

## ROCK BOTTOM!

WHOLESALE  
PRICE-LIST OF TINWARE.

1 Pint, Covered.....	per dozen	45
2 Pint, Covered.....	per dozen	55
3 Pint, Covered.....	per dozen	65
4 Quart, Covered.....	per dozen	84
5 Quart, Covered.....	per dozen	1 20
6 Quart, Covered.....	per dozen	2 50
8 Quart, Covered.....	per dozen	3 50
10 Quart, Covered.....	per dozen	4 50
3 Quart, Dinner (with cup on top).....	per dozen	90
5 Quart, Flaring.....	per dozen	1 50
8 Quart, Flaring.....	per dozen	2 40
10 Quart, Flaring.....	per dozen	2 40
12 Quart, Flaring.....	per dozen	2 40
12 Quart, "Iron Clad".....	per dozen	4 50

With flat or pit copper bottoms, No. 7.....\$12 00  
With flat or pit copper bottoms, No. 8.....14 00  
With flat or pit copper bottoms, No. 9.....16 00

WASHBOILERS.  
Tea Kettles, No. 7, \$5.40; No. 8, \$6; No. 9, \$6.50.  
Tea Pots, octagon, with spun tin bottoms, 2 pt. \$1.08; 3 pt. \$1.50; 4 pt. \$1.75; 5 pt. \$2.00.  
Tea or Coffee Pots, with spun copper bottoms, 4 pt. \$1.25; 5 pt. \$1.50; 6 pt. \$1.75; 8 pt. \$2.00; 10 pt. \$2.25; 12 pt. \$2.50.  
Coffed Pots tin bottom, 1 qt. \$1; 2 qt. \$1.75; 3 qt. \$2; 4 qt. \$2.50.  
Cullenders, small, \$1.08; large, \$2.  
Dippers, 2 qt. piece, \$5c; pint cups, 24c.  
Steamers, No. 7, \$3; No. 8, \$3.50; No. 9, \$4.  
Flasks, 1 pt., 60c.  
Oil Cans, 1 gallon, \$2.  
Pie Tins, square, 60c.  
Bread Bars, 85c.  
Cake Bars, 75c.  
Tea Steepers, 1 quart, 85c.  
Sprinklers, 6 quart, \$4.25; 10 quart, \$6.  
Battles, 15c.  
Nutmeg graters, 20c.  
Milk Strainers, small, \$1; large, \$2.  
Biscuit and cake cutters, 25c; 30c and 35c.  
Measures, 1 pint, 65c; 1 quart, 90c; 2 quart, \$1.75; 4 quart, \$2.50.  
Scoops, Retained, No. 5, 50c; Nos. 14 and 16, 75c.  
Pish Mugs, 35c.  
Dish Pans, 4 piece, \$1.75; 5 piece, \$2.25.  
Sifters, "Victor," crank, \$2.15.  
Sieves, Tin bound, \$1.90; wood, \$1.  
MISCELLANEOUS.  
Egg Beaters, "Acme," with crank, 90c.  
Stove Polish, 35 and 60c.  
Fire Shovels, 90c.  
Tea and Coffee Cannisters, 1 lb, 20c; 2 lb \$1.  
Dust Pans, 80c.  
Shoe Buckets, No. 3, covered, gold band, \$5.  
Stove Lifters, 35c.  
Basting Spoons, 13 inch, 45c.  
Candle Sticks, 35c.  
Knives and Forks, No. 18, 45c; No. 18, bolstered, 65c; No. 38, Bone, bolstered, \$1; No. 69, Bone, fancy, bolstered, \$1.20.  
Paring Knives, 30c and 60c.  
Butcher Knives, fine, 95c; bolstered, \$1.50.  
Broad Knives, 90c.  
Shoe Polish, Birby's No. 3, 35c.  
Corn Poppers, \$1.  
Cuspidors, Japanned, all colors, 95c.  
Grip Pans, 8 oz frame, \$2.25.  
Pad Locks, 90c.  
Wisp Brooms, 85c.  
Traps, 2 hole, 45c; 4 hole, 85c.

## PRESSED TINWARE.

Full variety always in stock, on which special low prices will be sent on application. Also at headquarters for Five and Ten Cent Counter Goods, Glassware and Crockery.

## Toys, Dolls & Holiday Goods

Having bought a large New York bankrupt stock at auction, I can and will undersell any party in the State. Mail orders receive prompt attention. Visiting buyers please call when here. Terms net cash.

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DESIGNERS AND  
Engravers on Wood,  
Fine Mechanical and Furniture Work, In-  
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tended to.

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*Com'l. College*

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most complete, thorough, practical, economical  
and truly popular school of its kind. Demand  
for its graduates greater than the supply.  
For particulars enclose stamp for College Journal.  
Address C. G. SWENBERG, Grand  
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We carry a full line of  
Seeds of every variety,  
both for field and garden.  
Parties in want will do  
well to write or see the

GRAND RAPIDS GRAIN AND SEED CO.  
91 CANAL STREET.

**Westfield Whips,**  
Send for  
PRICE LIST.  
ORDERS  
PROMPTLY  
FILLED.  
And Lashes of All Kinds and Prices.

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Horse Covers,  
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GRAND RAPIDS, MICHIGAN.

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Is our Agent in Grand Rapids for our  
FAMOUS

**GALVANIC SOAP**  
The best easy washer manufactured.

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MILWAUKEE.

**CLOVER SEED**  
—AND—  
**BEANS!**

Dealers having a surplus of either Clover  
Seed or Beans can always find a cash mar-  
ket by addressing

**W. T. LAMOREAUX, Agent,**  
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We duplicate Chicago and Detroit prices and  
guarantee as strictly fresh stock and as well  
filled cans as any in the market—at bottom  
prices.

**SEEDS!**

Clover, Timothy and all kinds field seeds at  
bottom prices. Write for quotations when in  
need of seeds.

**Oranges and Lemons**

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kinds of Produce.

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MANTLES, GRATES, GAS FIXTURES,  
PLUMBERS, STEAM FITTERS,  
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—THAT—  
**Lorillard's Climax**  
PLUG TOBACCO

With Red Tin Tag, is the best? Is the purest?  
Is never adulterated with glucose, barytes, mo-  
lasses or any deleterious ingredients, as is the  
case with many other tobaccos?  
Lorillard's Rose Leaf Fine Cut Tobacco  
is also made of the finest stock, and for aro-  
matic chewing quality is second to none.  
Lorillard's Navy Cuttings  
take first rank as a solid durable smoking to-  
bacco wherever introduced.  
Lorillard's Famous Snuffs  
have been used for over 124 years, and are  
sold to a larger extent than any others.

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Special Attention given to Collections in City  
or Country. Also

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Total Assets represented, \$3,516,808.  
CORRESPONDENCE SOLICITED.

**TOWER & CHAPLIN,**  
General Collectors,  
16 Houseman Block - Grand Rapids

## THE BUTTON BUSINESS.

Views of a Man Who Knows All About It.  
From the Shoe and Leather Review.

The Review representative was talking  
with the biggest button man in the country.  
He is a Yankee, keen, bright, and incisive.  
He knows so much about buttons that he  
did not know where to begin.

"If you talk about buttons for clothing,"  
he said, "the fabrics are silk, twist, serge,  
etc. The buttons used on clothing and  
underwear are largely composed of celluloid,  
bone, paper, rubber, etc."

"How many buttons are yearly imported  
into America?"

"If you mean by that to ask me as to the  
value, I can say that the importation of fine  
buttons will amount to not less than \$750-  
000 a year. These are mostly for dress goods  
and are what we call wrought buttons. Of  
this quality of buttons at least \$500,000  
worth are made in this country. Of hard  
buttons now made in this country it is not  
too much to say that half a million dollars  
are annually invested at a profit. There is  
one class of button, used in children's cloth-  
ing and in the shoe trade, which represents  
annually not less than \$2,000,000.

"What is the latest in the style of  
buttons?"

"A new article is being placed on the mar-  
ket formed of solid leather. Before we  
talk about that, let me say that the silk and  
twist buttons are made principally in New  
York and Massachusetts. The hard buttons  
are manufactured in New Jersey, Rhode  
Island, Connecticut, and Massachusetts. The  
American buttons made for clothing are  
manufactured in Massachusetts. The leather  
button is manufactured solely in Providence,  
R. I."

"In what place are the most buttons  
made?"

"In Attleboro, Mass. In Williamsburg,  
N. J., they make a silk mohair-covered  
button; in Waterbury, Conn., a hard, brass,  
celluloid and rubber button. The fancy met-  
allic dress buttons, used principally in  
ladies' trimmings, are made in York State  
and Rhode Island."

"What is the cheapest button made?"

"The shoe button."

"Are they imported?"

"Yes, to the tune of half a million dollars  
a year."

"Where do they come from?"

"Principally from Germany. They are  
made there and sold for fifty cents a great  
gross—think of that, 1,728 buttons for half  
a dollar."

"Can't the Americans compete?"

"Yes, and they do. In three factories  
they turn out about \$2,000,000 yearly. These  
buttons are made from pulp and a combina-  
tion of straw and clay. The clay is  
Japanned. That is the Yankee way of  
beating foreign importation."

"Is the manufacture of the eye of a but-  
ton a separate industry?"

"Yes; I know of one factory where sev-  
eral tons of brass and iron are used monthly  
for this portion of the button. Of the eye  
makers, a Waterbury, Conn., company is the  
biggest. They use ten tons of brass per  
month."

"Why cannot America make as fine a  
button as is made abroad?"

"Of late we have been doing it; but it is  
this way: The feature of an imported button  
is its covering. Our manufacturers are buy-  
ing the covering over there by the yard.  
They then take scrap tin, press it into the  
form required to make the button-top and  
bottom and cover it with the imported cloth.  
This lessens the cost, as the scrap tin which  
they utilize was heretofore thrown away. It  
may surprise you to know that the greater  
proportion of buttons used for pantaloons  
are now made from refuse tin and iron.  
This comes from tinner and stove factories.  
The best quality of button made for clothing  
is what is technically called 'high brass.'"

"What about fancy buttons?"

"Those manufactured here are made from  
a low grade of brass and colored like jew-  
elry. They are principally wrought into  
form by hand. Thus far we have said  
nothing about the porcelain buttons which  
are so largely used on shirts and drawers.  
They are principally made in Connecticut  
and Massachusetts. The rubber button, used  
largely in gentlemen's clothing, forms a big  
share of the button contingent. There is  
still another button made of leather, largely  
employed by upholsterer, carriage-maker,  
saddlery, and harness trade. It is simple,  
durable and strong. It is made from the  
scrap of sole leather which, heretofore, boot  
and shoe makers have either thrown away  
or consumed by fire. You will be surprised  
when I tell you that this section of industry  
has already been worked up to a very im-  
portant point. There are already on the  
market upwards of 800 varieties and styles  
of leather buttons. Everything is imitated  
in leather. One style in particular, about six  
times as large as the leather button made for  
ladies' kid gloves, is used by the million for  
interior decoration. The Wagner and Pull-  
man Palace Car companies order them by  
the hoghead, and there were several hog-  
heads used in the interior decoration of one  
New York opera house."

"What about the cost of these buttons?"

"They are cheaper than any ever manu-  
factured, because the material employed has

heretofore been deemed of no value. The  
makers have just filled a novel order from  
Tiffany & Co., jewelers, of New York.  
That firm makes a handsome fancy box  
which has always had legs of turned-wood,  
put on with glue. They have just ordered  
3,000,000 knobs of leather, with a rounding  
or oval top, which are perfectly noiseless,  
and will not scratch or abrade anything with  
which they come in contact. As you prob-  
ably know, sole leather is the hardest of all  
leathers. It is increased in hardness in the  
course of manufacture. The leather is cut  
into small pieces, and the eye or nail forced  
into it while in a moist or pliable state.  
When put under pressure and allowed to  
dry, it becomes one of the hardest materials.  
You know that paper, in the form of car  
wheels, will take the best steel edge off a  
tool. Leather can be made as hard as the  
car wheel. The button, before being placed  
on the market, was subjected to a 3,000  
pound pressure."

"How do you stamp it out?"

"Not by one, two, or three blows. It is  
coaxed down into shape by a series of pres-  
sure. First, twenty-five pounds, then fifty,  
then 200, then 600, and 3,200 pounds next.  
Leather must be worked gradually, and so  
the last 'lick' represents a strength of five-  
horse power."

"What is there new in the line of buttons?"

"It happens to be my own invention, and  
is made of wood pulp."

"But wood pulp is nothing new."

"Yes, and no. They say paper is made  
of wood pulp. It is not true, for linen,  
cotton, and vegetable substances are mixed.  
The button of which I speak is made of  
wood pulp pure and simple—wood in its  
native state without the addition of foreign  
substances."

**The Ubiquitous Drummer as an Object  
of Interest.**

Franc B. Wilkie in the Chicago Times.

At the outset of my journey I was a good  
deal surprised when, after registering at the  
hotel, I would be asked, "Do you wish a  
sample-room?" My education led to the  
conclusion that a sample-room is a place de-  
voted to mixing and drinking cock-tails in  
the front room, and playing auction-pitch in  
the back-room. Hence my surprise to be  
asked if I wished a sample-room; and it was  
only after several experiences of the kind  
that I began to learn what a sample-room  
is in the country places. It is a room in  
which the drummer displays the goods which  
he sells on sample, and, hence is something  
which is entirely consistent with the morals  
and professions of a community which per-  
mits no dalliance with alcoholic temptations.  
It is in the direction of the extension of  
the sale of goods that the railway has been  
a potent influence. Generally during my  
travels the percentage of passengers on a  
train was made up of "traveling men," as  
they speak of themselves, and in many cases  
this class constituted a majority of those  
who occupied the sleepers, and filled the  
forward car with the fumes of tobacco  
smoke. As a rule, at the hotels, of ten pas-  
sengers who registered at least eight belong-  
ed to the drummers' brigade.

These men are the vital elements which  
one encounters in a journey anywhere in  
almost any state in the West. They afford  
to the ordinary traveler an agreeable variety.  
They are all young, intelligent in face, cos-  
mopolitan in appearance, good-humored, ac-  
tive as cats, and self-possessed to an incred-  
ible extent. They have the serenity of a  
brickbat; nothing disturbs them; they are  
equally at home in the Palmer House, or  
the cheapest "tavern" at some cross-roads  
station.

The existence of these professionals is due  
to the railway. They are carried everywhere,  
and they take a species of civilization with  
them. They have made napkins known and  
secured their popularity. They keep in a  
delicious flutter the virginal hearts of the  
girl-waiters at the hotels, and in this are in-  
troducing the gentler sentiments in the re-  
moter areas of settlement. They are mis-  
sionaries who distribute the gospel of jollity,  
cheek, audacity, good humor, sociability,  
and good fellowship in every direction.  
They advance civilization; they accomplish  
as much in this line in a twelvemonth as  
formerly was accomplished in a score of  
years. What the Methodist circuit rider is to  
the frontier in religion, the commercial trav-  
eler is in business, trade, and social mat-  
ters. Both have good appetites, and have a  
liking for fried chicken and other of the  
good things which gratify the physical de-  
mands of full-blooded, energetic, virile men.

**Different.**

"Well, I'm glad this measly election ex-  
citement is over at last."

"How's that?"

"Why, the turmoil was enough to drive  
one crazy."

"Ha! It was nuts for me."

"It was?"

"You bet. I'm a manufacturer of tin  
horns."

Alabama's coal fields, as yet practically  
untouched, are half as large as those of Eng-  
land.

The easiest thing to get a corner on is buck-  
wheat.

## TRIBUTE TO TOUGHNESS.

Some of the Peculiarities of the Country  
Beefsteak.

Franc B. Wilkie in the Chicago Times.

There is one thing which has hitherto  
stubbornly refused to yield to the softening  
and civilizing influences of the railway,  
and that is the beefsteak of the average  
country hotel and the railway eating-house.  
It seems to be an institution which defies  
time, and which is as full of wiry tendons  
and invincible muscle as ever. There must  
be some secret possessed by those who have  
the getting up of the beefsteak served at  
the country hotel. Before the steak is  
cooked it can be cut with an ax; but  
after it has once passed through the hands  
of the cook it turns the edge of a knife,  
and defies mastication. One would think  
that in place of serving up this article as an  
edible, it would be more profitable, and cer-  
tainly more appropriate, to utilize it in some  
other direction. If there be a change  
needed in the character of the material in  
use for buffers and springs on cars, beef  
prepared in the manner in vogue in the  
localities referred to would admirably an-  
swer the demands of this needed improve-  
ment. I have never yet drawn my knife  
savagely but vainly over one of these  
curraused beefsteaks without wondering how  
in the world the hardening is done; and  
how it is possible for a simple person by  
the aid of only a little fire to thus, in a  
moment, transform a bit of beef into  
adamant.

There is another thing which the railway,  
with all its civilizing influences, has not  
been able to materially modify, and that is  
the waiter-girl system in use in all the  
country hotels and eating-houses. To some  
travelers the system is perhaps a blessing,  
but to an elderly, and especially a bald-  
headed gentleman, it is an indescribable and  
remediless misfortune. He is the last to  
be waited on, while the duds drummer is  
carefully, quickly, and tenderly cared for.  
The elderly person, with a shining caput, is  
lucky if he manages to get a bite before the  
"All aboard!" of the conductor breaks up  
the symposium. When one of these females  
does finally condescend to notice the patient  
old party who is waiting humbly to be  
served, she comes over with a frown, as if  
indignant that fate should require her to  
give any time to any less attractive mortal  
than the smiling drummer. She flings at  
him in a spiteful tone, and with the rapidity  
of a flash, a single word of several dozen  
syllables, which, in response to repeated re-  
sponsible inquiries, she finally resolves into  
"Beefsteak, corned-beef hash, pork chops,  
etc.," meanwhile keeping an eye on a trav-  
eler for a bag-house on the opposite side of  
the table. When the old person is helped,  
the napkin, butter, sugar, milk, and a few  
other articles are always left out, and then  
commences a season of trouble for the  
elderly guest. He looks up respectfully,  
and finally succeeds, after some difficulty,  
in catching the eye of the young lady who  
has waited on him, whereupon she responds  
with a virtuously indignant glance, as if  
saying: "You old reprobate! You can't play  
any tricks on me! I'm no such person!" It  
is a long time before he can induce her coy  
nature to entertain the thought that it is  
a spoon he wants instead of her virgin  
affections; and even then she brings the re-  
quired object reluctantly, as if she were not  
entirely convinced that the intentions of the  
venerable party could be honorable.

The most of these shy young damsels are  
from 30 to 50 years of age, and are gen-  
erally wearers of number twelve boots,  
men's size, and who have fists like a heavy-  
weight prize-fighter. Few of them tip the  
scales at less than two hundred pounds, and  
the majority of them are built as if for  
Greco-Roman wrestlers, or the tossing of  
cannon-balls and the shouldering of c' volts in  
a circus. In view of these facts, o. readily  
sees why they are so sensitive and timid  
when in the presence of their common  
enemy, man.

**Dishonest Trade Methods.**

Honest competition is of public benefit,  
while on the other hand deceptive practices  
to attract trade are an evil. An upright  
dealer remarked recently: "I found I was  
losing a good customer and one day meeting  
him inquired the cause. The customer re-  
plied: 'I buy cheaper from your neighbor,'  
and taking out a pocket rule, he said: 'I  
paid you 65 cents for this and I buy the same  
article for 30 cents from the other store.'"  
The merchant was astonished and asked him  
to bring his pass-book of entries made for  
goods at the other establishment to verify  
the price. This was done, and in looking  
over the items the next charge to that of  
pocket rule was for an article 50 per cent.  
at least above the market price. This species  
of overcharge was noticed at frequent inter-  
vals and the customer soon found that he  
was being cheated and at once closed his run-  
ning account and returned to the old store.  
The dishonesty consisted in selling a few ar-  
ticles below value to attract the customer  
and then more than make up the difference  
through overcharges on other goods.

A general merchant not long ago was in-  
duced by "a salesman who had been dis-  
charged from his former situation to buy a  
bill in another house where he was employ-  
ed. The bill amounted to near \$3,000, and

included twenty-five barrels of sugar. On in-  
vestigation it was found that eleven barrels  
of a poorer grade had been substituted in  
place of the quality purchased, but as the  
bill had been paid the merchant sustained  
the loss. It was the low price of the sugar  
that had sold the bill, and the grocer had  
practiced a deliberate cheat. The merchant  
returned to his former house when again on  
the market.

A retail dry goods merchant said recently:  
"I am going back to my old house to make my  
purchases this autumn. I was induced to  
leave it last spring through lower prices of-  
fered me in another house for calicoes and  
muslins. I found in examining my goods on  
their arrival at my store that I paid more for  
my notions, hosiery and dress goods than I  
ought to have done, and that deception had  
been practiced on me. I swallowed the bait  
on the calicoes and domestics, and they  
hooked me on the remainder of the bill."

A subscriber closes his letter to us this  
week as follows: "We have seventeen well-  
filled grocery stores in our town, and in or-  
der to keep a good share of trade, prices are  
cut very low, and sometimes disagreeable  
tricks are brought to bear to steal a customer  
from another store; this, I suppose, is the  
rule all over." He is not far from the truth,  
as this mode of unfair competition is too preva-  
lent.

In regard to cutting prices a merchant has  
an undoubted right to set a price on any ar-  
ticle in his store; if, however, through the  
cut price he unduly advances the value on  
other articles sold to a customer he at once  
practices fraud and deception. After gain-  
ing the confidence of the buyer through the  
low price for a given article, he turns round,  
deceives and defrauds him through the extra  
cost placed on other goods which more than  
makes up the loss occasioned by the low val-  
ue on the first article sold.

After all, trickery in trade does not pay in  
the long run. Exposure is certain, with the  
consequent loss of custom. Common every-  
day honesty is the most successful competi-  
tor in common every-day business. A rep-  
utation for selling honest dry goods and pure  
groceries and giving full 36 inches to the  
yard and 16 ounces to the pound is not to  
be effected down by all the tricks and shams  
of dishonest competitors.

**Commercial Integrity.**

There are men who enter upon a mercan-  
tile life with a confidence in their own  
honor and their own judgment which they  
believe will secure them from all risk of  
self-deception, and keep their integrity un-  
sullied through every transaction of the  
year. They do things which are not dis-  
honest because they are successful, but  
which would bring lasting disgrace upon  
them if they proved unfortunate. If it  
were possible to conduct a business on the  
scriptural principle and "owe no man any-  
thing" the delicate shadings of commercial  
honor which arise in our modern trade  
would be largely avoided, but so long as the  
bulk of our transactions are based on credit,  
the temptation to put the best foot forward,  
to exaggerate our financial ability, to as-  
sume risks which involve others rather  
than ourselves, to overtrade and to speculate,  
will lead multitudes to the verge of fraud  
into which not a few of that number will  
plunge rather than abandon the excitement  
and the notoriety which their heavy opera-  
tions bring with them.

The assuming of risks which involve  
others rather than ourselves, is the natural  
outgrowth of a credit system. So long as  
the values are kept well inside the risks  
which involve others than ourselves, so long  
we are doing an honest business, but when  
a possible decline might wipe out all our  
own value in the investment and encroach  
on that which we have secured from others,  
then we are doing a dishonest business.

The credit system makes the seller in  
some measure the partner of the buyer  
until the goods are paid for, and the buyer  
is not dealing honestly with the seller if he  
neglects to care for the goods or to use his  
best exertions to dispose of them at a profit.  
Ninety cents on the dollar produced by care-  
lessness or sloth will make the sellers ac-  
tual though unwilling partners in the loss,  
while prompt payments in full, ensured by  
diligence and thrift, will make them part-  
ners in the gain to the extent of their regu-  
lar profit. This is only one side of the ques-  
tion, for there is a wide field to fraud in  
every counter-sale, but there is no danger of  
mistake in the simpler act of selling at  
retail; he who misrepresents in that branch  
knows just what he is doing, and can make  
his own calculations as to whether the self  
respect which downright honesty would  
bring with it would not be better than the  
petty profit realized by misrepresentation.

Professor Huxley says that "a mountain  
of cod," from 120 to 130 feet in height,  
moves for two months in every year from  
westward and southward, past the Nor-  
wegian coast. Every square mile of this  
colossal column contains 120,000,000 of  
fishes, which even on short rations consume  
no fewer than 840,000,000 of herrings every  
week. The whole catch of the Norwegian  
fisheries never exceeds in a year more than  
half a square mile of this "cod mountain,"  
and one week's supply of the herrings is  
needed to keep that area of cod from  
starving.



# The Michigan Tradesman.

A JOURNAL DEVOTED TO THE  
Mercantile and Manufacturing Interests of the State.

E. A. STOWE, Editor.

Terms \$1 a year in advance, postage paid.  
Advertising rates made known on application.

WEDNESDAY, NOVEMBER 19, 1884.

Merchants and Manufacturers' Exchange.

Organized at Grand Rapids October 8, 1884.

Annual Meeting—Second Wednesday evening of October.  
Regular Meetings—Second Wednesday evening of each month.  
Next Meeting—Monday evening, Nov. 24, at "The Morton."

## POST A.

Organized at Grand Rapids, June 28, 1884.

### OFFICERS.

President—Wm. Logie.  
First Vice-President—Lloyd Max Mills.  
Second Vice-President—Richard Warner.  
Secretary and Treasurer—L. W. Atkins.  
Official Organ—The Michigan Tradesman.  
Committee on Elections—Wm. B. Edmunds, chairman; D. S. Haugh, Wm. G. Hawkins, Wallace Franklin and J. N. Bradford.  
Regular Meetings—Last Saturday evening in each month.  
Next Meeting—Saturday evening, December 6, at "The Tradesman" office.

Vanderbilt is credited with saying that "prospects are brighter and the business world will begin to improve in a very few weeks."

Although cotton is no longer King, according to latest crop returns, it holds a place very near the throne. Corn now wields the scepter in this country.

The Chicago Times asserts with all possible candor: "Chicago is the heart of the world." And there are those who are inclined to agree with the Times in that opinion.

The desire suddenly shown by China to patch up a treaty of peace with France is explained by the fact that the Chinese Government has run short of funds. Money is highly essential in war and politics.

The Current, Chicago's new literary journal, gets off a good many terse remarks; but it never uttered a truer statement than its leading observation in the last issue: "The most patriotic citizen of this country to-day is the one who attends most assiduously to his own business."

At the urgent request of a large number of druggists, the list of medicines sold under the Campion system is reproduced entire this week, with such corrections and additions as have been made since its first appearance two months ago. Every druggist would do well to clip and preserve the list, as it is the last opportunity he will have to secure the information therein contained in condensed form.

The suggestion made by Mr. Lambert relative to the advantages of a convention of dairymen should meet with ready response on the part of those directly interested. Organization is the order of the day, and those who manipulate the milk products of the state owe it to themselves to leave no stone unturned to secure the best results to themselves, the dealer and the consumer. In no way can these interests be better served than by a protective and defensive organization, incidental to which the results are necessarily beneficial.

The communication from the Hannah & Lay Mercantile Co., published on another page of this week's paper, is well worth the careful perusal and thoughtful consideration of every dealer and consumer in the land, as it graphically illustrates the injustice of trafficking in eggs in the customary manner. The arguments advanced and the points made are plain and conclusive, and leave no room for doubting that the time is not far distant when legislators will recognize the illegality of the present method and hasten to undo a wrong that has existed too long in a state which has always been noted for intelligent and equitable legislation.

The commission appointed to investigate our trade relations with the parts of this continent which lie south of us, are to visit each of the fifteen Spanish republics of Central South America, besides Brazil, in order to judge of the openings they present for commerce with us. No doubt they will receive a most cordial welcome, and be given every facility for prosecuting their inquiries. The people of South America do not see much of the people of the United States. But they have a strong family interest in the big brother whose family outnumbers all the rest of the continent, and whose strength is the guardian of its safety from European encroachment.

In France the dealer who defrauds his creditors invariably loses his social position and is thenceforth an outcast from society. In this country, on the contrary, the perpetrator of a fraud upon his creditors is too often regarded as a superior genius, whose companionship is to be prized. Such a sentiment enables the Messmores of the business world to hold up their heads among honorable men, and it is too often the case that reputable gentlemen become the ardent supporters of swindlers of this stripe in the latter's unholy greed for public office. The attempted nomination of Messmore for Congress was an insult to every honest man in the district, and the support he is now receiving for a lucrative appointment under

the new administration places a premium upon villainy and dishonor.

A hotel clerk has called attention to the fact that the success of the effort to force all persons studying penmanship to write a uniform style would be to destroy the individuality of autographs. The result would be to occasion banks and other institutions in whose transactions the individuality of autographs involved thousands of dollars great inconvenience and possible loss. These fears might be alarming but for the fact that for some reason, possibly pure cussedness, few boys will write exactly the way their teacher wants them to, and nearly every boy, as soon as he gets out of school, seems to think that the first thing he must do is to adopt a style of penmanship that is distinctly his own. Human penmanship seems to be very much like the human face, it is impossible for two to be in every respect alike, however much they may appear to the superficial observer to be so.

The waning interest manifested in the Merchants and Manufacturers' Exchange does not speak well for the commercial enterprise and intelligence of the Valley City. With the needs of such an organization, and the benefits which would necessarily accrue, continually staring them in the face, it would seem to be short-sighted policy to allow the Exchange to lapse into obscurity, when by a little effort on the part of those most directly interested the organization could be made a practical success. Exchanges of this character are maintained at other markets where there is less need for the results attendant upon the associations, and it is to be hoped that the jobbers and manufacturers of Grand Rapids will not allow the present opportunity to slip through their hands, as such a course would subject them to the reflection of being slow-going and blind to their own and the city's best interests.

There appears to be no general cause for discouragement in the business world. On the other hand, the conditions seem to favor a gradual improvement in nearly all important branches of trade. No new developments are observable which should contribute to the prevailing depression. This dullness everywhere is due largely to over-production, and as the cause is vanishing little by little, of course the effect is felt less and less. As the markets are relieved of surplus products there must come a revival in the productive industries and an advance in prices. Undoubtedly political excitement injures business to some extent by deterring men from engaging actively in the practical affairs of everyday life. Their minds are occupied with the uncertainties of the situation. This is their own fault, if it may be so termed; for no crisis exists that threatens a serious disturbance, and no change of policy is in prospect that will unsettle values and prices. The danger of tariff reduction or of tariff agitation is exceedingly remote. If there are any conditions likely to arise which may affect business disastrously, no such indications are now visible. The signs are favorable for a betterment of trade. Mercantile agencies report a falling off in the number of failures. Business that has been withheld, owing to the absorbing public interest in the campaign, will now be pushed forward. Eastern merchants, it is reported, are confident of this, and take courage from the outlook. They say cotton, grain, and groceries will be the first to feel this impulse, while the activity in these will be measurably felt in other businesses. When all fear of a possible reduction of the tariff shall have passed away, confidence will return to the wool and cotton interests and they are likely to experience a healthy revival. A steady growth, starting with the beginning of the year, is predicted for the dry goods trade. The general public takes little interest in the speculative market. It is a matter of indifference that dullness prevails there, when it is considered that professional jobbers manipulate prices. Altogether, with the financial situation quite satisfactory, the business community ought to be good humored, patient, courageous, and hopeful.

## AMONG THE TRADE.

### IN THE CITY.

M. A. Knox has engaged in the grocery business at Tustin. Hawkins & Perry furnished the stock.

G. W. Dailey has engaged in the grocery business at Big Rapids. Cody, Ball & Co. furnished the stock.

T. B. Haines has engaged in the grocery business at Cedar Springs. Cody, Ball & Co. furnished the stock.

F. C. Egbert has engaged in the grocery and notion business at Leetsville. Fox, Musselman & Loveridge furnished the groceries.

O. W. Pettis, for some time past book-keeper for L. M. Cutcheon, has purchased the grocery business of Z. G. Winsor at 52 Lyon street.

C. S. Rickard has retired from the firm of Rickard Bros. The business will be continued under the same firm name by F. A. and A. P. Rickard.

Jas. O. McCool, who was recently burned out at 72 Calder street, has resumed the grocery business at the old location. Clark, Jewell & Co. furnished the stock.

Messrs. More & Stow, of the Grand Rapids Furniture Co., have erected a store building on their land just below Furnaceville, which will be occupied by John Fuller in about two weeks with a general stock.

The D. R. Stocum assignment matter came up for final settlement in the Circuit Court Monday, but was adjourned for one week, in order to allow the assignee time to classify his accounts. The estate will pay about 28 per cent.

Theo. Kemink, who has been engaged in the retail drug business at 42 West Bridge street for the past four years, has sold out to Fallas & Curran, and will hereafter devote all his time and attention to the business of Kemink, Jones & Co.

The M. B. Church Finish Co. have been delayed somewhat by the non-arrival of their mill stones, but expect to be able to start up about Dec. 15. Three or four traveling salesmen will be placed on the road about the beginning of the new year.

## AROUND THE STATE.

D. Kinney, clothing dealer at Port Huron, has assigned.

David K. Boyer has started in the grocery business at Brutus.

J. E. Gibbs succeeds Gibbs & Avery in general trade at Onsted.

Frank Millard, of Corunna, has opened a bazaar store at Freeport.

Wardell & Hill succeed Wardell & Palmer in general trade at Manton.

Andrew Johnson has engaged in the grocery business at Whitehall.

J. M. Warner succeeds Owen & Warner in the grocery business at Mason.

Wm. H. Shepard succeeds H. D. Cushman in the drug business at Three Rivers.

Schuller Farnell & Co. succeed Farnell Bros. & Co. in the hardware business at St. Ignace.

Hawley & Olson, general dealers at Holton, has dissolved, Frank W. Hawley continuing.

Will Thurston succeeds Mrs. S. Stanton in the restaurant and confectionery business at Wayland.

Armstrong & Spendenberg succeed Armstrong & Chisholm in the meat market business at Charlevoix.

Frank Wilmarth has bought the meat business of C. E. Pennock, and will run it in connection with his grocery business at Petoskey.

T. M. Woolverton has bought the general stock of H. P. Miller, at Carson City, and removed it to Blanchard, where he will continue the business.

The clothing and furnishing goods store of Henry Adam, at Manistee, has been closed on an attachment by United States Deputy Marshal Cowen.

L. M. Bennett, who has had fifteen years' business experience, has engaged in the jewelry business at Traverse City. He is located in the Parmelee building on Front street.

Gates & Wilcox have bought the drug stock of E. H. Kenrick at Millbrook, and consolidated it with the stock formerly owned by Gates & Rodi. Mr. Kenrick has removed to Hillsdale.

It is alleged that the sale of Hascall & McCall, grocery dealers at Owosso, to D. Burhans was for the purpose of defrauding their creditors, and that the latter will move to set the sale aside, with a view to securing their rights in the matter.

A. B. Bosman, hardware dealer at Hamilton, has sold out to Dangleman & Nykirk, who will continue the business at that place, and also at their old location at Overisel. Mr. Bosman will shortly engage in the hardware business at Holland.

H. E. Stafford, formerly engaged in general trade at Ravenna—the predecessor of his brother, Theron Stafford—but for the past three years general traveling representative for E. Moody Boynton, of New York, has purchased a store building at Battle Creek, with the intention of locating there permanently. He has put in a stock of groceries and will add a line of dry goods.

## STRAY FACTS.

W. R. Burt, of East Saginaw, has tendered his resignation as president of the Michigan Salt Association.

The Standard Oil Co. have concluded to make Adrian a bulk oil station and have arranged for the construction of the necessary buildings.

The Cummur Lumber Co's mill at Cadillac, is shut down for repairs, and J. Cummur & Son's mill is undergoing extensive repairs.

D. B. Merrill & Co.'s flouring mill in Plain-well run 150 consecutive hours within a week without slackening a wheel or slipping a belt. The output was 1,200 barrels of flour.

The following suggestion from the Wayland Globe will apply to many dealers in towns other than Wayland: "If some of our business men would occasionally wash their store windows, we honestly believe it would add 10 per cent. to their trade. No offense, but a reminder."

In acceptance of a \$2,500 bonus and the guarantee of a yearly business of \$100,000, Bird & Clarage will open a branch foundry at Battle Creek the spring, to handle the immense foundry business for the Grand Trunk Railway, the Union School Furniture Co., and the threshing-machine manufacturers of that city.

The Ann Arbor Agricultural Co. have assigned to John Finnegan and Joseph J. Ellis, bonds being given in the sum of \$200,000. The liabilities of the company are estimated at \$40,000 and the total assets at \$150,000, of which \$40,000 is in good paper and \$30,000 in manufactured stock. The directors of the company are all solid men and its credit has always been first-class.

The assignment is merely nominal, both of the assignees being directors of the company. The object was to protect the company and force the collection of some outstanding notes.

## MUSKOGON MATTERS.

Facts and Fancies Picked up at that Place.

Wm. D. Carey & Co. are handling large quantities of exceptionally fine apples.

John Lawrence will shortly engage in the confectionery and fruit business, occupying the corner store of the Rice Block.

Muskegon boasts a dealer who will not buy onions by measure, but insists upon having them weighed out—"48 pounds to the bushel."

S. S. Morris & Bro. are putting down the usual amount of pickled venison by a process discovered by S. S. The firm are also working up a large trade on the "Rockford Dairy" goods.

No one would think of accusing the average Muskegonite of being laconic, but a certain property owner on a side street reached the verge of brevity when he tacked a sign on a vacant store building announcing that the premises were "2 let."

Johnson Bros., the Lakeside general dealers, have purchased the building occupied by them from A. W. Fowler. It is a two-story structure, 30x65 feet in dimensions. This puts an end to the talk heard sometime since relative to the firm removing to the city.

The Schimmel matter has been allowed to rest for a fortnight, but the attorneys in whose hands the principal creditors have placed their claims are confident that they will be able to establish a clear case of fraud and bring the swindlers to justice—and 100 cents on the dollar.

D. F. Donahoe & Son are building a two-story frame store near the location of their present grocery establishment, 34x56 feet in dimensions. They expect to get into the new quarters about December 1. A building suitable for a meat market will be erected adjacent to the store, 20x25 feet in size.

K. Trevett, who has been engaged in the grocery business near the carshops for the past two years, has sold out to Mrs. A. Stevenson, who started in the grocery business on Pine street about three months ago. Mrs. Stevenson will consolidate her stock with the one she has purchased, and continue the business at Trevett's old stand. Mr. Trevett will probably re-engage in business in the spring.

Andrew Wierengo's absconding book-keeper still continues his raids upon the jobbing trade of Buffalo, which gives good ground for the belief that he is hovering on the Canadian border in that vicinity. On Friday, Nov. 7, he called on R. W. Bell & Co., represented himself as still in Wierengo's employ, and ordered twenty-five boxes of the goods manufactured by the firm. On the strength of the order, he obtained a loan of \$15. A draft for that amount reached Wierengo on the 11th, but was, of course, refused. The police department of Buffalo have McKay's full description, and it is not unlikely that he will be apprehended before many more weeks have elapsed. His boldness in appearing repeatedly on the same stamping ground is unparalleled, and gives ground for the belief that he has spent the entire amount stolen from Wierengo and is now subsisting entirely by his wits.

Lautz Bros. & Co. write Mr. Wierengo that their "loan" of \$35 to McKay is the first time they ever got stuck in a similar manner, and that it shall not happen again. They also wish to be informed of the fact, if "Mr. Black" is ever caught.

LATER—Intelligence has been received that McKay was arrested at New York city on Friday at the instance of Carter, Hawley & Co., tea importers. From the meagre information at hand, it appears that he visited the house for the purpose of playing the old game, and was recognized by the description sent out to Wierengo's business acquaintances. The house notified an officer, who placed him in custody, and immediately notified the proper officer in Muskegon, who will bring McKay back to Muskegon for trial in case a requisition is obtained from the Governor.

## Purely Personal.

Theo. Kemink, of Kemink, Jones & Co., has gone to Detroit on business for his house. Christian Bertsch, of Rindge, Bertsch & Co., leaves next Monday for a four weeks' tour among the shoe manufacturing centers of the East.

Geo. Smiley, of the grain and produce firm of George Smiley & Co., of Kalamazoo, paid his usual weekly visit to this market last Saturday.

M. C. Russell leaves next week for Cincinnati and Louisville, taking in Indianapolis on the way home. He expects to be absent about ten days, and may possibly extend his trip to Nashville.

Addison S. Goodman, formerly with Foster, Stevens & Co., but for the past two years confidential clerk and head book-keeper for Spring & Company, was married last Wednesday to Miss Anna Barnard, one of the most estimable young ladies of the city. The wedding trip included Chicago and other western cities.

D. E. McVean, the Kalkaska groceryman, has effected a settlement with all his creditors at this market on the basis of 25 per cent., and left Monday night for Detroit, for the purpose of getting similar concessions from his creditors there.

Messmore is compromising with some of his creditors—"those who were not too stubborn," his attorney states—on the basis of 50 per cent. How far the settlement will extend, his attorney refuses to disclose.

Andrew Wierengo—"Murder will out," and defaulting book-keepers are sure to come to grief, sooner or later.

# STATE SEAL

The Best Fine-Cut on the Market.

Buy it on Our Personal Guarantee--We Stand Back of Every Pair.

## CODY, BALL & CO.

A GLASS CAN

Covered with Tin.



The Neatest Thing On the Market.

—FOR SALE BY—

## Curtiss, Dunton & Co.,

—JOBBER OF—

Woodware, Twines and Cordage, Paper, Stationery, Kerosene and Machine Oils, Naptha and Gasoline.

51 and 53 Lyon Street

Grand Rapids, Mich.

## CHEW THE New Dark "American Eagle"

FINE CUT. THE BEST IN THE MARKET.

Send an Order to your Wholesale Grocer for it. Manufactured by

## The American Eagle Tobacco Co.,

Detroit, Mich.



## The Gripsack Brigade.

The confectionery salesmen took out complete lines of holiday samples this week.

E. K. Bennett, the well-known jewelry salesman, is now located at Lansing. His territory includes both Michigan and Ohio. Geo. F. Owen will saunter around Jackson a couple of days this week. He is not implicated in the Crouch murder trial, however.

Harry McDowell, the well-known furniture salesman, put in a couple of days with friends at this market last week. He is now located temporarily at Howard City, pending an improvement of the furniture business.

Frank H. White, with Curtiss, Dunton & Co., has purchased the new cottage residence at 346 Scribner street, and is consequently in a position to refer to "my home." He and his family are already in possession.

Ad. Sharp, Cody, Ball & Co.'s genial grip carrier, is under the weather this week, and his route along the Stanton branch is being covered by J. Ely Granger. Dealers having handsome daughters and susceptible female clerks would do well to give them a

vacation and pay their expenses to remote rural localities.

A. L. Braisted, the ponderous traveling representative of C. G. A. Voigt & Co., was recently married at Ypsilanti to Miss Nettie F. Seymour, a well-known society lady of that place. The Ypsilantian includes in its report of the ceremony a list of the wedding presents, which were numerous and costly. The couple have taken up their residence in this city.

A well-known furniture traveler says that the way a Western town is built is about as follows: A name is given to the locality, a shanty is built, a newspaper started and a postoffice established. A railroad must then be procured, hand bills and circulars distributed through the Eastern states, a few residents come, some buildings, always a saloon, are erected, and the town is well on the way cityward.

Numerous Creditors—Yes, Messmore is understood to have a banking for the post-office, and it is reported that he has the inside track for the appointment. In case he "gets there," however, he will probably assign his salary to Margaret.



## Drugs & Medicines

### Michigan State Pharmaceutical Association.

**OFFICERS.**  
President—Geo. W. Crouther, Charlevoix.  
First Vice-President—Geo. M. McDonald, Kalamazoo.  
Second Vice-President—B. D. Northrup, Lansing.  
Third Vice-President—Frank Wurzburg, Grand Rapids.  
Secretary—Jacob J. Jenson, Muskegon.  
Treasurer—Wm. Dupont, Detroit.  
Executive Committee—H. J. Brown, A. B. Stevens, Geo. Gundrum, W. H. Keller, F. W. Fincher.  
Next place of meeting—At Detroit, Tuesday, October 13, 1885.

### Grand Rapids Pharmaceutical Society.

ORGANIZED OCTOBER 9, 1884.

**OFFICERS.**  
President—Frank J. Wurzburg.  
Vice-President—Chas. P. Bigelow.  
Secretary—Frank H. Escott.  
Treasurer—Henry B. Fairchild.  
Board of Censors—John Peck, Chas. P. Bigelow, Jas. S. Cowin.  
Board of Trustees—The President, Wm. H. Van Leeuwen, Isaac Watts, Wm. E. White, Wm. L. White.  
Regular Meetings—First Thursday evening in each month.  
Annual Meetings—First Thursday evening in November.  
Next Meeting—Thursday evening, December 4, at "The Tradesman" office.

### G. R. P. S.

### First Annual Meeting of the Association.

The first annual meeting of the Grand Rapids Pharmaceutical Society was held at THE TRADESMAN office last Thursday evening, the following members being in attendance: Frank J. Wurzburg, John Peck, C. P. Bigelow, O. H. Richmond, J. S. Cowin, Isaac Watts, H. B. Fairchild, M. B. Kimm, R. A. Schouten, Wm. L. White, Wm. E. White, L. M. Herendeen, Theo. Kemink and Frank H. Escott. Chairman Wurzburg presided and Secretary Escott wielded the pen. The constitution and by-laws were presented for signature, and those present attached their autographs to the document. The names of Wm. H. Van Leeuwen and A. C. Bauer were also subscribed by proxy.

The election of officers being next in order, Mr. Fairchild presented the name of Mr. Wurzburg, referring to his connection with the drug trade of the city for the past twenty-four years, and to the fact that he deserved the election as a compliment to his services to the trade. The nomination was seconded by Mr. Watts, who declared that the society wanted a man for president who would be representative of the business as well as the professional interests of the drug trade. Mr. Wurzburg nominated Dr. Bigelow. Mr. Wurzburg, however, received eleven of the thirteen votes cast and was declared elected. He thanked the society for the honor conferred upon him, and assured the members that he would endeavor to do his duty in the matter.

Dr. Bigelow and Mr. Peck were the only candidates for vice-president, the choice falling to the former.

Mr. Escott was elected secretary by acclamation—at once a compliment to his ability and a recognition of the efficient work he has done in assisting in the organization of the society.

Mr. Fairchild was elected treasurer by acclamation—a dangerous move for the society to make until the members are assured that the incumbent of that office will be able to find acceptable sureties on his bond.

The following gentlemen were elected a Board of Censors by acclamation: John Peck, C. P. Bigelow, J. S. Cowin.

The following were elected a Board of Trustees, with the exception of the first named, who serves in that capacity *ex-officio*: The President, Wm. H. Van Leeuwen, Isaac Watts, Wm. E. White, Wm. L. White.

The President was given until the next meeting to announce the following committees: on Legislation, Trade Matters, and Affairs Pertaining to Pharmacy.

The Secretary was instructed to have blank applications printed, and Messrs. Wm. L. White, Isaac Watts and Theo. Kemink were appointed a committee to circulate them among the druggists not yet members of the Society.

The meeting then adjourned, to meet at the same place on the evening of Dec. 4.

The near approach of the holiday season seldom fails to enliven trade of all kinds. The shop-keeper gets in an attractive stock of Christmas and new-year's goods early, and his customers find the attraction irresistible. They begin to spend money freely, and naturally exert themselves to replace the dollars which slip away so easily for Christmas gifts; consequently there is a spurt of activity all around, no matter how dull the season may have been. Many of the large notion stores have already taken on this holiday aspect, and business has brightened up perceptibly in consequence. It is believed by many that this holiday activity, which will last up to Christmas, will tide over the time pending the complete restoration of confidence as to the affairs of government. Casting the important subject of politics aside, the natural course of commercial events would seem, at the present time, to be alone sufficient to bring about a reaction before the new year is a month old.

A student in the Pharmacy Department of the University, calling himself A. R. Boyle, of Springfield, Ohio, succeeded in swindling the Ann Arbor banks out of \$450 by means of forged drafts. He visited all three banks, and showed letters from A. B. Prescott of the Pharmacy Department, Maj. Soule, treasurer of the University, identifying him as the person named in the drafts. The drafts were all cashed, but came back protested. Boyle fled the first of the week.

## RESOLUTIONS OF RESPECT

And Condolence on the Death of Our Brother Druggist, Edward B. Escott.  
At a meeting of the Grand Rapids druggists, held November 9, 1884, the following preamble and resolutions were unanimously adopted:

WHEREAS—In view of the loss we have sustained by the decease of our friend and associate, Edward B. Escott, and of the still heavier loss sustained by those who were nearest and dearest to him; therefore, be it

Resolved—That it is but a just tribute to the memory of the departed, to say that, in regretting his removal from our midst, we mourn for one who was, in every way, worthy of our respect and regard.

Resolved—That in the death of Edward B. Escott, we lament the loss of one who was ever ready to proffer the hand of aid and the voice of sympathy to the needy and distressed; a friend and companion who was dear to us all; a citizen, whose upright and noble life was a standard of emulation to his fellows.

Resolved—That in our natural sorrow for the loss of a beloved friend, we find consolation in the belief that it is well with him for whom we mourn.

Resolved—That we sincerely condole with the family of the deceased on the dispensation with which it has pleased Divine Providence to afflict them, and commend them for consolation to Him who orders all things for the best, and whose chastisements are meant in mercy.

Resolved—That this heartfelt testimonial of our sympathy and sorrow be forwarded to the family of our departed friend by the secretary of this meeting.

GEO. G. STEKETEE,  
O. H. RICHMOND,  
FERD. THUM,  
F. J. WURZBURG,  
C. P. BIGELOW,  
Committee.

### The Drug Market.

The drug business has been fairly good during the past week, and a marked improvement in collections is noted. Iodine and the iodides have met with another advance, and a still further movement in the same direction is expected. Other articles are about steady.

It has been found, to the entire satisfaction of surgeons, that the hydro-chlorate of cocaine, a drug now made by only one firm, in Germany, is a local anesthetic. By its use a patient, undergoing an operation, feels no pain, while at the same time he preserves his consciousness. The blessing of such a drug is illimitable. Chloroform, which has been such a boon to suffering mankind, is refused by many persons because the thought of unconsciousness is as full of terror as the anticipation of the pain itself, and the discoverer of the new drug will deserve quite as much honor as has been accorded to the discoverer of the old one.

"In a city of this size," complains the Grand Rapids Telegram, "with 30 odd drug stores, there ought to be one enterprising enough to keep open all night. It would be an innovation that would be appreciated and supported."

A drug trade journal is advertising a new patent medicine which is declared to be "the only specific for the fear of lightning."

### Good Words Unsolicited.

R. M. Wilcox, grocer, Reed City: "It is a good paper."

D. C. Griffith, grocer, Nashville: "It is a good paper."

Barry & Co., Rodney: "Would not get along without it."

W. A. De Hart, general dealer, Vickeryville: "The paper is a good one."

Smith, Hams & Van Arman, grocers, Hastings: "Next to the Free Press."

A. H. Lyman, druggist, Manistee: "Think THE TRADESMAN well worth \$1."

M. P. Shields, general dealer, Hilliards: "Your valuable paper is indispensable."

E. J. Sherwood, general dealer, Sheridan: "It is a good paper for a man in business."

Jas. H. Killmer, general dealer, Collinwood, Ohio: "I consider your paper a valuable aid to the trade."

W. W. Peck & Co., general dealers, South Boardman: "We prize it very highly, as it is always chock full of valuable information."

John W. Verhoecks & Co., general dealers, Grand Haven: "We would not sell the information we get out of the paper for twice the amount of the subscription price, letting alone the price-lists."

Victor Roussin, druggist, Ludington: "I am well pleased with your paper, and would say to the business public, when in need of valuable reading matter, you could not invest a dollar to better advantage."

D. F. Donahoe & Son, grocers, Muskegon: "For an honorable and straightforward trade journal, THE TRADESMAN takes the lead, and it should be the pride of every business man to be a subscriber. We should be entirely lost without it."

### MISCELLANEOUS.

Advertisements of 25 words or less inserted in this column at the rate of 25 cents per week, each and every insertion. One cent for each additional word. Advance payment.

IF YOU WANT to get into business, to sell your business, to secure additional capital, to get a situation, to secure a clerk or book-keeper, or if you have anything for sale or want to buy anything, advertise in the Miscellaneous Column of "The Tradesman." Cash or postage stamps to the amount should accompany each order.

WANTED—Situation in a factory as a ches maker by a man of long experience. Can furnish best of references from the dairy trade. Address E. S., care "The Tradesman."

FOR SALE—Jewelry business and stock for sale. A good bargain for the right party. Address W. S. Barnard, Lyons, Mich. 5917

FOR SALE—Crockery, furniture and under-taking in growing northern town. Stock will inventory about \$1,200. Will rent building for \$125 per year. No opposition. Good opportunity. Best of reasons for selling. All cash, or part cash and security for balance. Address "Crockery," care "The Tradesman." 5917

## THE CAMPION PLAN.

### List of Medicines Sold on the Plan.

Medicine	Price per Bottle	Price for 3 Bottles at one Sale
J. C. Ayer Co.'s Preparations.		
Cherry Pectoral	\$1.00	\$2.50
Sarsaparilla	1.00	2.50
Ague Cure	1.00	2.50
Hair Vigor	.75	2.00
Pills, per box	.25	.62
Dr. D. Jayne & Son's Preparations.		
Expectorant	1.00	2.50
Hair Tonic	1.00	2.50
Alternative	1.00	2.50
Ague Mixture	1.00	2.50
Carminative Balsam, Large	.50	1.25
Carminative Balsam, small	.35	.85
Tonic Vermifuge	.35	.85
Liniment	.50	1.25
Sanative Pills, per box	.25	.62

A. C. Meyer & Co.'s Preparations.		
Dr. Bull's Cough Syrup, Large	1.00	2.50
Dr. Bull's Cough Syrup, med.	.50	1.25
Dr. Bull's Cough Syrup, small	.25	.62
Dr. Bull's Baby Syrup	.25	.62
Dr. Bull's Pain Drops	.25	.62
Dr. Bull's Diarrhoea Curative	.25	.62
Dr. Bull's Cough Candy	.25	.62
Dr. Bull's Baltimore Pills	.25	.62
Dr. Bull's Recto Mixture	.50	1.25
Dr. Bull's Blood Mixture	1.00	2.50
J. W. Campion & Co.'s Preparations.		
Wishart's Tar Cordial	1.00	2.50
Wishart's Sugar Drops, per box	.25	.62
Foster, Milburn & Co.'s Preparations.		
Thomas Electric Oil, small	.50	1.25
Thomas Electric Oil, large	1.00	2.50
Burdock Blood Bitters	1.00	2.50
Burdock Blood Pills	.25	.62
Hostetter & Smith's Preparation.		
Hostetter's Bitters	1.00	2.50
Tarrant & Co.'s Preparations.		
Tarrant's Aperient	1.00	2.50
Tarrant's Ex. C. & C.	1.00	2.50
Thorn's Ex. C. & C.	1.00	2.50
Hoff's Malt Extract	.37	1.00

\*In quantities of six or more dozens, this preparation may be sold at \$3.50 per dozen.

Dr. J. H. Schenck & Son's Preparations.		
Pulmonic Syrup	1.00	2.50
Seaweed Tonic	1.00	2.50
Mandrake Pills, per box	.25	.62
Perry Davis & Sons' Preparations.		
Davis' Pain Killer, large	1.00	2.50
Davis' Pain Killer, medium	.50	1.25
Davis' Pain Killer, small	.25	.62

G. G. Green's Preparations.		
Boschee's Syrup	.75	2.00
Boschee's Syrup, sample size	.10	.25
August Flower, sample size	.10	.25
August Flower, small size	.10	.25
Ague Conquerer, small	.50	1.25
Ague Conquerer, large	1.00	2.50

The Swift Specific Co.'s Preparations.		
Large size	1.75	4.50
Small size	1.00	2.75

Johnston, Holloway & Co.'s Preparations.		
Holloway's German Bitters	1.00	2.50
Holloway's German Tonic	1.00	2.50
Holloway's Greek Oil, large	1.00	2.50
Holloway's Greek Oil, small	.50	1.25
Holloway's Ess. Jamaica Ginge	1.00	2.50
Da Costa's West India Tooth Wash, large	.50	1.25
Da Costa's West India Tooth Wash, small	.25	.62
Haas's Expectorant, large	.50	1.25
Haas's Expectorant, small	.25	.62
Holloway's Podophyllin Pills, per box	.25	.62
Holloway's Vermifuge Confections, in paper	.25	.62
Holloway's Nerve Tonic, in glass	.25	.62
Kromer's Hair Dye	.50	1.25
Helskell's Ointment	.50	1.25
Holloway's Arnica Plasters, large	.25	.62

Holloway's Arnica Plasters, small	.20	1.00
Holloway's Arnica Plasters, small	.15	.75

The Chas. A. Vogeler Co.'s Preparations.		
St. Jakob's Oel (St. Jakob's Oil)	.50	2.00
Liebig Malt Extract (Malt Ex-tract)	.50	2.00
Dr. Worthington's Cholera and Diarrhoea Medicine	.25	1.00
Vogeler's Klettenwurzel Oil (Burdock Root Oil)	.50	2.00
Vogeler's Gen. Carlsbad Salts	.75	3.00
Roman Liniment	.50	2.00
Dr. Aug. Koenig's Hamburger Tropic (Hamburg Drops)	.50	2.00

Dr. Aug. Koenig's Hamburger Brusttee (Chest Tea)	.25	1.00
Dr. Aug. Koenig's Hamburger Plaster (Plaster)	.25	1.00

Fleming Brothers' Preparations.		
Dr. C. McLain's Liver Pills	.25	.62
Dr. C. McLain's Vermifuge	.25	.62

J. N. Harris & Co.'s, Limited, Preparations.		
Allen's Lung Balm	1.00	2.50
C. I. Hood & Co.'s Preparations.		
Hood's Sarsaparilla	1.00	2.50
Hood's Tooth Powder, small	.25	.62
Hood's Tooth Powder, large	.50	1.25
Hood's Olive Ointment, small	.25	.62
Hood's Olive Ointment, large	.50	1.25
Hood's Vegetable Pills	.25	.62

Brown Chemical Co.'s Preparations.		
Brown's Iron Bitters	1.00	2.50
Brown's Emulsion of C. O. L.	1.00	2.50
Peruvian Chili Cure	1.00	2.50
Powell's Beef, C. O. L. and Pepsin	1.00	2.50
Dr. Mettair's Headache Pills, per box	.25	.62
Seabury & Johnson's Preparations.		
Benson's Capcine Plasters, per plaster	.25	.62
Snow & Earle's Preparations.		
Blouline's Preparations.		
Piso's Cure for Consumption	.25	.62
Piso's Remedy for Catarrh	.50	1.25

The Dr. Harter Medicine Co.'s Preparations.		
Dr. Harter's Fever and Ague Specific	.75	1.25
Dr. Harter's Fever and Ague Pills	.75	1.25
Dr. Harter's Liver Pills	.25	.62
Dr. Harter's German Vermifuge Candy	.25	.62
Dr. Harter's Lung Balm, large	.25	.62

Dr. Harter's Lung Balm, small	.25	.62
Dr. Harter's Soothing Drops	.25	.62
Dr. Harter's Liniment	.25	.62
Dr. Harter's Elixir of Cherry	1.00	2.50

### Didn't Make a Kick.

From the New York Sun.

"The only serious mistake that I ever made during my professional career," remarked a physician, "was when I cut the wrong leg off of a patient. It resulted in his losing both legs, poor fellow."

"I suppose when he learned of your mistake he became very indignant and made a great kick, didn't he?"

"Well, yes, he became very indignant, but he didn't make a great kick."

## WHOLESALE PRICE CURRENT.

### Advanced—Iodine, Iodide potash.

Acetic, No. 8.	9	10
Acetic, C. P. (Sp. grav. 1.040)	30	35
Carbolic	35	40
Muriatic 18 deg.	3	5
Nitric 36 deg.	11	12
Oxalic	14	15
Tartaric	3	4
Tartaric acid	48	
Benzoic, English	20	
Benzoic, German	12	15
Tannic	15	17

Carbonate	15	18
Muriate (Powd. 25c)	14	14
Aqua 16 deg or 3f	6	7
Aqua 18 deg or 4f	7	8

Copaiba	45	
Peru	25	
Tolu	25	

Cassia, in mats (Powd 20c)	12	
Cinchona, yellow	18	
Elm, ground, pure	10	
Elm, powdered, pure	10	
Sassafras, of root	15	
Salicylic acid	10	
Battery powdered	18	
Hemlock powdered	20	
Wahoo	30	
Soap ground	12	

Cubeb, prime (Powd 70c)	6	65
Prickly Ash	1	10

Licorice (10 and 25 lb boxes, 25c)	27	
Licorice, powdered, pure	37	
Logwood, bulk (12 and 25 lb boxes)	9	
Logwood, 1/2 lb (25 lb boxes)	12	
Logwood, 1/4 lb	13	
Logwood, ass'd do	14	
Fluid Extracts—25 per cent. off list.		

Ammonia	10	11
Chamomile, Roman	25	
Chamomile, German	25	

Aloes, Barbadoes	60	75
Aloes, Cape (Powd 24c)	18	
Aloes, Socotrine (Powd 60c)	50	
Ammoniac	28	30
Arabic, extra select	60	
Arabic, powdered select	60	
Arabic, 24 picked	35	
Arabic, 34 picked	35	
Arabic, sifted sorts	30	
Assafoetida, prime (Powd 35c)	40	
Benzoin	55	60
Camphor	20	25
Catechu, 1/2 lb (4c, 1/2 lb 16c)	13	
Euphorbium powdered	35	40
Gamboge	90	100
Guaiac, prime (Powd 45c)	30	
Kino (Powd 30c)	20	

Myrrh, Turkish (Powd 47c)	4	15
Opium, pure (Powd \$5.75)	4	15
Shellac, Campbell's	30	
Shellac, English	25	
Shellac, native	24	
Shellac bleached	30	31
Tragacanth	30	31

Hoarhound	25	
Lozenges	25	
Peppermint	25	
Rue	40	
Spearwort	24	
Sweet Majoram	25	
Thyme	30	
Wormwood	25	

Citrate and Quinine	6	40
Solution muf. for tinctures	7	
Sulphate pure crystal	7	
Citrate	65	
Phosphate	65	

LEAVES.		
Bucha, short (Powd 25c)	12	13
Sage, Italian, bulk (1/4 & 1/2, 12c)	18	20
Senna, Alex. sifted and garbled	22	
Senna, powdered	22	
Senna tinctivell	18	
Uva Ursi	35	
Belleadonna	35	
Foxglove	30	
Henbane	35	
Rose, red	2	35

W. D. & Co.'s Sour Mash Whisky	2	62
Druggists' Favorite Rye	1	75
Whisky, other brands	1	60
Gin, Old Tom	1	35
Gin, Holland	1	65
Brandy	1	75
Catawba Wines	1	25
Port Wines	1	35

MAGNESIA.		
Carbonate, Patterson's, 2 oz.	25	
Carbonate, Jennings's, 2 oz.	25	
Citrate, H. P. & Co.'s solution	2	25
Calcined	65	

Almond, sweet	45	50
Amber, rectified	45	
Anise, Italian	2	10
Bay Oil	2	1



## The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

OFFICE IN EAGLE BUILDING, 3d FLOOR.

[Entered at the Postoffice at Grand Rapids as Second-class Matter.]

WEDNESDAY, NOVEMBER 19, 1884.

### Credits in Business.

From the United States Economist.

Not only are credits necessary, but they involve further obligations of a high order on the part of those who give them. Of course, all risks are calculated and constitute a part of the charge on goods so sold. It is expected that there may be some failures, that there may be some wide-spread business troubles, or that there may be money stringency at times. It is a part of an implied contract, a part of the high mercantile character, a part of the largeness of the true merchant, that when such times do come the debtor should not be pounced upon and forced to the wall because his hands are tied by events which he could not control. It is in such times as these, in fact, that the difference is seen between the real merchant and the mere trader. The man who has his tens of thousands at stake with a customer of whom he hears some rumors of difficulties, is likely, as in more than one case which we know of, to proffer aid or an extension of credit. On the other hand, it is but too often the case that the man who has only a few dollars, or hundreds at most, at stake, is very active with his tongue in weakening and pulling down his customer, caring for no amount of destruction he brings about, so that he may possibly be ahead of others to save the dollar that is owing him.

But it is not only when a merchant may be actually in such trouble that such creditors seek to work destruction. It is often the case in times like the present, for instance, that their principle is to try to break down the credit of men in good standing. Rumor is a powerful agency of destruction at such times, and however good a balance sheet a merchant may have, it is often in the power and heart of those huxtering characters to strike dead blows in their greed for gain, or out of mere dissoluteness of mercantile character. If a merchant can make a fair showing at such a time, he is entitled to be upheld by his creditors, and, besides, their interests are identical with his own. The mercantile community would be spared many a disaster, if a high sense of responsibility in such cases were generally prevalent.

Credits not only entail responsibilities of this kind upon the creditors, but merchants should not make rash credits in their zeal to sell goods. A risky expansion of business by such methods as the present system of long datings-ahead, is apt to weaken the courage and magnanimity of the best merchants in times of difficulty, but it should be considered that the more risk is taken, the more incumbent it should be upon the creditor to stand by his customer in the hour of peril. Credits are necessary and wholesome, but they are inseparable from the correlative duty mentioned and a sense of magnanimity on the part of the true merchant.

### Peculiarities of Travel in a Sleeping-Car.

The abundance of railways makes travel a luxury instead of a crucifixion. There are, however, some peculiarities which may be noticed, and one of these is one which I am sure the traveling public will thank me for calling attention to. It is to be found in the fact that the person in charge of the sleepers is, as a rule, an African, whose tropical blood demands a high temperature. The moment the passengers are in their berths he proceeds to close all the ventilators and open the dampers of the stoves. In a little while his chilled blood is warmed to a comfortable degree, the car becomes almost as hot as the fiery furnace in which the three Hebrews were to be cremated, the atmosphere is stifling with the intense heat and noxious from the imprisoned emanations of the breath and the perspiration of the suffering sleepers. There are groans, writhings, profanity and discomfort all over and through the car save in the case of the slumbering African. He sleeps serenely. What suffocates the others appears to add oxygen to his blood; he stews in the grease of the vile composition which fills the car and is supremely happy.

Now, the railway which will supply Africans of lower thermometer averages, and who will not have chills at a temperature below a hundred degrees, will confer a "boon" on the traveling public.

### A Good Paper.

The Youth's Companion is a paper which it is a pleasure to praise. For it demonstrates that it is not necessary to poison a boy's mind in order to stimulate him. The pulse is made to throb, but with an impulse to do right and fill a high place in the world's estimation. That this can be done and that The Companion has been able to achieve a circulation of 325,000 copies, is no small testimony to the skill and liberality with which it is edited. Those who know the paper best wonder how any American family is willing to do without it. The price is \$1.75 a year. Subscriptions sent in now will entitle to copies of all the remaining issues of this year, as well as to the whole year 1885.

Needed by every retail grocer or confectioner, one or more of Kenyon's Patent Spring Paper Bag Holders. Each has capacity of containing about fifty bags. Their great convenience can be learned by having one mailed for 30c, four for \$1, or one dozen expressed for \$2.50 from Kenyon Brothers, Wakefield, Rhode Island.

Nearly 2,000 watches are made every day in New England.

## Jennings & Smith

(Props. Arctic Manufacturing Co.)

MANUFACTURERS OF

FINE PERFUMES

—AND—

TOILET ARTICLES.

Jenning's

Flavoring Extracts.

Arctic

Improved

BAKING POWDER.

KID DRESSING,

MUCILAGE,

BLUINGS,

INKS, ETC.



G. S. YALE & BRO.,

—Manufacturers of—

FLAVORING EXTRACTS!

BAKING POWDERS,

BLUINGS, ETC.,

40 and 42 South Division St.

GRAND RAPIDS, MICH.



ARCTIC



IMPROVED  
BAKING  
POWDER

This Baking Powder makes the WHITEST, LIGHTEST and most HEALTHFUL Biscuits, Cakes, Bread, etc. Persons suffering with indigestion or dyspepsia, will find that they can eat freely of warm bread prepared with the Arctic Improved Baking Powder. Under no circumstances will you suffer from heartburn, sour stomach or indigestion when you eat food prepared with this unequalled Baking Powder. TRY IT and be convinced. Prepared only by the Arctic Manufacturing Co., Grand Rapids.

KEMINK, JONES & CO.,

Manufacturers of

Fine Perfumes,

Colognes, Hair Oils,

Flavoring Extracts,

Baking Powders,

Bluings, Etc., Etc.

ALSO PROPRIETORS OF

KEMINK'S

"Red Bark Bitters"

—AND—

The Oriole Manufacturing Co.

78 West Bridge Street,

GRAND RAPIDS, MICHIGAN.

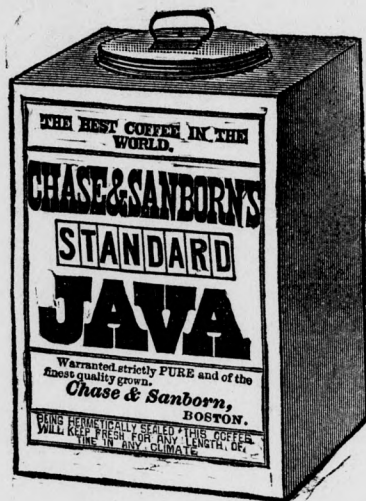
## BUY, SELL, DRINK

—THE—

# BEST COFFEE in the WORLD

## Chase & Sanborn's

# Standard Java.



Always packed in Air-Tight Tin cans, thereby perfectly retaining Strength and Flavor.

## Over 15,000 Grocers

Throughout the United States and Canada

Pronounce it the **FINEST COFFEE** they ever sold and testify that it has largely increased their sales by its **SUPERIOR QUALITY**.

The following testimonial coming as it does from one of the largest if not the largest grocers in the United States, is worthy of your consideration:

CINCINNATI, December 20th, 1883.

MESSES. CHASE & SANBORN, Boston, Mass.

GENTLEMEN—In reply to yours of the 18th inst., asking our views in regard to the general excellence of your "STANDARD JAVA," will say that our house was founded in the year 1840, and from that time to the present our earnest united efforts have been to secure goods which represented the very highest grade of quality, and the success we have had and the reputation we enjoy we attribute to this policy.

About a year ago our attention was called to your "STANDARD JAVA," we personally tested it very carefully and to our mind it was most excellent. We then ordered a sample lot and placed it before our customers for approval, and it was pronounced by them a very fine Coffee. Since then as you know we have bought largely, and freely admit that it gives the best satisfaction. It is uniform in quality, and we have daily proofs from consumers that it is richer, finer flavored and more uniform than the Coffee we formerly sold which was the finest brand of Ankola or Mandeheling Java in the market.

Yours respectfully,

(Signed,) **Joseph R. Peebles' Sons.**

## Send for Sample Lot.

We guarantee to increase your Coffee trade. We have done it with others; we can with you.

## CHASE & SANBORN,

### Importers, Roasters and Packers,

Boston, Mass., U. S. A.

CANADIAN BRANCH,  
435 ST. PAUL STREET,  
Montreal, P. Q.

MICHIGAN AGENT.  
**H. T. Chase,**  
Sweet's Hotel, Grand Rapids.

# Oysters! Oysters!

WHOLESALE

## OYSTER DEPOT!

117 Monroe St.

WE HAVE NONE BUT THE BEST BALTIMORE AND NEW YORK STOCK AND WILL GUARANTEE YOU SATISFACTION.

Give us a Trial.

## F. J. DETTENTHALER.

## RINDGE, BERTSCH & CO.,

MANUFACTURERS AND JOBBERS OF

## BOOTS & SHOES,

We are agents for the Boston Rubber Shoe Co. and keep a full line of their Celebrated Goods—both Boston and Bay State. Our fall samples of Leather Goods are now ready for inspection.

Our Goods are Specially Adapted for the Michigan Trade.

14 and 16 Pearl Street, Grand Rapids, Mich.

## ENTERPRISE CIGAR CO.,

SOLE AGENTS FOR THE FAMOUS AND POPULAR BRANDS

# OLYMPIA,

—AND—

# LA BELLE SENORA.

Grand Rapids, Mich.

## F. J. LAMB & COMPANY,

—WHOLESALE DEALERS IN—

## Butter, Cheese, Eggs,

Apples, Onions, Potatoes, Beans, Etc.

State Agent for the Lima Patent Egg Cases and Fillers.

NO. 8 AND 10 IONIA STREET,

GRAND RAPIDS. - MICHIGAN.

## Choice Butter a Specialty!

BANANAS, LEMONS, EGGS, CHEESE, VEGETABLES, APPLES, CIDER.

Careful Attention Paid to Filling Orders.

## M. C. Russell, 48 Ottawa St., G'd Rapids.

## CLARK, JEWELL & CO.,

WHOLESALE

## Groceries and Provisions,

83, 85 and 87 PEARL STREET and 114, 116, 118 and 120 OTTAWA STREET,

GRAND RAPIDS, MICHIGAN.

## REMOVAL!

## Coal, Wood, Lime, Cement, Sewer Pipe, Etc,

Office removed to 3 Canal street, Basement

## A. B. KNOWLSON.

## IRA O. CREEN.

WHOLESALE

## Oysters and Fruits.

Sole Agent for

## MANOKEN BRAND.

30 and 32 Ionia Street

Grand Rapids, Mich.

## WALL PAPER & WINDOW SHADES

At Manufacturers' Prices.

SAMPLES TO THE TRADE ONLY.

House and Store Shades Made to Order.

68 Monroe Street, Grand Rapids.

## NELSON BROS. & CO.

## WM. SEARS & CO.

## Cracker Manufacturers,

Agents for

## AMBOY CHEESE.

37, 39 & 41 Kent Street, Grand Rapids, Michigan.



**H. LEONARD & SONS.**  
Importers.

# HOLIDAY GOODS!

## CALL EARLY AND OFTEN!

**H. LEONARD & SONS.**  
Importers.

The largest stock in Michigan now open and ready for inspection. It is an acknowledged fact that our line of these goods pays the merchant **BETTER PROFITS** with **QUICKER SALES** than any other because

Our Goods are Useful.  
They are Ornamental.  
There is no dead Stock among them.  
They are the most durable.  
They make the most Attractive Stock.

Ladies' Cups and Saucers,  
Gentleman's Cups and Saucers.  
Plate Sets.  
Bread and Milk Sets.  
Fruit Plates.  
Fruit Comports.  
China Shaving Mugs  
New Styles Vases.

New Styles of  
**TIN TOYS.**

### DOLLS!

Dressed Dolls,  
Limb Dolls,  
China Dolls,  
Papier Mache Dolls,  
Wax Dolls,  
Kid Dolls,  
Cloth Dolls.

### Dollar Toys!

Imported Colored Glass.  
**Folka Dot** and **Cracquel** in Pitchers, Tumblers, Salts, Peppers, Cider Sets, Water Sets and Spoon Holders.

### MAJOLICA WARE

At greatly reduced prices.  
Smoking Sets and Tobacco Boxes.

China Toys, China Figures and Iron Money Safes.  
**WOOD TOYS.**

We have such an Assortment that you can buy your Entire Stock of us.  
Send for printed lists showing Assortments we keep on hand ready for Shipment.

Send for Complete Price-List of Crockery, Glassware, Chandeliers, China, Decorated Tea and Dinner Sets, Lamps and all Lamp Goods.

# H. LEONARD & SONS.

#### BUSINESS LAW.

##### Brief Digests of Recent Decisions in Courts of Last Resort.

##### HAY SCALES—REAL ESTATE.

Hay scales built upon land by the owners are real estate, and pass with the soil under them.—Dudley vs. Foot & Morse, Supreme Court of New Hampshire.

##### CARRIER—DETENTION OF GOODS—LIABILITY.

In a recent case where goods which were to be converted into money were detained in transportation by a carrier, the Supreme Court of Texas held (Houston & Texas Central Railway vs. Jackson) that the carrier was liable to pay legal interest by way of damages.

##### LIFE INSURANCE—INSURABLE INTEREST.

A stranger who has no interest in the life of another can not obtain a membership for that person in any mutual benefit society where the membership secures an insurance on the life of the member, according to the decision of the Supreme Court of Indiana in the case of the Elkhart Association vs. Houghton, decided on the 30th ult.

##### REDEMPTION—RIGHTS OF JUDGMENT CREDITOR.

A judgment creditor after redeeming the land of his debtor from sale on execution, has no interest in or control over the redemption money. He has only the right to have the land sold on his execution, and to receive the proceeds of that sale, by applying the excess above the redemption money advanced, and interest, on his execution.—Brooks et al. vs. Sanders, Supreme Court of Illinois.

##### INJUNCTION—EQUITY.

A court of equity will not enjoin a judgment at law merely on the ground that the process in the suit in which judgment was rendered was not served on the defendant. To justify the interposition of a court of equity in such a case, it must be further shown that if the relief sought be granted, a different result will be obtained from that already adjudged by the void judgment. This is the rule under the common law authorities.—Supreme Court of Illinois.

##### ATTORNEY AND CLIENT—PURCHASE EXECUTION.

The mere relation of attorney and client does not of itself disable the attorney of a judgment creditor from buying on his own account at a sale in execution of the judgment, provided he act with perfect fairness and good faith and in no manner in opposition to the interest of his client. So held by the Supreme Court of Louisiana in the recent case of Hyams, administrator, vs. Herndon et al.

##### CARRIER—LIABILITY—SPECIAL CONTRACT.

While ordinarily the carrier's liability is to the consignee, yet the shipper is his agent in making the contract, and it is sufficient for the carrier to prove a special contract limiting his liability with the shipper. This may be done, according to the decision of the Kentucky Superior Court in the case of Adams Express Co. vs. Marshall, by showing that the shipper has voluntarily accepted a bill of lading containing the stipulation in question.

#### CONTRACT—ACCEPTANCY—ATTORNEY.

Where a person for whose benefit a contract has been made between other parties accepts the contract, it cannot be canceled by the parties so as to affect his right to enforce it, according to the decision of the Kentucky Court of Appeals in the case of Dodge's administration vs. Moss. In this case the act of an attorney was held to be the act of his clients, and equivalent to an acceptance by them of a contract made between third parties for their benefit.

#### CARRIER'S LIABILITY—CONNECTING LINES.

In a case recently decided by the Texas Court of Appeals the receipt given by the company between the parties read: "Received of J. W. Dupree one valise, valued at \$500, and for which amount the charges are made by said company, marked J. W. Dupree, to be forwarded to Grandview, Tex., and there delivered," etc., and contained a provision authorizing the company to deliver the valise to any connecting carrier, and exempting it from any loss which might occur after such delivery. The court in this case (Texas Express Co. vs. Pacific Express Co. et al.) held that the company could contract to carry the valise beyond its own line of road, and that having done so it could not legally stipulate that it would not be liable for loss except on its own lines, but that it was responsible for the negligence of the connecting lines.

#### AUTHORITY OF AGENT—USAGE.

In the case of The National Furnace Co. vs. the Keystone Manufacturing Co., decided by the Supreme Court of Illinois at the September term, the following facts appeared: A corporation engaged in the manufacture of pig iron adopted, through its directory, a resolution as follows: "Resolved, that A. B. of Chicago, be and is hereby appointed and employed by this company as its sole agent for the consignment and sale of its entire product, he to receive a commission," etc. This agent assumed to authorize another to make contracts in respect to the subject matter of the agency, and the latter did contract, on behalf of the corporation, with another manufacturing company to supply the latter with all the pig iron they should need, use or consume in their business during the then ensuing season of such business. It was shown to have been the custom in Chicago for iron brokers to employ salesmen to make contracts to furnish manufacturers with the year's supply of iron, to be delivered as ordered. Upon the question as to the extent of the agent's authority under these circumstances, the court held that under the resolution appointing him, in connection with the usage of trade in Chicago among this class of dealers, he had authority, as the general agent of his principal, to contract, through the instrumentality employed, for the sale of iron thereafter to be produced, and to be delivered in the future as ordered, and that his authority was not limited merely to the sale of the iron when it was ready for the market. The court further held that, aside from any usage or custom among dealers, the resolution of appointment itself was broad enough in its terms to constitute the person appointed the general agent of the principal in respect to the business to which it related, and authorized him to contract for the future delivery of iron, as was done.

## Hecker's Standard Manufactures.

### Hecker's Self-Raising Buckwheat

Is made from best New York and Pennsylvania stock. Has a purple label printed in black ink.

Boxes, 32 3 lb packages, \$5.15. 16 6 lb packages, \$5.

### Hecker's Self-Raising Criddle-Cake Flour

For all uses where a batter is required, and for Muffins, Griddle Cakes, Waffles, Puddings, Apple, Peach, Fish or plain Fritters, Etc. Has a yellow label printed in green ink.

Boxes of 32 3 pound packages, \$4.50. 16 6 pound packages, \$4.35.

### Hecker's Self-Raising Wheat Flours,

A little water, with the means of making a fire, being all that is requisite in any situation to secure a loaf of excellent lightbread or biscuits, etc.

Superlative Boxes, holding 16 6 lb papers.....	5 25
New Process Brand—Boxes holding 32 3 lb papers.....	5 00
New Process Brand—Boxes holding 16 6 lb papers.....	4 85
Red Brand—Boxes holding 32 3 lb papers.....	4 50
Red Brand—Boxes holding 16 6 lb papers.....	4 55
Blue Brand—Boxes holding 16 6 lb papers.....	1 00

### Hecker's Rolled Wheat, or Wheaten Crits

Surpasses all other preparation of wheat for producing and maintaining a healthful, active condition of the system, and is peculiarly beneficial to dyspeptics and persons of sedentary habits.

Boxes holding 24 2 lb packages, \$3.50 per box.

### Hecker's Partly-Cooked Rolled Oats.

Is made from specially selected grain. A very superior article.

Boxes holding 24 2 lb pkgs., \$3.50 per box.

### Hecker's Farina

Is made entirely from wheat, and consists of granulated particles of the berry adhering to the outer pellicle after crushing. It is an especially nutritious food for invalids and infants, and a most delicious desert when made into jelly or blanc mange, and served with sauce or fruits.

Boxes holding 4 cartons, 12 lb pps., each, \$4.50.

Boxes holding 24 1 pound papers, each, \$2.30.

### Hecker's Hominy or Corn Crits

Is made from fine white flint corn.

Boxes holding 24 2 lb packages, \$3.50 per box.

PURITY AND STRENGTH GUARANTEED.

## Hecker's Perfect Baking Powder

Is made from Pure Cream Tartar. It is PERFECTLY HEALTHFUL, and its Baking Qualities cannot be surpassed.

N. B.—We offer the trade every inducement in Quality and Price to warrant them in pushing the sale of goods that have been recognized as **STANDARD FOR OVER FORTY YEARS.**

**George V. Hecker & Co.**

### Butts' Patent Processed

## "Hulled Corn Flour"

—FOR—

### Griddle Cakes, Gems, Waffles, Etc., Etc

Finest and Best Selling Article of the Kind ever placed on the Market. Guaranteed to be as Represented, or No Sale. For Sale by all Jobbers in Grand Rapids.

### Butts' Patent Processed Buckwheat

Is Warranted to be the Straightest and Best Goods Ever offered to the Trade.

PLEASANT TO TAKE, ACTS MILDLY, CURES QUICKLY.  
**DUNHAM'S SURE CURE FOR FEVER & AGUE.**

One Dose taken during the Chill, arrests the disease in 20 minutes.  
**NEVER KNOWN TO FAIL.** Money returned if it does not cure. Price, 50c. Ask druggist for it. Sent prepaid for 60 cts. Address, WESTERN MEDICINE CO., Grand Rapids, Mich.

**WESTERN MEDICINE CO.'S TONIC LIVER PILLS.**

Purely Vegetable; contain no calomel, mineral poison or quinine. Act directly on the Liver, "tone up" the system, aid digestion and purify the blood. **POSITIVELY CURE HEADACHE AND CONSTIPATION.** Invaluable for Biliousness, Indigestion, Hypochondria, etc. Sent free on receipt of price, 25 cts. Sample package free. WESTERN MEDICINE COMPANY, Grand Rapids, Mich.

#### THE "GOOD ENOUGH" FAMILY



CLOSED.



OPEN.

### Oil & Gasoline Can.

EVERY LIVE DEALER SHOULD SELL THEM.

This is the Most Practical Family Can ever Offered to the Trade.

Cannot be Excelled for Convenience, Cleanliness, Comfort.

Lamps are filled direct by the Pump without lifting the Can; the Discharge tube adjusting to suit the height of any lamp.

No dropping oil on the floor or table. No faucet to leak or get knocked open to waste contents or cause explosions. In getting can refilled, no parts to be left at home to drain oil over floor or become injured. No Corks to lose—Closes itself perfectly air tight—No Leakage—No Evaporation.

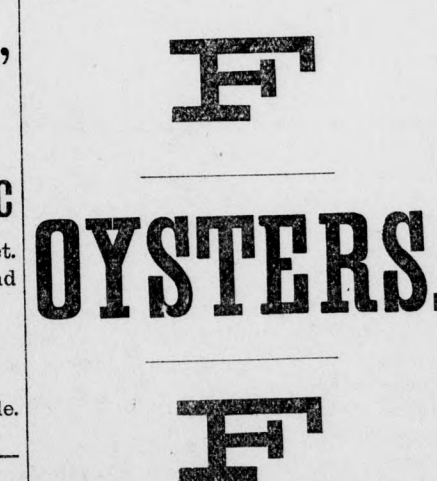
The dealer in selling this can is enabled to make a good profit, and in a measure avoid the annoyance of the small can, while you guarantee your customer absolute safety and the greatest possible convenience.

MANUFACTURED BY

**WINFIELD MFG. CO.,**  
**WARREN, OHIO.**

FOR SALE TO THE TRADE BY  
(H. LEONARD & SONS, GRAND RAPIDS.  
FOSTER, STEVENS & CO.,  
GEO. C. WETHERBEE & CO., DETROIT.

Send for Circulars & Price-List.



We are sole Michigan agents for the celebrated "F" brand, packed by J. S. FARREN & CO., Baltimore, and are prepared to fill orders for CAN or BULK oysters at the lowest market prices either from here or from Baltimore direct. NO BETTER GOODS PUT UP. H. M. BLIVEN has charge of this department and will give your orders personal and prompt attention. We solicit your order.

**Putnam & Brooks.**



# Groceries.

## TRADE OUTLOOK.

### Effect of the New Administration On Business.

Chicago News: Prominent business men of Chicago express no alarm at the prospect of a change in the administration of the affairs of the government. The excitement attendant upon the election has militated somewhat against the regular current of business, but not to such an extent as to create any apprehension for the future. Some are of the opinion that the unseasonable weather of late has had more to do with the temporary lull in business than any fear that Democratic rule would operate against the business interests of the country. The tariff policy of the incoming party was adverted to as likely to be an important factor in determining the permanent results on business, but no one seemed to entertain the opinion that the changes, if any, will be so radical as to retard the country's prosperity.

New York Shipping and Commercial List: The week opens with the political atmosphere clearing, the uneasiness growing out of the uncertainty of the result of the election that generally prevailed last week, gradually disappearing, and a disposition to abide by the verdict of the majority, whatever it may be. That even the accession to power of another political party is viewed without dismay by conservative business men, is sufficiently demonstrated by the fact that amid all the recent excitement of party strife, the commercial situation has been scarcely disturbed, and now presents the same calm aspect that prevailed a week ago.

Indianapolis Grocer: Now that the elections are over, let us give business a chance. It is the duty of every good citizen to abide by the decision of the majority of the people, and as the voting is over, and nothing is to be gained by a wild abandonment of occupations to indulge in the luxury of fruitless controversy and excessive hilarity, let us "sober up" and concentrate energies upon business. It is an unfortunate necessity that compels us to divert our energies six months every fourth year, and three months, to some extent, at least, every other year, to political ends. But in republics the sovereign must make exercise of his powers, and these are to vote and convince others to vote right. But when the ballots are cast the fight is over. There is no further appeal, and the resort should then be to the store, the workshop, the plow, and the counting room. Here's to the general good of our whole country during the administration of our new President.

Northwestern Lumberman: The week past has been devoted more to speculating on the results of the late national election and waiting for the count than to business. The lumber trade, such as there is, has continued in motion, but the men engaged in it have discharged their duties in a perfunctory way, not knowing whether or not they were laying sure foundations for future prosperity. The lumbermen of the country, like other business men, are more or less distrustful of the results of a presidential election, and when the final count fails to be prompt and satisfying their distrust is intensified. Yet we know of no lumberman who proposes to wind up business on account of a change of administration. There is only a waiting and careful looking to see what shape governmental affairs will take. Few will undertake to branch out into new enterprises this winter. Expenses will be reduced and kept to the minimum as nearly as possible; everything will be conducted in a conservative way, and devoid of unnecessary risk. The stock of lumber on hand is ample for all requirements, and the work of distributing it to a legitimate trade will engage the hands of manufacturers for the next few months, while logging will be prosecuted on a scale somewhat restricted as compared to the lavish manner of previous years. From now until spring there will undoubtedly be manifested a degree of moderation in all things—a feeling along the way that leads into the future. It can truthfully be said that there is a lack of confidence in the minds of lumbermen as to the shape affairs will assume for the year to come. While they are not discouraged or bowed down, they feel as if they would like to see a clearing away of doubts, a settlement of some uncertain questions of government policy. If the incoming administration could be induced to cast some shadow before, indicating what is to be its policy in regard to the revenue, the surplus in the treasury, the financial system of the country generally—whether the new administration is to be a bull in a china shop (pardon the simile) or a conservative, safe custodian of the nation's interests—it would act as a pacification of much fear and perturbation. All are ready to acquiesce in a change, and give a cordial support to the new government, if a guarantee of a safe, careful, and, withal, progressive policy can be assured. The business men of the country want but little disturbing tinkering with the revenue or finances, neither do they want a reactionary policy that shall check advancement toward the grand future to which all spirited citizens aspire. They want security and a free field, and these only.

The tobacco crop of this country, which, in 1864, was but 197,000,000 pounds, promises to be between 600,000,000 and 700,000,000 pounds, or more than three times that of twenty years ago. The acreage, which in 1864 was 239,826 has jumped to nearly 700,000, while the value of the crop, which in 1864 was \$30,000,000, will probably reach \$45,000,000 or \$50,000,000 in 1884.

### Plenty of Bad Figs in Market.

From the New York Sun.

Wholesale fruit dealers in this city are receiving complaints every day about the figs which they have forwarded to their out of town customers. The figs are said to be sour, and often decayed.

"The fig crop in Turkey has been unusually large this year," an importer said recently, "and there are quantities of figs in this market. The fault is that the figs have not been properly cured. Many were picked before they were ripe, and many have been shipped before they were thoroughly cured. Every year this happens to some extent, but never to such an extent as at present. One of the reasons for the figs being bad is that the hot weather has lasted longer than usual, and has caused the figs to sweat and become sour."

"How are they selling?"

"Anywhere from six cents to twenty cents a pound. A very fair article can be bought for fourteen cents. Last year nearly \$400,000 worth of imported figs came to this country. This year there were more in bulk, but they are not worth so much."

### At Half Cost.

From the New England Grocer.

"Sugar at half cost," was the label posted in a Boston grocer's store window.

"What are you paying per pound for sugar, now?" asked a customer of the clerk at the sugar counter.

"We are paying a trifle over six cents per pound at wholesale," said the clerk.

"Well," said the customer, "I'll take a pound. He's your pay," handing out three cents.

The clerk delivered the goods, put the three cents in the money drawer, and then that sign came down in the twinkling of an eye. No more goods sold "at half cost" in that store.

### Should Have Come to Grand Rapids.

The following, from the Chicago Grocer, relates the disastrous consequences frequently attendant upon a visit to the Wicked City—consequences which could have been avoided by coming to this market instead:

Henry Phillips, a grocer hailing from Lawrence, Mich., came to the city a few days ago to purchase a stock of goods, but falling in with some giddy habits of the "levee," was soon pickled, and was picked up by the patrol and taken to the armory at an early hour the following morning. He looked very penitent when he appeared before Justice Foote, and fortunately had money enough left to pay the fine of \$1 and costs which the court assessed him.

### Dairymen's Convention.

C. B. Lambert, the well-known writer of dairy topics, makes the following pertinent suggestions:

I am in hopes that some of the factory-men will bestir themselves and call a factorymen's convention. Michigan has many advantages for being a dairy state, but the dairymen lack system.

The commercial editor of the Cleveland Herald says: "If two pots of butter be taken, and the one thoroughly washed in weak brine so that it will not color the water, and then work it over and expel the surplus moisture, and take another lump from the same churning and work it over without washing, but salt it at the rate of an ounce to the pound, and set them away, the salted butter will be the first to get rancid and worthless."

It is claimed that certain Detroit jobbers are disregarding the compact recently made with the manufacturer of "Hiawatha" by giving a rebate of 50 cents on every five pails purchased. THE TRADESMAN will investigate the report, and ascertain the exact facts in the matter.

A premium of thirty thousand dollars, says the Paper World, has been offered by the Mexican Government to any one who will establish in that country a paper mill at a cost of \$150,000. The Government will also concede the right to all cactus plants on the State lands.

The Minister of Commerce of France has issued a second circular calling upon the police to enforce the law prohibiting the use of salicylic acid in all kinds of food. French brewers are very indignant, as salicylic acid had been extensively used in spite of the law.

Direct shipments of Florida oranges are now coming in and the quality is very good and prices low. Lemons are steady. Chestnuts are a little heavier. Peanuts are easy, with slightly lower prices for new stock in Virginia.

Wisconsin has fully a thousand creameries and cheeseeries.

### "STATE SEAL."

Cody, Ball & Co.'s New Brand of Fine-Cut. Stimulated by the almost unparalleled success of their brand of plug tobacco, "Tramway," Messrs. Cody, Ball & Co. have been experimenting for some months past on a brand of fine-cut that will be as fine in quality, give as good value for the money, and prove as satisfactory to the retailer and consumer as "Tramway," and they have been rewarded by the production of a piece of goods that has no equal on the market and is bound to meet with the same generous recognition accorded its predecessor in the plug line. "State Seal" is made from the best selected leaf, by the best known processes, is of superior strength and excellent flavor, and is as fine as anything on the market, no matter what the price. See quotations under Price Current.

### Florida Oranges.

We notice that Putnam & Brooks have just received another car of very fine oranges direct from the growers in central Florida.

### WHOLESALE PRICE CURRENT.

#### AXLE GREASE.

Frazer's	85
Diamond	60
Paragon	50
Paragon, 20 lb pails	60

#### BAKING POWDER.

Artic 1/2 cans	45
Artic 1/4 cans	75
Artic 1/8 cans	1.40
Artic 1 lb cans	2.40
Artic 5 lb cans	12.00
Dry, No. 2	25
Dry, No. 3	45
Liquid, 4 oz	35
Liquid, 8 oz	45
Artic 4 oz	4.00
Artic 8 oz	8.00
Artic 16 oz	12.00
Artic No. 1 pepper box	2.00
Artic No. 2	3.00
Artic No. 3	4.50

#### BROOMS.

No. 1 Carpet	2.50
No. 2 Carpet	2.25
No. 1 Parlor Gem	2.75
No. 1 Hurl	2.00
No. 2 Hurl	1.75
Fancy Whisk	1.10
Common Whisk	.85

#### CANNED FISH.

Clams, 1 lb standards	1.40
Clams, 2 lb standards	2.65
Clam Chowder, 3 lb	2.20
Cove Oysters, 1 lb standards	1.10
Cove Oysters, 2 lb standards	1.45
Cove Oysters, 1 lb slack filled	1.25
Cove Oysters, 2 lb slack filled	1.55
Lobsters, 1 lb picnic	1.75
Lobsters, 1 lb star	2.25
Lobsters, 2 lb star	3.25
Mackerel, 1 lb fresh standards	6.50
Mackerel, 5 lb fresh standards	3.25
Mackerel in Tomato Sauce, 3 lb	3.25
Mackerel, 3 lb in Mustard	3.25
Mackerel, 3 lb broiled	3.25
Salmon, 1 lb Columbia river	1.40
Salmon, 2 lb Columbia river	2.60
Salmon, 1 lb Sacramento	1.50
Salmon, 2 lb Sacramento	2.60
Sardines, domestic 1/2s	.85
Sardines, domestic 1/4s	1.35
Sardines, Mustard 1/2s	1.25
Sardines, imported 1/2s	2.00
Sardines, imported 1/4s	2.00
Sardines, imported 1/2s, boneless	3.25
Sardines, Russian kegs	.55
Trout, 3 lb brook	2.75

#### CANNED MEATS.

Apples, 3 lb standards	.90
Apples, gallons, standards, Erie	2.50
Blackberries, standards	1.15
Blackberries, 1 lb standards	1.15
Cherries, Erie, red	1.30
Cherries, Erie, white wax	1.90
Cherries, French Brandy, quarts	2.50
Cherries, White	1.10
Egg Plums, standards	1.35
Egg Plums, Erie	1.45
Gooseberries, standards	1.00
Gooseberries, 1 lb standards	1.00
Green Gages, standards	1.50
Green Gages, Erie	1.50
Peaches, Brandy	3.10
Peaches, Extra Yellow	2.40
Peaches, standards	1.50
Peaches, second	1.50
Pie Peaches, Kensett's	1.10
Pears, Bartlett, Erie	1.70
Pineapples, Erie	2.25
Plums, Golden Drop	2.25
Quinces	1.45
Raspberries, Black, Erie	1.45
Raspberries, Red, Erie	1.40
Strawberries, Erie	1.35
Whortleberries, McMurry's	1.40

#### CANNED FRUITS—CALIFORNIA.

Apricots, Lusk's	2.60
Egg Plums	2.50
Grapes	2.50
Green Gages	2.50
Pears	2.50
Quinces	2.50
Peaches	3.00

#### CANNED VEGETABLES.

Asparagus, Oyster Bay	3.25
Beans, Lima, Erie	1.25
Beans, String, Erie	.90
Beans, Lima, standard	.90
Beans, Stringless, Erie	.90
Beans, Lewis' Boston Baked	1.60
Corn, Erie	1.15
Corn, Red Seal	1.10
Corn, Acme	1.10
Corn, Reverse	1.10
Mushrooms, French, 100 in case	1.10
Peas, Early extra, small sifted, Erie	2.25
Peas, French, 100 in case	2.25
Peas, Marofat, standard	1.40
Peas, Beaver	1.75
Peas, early extra	1.00
Pumpkin, 3 lb Golden	1.00
Rhubarb, Erie	1.10
Squash, Erie	1.25
Succotash, Erie	1.20
Succotash, standard	.75
Tomatoes, Red Seal	1.00

#### CHOCOLATE.

Boston premium	.65
Baker's premium	.60
Runkles	.65
German sweet	.65
Vienna sweet	.65

#### CORRUGATED.

Green Rio	12 @14
Green Java	17 @27
Green Mocha	25 @27
Green Java	14 @17
Roasted Java	24 @32
Roasted Mar.	17 @19
Roasted Mocha	22 @32
Roasted Mocha	17 @19
Ground Rio	17 @19
Arbuckle's	17 @19
XXXX	17 @19
Dilworth's	17 @19
Lovering's	17 @19
Magnolia	17 @19

#### CORDAGE.

72 foot Jute	1.25
60 foot Jute	1.15
60 foot Cotton	1.75

#### FLAVORING EXTRACTS.

Jennings' 2 oz	1.00
" 4 oz	2.50
" 8 oz	3.50
" No. 2 Taper	1.25
" No. 4	1.75
" 1/2 pint round	9.00
" No. 8	3.00
" No. 10	4.25

#### Jennings' 2 oz

" 4 oz	2.50
" 8 oz	4.00
" No. 2 Taper	1.50
" No. 4 Taper	3.00
" 1/2 pint round	7.50
" No. 8	4.25
" No. 10	6.00

#### FISH.

Bloaters, Smoked Yarmouth	1.10
Cod, whole	4 1/2 @ 7 1/2
Cod, Boneless	5.00 @ 7 1/2
Cod, pickled, 1/2 bbls	3.00
Halibut	1.40
Herring, 1/2 bbl	2.50
Herring, Sealed	2.50 @ 2.75
Herring, Holland	.20
Mackerel, No. 1, 1/2 bbls	5.00
Mackerel, No. 1, 12 lb kits	2.50
Shad, 1/2 bbl	1.60
Trout, No. 1, 1/2 bbls	4.85
Trout, No. 1, 12 lb kits	.90
White, No. 1, 1/2 bbls	5.50
White, No. 1, 12 lb kits	2.25
White, No. 1, 10 lb kits	.90
White, No. 1, 12 lb kits	1.00

#### FRUITS.

Apples, Michigan	5 1/2 @ 6 1/2
Apples, Dried, York State, evap, bbls	.60
Apples, Dried, York State, evap, box	.60
Cherries, dried, pitted	.60
Citron	.25
Currents, crop	.35
Peaches, dried	1.30 @ 1.40
Prunes, Turkey	.55
Prunes, French	.60
Raisins, London Layers	3.20
Raisins, Loose Muscatels	.22 @ .25
Raisins, Valencia	.10 @ .12
Raisins, Dehesa	.65 @ .60

#### Grand Haven, No. 9, square

Grand Haven, No. 8, square	1.50
Grand Haven, No. 200, parlor	2.50
Grand Haven, No. 300, parlor	3.75
Grand Haven, No. 400, parlor	4.50
Richardson's No. 2, square	2.70
Richardson's No. 3, do	2.55
Richardson's No. 5, do	1.70
Richardson's No. 8, do	1.70
Richardson's No. 9, do	1.70
Richardson's No. 4, round	2.70
Richardson's No. 7, do	2.70
Richardson's No. 10, do	2.70
Richardson's No. 30, 3 gro	2.00
Richardson's No. 312 gro	1.25
Electric Parlor No. 17	3.20

#### MOLASSES.

Black Strap	16 @ 18
Porto Rico	24 @ 28
New Orleans, good	40 @ 50
New Orleans, fancy	50 @ 55

#### OATMEAL.

18 1/2 b pkgs	63 @ 75
38 1/2 b pkgs	63 @ 75
Imperial bbls, steel cut	65 @ 75
Quaker bbls	65 @ 75
Steel cut	65 @ 75

#### Kerosene W. W.

do. Legal test	13
do. Legal test	10 1/2

#### PICKLES.

Choice in barrels med	5.50
Choice in 1/2 do	3.40
Dingee's quarts glass fancy	4.25
Dingee's pints do	2.40
American qt. in Glass	2.00
American pt. in Glass	1.30
C. & B. English quarts	3.50
C. & B. English pints	3.50
Chow Chow, mixed and Gerkins, quarts	5.75
Dingee & Co.'s C. C. M. & G. Eng. styles	3.50
Pure Sugar	22 @ 38

#### Imported Clay 3 gross

Imported Clay, No. 216, 3 gross	.02 @ .25
American T. D.	.00

#### PIPE.

Imported Clay 3 gross	.25 @ .30
Imported Clay, No. 216, 3 gross	.02 @ .25
American T. D.	.00

#### RICE.

Japan	7 1/2
Golden, Carolina	7 1/2
Prime Carolina	7 1/2
Java	6 1/2
Patna	6 1/2
C. & B. English quarts	5 1/2
Broken	5 1/2

#### SALERATUS.

DeLand's pure	.05 @ .54
Church's	.05 @ .54
Taylor's G. M.	.05 @ .54
Cap Sheaf	.05 @ .54
Sea Foam	.05 @ .54
S. B. & L's Best	.05 @ .54

#### SALT.

60 Pocket	2.50
28 Pocket	2.50
100 lb pocks	2.50
Saginaw Fine	1.00
Diamond C	1.75
Standard Coarse	1.55
Cap Sheaf	3.20
Ashton, English, dairy, 4 bu. bags	3.20
American, dairy, 1/2 bu. bags	25
Rock, bushels	30

#### SAUCES.

Lee & Perrins Worcestershire, pints	.05 @ .50
Lee & Perrins Worcestershire, 1/2 pts	.03 @ .50
Blackberry, 1 pint	.05 @ .50
Pepper Sauce, red small	.05 @ .50
Pepper Sauce, green	.05 @ .50
Pepper Sauce, red large ring	.05 @ .50
Pepper Sauce, green large ring	.05 @ .50
Catsup, Tomato, pints	.05 @ .50
Catsup, Tomato, quarts	.05 @ .50
Horseradish, 1/2 pints	.05 @ .50
Horseradish, pints	.05 @ .50
Green Gages, standard	.05 @ .50
Capers, French surfin, large	.05 @ .50
Olives, French, 16 oz bottle	.05 @ .50
Olives, Queen, 27 oz bottle	.05 @ .50
Olives, standard	.05 @ .50
Olive Oil, pints, Antonia & Co.'s	.05 @ .50
Olive Oil, 1/2 pints, Antonia & Co.'s	.05 @ .50
Olery Salt, Durkee's	.05 @ .50
Halford Sauce, 1/2 pints	.05 @ .50
Halford Sauce, 1/2 pints	.05 @ .50
Salad Dressing, Durkee's, large	.05 @ .50
Salad Dressing, Durkee's, small	.05 @ .50
Preserved Ginger, Calumet	.05 @ .50

#### SOAP.

Acme, 70 lb bars	.60 @ .64
Acme, 25 lb bars	.60 @ .64
Towel, 25 bars	.60 @ .64
Napkin, 25 bars	.60 @ .64
Best American, 90 lb blocks	.60 @ .64
Palma 60-1 lb blocks, plain	.60 @ .64
Shamrock, 100 cakes, wrapped	.60 @ .64
Master, 100 cakes, wrapped	.60 @ .64
Stearine, 100 cakes, wrapped	.60 @ .64
Marseilles, white, 100 cakes, wrapped	.60 @ .64
Cotton Oil, white, 100 cakes, wrapped	.60 @ .64
Lautz's 60-1 lb blocks, wrapped	.60 @ .64
Best American, 90 lb blocks	.60 @ .64
Savon, Republica, 60 lb box	.60 @ .64
Blue Danube, 60-1 lb blocks	.60 @ .64
London Family, 60-1 lb blocks	.60 @ .6



# CHEW ACORN PLUG!

Every Box Guaranteed to Suit the Trade.

THREE HUNDRED THOUSAND

Pounds Sold in Michigan in One Year

WITHOUT THE ASSISTANCE OF A SCHEME!

FOX, MUSSELMAN & LOVERIDGE

AND

HAWKINS & PERRY

Agents for Grand Rapids, Mich.

MANUFACTURED BY

DICK, MIDDLETON & CO., Louisville, Ky.

#### COUNTRY PRODUCE.

Apples—Winter fruit is selling for \$1.75@2.25 for choice hand-picked.

Beeswax—Steady at 42c per lb.

Beans—None moving, except large shipments to Eastern and Western markets. Dealers are paying 90c for unpicked, and selling for \$1.50 for picked. Medium unpicked commands \$1.25.

Butter—Somewhat lower, in consequence of the late grass incident to the fine weather of the past month. Creamery still holds up to the old figure—34@35—but dairy commands only 20c for choice rolls and 18@20c for good packed.

Butterine—Not so much moving, on account of the great amount of good butter in market. Solid packed creamery commands 22c, but is eclipsed as regards sales by the dairy grade, which sells readily at 16@20c for choice rolls and 14@20c for choice packed.

Beets—No shipping demand.

Clover Seed—No local shipping demand. Dealers are paying \$4@4.25 for spring stocks and foreign shipments.

Cabbages—\$4@5 per 100.

Celery—Firm and about 25 per cent. higher, on account of the producers filling their "coops"—glass-roofed winter houses—thus lessening the immediate available supply. Selling at 25c per bunch.

Cheese—Full cream is firm and high and jobbing at 11½c for August, 12c for September, and 12½c for October.

Chestnuts—Ohio \$4.75 per bu.

Cider—Sweet, 10c per gal. for A No. 1.

Cranberries—Firm at \$12 for bell and cherry, and \$14 for Cape Cod or bell and bugle.

Eggs—No firmer, on account of the late warm weather, which has increased stocks very materially. The market is well supplied at 22c for fresh and 20c for pickled.

Grapes—Catawbas are yet in market, selling at 10c per lb or \$1 per basket.

Hops—Brewers pay 18c for medium Michigan stock.

Honey—Choice new is firm at 15c.

Hay—\$9@11 for new, and \$11@12 for baled.

Mince Meat—7@8c per lb according to quality.

Onions—\$1.75 per bbl. for yellow and \$1.50 for red.

Quinces—Entirely out of market.

Potatoes—If anything, sicker than ever. Cincinnati advices state that there are 100 cars on track at that market waiting a customer, the ruling price being 30@35c. Dealers are still paying 25c, but are only buying for present needs.

Poultry—Chickens, 14@16c. Fowls 12c.

Squash—Perfectly dead, the over-stocked condition of the market rendering it impossible to get more than ¼c per lb.

Sweet Potatoes—Jerseys are firmer and higher, selling readily at \$4.75@5.50. Baltimore and Muscatine, \$3.50@4 per bbl.

Turnips—25c per bu.

Timothy—No shipping demand, and dealers buy only for prospective wants.

#### GRAINS AND MILLING PRODUCTS.

Wheat—2c higher this week. Lancaster, 77; Pulse and Clawson, 74c.

Corn—No new stock in yet, although dealers are offered car lots Iowa county corn at 35c.

Oats—White, 28@30c per bu.

Rye—52@54c per bu.

Barley—Brewers pay \$1.25 per cwt.

Flour—Unchanged. Fancy Patent, \$5.50 per bbl. in sacks and \$5.75 in wood. Straight, \$4.50 per bbl. in sacks and \$4.75 in wood.

Meal—Bolton, \$1.50 per cwt.

Mill Feed—Screenings, \$14 per ton. Bran, \$13 per ton. Ships, \$14 per ton. Middlings, \$17 per ton. Corn and Oats, \$23 per ton.

#### VISITING BUYERS.

The following retail dealers have visited the market during the past week and placed orders with the various houses:

E. Medes, Coral.  
M. B. Nash, Sparta.  
E. Pangborn, Sand Lake.  
Wm. D. Carey, Wm. D. Carey & Co., Muskegon.  
H. E. Stafford, Battle Creek.  
Geo. A. Sage, Rockford.  
H. M. Freeman, Lishon.  
Geo. J. Shackleton, Lishon.  
W. A. VanLeuven, Ludington.  
W. W. Woodhams, Plainwell.  
W. S. Goodyear, Hastings.  
J. M. Dameron, Bangor.  
Byron McNeil, Byron Center.  
A. Sessions, Wayland.  
G. N. Reynolds, Belmont.  
Jos. H. Spies, Leroy.  
B. M. Dennison, East Paris.  
G. H. Walbrink, Allendale.  
Walter Struik, Forest Grove.  
J. Barnes, Austerlitz.  
W. S. Root, Forest Grove.  
Wm. Parks, Alpine.  
D. R. Stocum, Rockford.  
W. F. Rice, Alpine.  
J. M. Mann, Lishon.  
B. H. Woodin, Sparta.  
Dud. Watson, Watson & DeVost, Coopersville.  
Hoag & Judson, Cannonsburg.  
Henry DeKline, Jamestown.  
R. B. Farr, Hopkins.  
G. C. Baker, LeBarge.  
Morley Bros., Cedar Springs.  
Wagner & Wells, Eastmanville.  
J. D. P. Pierson, Pierson.  
A. B. Sunderland, Lowell.  
J. Gunstra, Lamont.  
Tnos. Cooley, Lishon.  
D. W. Shattuck, Wayland.  
B. R. Ogden, Howard City.  
J. W. Braginton, Hopkins.  
Norman Harris, Big Springs.  
Dr. R. Gibbs, Six Corners.  
Louis Christenson, Muskegon.  
G. W. Dailey, Big Rapids.  
Smedley Bros., Bauer.  
T. B. Haines, Cedar Springs.  
Mr. Carrel, Carrel & Fisher, Dorris.  
C. O. Bostwick & Son, Cannonsburg.  
A. Engberts, Beaver Dam.  
C. Keller, Logan.  
J. R. Odell, Fremont.  
Nagler & Beeler, Caledonia.  
Holland & Ives, Rockford.  
Walling Bros., Lamont.  
F. G. Thurston, Lishon.  
W. W. Pierce, Moline.  
F. C. Selby, Volney.  
C. W. Armstrong, Bowen's Mills.  
M. A. Knox, Tustin.  
C. Cole, Ada.  
Mr. Watrous, of Watrous & Lilley, Coopersville.  
Eli Runnels, Corunna.  
C. Porter, Chauncey.  
Mr. Sisson, Sisson Bros., Freeport.  
L. K. Smith, Luther.  
R. M. Gibbs, Gibbs Bros., Mayfield.  
J. H. Woodruff, Copley.  
J. E. Mailhot, West Troy.  
M. A. Massie, Greenville.  
O. D. Chapman, Stanwood.  
Frank Smith, Darling & Smith, Fremont.  
Sisson & Lilley, Spring Lake.  
O. E. Close & Co., Sand Lake.  
P. M. Lonsbury, Reed City.  
L. A. Gardner, Cedar Springs.  
C. E. & S. J. Koon, Lishon.  
S. T. Coleson, Alaska.  
J. W. Kirtland, Lakeview.  
Richards & Huntley, Saranac.  
Dr. Wm. VanPutten, Holland.

#### Dissolution of Partnership.

GRAND RAPIDS, Nov. 17, 1884.  
Notice is hereby given that the partnership heretofore existing under the firm name of Rickard Bros. has been dissolved by the retirement of C. S. Rickard. The business will be continued under the same firm name by F. A. Rickard and A. P. Rickard, who will pay all outstanding obligations and collect all debts.  
F. A. RICKARD.  
A. P. RICKARD.  
C. S. RICKARD.

#### PENCIL PORTRAIT—NO. 32.

Frank H. White, One of the "Old Pioneers."

Frank Hopkins White was born at Aurora, Erie county, N. Y., July 1, 1849. There he lived with his parents until fifteen years of age—improving the time meanwhile by attending the common school and Aurora Academy—when he removed with his parents to Buffalo, where he worked for two years for Thomas Barrett, retail groceryman. He then came to Grand Rapids, where he worked for about a year for Waters & Ranney—the first named partner being none other than Dan. H. Waters, the well-known wealthy lumberman. Not having a particular liking for the meat business, he left his position with that firm to enter the employ of Caulfield & Clancy, then doing a retail grocery business on Canal street at the present location of Dikeman's jewelry store. A year later the firm dissolved, John Caulfield continuing. Frank remained in the employ of the house about two years, when he accepted a clerkship with R. P. Sinclair, who was then engaged in the grocery business at the corner of Canal and Bronson streets. A year later he formed a copartnership with Fred Rose, under the firm name of Rose & White, and engaged in the grocery business on West Bridge street. That thoroughfare was not as well patronized in those days as at present, the average West Sider thinking it beneath his dignity to purchase his supplies on his side of the river, and as a consequence of this condition of affairs the boys were compelled to close out and quit. Frank then worked in the freight office of the G. R. & I. Railway for a year, when he re-entered the employ of John Caulfield, then doing a jobbing business, being the first traveler out of Grand Rapids for that house. At that time the G. R. & I. was not completed further north than Cedar Springs, and the outlying towns beyond were reached by means of long and tedious drives. Frank's territory included the northern trips and a run through the Holland colony, and his experiences in that early day were varied and interesting. His next change was to Crawford Bros., then doing business in the "old checkerboard store," which has given way to the improvements of the past decade. Leaving Crawford Bros.' employ, he engaged in the vinegar business, under the firm name of Hughes & White, but the unfortunate use of hard instead of soft water "downed" the firm, and Frank returned to his last position, remaining with the house in all about five years. He then started in the grocery business on the corner of Pearl and Front streets, continuing there one year, when he tried his hand at market gardening, the experience of one summer being sufficient to dampen his enthusiasm in that direction. Entering the employ of Jas. E. Furman, he remained with him one year, after which he spent a similar period with

Cody, Ball & Co., successively filling the positions of receiving and shipping clerk. He then entered the employ of Curtiss Dunton & Co., with whom he is still identified, having just entered upon his second year. His territory includes all available towns on the D., G. H. & M., east and west, Muskegon and the Pentwater branch, the Newaygo division, the Stanton branch and the Grand River Valley division of the Michigan Central. He sees his trade regularly every five weeks.

Personally, Mr. White is too well known to the trade at large to admit of extended mention at this time. Genial, enterprising and conscientious, he commands respect and confidence, and is sure to reap his share of the rewards which fall to tireless effort and earnest endeavor.

#### Monster Mercantile and Manufacturing Corporation.

Recognizing the necessity for greater concentration in the management of the extensive property interests in which he is heavily concerned, Mr. D. P. Clay has lately effected a consolidation of four important business operations under the name of the Newaygo Manufacturing Co. The lines so included are the Newaygo Co., owners of the mill properties at Newaygo; D. P. Clay & Co., owners of the general store, grist mill and other properties at the same place; the Clay & Locke Manufacturing Co., situated in this city, which produces an almost unlimited variety of woodenware; and the standing pine owned by Mr. Clay individually, and estimated at 50,000,000 feet. The new corporation has a capital stock of \$500,000, the stockholders being D. P. Clay, John W. Champlin, John E. More, H. Delos Kingsbury, Roger W. Butterfield, A. J. Daniels, Geo. H. Hobart and A. J. Reeves. The Board of Directors is composed of Messrs. Clay, More, Daniels, Hobart and Butterfield. The officers are as follows:

President—D. P. Clay.  
Vice-President—A. J. Daniels.  
Secretary—John E. More.  
Treasurer—Geo. H. Hobart.

The new arrangement will systematize the management of the four concerns very materially, besides simplifying the detail work incident to each branch of business, reducing to a minimum the recording of transactions between each industry.

The Manufacturers' Association, an organization effected some time ago to reduce the expense of selling the products of the four manufacturing concerns, will still continue, operating in common with the new corporation.

It will be observed that the Newaygo County Manufacturing Co., the Newaygo Furniture Co., and the Grand Rapids Manufacturing Co.—in all of which corporations Mr. Clay has a controlling interest—are not included in the new company.

## OYSTERS

AT

WHOLESALE.

We are receiving daily, direct from Baltimore. **FRESH OYSTERS**, in quantities to supply the trade of Northern Michigan. Our Oysters are canned in Baltimore by the well-known and reliable packers,

W. R. Barnes & Co.,

As soon as caught, thereby retaining the sweetness and flavor which makes this bivalve so palatable and makes them far superior to the goods sold by other dealers, which are shipped in bulk and canned in this city, after being from five to ten days out of the water.

We claim superiority for our goods, both in

**Quality and Quantity.**

"The proof of the pudding is in chewing the string." Send in your orders and they will receive our prompt attention.

WE ARE HEADQUARTERS.

**EATON & CHRISTENSON,**

77 Canal street,

Grand Rapids,

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Mich



## The Michigan Tradesman.

Subscribers and others, when writing to advertisers, will confer a favor on the publisher by mentioning that they saw the advertisement in the columns of this paper.

### CUSTOM AGAINST RIGHT.

Eggs by Count or Eggs by Weight? To the Editor of "The Tradesman."

When a poor man pays for thirty ounces of food and gets but twenty ounces, it is plain that he is *wronged*.

California and the Rocky Mountain territory are quick to see what constitutes injustice, hence everything is bought and sold by weight. The Eastern States still cling to the old and unrighteous custom of buying eggs by count in place of weight.

The man who has one dozen small eggs weighing twenty ounces gets the same as his thrifty neighbor for one dozen weighing thirty ounces. The consumer, be he poor or rich, buying these same eggs is wronged in the same manner.

Some fifteen years since, deeming this custom *unjust and wrong*, we inaugurated the plan of purchasing eggs by weight only—so far as we know the only concern east of the Rockies so doing. It has resulted in our securing all the large eggs, while our neighbors get the small ones. We have repeatedly demonstrated that one dozen small eggs weigh only one and one-quarter pounds, while one dozen large eggs weigh one and seven-eighths pounds, making a difference of fifty per cent. in favor of large eggs. Plainly speaking, this means fifty per cent. taken from the purchaser's pocket.

Should a man go to his butcher, and pay twenty cents for one pound of meat and his neighbor pay twenty cents for one and one-half pounds of the same kind, the case would be identical.

After our experience, it is a self-evident proposition that our law makers should take this matter in hand at an early day, and fix a law making it illegal to sell eggs other than by weight.

The fact that it has worked well on the eastern slope should be conclusive evidence to our lawgivers that the time has come when we should do away—for all time—with this base custom, which amounts to *fraud*. THE HANNAH & LAY MERCANTILE CO.

### Mistaken Ideas in Trade.

It is not sharp, brilliant, or enterprising to attract trade by advertising that goods will be sold for less than cost. No consumer gives the retailer credit for doing business on esthetic principles of philanthropy. They all know that he is in trade to make money, and that he will do it or go to ruin, and they also know that one day he will be called rogue, villain and other plain names. They like to buy goods at tempting prices, but they do not make up a purse to help a broken merchant, nor do any other acts of charity or generosity, which would show that they appreciate the sacrifice of name and money which enables them to buy goods so cheaply while the shell held out. They would even let a merchant be buried in the potter's field rather than help to pay his burial expenses and raise him a monument, should his woes cause his natural death, or self-destruction, when he awakes from his long-mistaken dream.

It is not true that a man can advertise certain goods at cost and then patch up a friendly scheme with his scales to help out the deception and prevent loss, without eventually being found out to his detriment by somebody. It is folly to recommend any article in stock which is out of condition, or dragging in sale on account of its being out of style or superseded by a better article, and guarantee it fully equal to any other new or bright goods. Sell it for what it is, a second-hand or inferior article, and make the price accordingly. It is a risk of trade from which no merchant should shrink, and it is not smart to work it off on some poor person who is easily gulled, for a customer may be lost. It is a fallacy to suppose that any one man can control a certain trade; the new comer will divide it with him surely. No man can carry a trade in his vest pocket. There are no politics in business but to get the best goods at the least money, and get well treated in the bargain!

### Lady Book-Keepers.

Lady book-keepers have become quite popular among the merchants in the city. While they are excellent scribes and keep the very best books, the merchants claim that they have one great drawback—they will marry—and that means a hunt by the firm for a green hand again to fill a very important position. Said a business man, who had apparently had an exasperating experience: "Confound it, that's the trouble with 'em. They make the best kind of book-keepers and beat men to death in the same position; they are always neat and attractive and as a general thing pretty, and that's what plays the mischief. They are always cheerful and pleasant to have around, and always accommodating—but, bless 'em, they will marry. I have sometimes thought that I would try to hunt one with a hair lip, or otherwise so homely that no one would have her, but I never could find one. The last one I had promised by all that was holy that she wouldn't marry, but inside of two years I'm blessed if she didn't. But I got the best of her there, as I married her myself. But that didn't obviate the difficulty, for she quit book-keeping soon after for housekeeping. Then I hired a man."

In poisoning by iodoform, Behring recommends as an antidote, a five to a ten per cent. aqueous solution of bicarbonate of potassium.

FUSE, CAPS, AUGERS



HERCULES.

THE GREAT STUMP AND ROCK

ANNIHILATOR.

Strongest & Safest Explosive Known to the Arts.

Farmers, practice economy and clear your land of stumps and boulders. Main Office, Hercules Powder Company, No. 40 Prospect st., Cleveland, Ohio.

L. S. HILL & CO., AGTS.

GUNS, AMMUNITION & FISHING TACKLE.

GRAND RAPIDS, MICH.

RETAILERS,

If you are selling goods to make a profit, sell

LAVINE

WASHING POWDER.

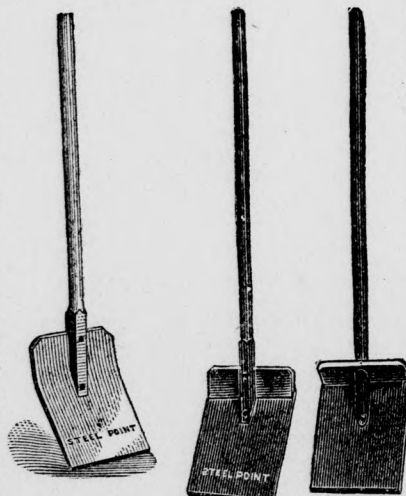
This Washing Powder pays the Retailer a larger profit than any in the Market, and is put up in handsome and attractive packages with picture cards with each case. We guarantee it to be the best Washing Powder made and solicit a trial order. See prices in Price-List.

Hartford Chemical Co.

HAWKINS & PERRY

STATE AGENTS,

GRAND RAPIDS, MICHIGAN.



STEEL POINT SNOW SHOVEL,

Strongest, Lightest, Cheapest, Handsomest, Best.

FOR SALE BY

Cody, Ball & Co.,  
Arthur Meigs & Co.,  
Shields, Bulkley & Lemon,  
Clark, Jewell & Co.,  
Fox, Musselman & Loveridge,  
Hawkins & Perry,  
John Caulfield,  
Foster, Stevens & Co.,

GRAND RAPIDS

MICH.



School Books

—AND—

School Stationery

—AT—

Wholesale,

EATON, LYON & ALLEN,

22 and 24 Canal Street,

The only general jobbing house in Michigan in our line. Send for catalogues and terms.

Candy

We manufacture a full line, use the best material obtainable, and guarantee our goods to be first-class.

Nuts

We carry an immense stock of Virginia and Tennessee Peanuts, Almonds, Brazils, Filberts, Pecans, Walnuts and Cocoanuts, and compete with any market.

Oranges

We handle FLORIDA Oranges direct from the groves. The crop is large and fine and low prices are looked for.

Oysters

We are agents for the CELEBRATED J. S. FARREN & CO.'S Oysters and are prepared to fill orders for large or small lots, cans or in bulk, at the lowest rates.

PUTNAM & BROOKS.

STRAIGHT GOODS—NO SCHEME.

CHEW

RED STAR



PLUG.

John Caulfield,

Sole Agent.

PERKINS & HESS,

—DEALERS IN—

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUISSTREET, GRAND RAPIDS, MICHIGAN.

APPLES!

We have a large Western order trade for Apples in car lots, as well as a good local demand, and also handle Evaporated and Sun-Dried Apples largely. If you have any of these goods to ship, let us hear from you, and we will keep you posted on market prices and prospects. We also handle Beans and Potatoes. Liberal Cash Advances made on Dried Fruit, also on Apples in carlots.

EARL BROS., Commission Merchants,

169 S. Water st, Chicago, Ill.

REFERENCE FIRST NATIONAL BANK.

MUSKEGON BUSINESS DIRECTORY.

W.D. CAREY & CO.

OYSTERS!

—AND JOBBERS OF—

Fruits and Produce.

ORDERS PROMPTLY FILLED. BEST GOODS AT LOWEST PRICES.

ORCUTT & COMPANY,

WHOLESALE AND COMMISSION

Butter, Eggs, Cheese, Fruit, Grain, Hay, Beef, Pork, Produce

Consignments Solicited.

MUSKEGON, MICH.

S. S. MORRIS & BRO.,

PACKERS

—AND—

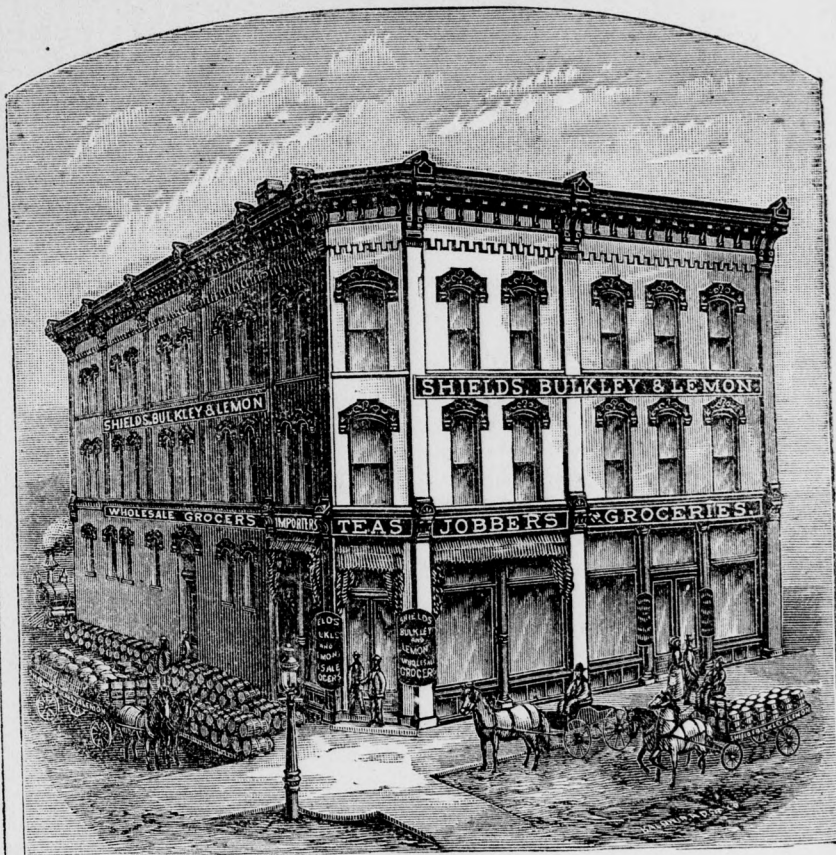
Jobbers of Provisions,

CANNED MEATS AND BUTTERS.

Choice Smoked Meats a Specialty.

Stores in Opera House Block, Packing and Warehouse Market and Water Streets.

SHIELDS, BULKLEY & LEMON,



IMPORTERS

—AND—

Wholesale Grocers,

Cor. Ionia & Island Sts., Grand Rapids.

New Japans.

We invite the special attention of the trade to several large invoices of the new crop of 1884-5 Japan Teas, including all grades of Pan Fired, Basket Fire and Sun Cured, and embracing about 1,200 chests in all, which we have recently received per the Pacific Steamers San Pablo and City of Rio de Janeiro. These Teas are positively our own importation, and we believe we are safe in saying that they are the first Teas ever imported to this market direct from Japan.

They are selected with a view to the wants of Michigan trade and our friends will do well to send for samples and quotations before buying new Teas.

Soaps.

Again we remind the Trade that we are the Sole Agents in this market for the well-known and popular Soaps of LAUTZ BROS. & CO., Buffalo, N. Y. Below we mention a few of their best-known brands:

Acme,	Towel,	Napkin,	Best American,
Palma,	Shamrock,	Nickel,	White Marseilles.
White Cotton Oil,	Gem,	Stearine,	Boss,
Blue Danube,	Mottled German,	Lautz Soap,	Savon Republique,
Master, etc.			

These goods we sell regularly at the Manufacturers' Prices, and deliver them in 10 box lots and upwards to all rail points in Michigan, freight prepaid. Please send for price-samples. See quotations on Grocery Page.

Starch.

We are also the Sole Agents here for the NIAGARA STARCH WORKS' Starch, of Buffalo, N. Y., which we sell at the manufacturers' prices, freights prepaid on all shipments of 10 box lots and upwards to all railroad points in Michigan. Send for price lists. See prices on Grocery page of this paper.

Fancy Groceries.

We carry not only a complete line of staple goods, but also a full assortment of everything in the Fancy Grocery department, and are now considered headquarters in this line. Please send for Circulars and Price-lists relative to this department. Parties desiring new stocks will find it to their decided advantage to come and see us before purchasing.

Crosse & Blackwell's English Pickles.	Curtis Bros.' Salad Dressing.		
Lea & Perrins' English Sauce.	Durkee & Co.'s "		
Holford's "	A. Lusk & Co.'s California Peaches.		
Piccadilly "	" "		Green Gages.
Colman's "	" "		Apricots.
James Epps' "	Mustard.		Egg Plums.
Choice Brands of French Peas.	Breakfast Cocoa.		Pears.
" "	" "		Quinces.
" "	Mushrooms.		Grapes.
" "	Italian Macaroni, 1 lb pkg.		Cherries.
" "	Vermicella.		

Queen Olives, 16 oz and 27 oz. bottles. China Preserved Ginger, all size jars, French Capers, genuine imported in bottle. Knowles & Anderson's Jams and Jellies. Choicest Salad Oil, Antonini & Co., Leghorn.

We are sole agents for the Rochester Ready Cooked Food Co.'s Desiccated and Cooked Oat Meal, Hominy, Wheat, Beans and Peas. Send us a trial order for these goods. All correspondence and mail orders receive prompt attention.

SHIELDS, BULKLEY & LEMON.



# Hardware.

## A Scale of Hardness for Metals.

The following is a scale of hardness in use in the laboratory of the Technical High School at Prague, composed of eighteen metallic substances, arranged in ascending order from the softest to the hardest:

1. Pure soft lead.
2. Pure tin.
3. Pure hard lead.
4. Pure annealed copper.
5. Cast fine copper.
6. Soft bearing metal (copper, 85; tin, 10; zinc, 5).
7. Cast iron (annealed).
8. Fibrous wrought iron.
9. Fine-grained light gray cast iron.
10. Strengthened cast iron (melted with 10 per cent. of wrought turnings).
11. Soft ingot iron, with 0.15 per cent. carbon (will not harden).
12. Steel, with 0.45 per cent. carbon (not hardened).
13. Steel, with 0.96 per cent. carbon (not hardened).
14. Crucible cast steel, hardened and tempered, blue.
15. Crucible steel, hardened and tempered, violet to orange-yellow.
16. Crucible steel, hardened and tempered, straw yellow.
17. Hard bearing-metal (copper, 83; zinc, 17).
18. Crucible steel, glass hard.

The test is made by drawing a cylindrical piece with a conical point along a polished surface of the metal to be tested. In the case described, that of a bronze used for the cross-head guide of a locomotive, the point, when loaded with five kilograms, was drawn six times through a distance of three centimeters. Under these conditions the points of the number below five in the scale were blunted without marking the surface; with Nos. 5 and 6 neither point nor surface were abraded; but No. 7, while being slightly worn on the point, began to scratch the surface. The hardness was therefore that of pure copper or soft bronze. The absolute tensile existence was found to be 2051.7 kilograms per square centimeter, while that of copper is 1920 kilograms per square centimeter, and that of the bronze, No. 6, is 2,300 per square centimeter, thus showing an intimate relation between the strength and hardness of similar metallic compounds.

## Worthless Hardware Products.

Mr. C. B. Webster, the United States Consul at Sheffield, reports that the production of rubbish hardware is increasing to an alarming extent in that headquarters of English cutlery. The cutlery trade is grievously missing the influence that the guild of cutlers used to exercise over the production of the district when they had the power to destroy any cutlery when it was found to be made of material inferior to what it professed to be. The demoralizing power of unrestricted competition has pulled down prices so grievously that pocket knives are now sold at 2½ cents each, and good looking razors at 75 cents a dozen, and the parties that make them have to make a living from the profit realized. To make cutlery at such a price the most inferior material has to be used. With all the patent processes of the present day, it has come to be very difficult to know with certainty what kind of material is bought under the name of steel. In Sheffield, alloys of Scotch pig-iron and scrap are made into castings by certain enterprising parties and vended as crucible steel castings, with a tensile strength of only about eight tons per square inch, and very far inferior for standing wear and tear and in strength to good honest anthracite pig-iron. Yet the demand for cheap steel-producing processes goes feverishly on, and the same causes that keep up this demand will be at work when good cast steel becomes as cheap as pig-iron is to-day, should that point of cheapness ever be reached.

## Elastic Lacquer.

A very elastic lacquer, perfectly supple, and not liable to peel off, may be thus made: About 120 pounds of oil varnish are heated in one vessel, and 33 pounds of quicklime are put into 22 pounds of water in another. As soon as the lime causes an effervescence 55 pounds of india-rubber are added. This mixture is stirred and then poured into the vessel of hot varnish. The whole is instantly stirred so that the ingredients may become thoroughly incorporated. Straining and cooling complete the process. When required for use it is thinned with the necessary quantity of varnish, and applied hot or cold to wood, iron, walls, waterproof cloth, paper, or other material.

## Cleaning Brass.

To remove the stains of iodine potassa and aqua ammonia stains off of brass, scour with a mixture of ammonia water, alcohol, and chalk. For delicate work the chalk should be finely levigated. For heavy work powdered bath brick, rotten stone, red brick dust, or Tripoli in sweet oil may be rubbed on with a flannel, and the article polished with leather. The government method has been to dip the article in a mixture of two parts nitric acid and one part sulphuric acid, immediately removing to water, and finally rubbing with sawdust. Grease is removed with alkali.

"No, marm," said the shoe-dealer, "I would like to give you a smaller pair, but to sell you anything below eight would render me liable under the statute for the prevention of cruelty to animals." He didn't sell her anything under eight or over it. Some women are so touchy about the size of their feet.

## Increase Your Sales.

Every country merchant should look about him and see if he is selling all the goods he ought with his facilities and surroundings. Consider if there is not some other line of which he could carry the staples, and thereby add materially to his sales without a much greater investment than he now has. We do not think it policy for a trader to take too many lines of goods, but it should be his study not only to keep everything in his regular stock for which there is a reasonable demand, but to extend his trade gradually by trying the most staple articles in some new department, and thus increase his sales. If he already has a good trade established in boots and shoes, he can add hats and caps to his line without a large investment. If in the grocery trade, and his capital will permit, he should by all means add a crockery and glassware department. Nor does it require so large an outlay. One can purchase two or three assorted crates of staple crockery and glassware for from one to three hundred dollars, which would prove the nucleus of an important department, by which his profits would be greatly increased. The dealer in stoves and tinware, by a careful study of the demands of his customers, can gradually increase his line with the more staple articles of hardware. Remember the people must have all the goods we have named, and you ought to sell them. Of course we would not advise the trader who has barely enough capital to keep up his stock as it is, to increase his liabilities more than he is obliged to; but there are hundreds of well-to-do storekeepers content to take the trade as it comes, in the line which they have followed all their lives, and to whom the additional outlay of from three to six hundred dollars would cause no inconvenience.

They may be compared to the old foggy farmer whose broad acres are capable of supporting twice the number of sheep he has ever kept, which fact he has never discovered. Don't embark in a new business or continue in an old one and be content with "only a living." Force the fight into new channels. You can do it without increasing your expenses. Let no opportunity for adding to your sales or making an honest dollar escape you.

## A Word of Praise.

From the St. Louis Grocer. There has been much written about the relations between employers and employee, and while we do not intend to discuss the general relations, there is one point that it will not be amiss to touch upon. While it is true that an employee engages to work for a certain sum of money and can not expect any other recompense, in many cases he does look for other pay than the money, and feels disappointed when he does not get it. We refer to the point that a faithful and efficient employee expects at times to get due credit from his employer for the good work he is doing.

Failing to get this praise for his good work an employee feels slighted, and ultimately becomes discontented, because he feels his labors are not appreciated. In course of time this restiveness and discontent become so great that the employee changes to some other house, where he hopes his labors will receive at least some honorable mention.

There are many men in the employ of others who desire words of praise, and he is a wise employer who praises his help when good work is done. By so doing he creates a feeling of good will that big salaries can never gain, and he gets increased efficiency in his employees. We believe employers are altogether too chary in their praise of good work, and that it would be money to them if they adopted the course of rewarding merit by a simple word of praise.

## A Very Tight Squeeze.

From the Wall Street News. It was in a Michigan town. The papers were out with a sensational article regarding the defalcation and flight of the town treasurer, and the affair was the talk on every corner and in every store. A New Yorker who happened to be in the town was considerably interested, and in conversation with a leading merchant he remarked: "I presume he gave a bond?" "Oh, yes." "And the bondsmen are good?" "That's the deuce of it, mister!" exclaimed the merchant. "I'm the only bondsmen, and he's placed me in a mean position. I was preparing to fail and beat my creditors, but I'll be hanged if I see how I'm to beat the creditors and the town, too, and get enough property in my wife's name to start a wholesale house in Detroit!"

A company is getting ready to build a pneumatic tube for carrying letters and small packages from Chicago to New York. The idea at first seemed impracticable, but on examination it turns out to be feasible. Two tubes are to be made of brass, which will run side by side, although it is said one tube will be tried first. A powerful engine with an exhaust wheel is to be stationed at one end. It is said that if the tube is properly made and planted no air will escape. The right of way, it is believed, can be secured for nothing, or at a nominal expense, and the main cost will be the tubes and engines and stations.

A bank cashier went into a German custom boot shop and was measured for a pair of boots. In a few days he called for his boots. The German cobbler met him smilingly with the remark: "Doze boots was not in, but de bill was made owit."

## Nails in Decoration.

Charles G. Leland, in St. Nicholas. Round-headed brass nails may of themselves be extensively used in decorating chests, etc. It is well known in repousse or sheet-brass work that a very important point consists of introducing at regular intervals bosses, or round studs, of such a nature that they shall attract the eye by reflecting light. Thus, in the days when every room had its salvers and plates of hammered brass, favorite subjects were oranges, grapes, and other round fruits, whose hemispherical and rounded surface gave a brilliant reflect of light. Accordingly, a very favorite subject for a brass platter was the spies returning from Canaan, bearing between them an immense bunch of grapes. During three hundred years there were as many salvers made with this subject as all others combined. In fact the employment of the boss, or knob, or circle, in art is as old as art itself; it was common among the earliest races, and an article which I have read declares that the white dots in a blue ground which form the undying "polka-dot pattern" in cravats is a survival of the heads of the rivets in ancient armor. It is as curious as instructive to observe how, for instance in Romanesque dress, very good effects were produced by simple circles, surrounded at times by dots. These are seen, too, not only on old Anglo-Saxon and Gaulish dresses, but on all objects where it was desirable to produce the most ornamental effect in the easiest manner. Nails can be had at the brass furnisher's in great variety and of every pattern, from one or two inches in diameter down to the tiniest tacks.

## Making Screws.

From the Philadelphia Bulletin. The process of making screws is a very interesting one. The rough, large wire in big coils is, by drawing through a hole of less diameter than itself, made the needed size. Then it goes into a machine that at one motion cuts it a proper length and makes a head on it. Then it is put into sawdust and "rattled," and thus brightened. Then the head is shaved down smoothly to the proper size and the neck put in it at the same time. After "rattling" again in the sawdust, the thread is cut by another machine; and after another "rattling" and a thorough drying, the screws are assorted by hand (the fingers of those who do this move almost like lightning), grossed by weight, and packed for shipment. That which renders it possible for machines to do all this is a little contrivance that looks and opens and shuts like a goose's bill, which picks up a single screw at a time, carries it where needed, holds it until grasped by something else, and returns for another. This is one of the most wonderful pieces of automatic machinery ever seen; and it has done its distinctive work at the rate of thirty-one screws a minute, although this rate is only experimental as yet. Ninety-three gross a day, however, has been the regular work of one machine.

## One Way of Making Sales.

A guileless citizen was ambling around town the other day, when a stranger stopped him, offered him a cigar and said:

"You have a frank and honest face, and I appeal to you to do me a favor."

"Well, I reckon I will, unless you want to borrow money."

"Oh, no! no! You see that shoe store over there? Well, on the left as you go in is a counter full of shoes. I want a pair the worst way, but the price is \$10 and I don't want to pay over \$5. I could have beaten him down, I think, except that we both got mad and I left."

"Well, what do you want of me?"

"Simply to go in and offer him \$5. If he accepts, bring the shoes to me on the corner below. If he refuses, you will have my gratitude all the same."

James promptly consented, and when he had offered \$5 for the shoes the dealer also promptly accepted. They were done up in a neat bundle, and Mr. Turk carried them to the corner for delivery and payment. The other party was not there. Mr. Turk waited half an hour—three-quarters—over an hour, and the idea crept through his wool that he had been sold. He returned to the store and asked:

"What is your asking price for these shoes?"

"Three dollars."

"But I paid you \$5!"

"Exactly. When a man comes in and likes to pay me dot price I vhas foolish to drive him away!"

Mr. Turk reached home without further incident, but he is so pale and quiet and sad-appearing, that his friends whisper their fears of consumption.

One of the chief reasons why money is now so abundant and difficult to employ at profitable rates of interest is because there is so little disposition to speculate, whether it be in railway stocks and securities or produce, or in other words, because of the rigid conservatism of the times. Men are afraid now to embark in operations that, under other circumstances, would scarcely receive a second thought—not because the country and the people are worse off now as regards everything that goes to make up our material wealth, but because shrinkage in values has taken the place of inflation, and the innate feeling of security that is thought to be found in inaction. While the existing condition of commercial affairs is one of apathy, it is important to note, however, that the movement of the crops is steadily increasing, because it is no doubt from this source that the process of recuperation will derive its most important stimulus.

## WHOLESALE PRICE CURRENT.

Prevailing rates at Chicago are as follows:		
AUGERS AND BITS.		
Ives', old style.....	dis	50
N. H. C. Co.....	dis	55
Dougllass'.....	dis	50
Pierces'.....	dis	50
Snell's.....	dis	50
Cook's.....	dis	40
Jennings', genuine.....	dis	25
Jennings', imitation.....	dis	40
BALANCES.		
Spring.....	dis	25
BARROWS.		
Railroad.....	\$	15 00
Garden.....	net	35 00
BELLS.		
Hand.....	dis	\$ 60
Cow.....	dis	60
Call.....	dis	15
Gong.....	dis	20
Door, Sargent.....	dis	55
BOLTS.		
Stove.....	dis	\$ 40
Carriage new list.....	dis	75
Plow.....	dis	30
Sleigh Shoe.....	dis	50
Cast Barrel Bolts.....	dis	50
Wrought Barrel Bolt.....	dis	50
Cast Barrel, brass knobs.....	dis	50
Cast Square Spring.....	dis	55
Cast Chain.....	dis	60
Wrought Barrel, brass knob.....	dis	55
Wrought Square.....	dis	55
Wrought Sunk Flush.....	dis	30
Wrought Bronze and Plated Knob.....	dis	50
Ives' Door.....	dis	50
BRACES.		
Barber.....	dis	\$ 40
Backus.....	dis	50
Spofford.....	dis	50
Am. Ball.....	dis	net
BUCKETS.		
Well, plain.....	\$	4 00
Well, swivel.....	dis	4 50
BUTTS, CAST.		
Cast Loose Pin, figured.....	dis	60
Cast Loose Pin, Berlin bronze.....	dis	60
Cast Loose Pin, genuine bronze.....	dis	60
Wrought Narrow, bright fast joint.....	dis	50
Wrought Loose Pin.....	dis	60
Wrought Loose Pin, acorn tip.....	dis	60
Wrought Loose Pin, japanned.....	dis	60
Wrought Loose Pin, japanned, silver.....	dis	60
Wrought Table.....	dis	60
Wrought Inside Blind.....	dis	60
Wrought Brass.....	dis	65
Blind, Clark's.....	dis	70
Blind, Parker's.....	dis	70
Blind, Shepard's.....	dis	70
Spring for Screen Doors 3x2½, per gross.....	dis	15
Spring for Screen Doors 3x3, per gross.....	dis	18
CAPS.		
Ely's 1-10.....	per m	\$ 65
Hick's C. F.....	dis	35
G. D.....	dis	35
Musket.....	dis	60
CATRIDGES.		
Rim Fire, U. M. C. & Winchester new list.....	dis	50
Rim Fire, United States.....	dis	50
Centra Fire.....	dis	50
CHISELS.		
Socket Firmer.....	dis	50
Socket Framing.....	dis	50
Socket Corner.....	dis	50
Socket Slicks.....	dis	50
Butchers' Tanged Firmer.....	dis	40
Barton's Socket Firmer.....	dis	20
Cold.....	net	
COMBS.		
Curry, Lawrence's.....	dis	33
Hotchkiss.....	dis	25
COCKS.		
Brass, Racking's.....	dis	40
Bibb's.....	dis	40
Beer.....	dis	40
Penns.....	dis	60
COPPER.		
Planished, 14 oz cut to size.....	dis	37
14x12, 14x10, 14x8.....	dis	39
DRILLS.		
Morse's Bit Stock.....	dis	35
Taper and Straight Shank.....	dis	20
Morse's Taper Sock.....	dis	30
ELBOWS.		
Com. 4 piece, 6 in.....	dis	10
Corrugated.....	dis	20
Adjustable.....	dis	10
EXPANSIVE BITS.		
Clar's, small, \$18 00; large, \$26 00.....	dis	20
Ives', 1, \$18 00; 2, \$24 00; 3, \$30 00.....	dis	25
FILES.		
American File Association List.....	dis	50
Disston's.....	dis	50
New American.....	dis	50
Nicholson's.....	dis	50
Heller's.....	dis	50
Heller's Horse Rasps.....	dis	33
GALVANIZED IRON.		
Nos. 16 to 30, 22 and 24, 25 and 26, 27.....	dis	15
Discount, Juniata 45, Charcoal 40.....	dis	15
GAUGES.		
Stanley Rule and Level Co.'s.....	dis	50
HAMMERS.		
Maydole & Co.'s.....	dis	15
Kip's.....	dis	25
Yerkes & Plumb's.....	dis	30
Mason's Solid Cast Steel.....	dis	30
Blacksmith's Solid Cast Steel, Hand.....	dis	40
HANGERS.		
Barn Door Kidder Mfg. Co., Wood track dis.....	dis	60
Campton, anti-friction.....	dis	50
Kidder, wood tra.....	dis	40
HINGES.		
Gate, Clark's, 1, 2, 3.....	dis	60
State.....	dis	60
Screw Hook and Strap, to 12 in. 4½ 14.....	dis	2 50
and longer.....	dis	3½
Screw Hook and Eye, ½.....	dis	10
Screw Hook and Eye, ¾.....	dis	8½
Screw Hook and Eye, 1.....	dis	7½
Screw Hook and Eye, 1½.....	dis	60
Strap and T.....	dis	60
HOLLOW WARE.		
Stamped Tin Ware.....	dis	60
Japanned Tin Ware.....	dis	20
Granite Iron Ware.....	dis	25
HOES.		
Grub 1.....	dis	\$11 00
Grub 2.....	dis	11 50
Grub 3.....	dis	12 00
KNOBS.		
Door, mineral, jap. trimmings.....	dis	50
Door, porcelain, jap. trimmings.....	dis	2 50
Door, porcelain, plated trimmings.....	dis	2 50
Door, porcelain, trimmings list, 8 25, dis.....	dis	2 50
Drawer and Shutter, porcelain.....	dis	60
Picture, H. L. Judd & Co.'s.....	dis	40
Hemacite.....	dis	50
LOCKS-DOOR.		
Russell & Irwin Mfg. Co.'s reduced list dis.....	dis	60
Mallory, Wheelr & Co.'s.....	dis	60
Brantford's.....	dis	60
Norwalk's.....	dis	60
LEVELS.		
Stanley Rule and Level Co.'s.....	dis	65
MILLS.		
Coffee, Putters Co.'s.....	dis	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	dis	40
Coffee, Landers, Ferry & Clark's.....	dis	40
Coffee, Enterprise.....	dis	25
MATTOCKS.		
Adze Eye.....	dis	\$16 00
Hunt Eye.....	dis	\$15 00
Hunt's.....	dis	\$18 50
NAILS.		
Common, Bra and Fencing.....	dis	\$2 30
10d to 60d.....	dis	25
5d and 9d adv.....	dis	25
6d and 7d adv.....	dis	25
15d and 16d adv.....	dis	25
3d advance.....	dis	1 50
3d fine advance.....	dis	3 00
Cinch nails, adv.....	dis	1 75
Finishing.....	dis	1 50
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