other dependent corporations have been guilty, but I cannot help thinking that if it had not been for the precedents established by other men in similar positions of trust, and who have not yet lost their reputations for honesty, they might have less easily fallen. The President of the Adams Express Company is convicted of having bought property at a low price and sold it to his company at a high price, pocketing for his own benefit the difference. For doing this he has been deposed and expelled, and is not only sued for the restitution of his ill-gotten gains, but is threatened with criminal prosecution. Yet, all over the country hundreds of railroad presidents, vice-presidents, directors, and even superintendents and freight agents have notoriously grown rich by building branches and extensions and selling them at an advance to their own companies, or leasing them to their com-

Dry Goods Price Current.

Table containing various commodity prices including UNBLEACHED COTTONS, BLEACHED COTTONS, CANTON FLANNEL, CARPET WARP, DRESS GOODS, CORSETS, PRINTS, COCHECO, TUCKINGS, COTTON DRILL, SATINES, and DEMINS. Includes items like Adriatic, Argyle, Atlanta AA, and various fabric types with their respective prices.



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 fog, 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 intrusted to him in any way, shape or manner, and that he should be deterred 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 goods under false pretences. He is extremely 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 surprised, 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.**

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

| AUGURS AND BITS.                        |                   |
|---|-------------------|
| Snell's                                 | dis. 60           |
| Cook's                                  | 40                |
| Jennings, genuine                       | 25                |
| Jennings, imitation                     | 50&10             |
| AXES.                                   |                   |
| First Quality, S. B. Bronze             | \$ 7 50           |
| " D. B. Bronze                          | 12 00             |
| " S. B. S. Steel                        | 8 50              |
| " D. B. Steel                           | 13 50             |
| BARROWS.                                |                   |
| Railroad                                | \$ 14 00          |
| Garden                                  | net 30 00         |
| BOLTS.                                  |                   |
| Stove                                   | 50&10             |
| Carriage new list                       | 75                |
| Plow                                    | 40&10             |
| Sleigh shoe                             | 70                |
| BUCKETS.                                |                   |
| Well, plain                             | \$ 3 50           |
| Well, swivel                            | 4 00              |
| BUTTS, CAST.                            |                   |
| Cast Loose Pin, figured                 | 70&               |
| Wrought Narrow, bright East joint       | 60&10             |
| Wrought Loose Pin                       | 60&10             |
| Wrought Flange                          | 60&10             |
| Wrought Inside Blind                    | 60&10             |
| Wrought Brass                           | 75                |
| Blind, Clark's                          | 70&10             |
| Blind, Parker's                         | 70&10             |
| Blind, Shepard's                        | 70                |
| BLOCKS.                                 |                   |
| Ordinary Tackle, list April 17, '85     | 60                |
| CRADLES.                                |                   |
| Grain                                   | dis. 50&60        |
| CROW BARS.                              |                   |
| Cast Steel                              | per lb 5          |
| CAPS.                                   |                   |
| Ely's 1-10                              | per m 65          |
| Hick's C. F.                            | 60                |
| G. D.                                   | " 35              |
| Musket                                  | " 60              |
| CARTRIDGES.                             |                   |
| Rim Fire                                | 50                |
| Central Fire                            | dis. 25           |
| CHISELS.                                |                   |
| Socket Firmer                           | 70&10             |
| Socket Framing                          | 70&10             |
| Socket Corner                           | 70&10             |
| Socket Slicks                           | 70&10             |
| Butchers' Tanged Firmer                 | 40                |
| COMBS.                                  |                   |
| Curry, Lawrence's                       | 40                |
| Hotchkiss                               | 25                |
| CHALK.                                  |                   |
| White Crayons, per gross                | 12@12 1/2 dis. 10 |
| COPPER.                                 |                   |
| Planished, 14 oz cut to size            | per pound 28      |
| " 14x52, 14x56, 14x60                   | 26                |
| Cold Rolled, 14x56 and 14x60            | 23                |
| Cold Rolled, 14x48                      | 23                |
| Bottoms                                 | 25                |
| DRILLS.                                 |                   |
| Morse's Bit Stocks                      | 50                |
| Taper and straight Shank                | 50                |
| Morse's Taper Shank                     | 50                |
| DRIPPING PANS.                          |                   |
| Small sizes, ser pound                  | 07                |
| Large sizes, ser pound                  | 6 1/2             |
| ELBOWS.                                 |                   |
| Com. 4 piece, 6 in                      | dos. net 75       |
| Corrugated                              | dis 40            |
| Adjustable                              | dis. 40&10        |
| EXPANSIVE BITS.                         |                   |
| Clark's, small, \$18; large, \$26       | 20                |
| Ives', 1, \$18; 2, \$24; 3, \$30        | 35                |
| FILES—New List.                         |                   |
| Disston's                               | 60&10             |
| New American                            | 60&10             |
| Nicholson's                             | 60&10             |
| Heller's                                | 50                |
| Heller's Horse Rasps                    | 50                |
| GALVANIZED IRON.                        |                   |
| Nos. 16 to 20; 22 and 24; 25 and 26; 27 | 28                |
| List 12 13 14 15 18                     |                   |
| Discount, 60                            |                   |
| GAUGES.                                 |                   |
| Stanley Rule and Level Co.'s            | 50                |

| HAMMERS.  |                             |
|---|-----------------------------|
| Maydole & Co.'s   | dis. 25                     |
| Kip's   | dis. 25                     |
| Yerkes & Plumb's  | dis. 40&10                  |
| Mason's Solid Cast Steel  | 30c list 40                 |
| Blacksmith's Solid Cast Steel, Hand   | 30c 40&10                   |
| HINGES.   |                             |
| Gate, Clark's, 1, 2, 3  | dis. 60&10                  |
| State   | per doz. net, 2 50          |
| Screw Hook and Strap, to 12 in, 1/4 14 and longer   | 3/4                         |
| Screw Hook and Eye, 1/2   | net 10                      |
| " " " "   | net 8 1/2                   |
| " " " "   | net 7 1/2                   |
| " " " "   | net 7 1/2                   |
| Strap and T   | dis. 50                     |
| HANGERS.  |                             |
| Baru Door Kidder Mfg. Co., Wood track   | 50&10                       |
| Champion, anti friction   | 60&10                       |
| Kidder, wood track  | 40                          |
| HOLLOW WARE.  |                             |
| Pots  | 60                          |
| Kettles   | 60                          |
| Spiders   | 60                          |
| Gray enameled   | 40&10                       |
| HOUSE FURNISHING GOODS.   |                             |
| Stamped Tin Ware  | new list 70                 |
| Japanned Tin Ware   | 25                          |
| Granite Iron Ware   | new list 33 1/2&10          |
| WIRE GOODS.   |                             |
| Bright  | 70&10&10                    |
| Screw Eyes  | 70&10&10                    |
| Hook's  | 70&10&10                    |
| Gate Hooks and Eyes   | 70&10&10                    |
| LEVELS.   |                             |
| Stanley Rule and Level Co.'s  | 70                          |
| KNOBS—New List.   |                             |
| Door, mineral, jap. trimmings   | 55                          |
| Door, porcelain, jap. trimmings   | 55                          |
| Door, porcelain, plated trimmings   | 55                          |
| Door, porcelain, trimmings  | 55                          |
| Drawer and Shutter, porcelain   | 70                          |
| LOCKS—DOOR.   |                             |
| Russell & Irwin Mfg. Co.'s new list   | 55                          |
| Mallory, Wheeler & Co.'s  | 55                          |
| Branford's  | 55                          |
| Norwalk's   | 55                          |
| MATTOCKS.   |                             |
| Adze Eye  | \$16.00, dis. 60            |
| Hunt Eye  | \$15.00, dis. 60            |
| Hunt's  | \$18.50, dis. 30&10         |
| MAULS.  |                             |
| Sperry & Co.'s, Post, handled   | 50                          |
| MILLS.  |                             |
| Coffee, Parkers Co.'s   | 40                          |
| " P. S. & W. Mfg. Co.'s Malleables  | 40                          |
| " Landers, Ferry & Cl. k.'s   | 40                          |
| " Enterprise  | 30                          |
| MOLASSES GATES.   |                             |
| Stebbin's Pattern   | 60&10                       |
| Stebbin's Genuine   | 60&10                       |
| Enterprise, self-measuring  | 25                          |
| NAILS.  |                             |
| Steel nails, base   | 1 80                        |
| Wire nails, base  | 2 15                        |
| Advance over base:  |                             |
| 60  | Base 10                     |
| 50  | Base 10                     |
| 40  | Base 10                     |
| 30  | Base 10                     |
| 20  | Base 10                     |
| 16  | Base 10                     |
| 12  | Base 10                     |
| 10  | Base 10                     |
| 8   | Base 10                     |
| 7 & 6   | Base 10                     |
| 4   | Base 10                     |
| 3   | Base 10                     |
| 2   | Base 10                     |
| 1   | Base 10                     |
| Case 10   | Base 10                     |
| " 8   | Base 10                     |
| " 6   | Base 10                     |
| Finish 10   | Base 10                     |
| " 8   | Base 10                     |
| " 6   | Base 10                     |
| Clinch 10   | Base 10                     |
| " 8   | Base 10                     |
| " 6   | Base 10                     |
| Barrell 1/2   | Base 10                     |
| PLANES.   |                             |
| Ohio Tool Co.'s, fancy  | dis. 2 50                   |
| Scotia Bench  | dis. 2 50                   |
| Sandusky Tool Co.'s, fancy  | dis. 2 50                   |
| Bench, first quality  | dis. 2 50                   |
| Stanley Rule and Level Co.'s, wood  | dis. 2 50                   |
| PANS.   |                             |
| Fry, Acme   | dis. 60-10                  |
| Common, polished  | dis. 70                     |
| RIVETS.   |                             |
| Iron and Tinned   | 40                          |
| Copper Rivets and BUTTS   | 50                          |
| "A" Wood's patent planished, Nos. 24 to 27  | 10 20                       |
| "B" Wood's pat. planished, Nos. 25 to 27  | 9 20                        |
| Broken packs 1/2c per pound extra.  |                             |
| ROPES.  |                             |
| Sisal, 1/2 inch and larger  | 7                           |
| Manilla   | 11 1/2                      |
| SQUARES.  |                             |
| Steel and Iron  | 75                          |
| Try and Bevels  | 60                          |
| Mitre   | 20                          |
| SHEET IRON.   |                             |
| Nos. 10 to 14   | Com. Smooth. Com. 4 05 3 25 |
| Nos. 15 to 17   | 4 15 3 15                   |
| Nos. 18 to 21   | 4 15 3 15                   |
| Nos. 22 to 24   | 4 05 3 15                   |
| Nos. 25 to 26   | 4 25 3 25                   |
| No. 27  | 4 45 3 25                   |
| All sheets No. 18 and lighter, over 30 inches wide not less than 2 10 extra   |                             |
| SAND PAPER.   |                             |
| List acct. 13, '86  | dis. 50                     |
| SASH CORD.  |                             |
| Silver Lake, White A  | list 50                     |
| " Drab A  | 55                          |
| " White B   | 50                          |
| " Drab B  | 55                          |
| " White C   | 55                          |
| Discount, 10.   |                             |
| SASH WEIGHTS.   |                             |
| Solid Eyes  | per ton \$25                |
| SAWS.   |                             |
| " Hand  | dis. 20                     |
| Silver Steel Dia. X Cuts, per foot  | 70                          |
| " Special Steel Dia. X Cuts, per foot   | 50                          |
| " Special Steel Dia. X Cuts, per foot   | 30                          |
| " Champion and Electric Tooth X Cuts, per foot  | 30                          |
| TRAPS.  |                             |
| Steel, Game   | 50&10                       |
| Oneida Community, Newhouse's  | 35                          |
| Oneida Community, Hawley & Norton's   | 70                          |
| Mouse, choker   | 15c per doz                 |
| Mouse, delusion   | \$1.50 per doz.             |
| WIRE.   |                             |
| Bright Market   | 65                          |
| Annealed Market   | 70-10                       |
| Coppered Market   | 60                          |
| Tinned Market   | 62 1/2                      |
| Coppered Spring Steel   | 50                          |
| Barbed Fence, galvanized  | 3 35                        |
| " painted   | 2 85                        |
| HORSE NAILS.  |                             |
| Au Sable  | dis. 25&10 25&10&10&10      |
| Putnam  | dis. 05                     |
| Northwestern  | dis. 10&10                  |
| WRENCHES.   |                             |
| Baxter's Adjustable, nicked   | 30                          |
| Coe's Genuine   | 50                          |
| Coe's Patent Agricultural, wrought  | 75                          |
| Coe's Patent, malleable   | 75&10                       |
| " "   | dis.                        |
| Bird Cages  | 50                          |
| Pumps, Clsterm  | 75                          |
| Screws, New List  | 70&10                       |
| Casters, Bed a Plate  | 50&10&10                    |
| Dampers, American   | 40                          |
| Forks, hoes, rakes and all steel goods  | 65                          |
| METALS.   |                             |
| Pig Large   | 26c                         |
| Pig Bars  | 28c                         |
| ZINC.   |                             |
| Duty, Sheet, 3/4c per pound.  |                             |
| 600 pound casks   | 6 1/2                       |
| Per pound   | 7                           |
| SOLDER.   |                             |
| 1/2@1/4   | 16                          |
| Extra Wiping  | 15                          |
| The prices of the many other qualities of solder in the market indicated by private brands vary according to composition. |                             |
| ANTIMONY.   |                             |
| Cookson   | per pound 15                |
| Hallet's  | " 13                        |
| TIN—MELBY GRADE.  |                             |
| 10x14 IC, Charcoal  | \$ 7 50                     |
| 14x20 IC, "   | 7 50                        |
| 10x14 IX, "   | 9 25                        |
| 14x20 IX, "   | 9 25                        |
| Each additional X on this grade, \$1.75.  |                             |
| TIN—ALLAWAY GRADE.  |                             |
| 10x14 IC, Charcoal  | \$ 6 75                     |
| 14x20 IC, "   | 6 75                        |
| 10x14 IX, "   | 8 25                        |
| 14x20 IX, "   | 9 25                        |
| Each additional X on this grade \$1.50.   |                             |
| ROOFING PLATES.   |                             |
| 14x20 IC, " Worcester   | 6 50                        |
| 14x20 IX, " "   | 8 50                        |
| 20x28 IC, " "   | 13 50                       |
| 14x20 IC, " Allaway Grade   | 6 60                        |
| 14x20 IX, " "   | 7 50                        |
| 20x28 IC, " "   | 12 50                       |
| 20x28 IX, " "   | 15 50                       |
| BOILER SIZE TIN PLATE.  |                             |
| 14x28 IX  | \$14 00                     |
| 14x31 IX  | 15                          |
| 14x56 IX, for No. 8 Boilers, per pound  | 10                          |
| 14x60 IX, " "   |                             |

**The Kelly Perfect Axe**

ALSO

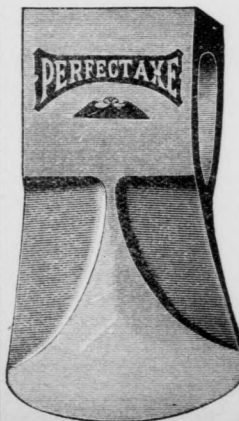
**The Falls City Axe**

Both Manufactured by

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

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

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



**FOSTER STEVENS & CO.**

## Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

## Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

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E. A. STOWE, Editor.

WEDNESDAY, OCTOBER 28, 1891.

## THE ANN ARBOR 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 Board 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' Association, 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 almost, if not quite, equal the total expenditure of \$10,000. The principle un-

derlying all this is that increased postal facilities are always followed by increased postal business and increased revenues. When letter postage was reduced from three to two cents, postal business 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 when 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. However, 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 way?"

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

There is an immense garden in China that embraces an area of 50,000 square miles. It is all meadow land and is filled with lakes, ponds and canals.

## Eighth Annual Meeting of the M. S. P. A.

The eighth annual meeting of Michigan State Pharmaceutical Association convened at Ann Arbor last Tuesday afternoon, opening with prayer and an address of welcome by Wm. G. Doty, Mayor of Ann Arbor. President Prall responded in behalf of the Association, followed by his annual address. Among his recommendations were an amendment to the pharmacy law, enabling the Board to employ legal services, which is forbidden by the State Board of Auditors. Five reports followed, those of Secretary 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 pharmacy 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 predecessors.

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.

A pleasant reception followed at one of the rooms of the pharmacy school,

light refreshments being served in a dainty manner.

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

## 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 representative 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 South-eastern 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-marched force of good salesmen there would be little chance for success. And aside from this direct necessity of salesmen, 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. If all the salesmen in this country were 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 enough to go into the banking business 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.

"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.

"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.

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.

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.

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 was the matter with him.

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.

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 East Bridge street grocery stores the mare halted and the egg-bedaubed, soot-besmeared and dust-covered clerk jumped out, but the ten pounds of beans 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.

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.

ZENO.

Use Tradesman Coupon Books.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President. D. A. EDGETT, Vice-President. H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

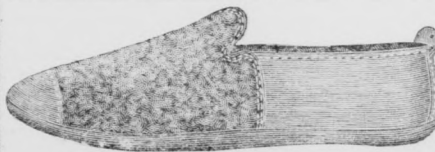
Makes a Specialty of Collections. Accounts of Country Merchants Solicited.

Drug Store for Sale at a Bargain

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

C. L. BRUNDAGE,

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



HIRTH & KRAUSE

Headquarters for Blackings, Dressings, Shoe Brushes, Etc.

Sheepskin Slippers.

X quality, per doz. prs. \$1 35

XX " " " " 1 65

Felt Slippers.

Plain, for rubber boots. 1 50

Leather sole, quarters and toe cap. 2 25

Parker's Arctic Sock 2 25

Grand Rapids, Mich.

Coupon Books

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

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of Staple and Fancy

DRY GOODS, NOTIONS, CARPETS, CURTAINS

Manufacturers of

Shirts, Pants, Overalls, Etc.

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

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

GRAND RAPIDS, MICH.

Geo. H. Reeder & Co.,

JOBBER'S OF

BOOTS & SHOES

Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St., Grand Rapids.

For Sale!

AT A BARGAIN.

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

Must be sold at once.

HIRAM COLLINS,

Special Administr'r, 101 Ottawa St

PAUL EIFERT,

Manufacturer of

Trunks, Traveling Bags and Cases

SAMPLE TRUNKS AND CASES MADE TO ORDER.

Write for Prices.

41 SO. DIVISION ST.,

Grand Rapids, Michigan.

# Testimonials That Tell!

OFFICE OF  
CORWIN F. MILLER,  
PHARMACIST,  
AND MANUFACTURER.

Wolcottville, Ind., Aug. 25, 1891.

Hazeltine & Perkins Drug Co.,

Grand Rapids,

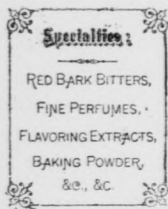
Gentlemen-- Allow me to extend my thanks to you for your promptness in filling orders. Two and a half years ago I commenced dealing with you. I was surprised at that time to receive my goods so soon after the orders were placed, but a short time after, I made a visit to your city and found an immense 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, there have 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,

Corwin F. Miller,



OFFICE OF  
FRED. KEMINK,  
MANUFACTURING CHEMIST,

AND DRUGGIST,  
81 WEST BROAD STREET,  
Grand Rapids, Mich.

Sept. 9th 1891

My Hazeltine & Perkins Drug Co -  
Grand Rapids Mich.

Gentlemen -  
For the last ten years my orders have always been filled very promptly - You have sent out pure drugs and chemicals in nice and neat packages and the prices as low as from any other house -

In your Druggist's Sunday line I have also dealt with your house to advantage -

Yours Respectfully  
Thos. Kemink

D. C. SCRIBNER,  
(Successor to E. R. WILSON)  
CITY DRUG STORE,  
COR. MONROE AND OTTAWA STS.

Hazeltine & Perkins Drug Co. Grand Rapids, Mich. Sept. 21, 1891.  
City

Gentlemen -  
Since engaging in business I have found it advantageous to buy largely of your house, and I am very well pleased with the quality of drugs, the prices, and the promptness and accuracy with which my orders have been filled.

Yours truly  
D. C. Scribner

JOHN G. STEKETEE,  
Prescription Druggist,  
501 SOUTH DIVISION ST.

Grand Rapids, Mich., Sept. 9-91  
My Hazeltine & Perkins Drug Co.:-  
Gentlemen: In reference to the above I can say that my goods are always shipped promptly, accurately and if not so you always make things correct with pleasure and as a general thing I can and do buy all my goods from you.  
Respectfully  
Jno. G. Stekete



Grand Rapids, Mich., \_\_\_\_\_ 18

Hazeltine & Perkins Drug Co  
Grand Rapids, Mich  
Dear Sirs

I have bought goods of you for the last eight years and have never had goods more prompt or business done with more satisfaction on the whole.

Respectfully  
A. J. Dayton,  
Druggist,  
Grand Rapids,  
Mich.



**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 establishment.

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 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 bearing upon this point?

told Hezekiah 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 sense of smell is known to be very acute in the rat, making his entrapment a difficult matter, particularly if his keen scent informs him that the trap set for him has been the prison-house of a brother 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 greeted 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.**

From the California Fruit Grower.  
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 committee, by adopting or recommending for adoption a uniform judging system, could render a valuable service and justify its otherwise useless existence. So far as the national part of the proposition is considered, Florida and California are the only two States interested, and the matter should be settled between 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:  
A. B. Schumaker, Grand Ledge.  
C. L. Martin & Co., Elk Rapids.  
S. B. Rolison, Hesperia.  
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 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 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?"

"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**

| FRUIT JARS.                                     |        |
|---|--------|
| Mason's or Lightning.                           |        |
| Pints .....                                     | 10 00  |
| Quarts .....                                    | 10 50  |
| Half gallons.....                               | 13 50  |
| Rubbers.....                                    | 55     |
| Caps only.....                                  | 4 50   |
| LAMP BURNERS.                                   |        |
| No. 0 Sun.....                                  | 45     |
| No. 1 ".....                                    | 50     |
| No. 2 ".....                                    | 75     |
| Tubular.....                                    | 75     |
| LAMP CHIMNEYS.—Per box.                         |        |
| 6 doz. in box.....                              | 1 75   |
| No. 0 Sun.....                                  | 1 88   |
| No. 1 ".....                                    | 2 70   |
| No. 2 ".....                                    | 2 70   |
| First quality.....                              |        |
| No. 0 Sun, crimp top.....                       | 2 25   |
| No. 1 ".....                                    | 2 40   |
| No. 2 ".....                                    | 3 40   |
| XXX Flint.....                                  |        |
| No. 0 Sun, crimp top.....                       | 2 60   |
| No. 1 ".....                                    | 2 80   |
| No. 2 ".....                                    | 3 80   |
| Pearl top.....                                  |        |
| No. 1 Sun, wrapped and labeled.....             | 3 70   |
| No. 2 ".....                                    | 4 70   |
| No. 2 Hinge, ".....                             | 4 70   |
| La Bastic.....                                  |        |
| No. 1 Sun, plain bulb, per doz.....             | 1 25   |
| No. 2 ".....                                    | 1 50   |
| No. 1 crimp, per doz.....                       | 1 35   |
| No. 2 ".....                                    | 1 60   |
| LAMP WICKS.                                     |        |
| No. 0, per gross.....                           | 23     |
| No. 1, ".....                                   | 28     |
| No. 2, ".....                                   | 38     |
| No. 3, ".....                                   | 75     |
| Mammoth, per doz.....                           | 90     |
| STONEWARE—AERON.                                |        |
| Butter Crocks, 1 and 2 gal.....                 | 06     |
| " " 3 to 6 gal.....                             | 06 1/2 |
| Jugs, 1/2 gal., per doz.....                    | 75     |
| " 1 ".....                                      | 90     |
| " 2 ".....                                      | 1 80   |
| Milk Pans, 1/2 gal., per doz. (glazed 75c)..... | 60     |
| " " " (90c).....                                | 72     |
| POULTRY.  |        |
| Local dealers pay as follows for dressed fowls: |        |
| Spring chickens.....                            | 10 @11 |
| Fall chickens.....                              | 8 @9   |
| Turkeys.....                                    | 10 @11 |
| Spring ducks.....                               | 10 @12 |
| Fall ducks.....                                 | 9 @10  |
| Geese.....                                      | @      |

**GINSENG ROOT.**

We pay the highest price for it. Address

**PECK BROS., Wholesale Druggists GRAND RAPIDS.**

**PRODUCE MARKET.**

Apples—\$2.35 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¢ @ 22¢. Factory creamery is held at 23¢.  
Celery—The crop appears to be an exceptional large one, many growers being unable to secure anything like adequate returns. Local handlers manage to hold the price steady at 20¢ by preventing over supply.  
Cabbages—40c per doz.  
Cider—Sweet, 10c per gal.  
Cranberries—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 30c for strictly fresh, holding at 22c. Cold storage and pickled are in fair demand at about 2c below fresh stock.  
Evaporated Apples—The market is utterly featureless, dealers buying grudgingly at 5 1/2¢ @ 6c and holding at 7c.  
Grapes—Nine pound baskets sold at 30c for Concord 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¢ @ 50c and hold at 5¢ @ 60c, extra fancy commanding about 70c.  
Peaches—Stray lots of Smocks continue to come in and are gobbled up at \$1.50, dealers holding same again at \$1.75.  
Potatoes—On side 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.  
Squash—Hubbard, 2c per lb.  
Sweet Potatoes—\$2.50 per bbl. for choice Jersey stock.  
Turnips—25c per bushel.

**PROVISIONS.**

The Grand Rapids Packing and Provision Co. quotes as follows:  
**PORK IN BARRELS.**  
Mess, new..... 10 25  
Short cut..... 12 75  
Extra clear pig, short cut..... 15 00  
Extra clear, heavy..... 14 25  
Clear, fat back..... 14 25  
Boston clear, short cut..... 15 00  
Clear back, short cut..... 14 50  
Standard clear, short cut, best..... 14 50  
**SAUSAGE—Fresh and Smoked.**  
Pork Sausage..... 7  
Ham Sausage..... 9  
Tongue Sausage..... 9  
Frankfort Sausage..... 8  
Blood Sausage..... 5  
Bologna, straight..... 5  
Bologna, thick..... 5  
Head Cheese..... 5  
**LARD—Kettle Rendered**  
Tierces..... 8 1/4  
Tubs..... 8 1/2  
50 lb. Tins..... 8 1/2  
**LARD, Family, Com-pound.**  
Tierces..... 6 1/4  
50 and 50 lb. Tubs..... 6 1/4  
3 lb. Pails, 20 in a case..... 7 1/2  
5 lb. Pails, 12 in a case..... 7 1/2  
10 lb. Pails, 6 in a case..... 7  
20 lb. Pails, 4 in a case..... 9 1/4  
50 lb. Cans..... 6 1/4  
**BEEF IN BARRELS.**  
Extra Mess, wrapped 20 lbs..... 7 00  
Extra Mess, Chicago packing..... 7 00  
Boneless, rump butts..... 10 00  
**SMOKED MEATS—CANNED or Plain.**  
Hams, average 20 lbs..... 9 1/2  
" " 16 lbs..... 10  
" " 12 to 14 lbs..... 10 1/2  
" picnic..... 7 1/2  
" best boneless..... 9 1/2  
Shoulders..... 7  
Breakfast Bacon, boneless..... 11  
Dried beef, ham prices..... 8 1/2  
Long Clears, heavy..... 7 1/2  
Briskets, medium..... 8  
" light..... 8

**FRESH MEATS.**

Swift and Company quote as follows:  
Beef, carcass..... 4 @ 6 1/2  
" hind quarters..... 5 @ 6  
" fore..... 3 @ 3 1/2  
" loins, No. 3..... 8 1/2 @ 9  
" ribs..... 7 @ 7 1/2  
" rounds..... 5 @ 5 1/2  
" tongues..... @  
Bologna..... @ 5  
Pork loins..... @ 8  
" shoulders..... @ 5  
Sausage, blood or head..... @ 5 1/2  
" liver..... @ 5  
" Frankfort..... @ 7 1/2  
Mutton..... 6 @ 7  
Veal..... @ 7  
**FISH AND OYSTERS.**  
F. J. Dettenthaler quotes as follows:  
**FRESH FISH.**  
Whitefish..... @ 8  
Trout..... @ 8  
Halibut..... @ 15  
Cliscoes..... @ 5  
Flounders..... @ 9  
Bluefish..... @ 10  
Mackerel..... @ 25  
Cod..... @ 12  
California salmon..... @ 13  
**OYSTERS—Bulk.**  
Standards, per gal..... \$1 15  
Selects, "..... 1 75  
**OYSTERS—Cans.**  
Fairhaven Counts..... @ 35  
F. J. D. Selects..... @ 20  
Selects..... @ 23  
F. J. D..... @ 23  
Anchor..... @ 20  
Standards..... @ 16  
Favorites..... @ 15  
**SHELL GOODS.**  
Oysters, per 100..... 1 25  
Clams, "..... 75

**CANDIES, FRUITS and NUTS.**

The Putnam Candy Co. quotes as follows:  
**STICK CANDY.**  
Full Weight, Bbls. Pails.  
Standard, per lb..... 6 1/4 7 1/4  
" H. H..... 6 1/4 7 1/4  
" Twist..... 6 1/4 7 1/4  
Boston Cream..... 9 1/4  
Cut Loaf..... 7 1/4 8 1/4  
Extra H. H..... 7 1/4 8 1/4

**MIXED CANDY.**  
Full Weight, Bbls. Pails.  
Standard..... 6 1/4 7 1/4  
Lender..... 6 1/4 7 1/4  
Special..... 7 8  
Royal..... 7 8  
Nobby..... 7 1/2 8 1/4  
Broken..... 7 1/2 8 1/4  
English Rock..... 7 1/4 8 1/4  
Conserves..... 7 8  
Broken Taffy..... 7 1/2 8 1/4  
Peanut Squares..... 9  
Extra..... 9  
French Creams..... 10 1/4  
Valley Creams..... 13 1/4

**FANCY—In bulk.**  
Full Weight, Bbls. Pails.  
Lozenges, plain..... 10 1/4 11 1/4  
Chocolate Drops..... 11 12 1/2  
Chocolate Monumentals..... 14  
Gun Drops..... 5 6 1/4  
Moss Drops..... 8 9  
Sour Drops..... 8 1/2 9 1/4  
Imperials..... 10 1/2 11 1/4

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

**CARAMELS.**  
No. 1, wrapped 2 lb. boxes..... 34  
No. 1, " 3 "..... 51  
No. 2, " 2 "..... 28  
No. 3, " 3 "..... 42  
Stand up, 5 lb. boxes..... 1 10  
**ORANGES.**  
Floridas..... 3 50 @ 3 75

**LEMONS.**  
Messina, choice, 360..... @  
" fancy, 360..... @ 7 00  
" choice 300..... @  
" fancy 300..... @ 7 00

**OTHER FOREIGN FRUITS.**  
Figs, Smyrna, new, fancy layers..... 17 @ 18  
" " " choice..... @ 15  
" " " "..... @ 12 1/4  
" Fard, 10-lb. box..... @ 9  
" " 4-lb. "..... @ 6  
" Persian, 50-lb. box..... @

**NUTS.**  
Almonds, Tarragona..... @ 16 1/2  
" Ivaca..... @ 16  
" California..... @ 14 1/2  
Brazilis, new..... @ 8  
Filberts..... @ 11 1/4  
Walnuts, Grenoble..... @ 14  
" Marbot..... @  
" Chili..... @ 10  
Table Nuts, fancy..... @ 14  
" choice..... 11 @ 12 1/4  
Pecans, Texas, H. P..... 15 @ 17 1/4  
Cocoanuts, full sacks..... @ 4 00

**PEANUTS.**  
Fancy, H. P., Suns..... @ 5 1/2  
" Roasted..... 7 @ 7 1/2  
Fancy, H. P., Flags..... @ 5 1/4  
" Roasted..... 7 @ 7 1/4  
Choice, H. P., Extras..... @ 4 1/2  
" Roasted..... @ 6 1/4

**HIDES, PELTS and FURS**

Perkins & Hess pay as follows:  
**HIDES.**  
Green..... 3 1/2 @ 4 1/2  
Part Cured..... @ 5  
Full..... @ 5 1/2  
Dry..... 6 @ 7  
Kips, green..... 4 @ 5  
" cured..... 5 @ 5 1/2  
Calfskins, green..... 4 @ 5  
" cured..... 5 @ 6 1/2  
Deacon skins..... 10 @ 20  
No. 2 hides 1/4 off.  
**PEELTS.**  
Shearlings..... 10 @ 25  
Lamb..... 20 @ 75  
**WOOL.**  
Washed..... 30 @ 30  
Unwashed..... 10 @ 20  
**MISCELLANEOUS.**  
Tallow..... 3 1/4 @ 4 1/4  
Grease butter..... 1 @ 2  
Switches..... 1 1/4 @ 2  
Ginseng..... 2 00 @ 2 50

**OILS.**

The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids:  
W. W. Headlight, 150 fire test (old test)..... @ 8 1/4  
Water White, 130..... @ 8  
Special White, 130..... @ 7 1/4  
Michigan Test, 130..... @ 7 1/4  
Naphtha..... @ 7 1/4  
Gasoline..... @ 8 1/4  
Cylinder..... 27 @ 36  
Engine..... 13 @ 21  
Black, 25 to 30 deg..... @ 7 1/4

Table listing various goods such as Apple Butter, Axle Grease, Baking Powder, and Brooms, with their respective prices and quantities.

Table listing produce items including Strawberries, Whortleberries, Meats (like Corned Beef, Roast Beef), and various Beans.

Table listing Condensed Milk, Coupon Books, Dried Fruits (Apples, Apricots, Nectarines), and Pickles.

Table listing Fish (Wheat, Cracked, Pollock), Flour, and various other foodstuffs.

Table listing Spices (Pepper, Nutmegs, Sage), SUGAR, and various other ingredients.

Table listing various types of Tobacco (Common to fair, Superior to fine) and other goods like Canned Goods and Pickles.



To ascertain cost of roasted coffee, add 1/2 c. per lb. for roasting and 15 per cent. for shrinkage.

## LIFE BEHIND THE COUNTER.

Written for THE TRADESMAN

"It takes all kinds of people 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 takes all kinds of people to preach the gospel and it takes all kinds of people to meet the requirements of a life behind 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 with. 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 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 slab-sided 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

hear a merchant say that he has all kinds of people to deal with, but this is not literally true, for there are some people who would not patronize him if they had to tramp to the next town to get their supplies. It is a figurative expression and simply means that the merchant has a great many kinds of people to deal 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.

They say "prices count." That is true. "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 preference.

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 very pleasantly, and not altogether with-

out profit, as all the leading topics of the day are discussed and opinions interchanged. If any member of the regular lounge's club of any one grocery should wander within the fold of the lounge's club of any other grocery, he would not remain long, for he would not feel at home. He would go away wondering how any sane man could trade with such an old crank, especially when he kept such a gang of idiots hanging around the store.

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.

Use Tradesman Coupon Books.



Of Ledgers and Journals bound with the Philadelphia Pat. Flat open back. The Strongest Blank Book Ever Made.



GRAND RAPIDS, MICH

SMITH &amp; SANFORD.

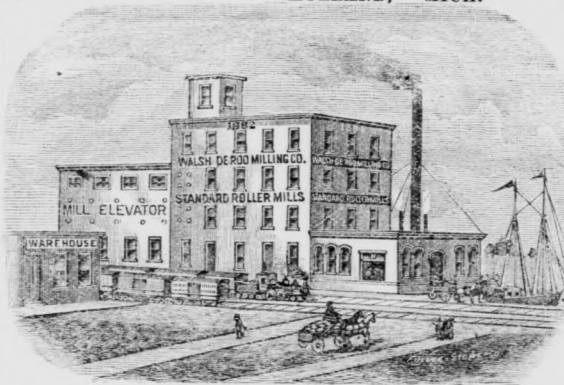
# 500 Rolls Floor Oil Cloth

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

SMITH &amp; SANFORD.

## THE WALSH--DE ROO MILLING CO.,

HOLLAND, MICH.



CORRESPONDENCE SOLICITED.

Daily Capacity.  
400 Bbls.

BRANDS:

SUNLIGHT, Fancy Roller Pat.  
DAISY, Roller Patent.  
PURITY, do.  
IDLEWILD, do.  
Morning Star, Rol. Straiht  
DAILY BREAD, do.  
ECONOMY, Family.

SPECIALTIES:

Graham,  
Wheatens,  
Buckwheat Flour,  
Rye Flour,  
Rye Graham,  
Bolted Meal,  
Wheat Grits,  
Pearl Barley,  
Rolled Oats,  
Feed and Meal.

## PERKINS & HESS

DEALERS IN

# Hides, Furs, Wool & Tallow,

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

## LION COFFEE

An article of absolute merit.

This popular brand is composed of MOCHA, JAVA and RIO. Every package contains a handsome picture card. For purity, flavor and strength Lion Coffee excels them all.

Merchants You need one or more of these CABINETS. Besides serving as a convenience, they dress up a store and attract trade.

For sale by wholesale grocers everywhere.  
Order from your jobber or address the

WOOLSON SPICE CO., Toledo, O.





**A Few Hints About Credit.**

J. M. Batchelor, in Dry Goods Bulletin.

Whom to trust and whom to decline that favor is a trying problem to the average retailer, so many are the conflicting circumstances involved. The test of time is the prevailing method. When a customer has proven himself 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 an honest disposition. In the long run, where this honesty is established beyond question, it will outlast riches, and cause the retailer fewer losses.

Too commonly, credit, even of the most extended variety, is given to those who 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 storekeeper, 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 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 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 ferretting out and exposing this class of criminals—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 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 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

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 possibly five per cent.; that stocks of meats and lard will be smaller than at the beginning of last winter, and within convenient limits not prejudicial to fairly active operations of packers, hence a demand for hogs which will lead to considerably higher prices than last year; 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.**

ORSEGO, 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 manufacturing notes:

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 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 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.

There are now about 100 houses in process of construction, among them being one built by N. W. Mills, to be 80x100 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 young man and invited him to a seat in his carriage.

"What," said the gentleman to the young stranger, "are your plans for the future?"

"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?

"Dot boy of mine isn't going to make a good business man," said Mr. Beckstein. "Yesterday I told him I was going to leave all my brobertry 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."

**The Largest Stock of**

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

**-CLOAKS-**

ever seen under one roof is at

**MORSE'S**

Cor. Monroe & Spring Sts.

**Siegel's Cloak Department**

Send for our Price List.

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

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

GOOD YEAST IS INDISPENSABLE.

**FLEISCHMANN & CO.**

UNDER THEIR Yellow Label OFFER THE Best!

CITY OFFICE:  
26 Fountain St.

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

**SEND FOR SAMPLE**

— OF OUR —

**Imitation Linen Envelopes**

One Size only, 3½ x 6.

Price printed, 500, \$1 50

1,000, 2 50

2,000, 2 25 per M.

5,000, 2 00 "

The Tradesman Company,

Grand Rapids.

THE MICHIGAN TRADESMAN.

The Book-keeper's Dream.

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

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.

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.

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.

There were life and its blessings, as intellect, health: There were charges of time, opportunities, wealth:

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

But the angel declared that the account must be paid, and protested it could not be longer delayed.

He'd cheerfully render all he had acquired, and his note on demand for the balance required.

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

Whence blessings outnumber the drops of the ocean. 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 crossed the great ledger page wrote In letters as crimson as human gore, "Settled in full," and was seen no more.

Ginseng in Commerce.

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.

The ginseng of commerce is the fleshy root of a perennial herb, formerly called Panax quinquefolium, but now placed among the dicotyledonous Araliaceae. The Chinese ginseng is probably derived from another species of the same genus.

Old farmer tending threshing machine, to applicant for a job—"Ever done any thrashing?" Applicant, modestly—"I am the father of seventeen children, sir."

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 celestial 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 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 stationed at the Sault, above Montreal, discovered the plant.

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 on it are stated to be 400 per cent., and one druggist cleared three thousand dollars in one deal.

The Chinese word gen-seng, and the Iroquois word garentogon, 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.

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.

Old farmer tending threshing machine, to applicant for a job—"Ever done any thrashing?" Applicant, modestly—"I am the father of seventeen children, sir."

MICHIGAN CENTRAL "The Niagara Falls Route."

Table with columns DEPART, ARRIVE, listing routes from Detroit to Chicago via Grand Rapids and other stations.

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

Complex table with columns for Trains Leave, No. 14, No. 16, No. 18, No. 28, listing departure and arrival times for various routes.

CHICAGO & WEST MICHIGAN RY.

Table with columns DEPART FOR, A. M., P. M., listing routes from Chicago to various Michigan cities.

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.

DETROIT, Lansing & Northern R R DEPART FOR A. M. P. M. P. M. Detroit 6:50 1:00 6:25 Lansing 6:50 1:00 6:25

Toledo, Ann Arbor & North Michigan Railway. In connection with the Detroit, Lansing & Northern or Detroit, Grand Haven & Milwaukee

Grand Rapids & Indiana. Schedule in effect September 10, 1891. TRAINS GOING NORTH. Arrive from Leave going South.

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

Grand Rapids Electrotype Co., ELECTROTYPERS AND STEREOTYPERS 6 and 8 Erie St., GRAND RAPIDS.

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

WANTED. POTATOES, APPLES, DRIED FRUIT, BEANS and all kinds of Produce. If you have any of the above goods to ship, or anything in the Produce line, let us hear from you.

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

**\$100 GIVEN AWAY**  
To the Smokers of the  
**PRINCE RUDOLPH CIGARS.**

To the person guessing the nearest to the number of Imps that will appear in a series of cuts in the Evening News, cuts not to exceed 100. 1st Cash Prize, \$50; 2d, \$25; 3d, 15; 4th, \$10. Guess slips to be had with every 25c. worth of PRINCE RUDOLPH CIGARS. Sold Everywhere. Up to date there has been published 23 cuts, with a total of 303 Imps.

MANUFACTURED BY  
**ALEX. GORDON, Detroit, Mich.**  
**DANIEL LYNCH, Grand Rapids, Mich., Wholesale Agt.**

## 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

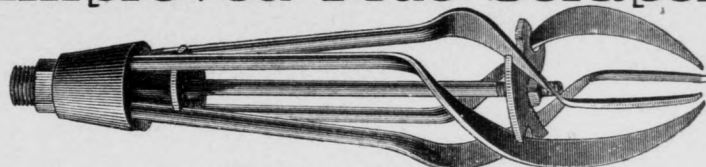
**THE TRADESMAN COMPANY**  
GRAND RAPIDS, MICH.

### 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.



THE BEST ON THE MARKET.

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

**MOSELEY BROS.,**  
- WHOLESALE -

Fruits Seeds, Beans and Produce.

26, 28, 30 & 32 TAWA 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 benefits to be secured by ordering your Holiday Goods early in the season. Our stock was never so full of fancy and staple Christmas goods as it now is, and by ordering now you will secure the finest selection in every line. Our terms to dealers of approved credit are 2 per cent. discount if paid December 1 (on goods sold previous to October 31) or net January 1, 1892.

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

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

## Nellie Bly.

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

## Playing Cards.

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

## Dolls

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

## Toys.

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

## Christmas Books.

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

## Dollar Typewriter.

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

## Flying Artillery.

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

## Tiddledy Winks.

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

## "Lotto" Games.

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

## Fish Ponds

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

## Ten Cent Games.

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

## Steam Toys.

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

## Ouija.

(Pronounced Wee-ja.)

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

## Harmonicas.

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

## Silver ware.

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 put into any stock.