

# Michigan Tradesman.

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THE TRADESMAN COMPANY, PUBLISHERS.

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VOL. 9.

GRAND RAPIDS, JANUARY 20, 1892.

NO. 435

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GRAND RAPIDS

MUSKEGON BRANCH UNITED STATES BAKING CO.,  
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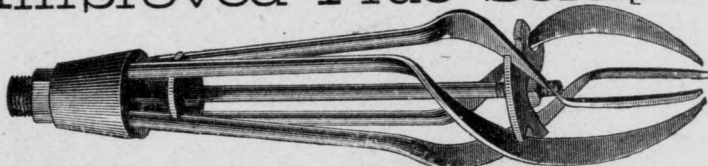
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I want 500 to 1,000 cords of Poplar Excel-  
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I also want Basswood Bolts, same lengths  
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**10 CENTS STRAIGHT!**

Like Its Little Old Daddy

**THE GREEN SEAL**

Is the Best of Its Kind Made.

Send Your Wholesaler an Order.

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**"YUM-YUM"**

**Clear Havana Filled 5c Cigar.**

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SALT FISH

POULTRY & GAME

Mail Orders Receive Prompt Attention.

See Quotations in Another Column.

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500 Statements, 5½x8½  
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1000 Shipping Tags,

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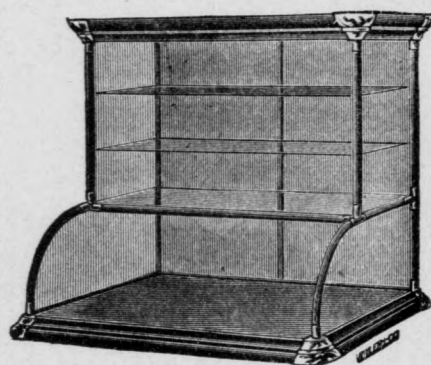
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Of Every Description.

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Diamond Crystal

LEMON & WHEELER COMPANY,

IMPORTERS AND

Wholesale Grocers

GRAND RAPIDS



# MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, JANUARY 20, 1892.

NO. 435

J. L. Strelitsky,

Jobber of

## Bigars

Including the following celebrated brands manufactured by the well-known house of Glaser, Frame & Co.:

Vindex, long Havana filler.....	\$35
Three Medals, long Havana filler.....	35
Elk's Choice, Havana filler and binder...	55
La Flor de Alfonso.....	55
La Doncella de Morera.....	65
La Ideal, 25 in a box.....	55
W. J. Florence.....	65

Also fine line Key West goods at rock bottom prices. All favorite brands of Cheroots kept in stock.

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Depositors' Security, \$200,000.

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### E. J. Mason & Co.,

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### Old Homestead Factory

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Our goods are guaranteed to be made from wholesome fruit and are free from any adulteration or sophistication whatever. See quotations in grocery price current.

Our goods are now all put up in patent kits, weighing 5, 10, 20 and 30 pounds net.

**IT WILL PAY YOU**  
To Buy **ALLEN B. WRISLEY'S**  
**GOOD CHEER SOAP.**  
Leading Wholesale Grocers keep it.

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Standards, per gal	\$1 5
Solid Brand in Cans.	
Selects.....	25 E. F..... 20
Standards.....	18
Daisy Brand in Cans.	
Selects.....	22 Standards..... 16
Favorites.....	14
Mrs. Withey's Home-made Mince-Meat.	
Large bbls.....	6 Half bbls..... 6 1/2
40 lb. pails.....	6 1/2 20 lb. pails..... 6 1/2
10 lb. pails.....	7
2 lb. cans, (usual weight).....	\$1.50 per doz.
5 lb. ".....	\$3.50 per doz.
Choice Dairy Butter.....	22
Eggs.....	21
Pure Sweet Cider, in bbls.,.....	15 1/2 bbl..... 16
Pure Cider Vinegar.....	10
Sweet Florida Oranges.....	\$2 50 @ 2 75
Lemons.....	3 75 @ 4 00

Will pay 40 cents each for Molasses half bbls. Above prices are made low to bid for trade. Let your orders come.

EDWIN FALLAS & SON,

Valley City Cold Storage.

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PROMPT, CONSERVATIVE, SAFE.  
S. F. ASPINWALL, Pres't

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Lime, Cement, Stucco, Hair, Fire Brick, Fire Clay, Lath, Wood, Hay, Grain, Oil Meal, Clover and Timothy Seed. Corner Wealthy Ave. and Ionia St. on M. C. R. R. Write for prices.

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### STANTON, MOREY & CO.,

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MANUFACTURERS OF

### PENINSULAR

### Pants, Shirts, and Overalls.

Every garment made by us strictly on honor and if it RIPS return it to the merchant that it was purchased of and get a new one.

Our line of shirts for 1892 is second to none in America.

### THE ROMANCE OF TWO PICTURES.

I do not think that all the romance of life lingers around Fifth Avenue. If I were a betting man, I would take the chances on any of the quiet streets lying above Fourth and west of Broadway. I think, too, I ought to know; for, as a wealthy bachelor about town, I have boarded and occupied rooms in almost every respectable locality.

Last winter I had a suite of rooms about a block from Broadway, and in one of the lowest-numbered streets I have indicated. They were comfortably and handsomely furnished, and there was not a woman in the house—not that I object to women, if they are young and pretty; but that is not the usual style of landladies. So I put it down among the advantages of these rooms that the housekeeper was an Italian, polite, suave and silent in four languages.

As my income is derived chiefly from well-rented property, and I have no literary tastes that the daily newspapers do not satisfy, I often find myself with a good deal of spare time which I am willing to devote to other people's business or amusement. Luckily for me, a young Italian artist occupied rooms next to mine, and I soon fell into the habit of strolling into his studio and passing the morning beside him. At this time he was copying in crayon two photographs that a celebrated house in town had sent him. The pictures were to be life size, and finished by a certain day, as they were to go to Scotland. They were the heads of two girls, sisters evidently, both blondes, and both so perfectly beautiful that it was impossible for us to decide to which the golden apple ought to be given.

"Not Scotch girls," Cellini said. Theirs was no pale, unripened northern beauty. The fire and passion of southern life were in the faces of both.

"Nonsense," I replied. "Every handsome woman is not necessarily Latin by race and tropical in nature. Yankee girls, both of them. I'll bet twenty years' experience on it."

As they drew near completion, I got uneasy. I could not bear to think of losing them entirely; so I said:

"Cellini, you must make me a copy of those two heads. I am fond of pictures, and I'll pay you twice what—does."

After some hesitation, he agreed.

As for poor Cellini, it was easy to see that he had conceived for the elder, whom I had called "Venus," a very real passion; but as "Hebe" was my favorite, we did not disagree on this subject. Somehow these two sweet faces, with their bright, innocent beauty, began to exercise a strange influence over both of us. So real had they become to us, that we involuntarily uncovered our heads when we came into their presence; and as for talking in my usual free-and-easy manner before them, I felt it to be impossible. My sitting-room became a little sanctuary, and my usual wine-parties were henceforward given in a private room at a restaurant.

Thus the summer passed away. Both Cellini and I went out of town, yet not

so far but that we frequently ran into the city to take a look at our guardian angels. "Guardian angels" goes, for I am sure the lovely, characteristic face of my "Hebe," with its childlike purity and womanly decision, had wonderfully influenced me for good the last few months, while Cellini's love was that of a devotee for a saint, rather than the worship of a man for an earthly mistress.

We had scarcely got settled comfortably in our winter quarters when I received intelligence of the death of an uncle in Edinburgh, and certain provisions of his will rendered a visit to Scotland indispensable. The hope—vague and undefined, indeed, but still present—of learning something of the beautiful sisters made a voyage across the Atlantic at this season more endurable than it would otherwise have been.

The night before I was to leave Cellini and I spent together in my room. The two sweet faces looked down on us as we smoked and talked, and I quite shrank from the pain of separation. Cellini gave me the original photographs which he had copied, and these, and the information that the bill had been made out to a Mrs. Napier, were all the clew I had.

Although Scotland is my native country, I did not intend staying a day longer than was warrantable; for, to me, there is only one city to live in—New York. It is, after all the fuss about the country, the best place in summer and the only place in winter. Still, I did not anticipate being back before Christmas, so I asked Cellini to put a sprig of holly above the pictures, and promised, all well, to be back in time to make my New Year calls.

The Italian was kindly and sensitive as a woman. I could not help loving the fellow, utterly thriftless as he was, and particular about nothing on earth but the brand of his tobacco; still I loved this man as I had never loved any man, or woman either, before. I made my agent collect his dues and pay such accounts as I knew were absolutely indispensable. I was proud of his genius, grateful for his love, and I trusted his simplicity and truthfulness with a confidence that kept my heart young and fresh. It was better than a sermon only to live by his side. Impurity of thought or speech was impossible in his presence; in his company, without one reproof or admonition, I had grown insensibly to hate my old life of dissipation and folly, and to become ambitious of something nobler and better. So, you see, I had good reasons for loving Cellini, and for sorrowing at our necessary separation.

After my arrival in Edinburgh, I wrote out a list of all the "Napiers" in the directory, and then quietly made inquiries about them. But it was all futile; there was not a Miss Napier in the city that was not a libel on either of my pictures. I left Edinburgh for Glasgow about two weeks before Christmas, for I had friends in that city with whom I expected to stay a week before sailing for New York.

Two nights after my arrival, I went with a small party to Glover's Theatre, and the first person my eyes fell upon was "Hebe." But how wonderfully changed! All the bright childish look of mirth and careless happiness was gone—washed out, it seemed to me, with tears; for her eyes had a tender, wistful look, as if they were searching for sympathy and love.

"Who is she, Sinclair?" I said to the friend at my side.

"I do not know, but McNair will tell," and, turning to a young officer, he said: "McNair, who is that young lady before us, in the second box from the stage?"

"Miss Lily Napier," he answered, promptly. "Where have you been, Sinclair, not to know the beautiful barbarian?"

"Barbarian!" I repeated, indignantly.

"Well, yes. I don't know why not. She comes from the Comanche country, and they say she is breaking her heart to get back to the Texas prairies again."

"Very creditable in her," I replied. "Anything is better than this smoky, dirty place. A girl like that wants sunshine and freedom."

"Well, poor thing! she gets little enough of either now. The old lady is very hard upon her, Sister Flora says. Seems to me no one could be cross to such a little beauty."

Of course, I procured an introduction, and you may be sure I made the most of my time. I never worked as hard to please a girl before, and for the very first time I found myself honestly and desperately in love. I put off my voyage until I was ashamed to intrude any longer on my friends; besides, Cellini was urging my return by every post, in what I thought a very unreasonable manner. Before leaving Glasgow, however, I had so far gained her confidence as to be intrusted with a message to her mother and sister, concerning her ill-treatment and unhappiness. They were all living at present in New York and she gave me their address.

"You may have to go up two or three pairs of stairs, Mr. Lyell, for mamma is very poor. Do you think you can climb so high for me?"

I was to tell her mother to send for her at all risk, and to pay no attention to any letters that might apparently come from her, for they were all dictated by her grandmother, and were generally the antipodes of her true feelings.

You may be sure I promised all she required. Can you understand me? I, who had looked with suspicion on the smiles of the richest girls in New York—I, who imagined I had nothing to do but to choose and have—was actually afraid of this little, penniless, frontier girl, lest she should say "No" to me. Bidding her good-bye, I asked for permission to write.

It would be to grandmamma. She would get the letter, of course.

So I was obliged to leave her without either promise or link of any kind between us. At our parting she gave me her mother's address. I was agreeably surprised to find it in the same street as my own rooms. All my anxiety was now to get back to New York. I thought continually of her suffering the most unnatural restraints and pining for her home and friends, but I could do nothing for her release till I saw her mother.

Cellini was as happy as a child when we grasped each other's hands, and, to tell the truth, I was as impatient as one

could be to get into my room again and tell him my success. But before I got my traveling wraps off, he said joyfully:

"What do you think, Lyell? I have found Claudia—'Venus'!"

"And I, 'Hebe.'"

"We are engaged!"

"My dear Cellini, you have beat me! Who would have believed it?"

"Only in love. It is my nature. Forgive me."

"You beat me in all that is good and noble, Cellini. If I had loved as purely and sincerely as you, she would have recognized it, and I should have felt no doubts and fears. I might have been happy to-day."

"You will be happy. See, she smiles on you!"

I almost fancied she did. Then I told him all that had happened, and declared my intention of going to see Mrs. Napier that very night.

"It is well," he said. "I shall go in half an hour. I will introduce you. I found Claudia soon after you left. I went to see Paola one morning, and he was giving her a music lesson. He introduced me. I went for my lesson every day she went for hers, until I obtained permission, one stormy afternoon, to take her home. She invited me to call, and lo! I am happy. We shall be married when I have saved money enough."

I laughed heartily.

"Do not laugh, Lyell. See!" and he took his pocketbook triumphantly out of his desk.

There really was quite a large sum in hiding there.

"I am grown industrious, you see, and," screwing up his face comically, awfully stingy."

"I do not know what I had expected to find in Mrs. Napier, but I know that I was agreeably surprised. She was a very handsome woman of thirty-eight years of age, and every way satisfied all my demands for a mother-in-law. I found that her pen was her chief support, and that under her *nom de plume* she was a favorite writer of mine.

I do not think that I ever spent happier evenings than I did at her house. There were always one or two nice people there, and I began to imagine myself quite literary by association, and to buy more books than ever I had done in my life.

Lily's return was, of course, the one idea and the chief topic of all my conversation and hopes, but it was delayed until weeks lengthened into months, and spring was fairly regnant. I knew it by the fresh, bright toilets on Broadway, and my tailor's suggestions as to my own dress. But there had been great difficulty in inducing the old lady in Glasgow to resign Lily, and it was not thought wise to irritate her by a forcible or peremptory removal.

But just as summer was coming, and the town was beginning to thin, and there were nice prospects of long, quiet evenings with the Napiers, and of moonlight rides in the Park, Lily came home. I went down to Pier No. 20 with her mother and sister and Cellini to meet her, and I noticed how the captain and officers gathered round her, and how loth they were to part with her, and how she gave a parting word or smile to every sailor she passed on the steamer. Everyone seemed to feel a little shadow at her departure. But I was in luck now; it was

C. G. A. VOIGT & CO.,

Proprietors of the

STAR ROLLER MILLS.



OUR BRANDS:

OUR PATENT.  
GILT EDGE.  
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PATENT ROLLER FLOUR.

SPECIALTIES:

GRAHAM, RYE and BUCKWHEAT  
FLOUR,  
GRANULATED and BOLTED MEAL.

Prompt attention given to mail orders.

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Keep Your Feet Warm!

By Wearing PARKER'S



ARCTIC SOCKS

For Sale By

HIRTH & KRAUSE,

Jobbers of Shoe Store Supplies.

12 & 14 Lyon St., Grand Rapids,

Our Representatives are all out Hustling for Orders with New Lines of

VALENTINES,

Blank Books, Stationery, Wrapping Paper and Twine.

EATON, LYON & CO.,

20-22 Monroe St.

The New York Commercial News, speaking of Michael Kolb & Son, one of the oldest and most reliable wholesale

CLOTHING MANUFACTURERS,

established 1838, Rochester, N. Y., says:

"The clothing industry has been one of the leading features of the city of Rochester for many years. Many of the present firms began business in a very modest way, but have since developed into some of the leading manufacturers in the country. So extensive is the industry carried on here that a very large per cent. of the city's inhabitants are supported by it. Good hands can get plenty of work and demand a fair compensation for their labor. One of the oldest firms here engaged in the clothing trade is that of Messrs. MICHAEL KOLB & SON. This concern was established thirty-four years ago by the senior member of the firm, and has enjoyed a wonderfully successful career. They have for many years occupied their large building at Nos. 135 and 137 North St. Paul street, but for want of more room and improved facilities with which to better prosecute their extensive business they have resolved to erect a fine, large building in the spring, consisting of six stories above ground, two basements, and with a frontage of seventy-two feet. The structure is to be an imposing one and an ornament to the city, and one of which its owners may justly feel proud. As a further evidence of the prosperity of the clothing manufacturers Mr. Kolb states that quite a number are contemplating building their own houses, which will probably occur during the present year. In this respect, however, he does not propose to be outdone. The business with this house for the past year has been all that could be desired. Sales have been larger, collections easy, and their

books show a decided increase over the year preceding. The outlook for the present is even more flattering than it has been for many years past. Although they manufacture a general line of goods their specialty consists of a fine grade. In these they are not surpassed, the strictest attention being paid to every detail, and none but the most skilled hands are employed in their manufacture. As a guarantee of the most thorough workmanship and finish being given to goods turned out of this house, it may be stated that the senior member of the firm, Mr. Michael Kolb, devotes his whole and undivided attention to the manufacturing department of the establishment, he having been a practical man in the manufacturing of clothing, and is eminently fitted to fill so important and responsible a position. His son, Mr. Jacob M. Kolb, attends to the business on the road. In connection with their manufacturing they also do an extensive jobbing trade, but principally in fine goods. With a long and honorable career this firm has established a demand for their goods in almost every State in the Union, and enjoy the most implicit confidence and esteem of all with whom they have dealings."

Mr. Tripp, a clothing traveler says:

"Wm. Connor—There can be no difficulty selling Kolb's goods, for they are as staple as flour, and that is why you sell so many."

Write our Michigan representative, William Connor, for printed opinions of the leading clothing merchants in Michigan.

WINTER CLOTHING—We still have some nice ulsters, overcoats and heavy weight suits, salable all the year around. Mail orders promptly attended to, or write our Michigan agent, William Connor, box 346, Marshall, Mich.; also I. W. Morton, of Big Rapids, Mich., and look at our line, learn our prices, and judge for yourselves.



my turn to be in the sunshine, and I was determined to make it my right as soon as possible.

All summer I stayed in town because the Napiers did; and I must say I have the highest opinion of New York as a summer resort. I could get just as much fruit and ice as I wanted; I could have company when I desired it, and peace when I wished to be alone; and, as for the heat, it is my opinion that New York is ten degrees cooler than any of the fashionable watering-places.

During the summer Lily and I came to understand one another; and at its close Cellini and Claudia were married, and went to Italy for a couple of years. You see, I was furnishing my house, and I needed so many more pictures than I had that Cellini was able to realize quite a large sum of money. He had contracted a very good habit of working and saving, and Claudia was as practical and sensible as she was beautiful, and bade fair to keep him up to his new position, and to supply the commercial element, which was lacking in her husband.

I hear a great deal about unhappy marriages, and the failure of the institution altogether to supply what it has done for ages, the highest form of peace and love to be found on earth, but I do not believe a word of it.

It is true I am much changed since I married, but I think it is for the better, no matter what my companions say.

I attend better to my business; I have raised all my rents and improved my property. I do not give any more wine parties, and I never go to the theater unless the play is quite proper, and I can have Lily by my side.

My public parlors are full of pictures, but you won't see the two crayon heads among them. They adorn the walls of our private sitting-room, into which no stranger ever comes; for it seems to me out of all good taste to hang the faces of those you love where every indifferent person may look upon and criticize them.

As I write this, the bright, innocent face I have loved from my first glimpse of it looks down on me, and I know the sunshine of its smile brightens all the house and all my life; and, as I hear the timepiece on the mantle chiming six o'clock, I know that very soon two light feet will trip downstairs, and two white arms will clasp my neck, and the dear face of my "Hebe" will nestle close to mine and whisper: "Don't you know dinner is waiting for you, you lazy darning?" Though that is a very prosaic ending to my story, it is one that stands a good many trials, and is, after all, a very solid and enjoyable close to a contented, happy day.

AMELIA E. BARR.

#### The Law of Competition.

From the Shoe and Leather Gazette.

There are public rights involved in the untrammelled exercise of competition in trade which are being somewhat abridged by the tendency of the times towards trusts and combinations. Labor first organized for its own protection, and in the victories it won it taught its employers the value of combination.

There is a vague and undefined principle of the law known to the courts as the principle of public policy, and under this principle many contracts are declared to be void, which tend in their effect toward the abridgment of full and free competition.

A recent decision of this nature arose over a price fixed by a combination of manufacturers, organized for the purpose of making and maintaining the price of

the goods they manufactured. A merchant ordered some of the goods from a wholesale dealer, and when the bill followed he allowed suit to be brought thereon. Where goods are purchased without an agreement as to their price, there is an implied agreement to pay for them their reasonable worth and value, and the market price is usually accepted as the measure of the value. In the case referred to, however, the court refused to accept the price fixed by a combination which excluded all competition, holding that, as competition is one of the essential factors in regulating what is commonly accepted as a market price, a price arrived at without that element could not be accepted as binding upon one who had not agreed to it. And a judgment was rendered for what was shown to be a reasonable value for the goods.

If the principle upon which the decision rests is generally adopted by the courts, it will revolutionize the business methods of the day. Centralization has come so rapidly, and spread so widely, that, if the prices fixed by pools and combinations organized solely for the purpose of making and maintaining rates are to be denied enforcement in the courts, a radical change of business methods will follow.

But there is a limit to the application of the principle. Another court not long since decided in the case of two railways which had entered into a pooling agreement, that it was not against public policy for such a contract to be made, provided that the purpose was to prevent ruinous competition and maintain rates not in themselves inadequate or excessive. It will be seen, however, that the decision rests, practically, upon the same principle—that of public policy. It is for the benefit of the public that railroads run, and a contract having for its object the preservation of the roads without entailing undue burdens upon the people cannot be said to be against public policy.

The principle of the law of competition may be said to be that any interference with competition which tends to make the commodities sought to be controlled cost more than they would without such invalid contract, while such regulation of destructive competition may be necessary for the preservation of commerce, is valid. But the courts will look with very jealous eyes upon all contracts in restraint of competition.

#### The Deadly Cold Bed.

If trusty statistics could be had of the number of persons who die every year or become permanently diseased from sleeping in damp or cold beds, they would probably be astonishing and appalling. It is a peril that constantly besets traveling men, and if they are wise they will invariably insist on having their beds aired and dried, even at the risk of causing much trouble to their landlords. But, according to *Good Housekeeping*, it is a peril that resides also in the home, and the cold "spare room" has slain its thousands of hapless guests, and will go on with its slaughter until people learn wisdom. Not only the guest, but the family, often suffer the penalty of sleeping in cold rooms and chilling their bodies, at a time when they need all their bodily heat, by getting between cold sheets. Even in warm summer weather a cold, damp bed will get in its deadly work. It is a needless peril, and the neglect to provide dry rooms and beds has in it the elements of murder and suicide.

It is a well-known fact that birds enjoy much longer terms of life than do mammals. Hesiod and Pliny both tell us of rooks that lived to the patriarchal age of 700 years, and that the average life of a raven was 240 years. How far this was correct we cannot determine. It is well known that they outlive man; while swans have been known to live 200 years, chaffinches and nightingales have been kept in confinement for 40 years. Girardin tells us that he had a heron for 52 years, and that he knew of two storks that built their nests in the same place for forty years.

Use Tradesman or Superior Coupons.

## BEFORE AND AFTER.

### Experience of a Live Firm with the Coupon System.

F Goodman & Co., dealers in general merchandise at Burnip's Corners, recently issued the following circulars to their customers:

#### BEFORE USING.

BURNIP'S CORNERS, August 25, '91.—We ask your kind indulgence while we again call your attention to some of the undesirable features of the credit system, as applied to general country stores.

Our average experience in keeping running accounts with our customers for six months or a year has been anything but satisfactory. Accounts will often run into dollars and cents much faster than the customer has anticipated and it is a very common occurrence that disputes will arise when a settlement is had. Much ill feeling is the result and we either make an allowance and lose the amount in dispute or often lose a good customer; in either case the customer's faith in our integrity is diminished. We have tried the pass book system and in the majority of cases it has proved a failure. Customers would often neglect to bring their books when making purchases, and it would frequently happen, when we were otherwise busy, that we would enter the amount of a customer's purchase on his book, then either neglect or forget to charge the same on our books. This was the source of considerable loss to us in the course of a year's business and, when the account was finally settled, it would again cause confusion and dissatisfaction. Many of you have, perhaps, at some time paid an account to some merchant, in which you thought that you were being grievously wronged, and whether you did or not make objection as to its correctness, you still felt convinced in your own mind that you had paid out money for which you had received no value. Whenever differences of this kind occur, it is certain to be a trade loser to the merchant and a permanent injury to his business. If, therefore, any system can be introduced without any of these objectionable features, by which a merchant may do a credit business, it is the duty of the wide-awake dealer to adopt it.

It is truly said that this is an age of progression. Vast improvements are constantly being made in all directions, as conditions change and necessity requires them. Methods of doing business on credit are no exception to the rule, and the acme of perfection in that direction is attained in the credit coupon system, which has been adopted and approved by thousands of merchants in the West, and is now in practical use by over eight thousand enterprising merchants in Michigan alone.

The system is simplicity itself. The customer simply signs the receipt, payable at a certain date, which is then detached by the dealer as the customer's obligation for the amount of the coupon book and the customers has the dealer's obligation for the same amount, which is the coupon book.

We have concluded to adopt this system; and for the purpose of giving our patrons time to investigate and make themselves familiar with it, we have deferred the date until *October 1*. On that date we shall close our books and give credit only through this system.

Among the many advantages we will mention simply the following:

1. The labor of keeping a set of books is entirely obviated.
2. There will be no pass-books to doctor to make them correspond with the ledger accounts.
3. There will be no time lost, in the hurry of trade, to charge items, as the coupons are easily handled and detached as quickly as change can be made with money.
4. There will be no complaints by customers that they are charged for goods they have never had.

5. There will be no disputed accounts, and all friction and ill feeling incident thereto is avoided.

6. Customers are enabled at any time to know the exact amount of goods they have had, by reference to their coupon books.

7. They will know by the date of issue, endorsed on the cover of the book, when coupons are to be paid for.

8. A child can go to the store and trade with coupons as easily as any one, and with equal safety.

There are many other desirable features connected with this system, which we have not space to enumerate here, but shall endeavor to explain at any time on application. We shall retain the five per cent. off for cash feature, and parties wishing to buy coupons for cash will be given a discount of five per cent., and coupons will be received for everything we sell, including such goods as we do not otherwise give a cash discount on. In this way you can save five per cent. on all of your purchases, no matter how small they may be.

We have long since discovered that it is money that makes the mare go, and will now announce that, after the first day of October next, we shall buy goods for spot cash only and buy of the jobber who will give us the most goods and the best value for our money. Our motto will be, "Buy cheaper and sell cheaper," and in order to accomplish this we must systematize our credit business. The advantages to both merchant and patron, of the system we adopt, is so manifest that certainly no fair-minded person can find any valid objection to it after a thorough examination and trial.

Very respectfully,

F. GOODMAN & Co.,

#### AFTER USING.

BURNIP'S CORNERS, Nov. 25.—We have been gradually endeavoring to correct some of the unnecessary evils appertaining to a credit business of a country retail store, and since our last circular was issued, during which time a former partner has retired from the firm, we have determined to virtually place our business on a cash basis, and we know of no better way to accomplish this than through the credit coupon system. Having tried this system, we have everything to say in its favor, and nothing against it. The one advantage of not having disputes with customers in settling accounts seems to us to be alone sufficient to recommend it to every retail merchant in the country. We find that there is a great saving of time that under the old system was required in keeping a set of books, and we are of the opinion that we shall save many a dollar which formerly was lost through carelessness in neglecting to charge items. Our customers are well pleased with the system, and we have yet to find the first one to condemn it, after once having given it a trial. We now do principally a cash business and sell coupons, discounting them at 5 per cent. for cash or paper that can be converted into available funds, which enables us to discount all bills and obtain our goods at the lowest prices. We think the signs of the times indicate that the day is not far distant when a majority of the progressive retail merchants will adopt the cash system, but, until that time does come, we will say to all dealers who think they cannot do a strictly cash business in their localities, by all means adopt the credit coupon system, for it is the system of all systems where business is done on credit.

Very respectfully,

F. GOODMAN & Co.

## THE TRADESMAN COMPANY,

Sole Manufacturers, GRAND RAPIDS, MICHIGAN.

## AMONG THE TRADE.

## AROUND THE STATE.

Bellaire—W. J. Mills has opened a clothing store here.

Gladwin—D. Mills succeeds D. & J. B. Mills in general trade.

Saginaw—H. V. Hughes has sold his grocery stock to C. F. Alderton.

Nashville—A. E. Knight has sold his jewelry stock to C. E. Goodwin.

Bellaire—Miss E. White is proprietor of the bazaar recently opened here.

Millington—Chas. Clough succeeds Forrester & Clough in general trade.

Jonesville—Powers Bros. succeed Powers & Lewis in the clothing business.

Manistee—Wm. Miller succeeds Wm. Miller & Co. in the hardware business.

Lansing—H. K. Graves succeeds Peck & Graves in the confectionery business.

Negaunee—H. G. Heisler has sold his restaurant and fruit business to Joseph Cox.

Gladwin—McCormick & Foutch succeeds Enoch Roberts in the grocery business.

Bellaire—Mrs. T. R. Dunson, millinery, has disposed of her stock to Mrs. A. J. Childs.

Owosso—Donnigon & Roberts have disposed of their meat business to Kells & Pratt.

Port Hope—Annie D. (Mrs. W. H.) Luety has sold her general stock to Beck & Holestein.

Ann Arbor—C. A. Maynard is succeeded by Maynard & Foote in the grocery business.

Iron Mountain—Hastings & Hancock are succeeded by Hancock & Co. in the meat business.

Morenci—Crookston & Morgan succeed Mary A. (Mrs. Frank) Crookston in the grocery business.

Whittmore—Louis Landsberg is closing out his clothing, furnishing goods and boot and shoe stock.

Cass City—J. W. McArthur & Co. announce their intention of retiring from general trade April 1.

Grattan—J. D. Myers, formerly in the hotel business at this place, is now in the same line at Greenville.

Bellaire—A. E. Webster, from Brantford, Ontario, has recently opened in the jewelry business here.

Burlington—Martin French succeeds French Bros. & Co. in the hardware and agricultural implement business.

Remus—D. Horton, for a number of years in the grocery business at this place, has removed to Grand Rapids.

Baldwin—R. E. Esterling, who was formerly in the hotel business here, is now in the same line at Chehalis, Wash.

Pearl—Geo. H. Smith, general dealer, has granted a chattel mortgage of \$197 to the Ball-Barnhart-Putman Co., of Grand Rapids.

Detroit—Friedenberg & Speck, dealers in tailors' trimmings, have dissolved, Rudolph Friedenberg continuing the business.

Edmore—H. Sackett has sold his grocery stock to Otis Richards, formerly of the grocery firm of Satterlee & Richards, at St. Louis.

Manistee—Crow Bros. have bought the furniture stock of H. W. Jentoft & Co. and will continue the business at the same location.

Muskegon—W. R. Ford has sold his meat market on Peck street to Nannenberg & Kamhout, who will continue the business at the same location.

Fremont—Charles E. Pearson, senior partner of Pearson Bros. & Co., recently succeeded that firm. He will in the future conduct the business individually.

Bellaire—F. A. Cook & Co., in the hardware business here for several years, have sold their stock to Ira A. Adams and Elmer Swift, who will continue the business.

Richland—J. H. Halliday, formerly in the harness business at Hickory Corners, but more recently in the employ of A. A. Aldrich, of that place, has opened a shop here.

Bronson—C. A. Bartlett has sold his lumber yard and business to O. B. Nichols and Warren Boughton, who will continue the business under the firm name of Nichols & Boughton.

Holland—Bosman Bros., composed of William and John Bosman, is the style of the new firm which succeeds to the clothing business formerly carried on by their father, J. W. Bosman.

Allegan—The drug stock and business good-will of the late H. P. Dunning have been bought by Plin M. Grice and Ed. M. Gay, who will continue the business under the style of Grice & Gay.

Sebewa—Peter F. Knapp has removed his general stock to West Sebewa, where he has formed a copartnership with Mr. Alleman and will continue the business under the style of Knapp & Alleman.

Conklin—Norman Harris, who for a number of years conducted a general store at Big Springs, is now in the same line here, having purchased the store at this place formerly occupied by the late V. Sinz.

McBrides—Carpenter, Foote & Co., general dealers, have dissolved. The business will be continued by W. A. Carpenter and F. D. and G. S. Hyde—all of this place—under the style of W. A. Carpenter & Co.

Bellaire—Schoolcraft & Co., dry goods and grocery dealers of this place, have executed a chattel mortgage on their stock for \$1,127.37 in favor of Spring & Co., the Olney & Judson Grocer Co. and the Ball-Barnhart-Putman Co., all of Grand Rapids.

Muskegon—The new manager of the Leahy Company is James Mulder, a wide-awake young business man who has been in the dry goods business in this city for a long time and possesses an extensive acquaintance and an intimate knowledge of the needs of the Muskegon public in the dry goods line.

Otsego—Bertha Wolff, grocery dealer, has granted on her stock chattel mortgages aggregating \$2,700. Her husband, Gabriel, appears to have had entire charge of the business. He was unsuccessful here in 1885, as a partner in the firm of Norton & Wolff, whose memory and unsettled accounts are thought to be still among the possessions of their numerous creditors.

Detroit—M. M. Towle, of Chicago, was a partner of the late George H. Hammond in the meat packing business, but sold out his interest to the latter in 1882 for \$250,000. He was perfectly satisfied then, but when he discovered that Hammond died worth \$3,000,000 to \$4,000,000, he made up his mind that he should have received more. He has, therefore, begun suit against the Hammond estate on the ground that the share he sold was worth

\$1,000,000 and that Mr. Hammond deceived him as to its true value.

## MANUFACTURING MATTERS.

Bay City—J. G. Meyer is succeeded by Meyer & Russell in the manufacture of mattresses.

Marquette—E. L. Fraser, whose sawmill in this city is almost completed, has begun to receive logs by rail from his camps near Kitchi.

Marquette—The Cleveland Sawmill Co. has a small camp in near Sauks Head, and is cutting the timber from eight forties, the pine being scattering.

Cadillac—Both of the Cobbs & Mitchell sawmills are now running, and are cutting about 100,000 feet a day. They are putting in 3,000,000 feet for next season's cut.

South Haven—F. W. Conger, F. S. Morgan and P. Gallagher have formed a copartnership under the style of the Fruit and Vinegar Pickling Co. and will actively engage in business another season.

Grattan—Slayton & Elkins, wagon makers at this place, whose shop was recently destroyed by fire, have dissolved partnership. Slayton enters the employ of others here and Elkins goes to Harvard.

Detroit—The Detroit Brake Beam Co., capital stock \$150,000, has been incorporated by Robert C. Moody, Cleveland; George Fuller, St. Paul, and Frederick H. Seymour and Thomas H. Simpson, Detroit.

Bellaire—J. L. Hisey, who is head miller for Smith & Jackson, of Baldwin, has opened a flour and feed store at this place. His father is understood to be the company and will have charge of the business.

Scottville—Dr. E. P. Thomas has merged his patent medicine business into a stock company under the style of the Hartzell Medicine Co. The new corporation has a capital stock of \$20,000, of which \$7,000 is paid in.

Alpena—During 1891 George N. Fletcher & Sons manufactured 6,839,071 pounds of sulphite wood pulp, an increase of 438 tons over the product of 1890. The factory runs night and day. Spruce timber is mainly used.

Cadillac—H. W. Miller & Son, of Millersville, are cutting a quantity of pine logs in the township of Antioch, and will have them hauled to Patrick's Siding, where they will be shipped over the Toledo & Ann Arbor Railway.

Alpena—The Alpena Spool Co., for the manufacture and sale of spools, has been organized by Geo. L. Waltz, of Detroit, and John Nicholson, Abram R. Blakely, Charles W. Trask and W. F. Dennison, of Alpena. Authorized capital, \$25,000.

Detroit—Boydell Bros. and Higgins & Taepke have merged their business into a stock company under the style of the Boydell Bros. White Lead and Color Co. The capital stock of the new corporation is \$250,000 of which \$161,000 is paid in.

Mount Pleasant—John E. Zank has repurchased of Schoner & Green the merchant tailoring business he conducted previous to his removal to Greenville. He will return to this place and resume possession of the business about March 1.

Cadillac—John A. Harkins has begun to haul the 400,000 feet of pine logs which he has been cutting for Cummer & Son. The logs are hauled to Boon, where they are loaded on cars and brought to Cadillac over the Toledo & Ann Arbor Railway.

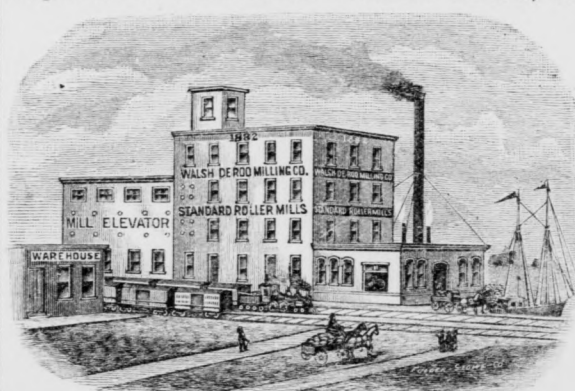
Ludington—The Cartier Lumber Co., to manufacture and sell lumber and deal in general merchandise, has been organized by Antoine E. Cartier, Ely E. Cartier, Warren A. Cartier and George B. Cartier, all of Ludington. Authorized capital, subscribed by the above named, \$200,000.

Port Huron—The Cooley-Gould Manufacturing Co., to engage in a wood-working business, has been organized by H. Gould, John L. Gould and James W. Tait, Lexington; Henry W. Cooley, Edward F. Percival, Charles Wellman and Thomas Wellman, Port Huron. Authorized capital, \$15,000.

Hastings—At the annual meeting of the Hastings Chair and Table Co., it was decided to increase the capital stock from \$20,000 to \$32,000. The following gentlemen were chosen as directors for the ensuing year: Thos. S. Brice, Dr. D. E. Fuller, Robert Dawson, Clement Smith, Arthur Brown, A. E. Kenaston and D. W. Rogers.

Use Tradesman's Coupon Books.

## THE WALSH-DE ROO MILLING CO., Proprietors of STANDARD ROLLER MILLS, Holland, Michigan.



Daily Capacity.  
400 Bbls.

## BRANDS:

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

## SPECIALTIES:

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

CORRESPONDENCE SOLICITED.

## PERKINS & HESS DEALERS IN Hides, Furs, Wool & Tallow,

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



## GRAND RAPIDS GOSSIP.

C. E. Herrington succeeds Lester B. Markham in the bakery business.

O. F. Conklin has closed out his general stock at Kent City and discontinued business at that place.

Peter Volkers has opened a grocery store at 2 Grove street. The Ball-Barnhart-Putman Co. furnished the stock.

C. C. Dunham & Co., grocers on South Division street, have removed their stock to Cadillac and re-engaged in business at that place.

J. F. Seymour, grocer at the corner of Hall and South Division streets, has sold his stock to D. Horton, formerly in the same line at Remus. The new proprietor will continue the business at the old stand.

Ben Rankans, who has conducted a grocery, hardware and patent medicine business at Lamont for several years, has sold his stock of hardware and medicine to John Gunstra and removed his grocery stock to this city, locating at 469 East street.

Fred Behl, who recently sold his bakery business at the corner of West Bridge and Scribner streets to a man named Markham, by whom the business was resold to a man named Herrington, has repurchased the business and resumed possession.

At the annual meeting of the Hazeltine & Perkins Drug Co., Dr. Chas. S. Hazeltine, Cornelius Crawford and M. S. Goodman were re-elected directors of the corporation. The officers remain the same as before: President, C. S. Hazeltine; Vice-President, C. Crawford; Secretary and Treasurer, M. S. Goodman.

Grand Rapids will have a hat, cap, glove and commission clothing house by August 1, at which time the firm of Connor & Giddings will begin business at 24 Pearl street. The firm is composed of Wm. Connor, who has covered the Michigan trade many years for Marshall Kolb & Son, of Rochester, and A. J. Giddings, who is Secretary and Treasurer of the Palmer Shirt Co. Mr. Connor will not retire from the road until the end of the year, when he will remove to the city from Marshall and devote his entire time to the business of the new house.

At the annual meeting of the Telfer Spice Co., held last Wednesday evening, H. O. F. Conklin, Henry Idema and Peter Lankester were elected directors of the corporation. Mr. Conklin was subsequently elected President, Treasurer and General Manager of the company, Messrs. Idema and Lankester continuing in their former positions as Vice-President and Secretary, respectively. Mr. Telfer will remain with the house until Feb. 1, when he removes to Detroit to take a partnership interest with W. J. Gould & Co.

W. A. Austin recently sold his grocery stock, at Montague, to the Herren Grocery & Stock Co., of the same place, whereupon the I. M. Clark Grocery Co. endeavored to replevin some goods which had been taken in only a day or two before the sale. The Herren Co. circumvented this attempt by keeping the goods locked up, when the attorney levied on Austin's farm on the ground that a recent transfer to his wife was fraudulent. Other creditors have been satisfied by assignments of book accounts, transfers of real estate, etc.

## Settlement Offered by the American Wheel Company.

KALAMAZOO, Jan. 18.—It is understood that the American Wheel Company has made a proposition for a settlement with its creditors which is substantially as follows: The Company agrees to pay in full the claims of all its creditors with the understanding that the payments shall be 10 per centum of the full amount on or before March 1, 1892; 10 per centum on or before July 1, 1892; 10 per centum on or before Nov. 1, 1892; 10 per centum on or before March 1, 1893; 10 per centum on or before Sept. 1, 1893; 10 per centum on or before Jan. 1, 1894; 10 per centum on or before March 1, 1894; 10 per centum on or before Sept. 1, 1894; 10 per centum on or before March 1, 1895; 10 per centum on or before Sept. 1, 1895. This offer is saddled by certain conditions, however. One is that the first payment, that of March 1, 1892, shall be in cash, while the remaining nine payments shall be the promissory notes of the American Wheel Company bearing date of March 1, 1892, with interest at 6 per cent. per annum and the interest of all notes remaining unpaid accruing as each note matures. These settlement notes are to be secured by a mortgage on all the property of the company. In this settlement all claims in which the American Wheel Company is liable, either as principal or otherwise, are included, and creditors having securities or holding commercial paper executed by other persons than the Wheel Company upon which the Company is liable as endorser, guarantor, or otherwise, may retain the same as collateral security for the payment of their respective settlement notes. All collateral notes and securities are to be surrendered by the creditors on the full payment of the settlement notes and all moneys paid on collaterals shall be applied as credits on the notes of settlement. The Illinois Trust and Savings Bank of Chicago is named as trustee for the creditors.

This proposition will be held open until March 1. It will be formally considered by the creditors at a called meeting, to be held at Indianapolis this week.

## Purely Personal.

Chas. F. Sears, the Rockford general dealer, was in town last Thursday.

Albert Kent, general dealer at Kentville, was in town a couple of days last week.

A. S. Doak has returned from Coaticooke, Quebec, where he buried his mother.

Lee Deuel, the Bradley general dealer, was in town last Thursday, calling on his numerous friends of the jobbing trade.

Homer Klap has engaged to represent the Union Credit Co. in the city as solicitors and collector. Mr. Klap is an energetic fellow and deserves success.

H. F. Hastings has left Colorado Springs and is now at Los Angeles, having joined the Grand Rapids party bound for California at Los Vegas.

Fred H. Ball and wife are pleasantly located for the winter at the Princess Hotel, Hamilton, Bermuda. Recent communications from there contain the pleasing intelligence that his health is very much improved.

## Financial Matters.

Thomas Lyon & Co. have merged their private bank at Homer into a State bank under the style of the Farmers' State Bank of Homer.

Shelbyville—Deuel & Meredith are logging the pine on the Balch tract, three miles east of this place. They expect to secure 500,000 feet, which is being drawn to this place and will be cut in the firm's mill here. The firm has another tract of 100,000 feet, which it will cut next season, thus winding up the cutting of pine in Allegan county.

For Bakings of All Kinds Use

# Fleischmann & Co.'s

## Unrivalled Compressed Yeast.

SUPPLIED  
**FRESH DAILY**  
To Grocers Everywhere.

Special attention is invited to our  
**YELLOW LABEL**  
which is affixed to every cake  
of our Yeast, and which serves  
**TO DISTINGUISH**  
Our Goods from worthless Imitations.

# P<sub>AND</sub>B

# OYSTERS

# P<sub>AND</sub>B

If you desire to serve your trade with the best Oysters the market affords specify the **P. & B. Brand** when ordering. For general excellence and uniform good quality they have no equal.

Place your orders with any of the Grand Rapids jobbers or send direct to the packers.

## THE PUTNAM CANDY CO.

### Oranges & Bananas!

WE ARE HEADQUARTERS.

Mail Orders Receive Prompt Attention.

## C. N. RAPP & CO.,

9 North Ionia St., Grand Rapids.

Florida Oranges a Specialty.

## CHARACTER IN CLOTHES.

Two men of equal means will patronize the same tailor and furnisher, the same hatter and shoemaker, and yet the results will be as utterly different as though the two were born in remote continents and a century apart.

There is the man whose necktie or scarf always crawls up his collar and shows above his coat; no matter how much he pays for his neckwear it always insists upon making itself painfully conspicuous. This person will invariably be found socially obtuse and lacking in quick perceptive qualities. I have seen many learned chemists, many a profound Greek scholar, whose necktie was always crawling up his collar, but never a book-maker, a bunco steerer, a smart drummer, a comedian or a caricaturist.

I never saw an earnest worker, or a man who had real and serious duties to perform, who wore a hat too small for him.

Many great lawyers and statesmen, cranky but shrewd speculators, popular preachers and history-making generals and editors wear hats too large for them—sometimes so large that they act as extinguishers and are stopped in their downward course only by the projection of the ears; but I never saw one who wore a hat too small, perched upon the top of his head. Indeed, I might assert as a positive fact that, save in cases of dire necessity, such as shipwrecks or utter and hopeless poverty, the man who wears a hat too small for him is a silly, frivolous, conceited creature, with no serious ideas on any subject and only the most flippant and shallow views of life and its obligations. Even among tramps and vagabonds, the fellow with the "dinky" Derby balanced upon his mop of unkempt hair is the most hopeless wreck among his class; while there is always a gleam of intelligence, a spark of hope, in the tramp whose hat is too large for him.

The man who wears a slope-shouldered coat when the resources of the sartorial profession are at his command, and who is not driven into any garment that fate may happen to send, is never a vigorous, masculine creature. He may be large and strong, he may even be an athlete, but the manly habit of mind is never his. Of course he will seldom be found brutal or pugnacious, and he may often have a most delicate and refined taste in matters of art; his manners may be the perfection of punctilious courtesy; but he will never put down a mutiny or save anyone from drowning or rescue maidens or infants from burning buildings.

Large flat shoes are always called "sensible." Doubtless they are so. Yet no alert, sharp and clever person, no one intellectually or physically wide-awake and "snappy," wears a large, flat shoe. You may say that the feet must regulate the size and form of the shoe, but you are wrong; the man who has broad, flat feet made them so by his habit of mind. Most quiet, thoughtful persons have large, flat feet. Great-hearted, big men, whom women either befool or pet and take care of, are men with large flat feet. The small footed man neither inspires lasting and solid affection, nor is he, on the other hand, made the victim of shrewd and heartless women.

A man makes his own feet. Just remember how natty and small your feet were when you went courting Amelia or Clara, and how splay they are now in your easy slippers as you sit before Mrs.

Amelia or Clara at the breakfast table, surrounded by little Tommy, little Amelia and the rest of the young brood. You don't care a fig now what number shoes you wear, as long as your corns don't trouble you. Consequently, you go slopping through life in shoes made on a No. 9 common-sense last, and are ready to see the shoemaker and go him one better if you feel a little pressure anywhere. Well, some men are born in this condition of mind which time and domesticity have brought to you, and such men have big feet all their lives.

Then, there are certain collars and certain neckties which indicate the character of the wearer as accurately as the facial angle or the thickness of the lips. The man who wears a turn-down collar of a particular sort, with a made-up bow fastened by a loop of elastic to his collar button, is never vain or anxious to attract attention. This style of neckwear is a positive bid for modest obscurity, and says as plainly as words: "I dress simply to clothe my nakedness and not to adorn my person and I hold in contempt all who view clothing from any other standpoint."

Such a person would rather tie a strip of red flannel about his throat, pin his coat together across his chest or wear his trousers all tattered and torn than be seen abroad in one of those flashy scarfs which vulgarly delights in. He would rather spend a month in jail than wear a choker collar and a red necktie.

A flippant society novelist once spoke of "the sort of man that wears a Panama hat." And, indeed, though the expression was used contemptuously by the feather-brained writer, it is a positive brand of certain social qualities to wear one of those wonderful products of the patience and industry of the South American natives.

KATE FIELDS.

## Dry Goods Price Current.

## UNBLEACHED COTTONS.

Adriatic	7	Arrow Brand	5 1/2
Argyle	6 1/2	World Wide	7
Atlanta A.A.	6 1/2	LL	5
Atlantic A	7	Full Yard Wide	6 1/2
"H	6 1/2	Georgia A	6 1/2
"P	6	Honest Width	6 1/2
"D	6 1/2	Hartford A	5
LL	5 1/2	Indian Head	5 1/2
Amory	7	King A	5 1/2
Archery Bunting	4	King E.C.	5 1/2
Beaver Dam A.A.	5 1/2	Lawrence L.L.	5 1/2
Blackstone O.	32	Madras cheese cloth	6 1/2
Black Crow	5	Newmarket G	6
Black Rock	7	"B	5 1/2
Boot, A.L.	7 1/2	"N	6 1/2
Capital A	5 1/2	DD	5 1/2
Chapman V	5 1/2	X	7
Chapman cheese cl.	5 1/2	Noibe R.	5 1/2
Clifton C.R.	5 1/2	Our Level Best	5 1/2
Comet	7	Oxford R.	7 1/2
Dwight Star	7 1/2	Pequot	7 1/2
Clifton C.C.	6 1/2	Solar	6 1/2
		Top of the Heap	7 1/2

## BLEACHED COTTONS.

A.B.C.	8 1/2	Geo. Washington	8
Amazon	8	Glen Mills	7 1/2
Amsburg	7	Gold Medal	7 1/2
Art Cambric	10	Green Ticket	7 1/2
Blackstone A.A.	8	Great Falls	6 1/2
Beats All	4 1/2	Hope	4 1/2
Boston	12	Just Out	4 1/2
Cabot	7	King Phillip	7 1/2
Cabot	7 1/2	"OP	7 1/2
Charter Oak	5 1/2	Lonsdale Cambric	10 1/2
Conway W.	7 1/2	Lonsdale	8 1/2
Cleveland	7	Middlesex	8 1/2
Dwight Anchor	8 1/2	No Name	7 1/2
"shorts	8 1/2	Oak View	6
Edwards	8 1/2	Our Own	5 1/2
Empire	7	Pride of the West	12
Farwell	7 1/2	Rosalind	7 1/2
Fruit of the Loom	8 1/2	Sunlight	4 1/2
Fitchville	7	Utica Mills	8 1/2
First Prize	6 1/2	Nonpareil	11
Fruit of the Loom	8 1/2	Vinyard	5 1/2
Fairmount	4 1/2	White Horse	6
Full Value	6 1/2	Rock	8 1/2

## HALF BLEACHED COTTONS.

Cabot	7 1/2	Dwight Anchor	9
Farwell	7 1/2		
UNBLEACHED CANTON FLANNEL.			
Tremont N.	5 1/2	Middlesex No. 1	10
Hamilton N.	6 1/2	"2	11
"L	7	"3	12
Middlesex A.T.	8	"7	18
"X	9	"8	19
No. 25	9		

BLEACHED CANTON FLANNEL.			
Hamilton N.	6 1/2	Middlesex A.A.	11
Middlesex P.T.	7 1/2	"2	12
"A.T.	9	A.O.	13 1/2
"X.A.	9	"4	17 1/2
"X.F.	10 1/2	"5	16

CARPET WARP.			
Peerless, white	18	Integrity, colored	21
"colored	20 1/2	White Star	18 1/2
Integrity	18 1/2	"colored	21

DRESS GOODS.			
Hamilton	8	Nameless	20
"	10 1/2	"	25
"	10 1/2	"	27 1/2
G.G. Cashmere	21	"	32 1/2
Nameless	18	"	35

CORSETS.			
Coraline	89 50	Wonderful	84 50
Schilling's	9 00	Brighton	4 75
Davis Waists	9 00	Bortree's	9 00
Grand Rapids	4 50	Abdominal	15 00

CORSET JEANS.			
Armory	6 1/2	Natural bag satteen	7 1/2
Androscooggin	7 1/2	Rockport	6 1/2
Biddeford	6	Conestoga	6 1/2
Brunswick	6 1/2	Walworth	6 1/2

PRINTS.			
Allen turkey reds	5 1/2	Berwick fancies	3 1/2
"robes	5 1/2	Clyde Robes	5
"pink & purple	6 1/2	Charter Oak fancies	4 1/2
"buffs	6	DelMarine cashm's	6 1/2
"pink checks	5 1/2	"mourning	6
"staples	5 1/2	Eddystone fancy	6
"shirtings	3 1/2	"chocolat	6
American fancy	5 1/2	"rober	6
American indigo	5 1/2	"sateens	6
American shirtings	3 1/2	Hamilton fancy	6
Argentine Grays	6	"staple	5 1/2
Anchor Shirtings	4 1/2	Manchester fancy	6
Arnold	6 1/2	"new era	6
Arnold Merino	6	Merrimack D fancy	6
"long cloth B	10 1/2	Merrim'ck shirtings	4
"century cloth	7	"Repp furn	8 1/2
"gold seal	10 1/2	Pacific fancy	6
"green seal TR	10 1/2	"robes	6 1/2
"yellow seal	10 1/2	Portsmouth robes	6
"serge	11 1/2	Simpson mourning	6
"Turkey red	10 1/2	"greys	6
"solid black	5	"solid black	6
"colors	5 1/2	Washington indigo	6
Bengal blue, green, red and orange	5 1/2	"Turkey robes	7 1/2
Berlin solids	5 1/2	"India robes	7 1/2
"off blue	6 1/2	"plain Tky X	8 1/2
"green	6 1/2	"X	10
"Foulards	5 1/2	"Ottoman Tur	6
"red	7	key red	6
"	9 1/2	Martha Washington	7 1/2
"3-XXXXX	12	Turkey red	9 1/2
Cochecho fancy	6	Riverpoint robes	5
"madders	6	Windsor fancy	6 1/2
"XX twills	6 1/2	"gold ticket	6
"solids	5 1/2	Indigo blue	10 1/2

TICKINGS.			
Amoskeag A.C.A.	12 1/2	A.C.A.	12 1/2
Hamilton N.	7 1/2	Pemberton AAA	16
"D	8 1/2	York	10 1/2
"Awning	11	Swift River	7 1/2
Farmer	11	Pearl River	12
First Prize	11 1/2	Warren	13
Lenox Mills	18		

COTTON DRILL.			
Atlanta, D.	6 1/2	Stark A	8
Boot	6 1/2	No Name	7 1/2
Clifton, K.	6 1/2	Top of Heap	10

SATINES.			
Simpson	20	Imperia	10 1/2
"	18	Black	9 1/2
"	16	"BC	10
Cochecho	10 1/2		

DEMINS.			
Amoskeag	12 1/2	Columbian brown	12
"9 oz.	13 1/2	Everett, blue	12
"brown	13	"brown	12
Andover	11 1/2	Haymaker blue	7 1/2
Beaver Creek A.A.	10	"brown	7 1/2
"BB	9	Jaffrey	11 1/2
"CC	9	Lancaster	12 1/2
Boston Mfg Co. br.	7	Lawrence	9 oz.
"blue	8 1/2	"No. 220	13 1/2
"d & twist	10 1/2	"No. 250	11 1/2
Columbian XXX br.	10	"No. 280	10 1/2
"XXX bl.	19		

GINGHAMS.			
Amoskeag	7 1/2	Lancaster, staple	6 1/2
"Persian dress	8 1/2	"fancies	7
"Canton	8 1/2	"Normandie	8
AFC	12 1/2	Lancashire	6 1/2
"Teazle	10 1/2	Manchester	5 1/2
"Anglo	10 1/2	Monogram	6 1/2
"Persian	8 1/2	Normandie	7 1/2
Arlington staple	6 1/2	Persian	8 1/2
Arasapha fancy	4 1/2	Renfrew Dress	7 1/2
Bates Warwick dres	8 1/2	Rosemont	6 1/2
"staples	6 1/2	Slatersville	6 1/2
Centennial	10 1/2	Somerset	7
Criterion	10 1/2	Tacoma	7 1/2
Cumberland staple	5 1/2	Toil du Nord	10 1/2
Cumberland	5	Wabash	7 1/2
Essex	4 1/2	"seersucker	7 1/2
Elfin	7 1/2	Warwick	8 1/2
Everett classics	8 1/2	Whittenden	6 1/2
Exposition	7 1/2	"heather dr.	8
Glenarie	6 1/2	"indigo blue	9
Glenarven	6 1/2	Wamsutta staples	6 1/2
Glenwood	7 1/2	Westbrook	8
Hampton	6 1/2	"	10
Johnson	6 1/2	Windermeer	8
"indigo blue	9	York	6 1/2
"zephyrs	16		

GRAIN BAGS.			
Amoskeag	16 1/2	Valley City	15 1/2
Stark	19 1/2	Georgia	15 1/2
American	16 1/2	Pacific	14 1/2

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

KNITTING COTTON.			
White, Colored.		White, Colored.	
No. 5	33	No. 14	37
"8	34	"16	38
"10	35	"18	39
"12	36	"20	40

CAMBRICS.			
Slater	4	Edwards	4
White Star	4	Lockwood	4
Kid Glove	4	Wood's	4
Newmarket	4	Brunswick	4

RED FLANNEL.			
Fireman	32 1/2	T.W.	32 1/2
Credmore	27 1/2	J.R.F.	32 1/2
Talbot XXX	30	J.R.F. XXX	35
Nameless	27 1/2	Buckeye	32 1/2

MIXED FLANNEL.			
Red & Blue, plaid	40	Grey S.R.W.	17 1/2
Union R	22 1/2	Western W	18 1/2
Windsor	18 1/2	D.R.P.	18 1/2
6 oz Western	20	Flushing XXX	23 1/2
Union B	22 1/2	Manitoba	23 1/2

DOMET FLANNEL.			
Nameless	8 @ 19 1/2	"9 @ 10 1/2	
"8 @ 19 1/2		"12 @ 19 1/2	

CANVASS AND PADDING.			
Slater	13	Black, Slater	13
9 1/2	13	13	13
10 1/2	13	13	13
11 1/2	13	13	13
12 1/2	13	13	13

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

WADDINGS.			
White, doz.	25	Per bale, 40 doz	75 50
Colored, doz.	20		

SILKES.			
Slater, Iron Cross	8	Pawtucket	10 1/2
"Red Cross	9	Dundee	9
"Best	10 1/2	Bedford	10 1/2
"Best A.A.	12 1/2	Valley City	10 1/2
L	7 1/2	KK	10 1/2
G	8 1/2		

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

HOOKS AND EYES—PER GROSS.			
No 1 Bk & White	10	No 4 Bk & White	15
"2	12	"8	20
"3	12	"10	25

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

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## IN A SHOE STORE.

## A Prominent Humorist's Skit on a Woman Buyer.

From M. Quad in Evening World.

There were two of them, evidently old friends, and as they stood looking at a display of shoes in the window of a Sixth avenue store the first one remarked:

"Now, then, if you were me, would you really buy a pair of shoes?"

"Why, it seems to me that I would," replied the other, "but you must use your own judgment about it. Of course, shoes will always be worn more or less."

"Yes, I suppose so."

"And if you have an extra pair it won't be nothing thrown away."

"No. I guess I will take your advice."

"But don't buy because I say so. I shouldn't want you to regret it, you know."

"Well, we'll see."

It was a busy day and every clerk was employed, but after taking a seat on a sofa they gesticulated until the attention of a floor-walker was attracted, and he sent them a salesman.

"You keep shoes, don't you?" inquired the one who thought of buying.

"Yes'm."

"What would you buy—lace, button or oxfords?" she asked of her friend.

"I always wear button, but you can do as you think best."

"Well, I will look at some button shoes on an 'A' last. Don't bring me anything but an 'A' last, and I want No. 2's."

While he was getting five or six pairs of shoes she removed the one from her right foot and told her friend a story of a woman in Buffalo who took up nine minutes' time and kept the clerk waiting for five minutes.

"Too small," he said, as he pulled a shoe over her toes.

"Is that a No. 2 on an 'A' last?"

"Yes'm."

"Well, that's funny. That's what I've always worn."

"Well, you can't get your foot in. I'll bring something else."

He brought 2½'s on a "B" last. She managed to get her big toe in with the others, but that was all.

Then he brought No. 3's on a "C" last and as she finally managed to wiggle her foot into the shoe it was evident that she could not stand.

"You'll have to have a larger shoe," he said.

"My stars! but what can ail all your shoes? I'm sure I can wear No. 2's on an 'A' last. You know that," she added to her friend.

"I have always noticed how small your foot was," was the reply.

Then she tried oxfords from No. 2's to No. 4's, and from an "A" last to a "D." She couldn't walk without hobbling.

Then she went back to buttons and tried the line all over again without avail. A No. 3½ on a "D" last was evidently a fit for her foot. The clerk said it fitted like a glove, but she pulled it off and whispered to her friend:

"Don't you think the goods in stock may have shrunk?"

"Likely as not."

"Or walking around on my foot has swelled it."

"I shouldn't wonder."

"Will you take this pair?" queried the clerk, as he held them up.

"I—I think not. We are just looking around, you know. We may come in again. Very much obliged to you."

They started to go out, but turned aside to see some slippers and were eighteen minutes in inspecting them and asking prices. Then they went over and looked at some baby shoes, and put in twelve minutes more. They had reached the door when they saw a sign of "Rubbers at Cost," and stopped and overhauled about fifty pairs and consumed fifteen minutes' further time. When they finally reached the street, the one who tried on the shoes said to the other:

"We must remember this place so as not to come here again. You saw for yourself that the people have no accommodation about them."

The W. C. T. U. of Yellow Springs, Ohio, has boycotted all the merchants of that town who sell tobacco.

## Hardware Price Current.

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

AUGERS AND BITS.	
Snell's.....	60
Cook's.....	40
Jennings', genuine.....	25
Jennings', imitation.....	50&10
AXES.	
First Quality, S. B. Bronze.....	7 50
" " D. B. Bronze.....	12 00
" " S. B. Steel.....	8 50
" " D. B. Steel.....	13 50
BARROWS.	
Railroad.....	14 00
Garden.....	30 00
BOLTS.	
Stove.....	50&10
Carriage new list.....	70&10
Flow.....	40&10
Sleigh shoe.....	70
BUCKETS.	
Well, plain.....	3 50
Well, swivel.....	4 00
BUTTS, CAST.	
Cast Loose Pin, figured.....	70&
Wrought Narrow, bright fast joint.....	60&10
Wrought Loose Pin.....	60&10
Wrought Table.....	60&10
Wrought Inside Blind.....	60&10
Wrought Brass.....	75
Blind, Clark's.....	70&10
Blind, Parker's.....	70&10
Blind, Shepard's.....	70
BLOCKS.	
Ordinary Tackle, list April 17, '85.....	60
CRADLES.	
Grain.....	dis. 50&60
CROW BARS.	
Cast Steel.....	per lb 5
CAPS.	
Ely's 1-10.....	per m 65
Hick's C. F.....	60
G. D.....	35
Musket.....	60
CARTRIDGES.	
Rim Fire.....	50
Central Fire.....	dis. 25
CHISELS.	
Socket Firmer.....	70&10
Socket Framing.....	70&10
Socket Corner.....	70&10
Socket Sinks.....	70&10
Butchers' Tanged Firmer.....	40
COMBS.	
Curry, Lawrence's.....	40
Hotchkiss.....	25
CHALK.	
White Crayons, per gross.....	12&12½ dis. 10
COFFER.	
Planished, 14 oz cut to size.....	per pound 28
" 14x52, 14x56, 14x60.....	26
Cold Rolled, 14x56 and 14x60.....	23
Cold Rolled, 14x48.....	23
Bottoms.....	25
DRILLS.	
Morse's Bit Stocks.....	dis. 50
Taper and straight Shank.....	50
Morse's Taper Shank.....	50
DRIPPING PANS.	
Small sizes, ser pound.....	07
Large sizes, per pound.....	6½
ELBOWS.	
Com. 4 piece, 6 in.....	Gos. net 75
Corrugated.....	dis. 40
Adjustable.....	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, #18; large, #36.....	30
Ives', 1, #18; 2, #34; 3, #36.....	25
FILES—New List.	
Diston's.....	60&10
New American.....	60&10
Nicholson's.....	60&10
Heller's.....	50
Heller's Horse Ramps.....	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14.....	15 16 17
Discount, 60.....	
GAUGES.	
Stanley Rule and Level Co.'s.....	50

## HAMMERS.

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

## HINGES.

Gate, Clark's, 1, 2, 3.....	dis. 60&10
State.....	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4¼ 14 and longer.....	3½
Screw Hook and Eye, ¾.....	net 8¼
" " ¾.....	net 7¼
" " ¾.....	net 7¼
Strap and T.....	dis. 50

## HANGERS.

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

## HOLLOW WARE.

Pots.....	60
Kettles.....	60
Spiders.....	60
Gray enameled.....	40&10

## HOUSE FURNISHING GOODS.

Stamped Tin Ware.....	new list 70
Japanned Tin Ware.....	25
Granite Iron Ware.....	new list 33¼&10

## WIRE GOODS.

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

## LEVELS.

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

## LOCKS—DOOR.

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

## MATTOKES.

Adze Eye.....	\$16.00, dis. 60
Hunt Eye.....	\$15.00, dis. 60
Hunt's.....	\$18.50, dis. 30&10.

## MAULS.

Sperry & Co.'s, Post, handled.....	dis. 50
Coffee, Parkers Co.'s.....	dis. 40
" P. S. & W. Mfg. Co.'s Malleables.....	40
" Landers, Ferry & Co.'s.....	40
" Enterprise.....	40

## MOLASSES GATES.

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

## NAILS.

Steel nails, base.....	1 80
Wire nails, base.....	2 00
Advance over base:	
60.....	Base 10
50.....	Base 10
40.....	Base 10
30.....	Base 10
20.....	Base 10
16.....	Base 10
12.....	Base 10
10.....	Base 10
8.....	Base 10
7 & 6.....	Base 10
4.....	Base 10
3.....	Base 10
2.....	Base 10
1.....	Base 10
Fine 3.....	Base 10
Case 10.....	Base 10
" 8.....	Base 10
" 6.....	Base 10
Finish 10.....	Base 10
" 8.....	Base 10
" 6.....	Base 10
Clinch 19.....	Base 10
" 8.....	Base 10
" 6.....	Base 10
Barrell ¾.....	Base 10

## PLANES.

Ohio Tool Co.'s, fancy.....	dis. 20
Scotchy Bench.....	dis. 20
Sandusky Tool Co.'s, fancy.....	dis. 20
Bench, first quality.....	dis. 20
Stanley Rule and Level Co.'s, wood.....	dis. 20

## PANS.

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

## PATENT PLANISHED IRON.

Iron and Tinned.....	50-10
Copper Rivets and Burs.....	50-10
"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's pat. planished, Nos. 25 to 27.....	9 20
Broken packs ¼c per pound extra.	

ROPES.	
Sisal, ¼ inch and larger.....	8¼
Manilla.....	13
SQUARES.	
Steel and Iron.....	dis. 75
Try and Bevels.....	60
Mitre.....	20

SHEET IRON.	
Com. Smooth.....	Com.

Nos. 10 to 14.....	\$4 05
Nos. 15 to 17.....	4 05
Nos. 18 to 21.....	4 05
Nos. 22 to 24.....	4 05
Nos. 25 to 28.....	4 25
No. 27.....	4 45

All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
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SAND PAPER.	
List acct. 19, '86.....	dis. 50

SASH CORD.	
Silver Lake, White A.....	list 50

" Drab A.....	55
" White B.....	55
" Drab B.....	55
" White C.....	55

Discount, 10.....	
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SASH WEIGHTS.	
Solid Eyes.....	per ton \$25

SAWS.	
" Hand.....	dis. 20

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

TRAPS.	
Steel, Game.....	dis. 60&10

Oneyda Community, Newhouse's.....	35
Oneyda Community, Hawley & Norton's.....	70
Mouse, choker.....	18c per doz
Mouse, delusion.....	\$1.50 per doz.

WIRE.	
Bright Market.....	dis. 65

Annealed Market.....	70-10
Coppered Market.....	60
Tinned Market.....	60
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	3 35
" painted.....	2 85

HORSE NAILS.	
Au Sable.....	dis. 25&10 25&10&65

Putnam.....	dis. 06
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Northwestern.....	dis. 10&10
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WRENCHES.	
Baxter's Adjustable, nickle.....	30

Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75&10
MISCELLANEOUS.....	dis. 62½

Bird Cages.....	50
Pumps, Clister.....	75
Screws, New 1st.....	70&10

Casters, Bed a d Plate.....	50&10&10
Dampers, American.....	40
Forks, hoes, rakes and all steel goods.....	65

METALS.	
Pig Tin.....	36c

Pig Bars.....	28c
ZINC.	
Duty: Sheet, 2¼c per pound.....	

600 pound casks.....	6½
Per pound.....	7

SOLDER.	
¼@4.....	16

Extra Wiping.....	15
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The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
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ANTIMONY.	
Cookson.....	per pound 16

Hallett's.....	13
TIN—MELTIN GRADE.	

10x14 IC, Charcoal.....	7 50
14x30 IC.....	7 50
10x14 IX.....	9 25
14x30 IX.....	9 25

Each additional X on this grade, \$1.75.	
TIN—ALLAWAY GRADE.	

10x14 IC, Charcoal.....	6 75
14x30 IC.....	6 75
10x14 IX.....	8 25
14x30 IX.....	9 25

Each additional X on this grade \$1.50.	
ROOFING PLATES.	

14x30 IC.....	6 50
14x30 IX.....	8 50
20x28 IC.....	13 50

" Allaway Grade.....	6 00
14x30 IX.....	7 50
30x28 IC.....	12 50
30x28 IX.....	15 50

## Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

## Retail Trade of the Wolverine State.

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E. A. STOWE, Editor.

WEDNESDAY, JANUARY 20, 1892.

It is altogether too early in the season to realize the full advantage of last year's bountiful harvests. The money paid for the crops has gone far to liquidate the indebtedness of the agricultural community, and is now working its way around the circle of financial action to come again into investment and aid in the progress of the general trade movement. For this reason, no untoward circumstances intervening, improvement in trade may be expected to advance with the growth of the year. There is, therefore, reasonable prospect for a generally good commercial situation from now on.

The Canadian Pacific is constructing a line in a southerly direction from Regina, and this line will connect with the Valley extension of the "Soo." When this connection is made there will be continuous tracks from Vancouver, on the Pacific coast, by the way of Regina, Valley City, Minneapolis and Sault Ste. Marie, to Halifax, on the Atlantic coast. The Canadian Pacific abandoned the line through Ontario along the northern shore of Lake Superior chiefly because the immense amount of snow in that region has frequently caused a tie-up over the entire transcontinental line.

## Prompt Delivery of Mail Matter.

Only busy, energetic men in every line or branch of business can properly estimate the advantages which result from prompt delivery of mail matter. Letters written by them and letters addressed to them, either from regular or occasional correspondents, imperatively demand and should invariably receive the most speedy transit. A delay of ten or a dozen hours, or, as too frequently happens, of a whole day, causes more than vexation of spirit. There are both loss of time and money in the balance. Accidents by railway or steamship are, of course, liable to occur, but they do not count when compared with or weighed against a pyramid of negligence, blunders and carelessness.

## The Grocery Market.

Sugar is  $\frac{1}{2}$ c lower than a week ago, the market being unusually steady. Fresh meats and provisions are higher and stronger, pork giving every evidence of a strong upward movement during the next sixty days. Cheese is strong, owing to the fact that stocks of standard grades are now practically concentrated in jobbers' hands. Canned corn is stronger and tomatoes are bracing up.

## The Hardware Market.

The discount on carriage bolts and screws has been reduced. Rope has been advanced 1c per pound. A new list on galvanized iron has been issued, showing a slight advance over the old list. The discount remains the same. There is no change in nails, iron or barbed wire.

## THE AMERICAN MERCHANT.

I began my business career as a commercial traveler and had some quite interesting experiences during the time I carried a sample case. Many years ago, before railroads were as plenty as they are now, and when nearly every new railroad was developing a new region and new towns were being built, I had a friend and competitor on the road who was ahead of me about half the time, and the other half I was able to hold my own or keep ahead. I remember there was what we considered a desirable customer at a new place. I thought I would be ahead of him, and getting into the baggage car, supposed, of course, that I would reach the town before he did; but lo and behold! when we arrived at the station, I found that my friend landed before I did, as he had been riding on the cow-catcher.

I soon tired of the road, and thought I saw an opportunity of going into business, and this I did a great many years ago. I have never forgotten a conversation I had with an old merchant who found I was about to start in business: "Young man, I understand you are going to go into business?" I told him that I was. "Well," said he, "you must not be too sanguine or expect continuous success. I have had a heap of experience, and have been as successful as the average business man, and perhaps more so, but if you make it twice out of three times, you will be a good deal more successful than I have been." My observation has been that if a man could be successful half the time, or a little more, he would beat the average. This is my experience, and observation leads me to believe that there is much more of failure than of success in business life. There are many reasons for this.

There are many young men who begin business who do not appear to be able to brook failures or disappointments in their exertions. They lose confidence in themselves, and then the business world loses confidence in them; they think the world has turned against them, and they brood over these unfortunate conditions of affairs. I am reminded of what an old colored man once told me about his experiences, and he had a variety of them, but was really quite wise in some of his sayings. He said to me: "I nebbber 'lows myself to flect on the bad tings that hab happened to me, or on the good tings I nebbber had." Now, I am very willing to admit that it is a hard thing for a man to keep from reflecting on his misfortunes, but the merchant must always keep his courage up. The business man everywhere must be a courageous man, and it is probable that there has been more courage manifested among American merchants in the past 100 years than among merchants in any other part of the world, and greater progress has been made by them. The American merchant, to begin with, has the best field for the display of his ability and his enterprise. It has not been necessary that he should be rich and influential or have family influence behind him to be successful, because those who have commenced under circumstances the most trying, and disadvantages the greatest, have really been the most successful; and this is the case in America more than any other place, for the reason that we have had very rapid growth; all parts of the world have contributed capital and energy and enterprise to make it

possible for the American merchant to succeed. And there is no country with such a diversity of resources, of climate, of soil, of mineral production, and of everything which tends to make a country great and prosperous; and while there has been great prosperity in the past, and while many young merchants have come to the front and been very successful, there is still as good chance for a man to-day in mercantile pursuits as ever before, because the increase in population, and the development of the country, in my opinion, will be as rapid the next thirty years as it has been in the past thirty.

The American merchant not only has the American field, but there is a vast scope of country to the extreme north as well as the extreme southern portion of the continent yet for him to occupy and develop. I had occasion during the past summer to pass over the Canadian Pacific from Winnipeg to Vancouver and off toward the Hudson Bay country in the British possessions. There is an empire which is uncultivated and unoccupied, almost as extensive as the length and breadth of the territory of the United States, and in my opinion this vast, almost unexplored and uncultivated country will yet be a part of the United States. Then our commercial relations to the South, the Republic of Mexico, the Central and South American countries are open to us, and will yet be wonderfully fruitful fields for the American merchant.

If I may be permitted to say it, it is commendable in every business man to desire success, and there are some rules that are safe to follow. But success is not a sure thing. A merchant should be well informed about everything pertaining to his business, and have a well cultivated and disciplined mind. Thoroughly educated and disciplined men in mercantile pursuits are more and more in demand. To permanently succeed he must have habits of industry, of sobriety, of economy and of faithfulness to his friends, and to everything he espouses. He does not have to stand long on this kind of a platform before he will have a reputation and credit which will command capital, and be in a position to go on his way rejoicing. Mercantile success is of slow growth, but it ought to have sufficient safeguards thrown around it to make it pretty sure. My observation has been that men who try to get rich in mercantile pursuits very quickly, do not get rich at all. This great anxiety leads to over-trading and speculation, and men who speculate and over trade soon lose their credit and confidence is gone; then ruin follows and a man has to begin over again. And when he once fails, while he may succeed thereafter, the chances are against him.

E. O. STANARD.

## TALKS WITH A LAWYER.

## NATURALIZATION.

Written for THE TRADESMAN.

One may be a citizen of a State and not a citizen of the United States. Compliance with State laws of naturalization does not make a man a citizen of the United States. This power is vested solely in Congress, and yet, strange to say, one may not be a citizen of the United States and yet vote for a Senator or member of Congress, and, should the power to choose a President by any chance be thrown into Congress, as, in-

deed, it may under the Constitution, there is given to persons not citizens of the United States indirect influence in the choice of the President. This comes about by the Constitution declaring that electors of members of the lower house of Congress have the qualifications requisite for electors of the lower house of the State Legislatures, so that in order for an alien to vote for a Member of Congress, and indirectly for a Senator or President, it is only necessary for him to be able to vote for a member of the more numerous branch of the State Legislature. The State may prescribe what qualifications it may see fit for State citizenship, but Congress alone can make an alien a citizen of the whole country. It is difficult, in view of what has been said, however, to see wherein lies the distinction between the privilege of a citizen of the United States and a citizen of one of the States. One privilege at least the State could not confer, and that is, she could not give him, as a citizen, a title to those privileges and immunities of citizens of the several States which the federal constitution guarantees and secures.

We will state briefly who may be naturalized under the laws of the United States. Any alien friend who is a free white person, or a person of African nativity or descent, who has made the legal preliminary declaration, and who has resided for the five years next preceding his application, in the United States, and for one year next preceding such application, in the State or Territory in which the court sits to whom he makes application, and who, during that time, has been of good moral character, attached to the principles of the Constitution of the United States, and well disposed to the good order of the same, may become a citizen of the United States. This excludes Indians, Mongolians, half Indian blood, and Chinese. A married woman may be naturalized without the concurrence of her husband.

There are five classes of privileged persons:

## First, minors.

Children of naturalized citizens, under age of twenty-one at the time of the naturalization of their parents, are deemed citizens if dwelling in this country. Minor children of foreign parents, whose mother, after the death of the father, marries a citizen, become citizens. Children of citizens, who are born abroad, are citizens of the United States. In regard to the five years' qualification, a portion of this time may be years of the applicant's minority; in such case, the previous declaration of intention is not necessary if he makes a declaration at the time of his admission, and proves and declares on oath that for two years it has been his intention to become a citizen.

## Second, wives of citizens.

An alien woman of the race or class entitled to naturalization, who marries a citizen, becomes by that act a citizen. It makes no difference if she is less than twenty-one years of age. When an alien is naturalized, his wife thereby becomes a citizen, though she may never come to the United States until after his death. This latter statement is, however, questioned in some courts. A discussion of the three remaining classes of privileged persons will be found in our next paper.

WM. C. SPRAGUE.



**Gripsack Brigade**

J. A. Gonzalez, Michigan representative for the Owl Cigar Co., has gone to New York on a visit to the house.

J. McBurney, formerly on the road for the I. M. Clark Grocery Co., is now selling flour for LaBar & Cornwell, of Cadillac.

John H. Beamer, formerly engaged in the grocery business at Hastings, has gone on the road for the Grand Rapids Brass Co.

Richard Hoffman, clerk in the grocery department of F. C. Larsen, at Manistee, has gone on the road for C. E. Andrews & Co., of Milwaukee.

Hal. Montgomery, for several years with Geo. R. Mayhew, has gone on the road for Corl, Knott & Co., taking Southern Michigan and Northern Indiana as his territory.

Wm. Connor was here with Kolb & Son's clothing line a couple of days last week and left Friday for Minnesota, where he will put in a couple of weeks among the large trade of the State.

R. B. Orr, who traveled several years for the former firm of Arthur Meigs & Co., and who has lately devoted his time to agricultural pursuits, has decided to remove to Knoxville, Tenn., as soon as he can dispose of his live stock.

Thomas Ferguson, formerly with the Ball-Barnhart-Putman Co., has engaged to travel for J. M. Bour & Co., tea, coffee and spice jobbers of Toledo, the engagement to date from Feb. 1. He will cover the G. R. & I., C. & W. M., and D., G. H. & M. Railways, seeing the trade every six weeks.

At an informal meeting of traveling men, Saturday evening, called to discuss the hotel situation at Hart, it was unanimously resolved to withhold patronage from the Wigton House so long as the present landlord remains there. One of the men present at the meeting stated that he had heard Dikeman—in the days when he was of a P. of I. headlight—denounce merchants and traveling men in the most unseasonable and insulting manner.

John McCullough, traveling representative for Kablenzer & Dazian, jobbers of shirts and men's furnishing goods at New York, was found dead in his room at the Russell House, Detroit, last Friday morning. The deceased was a portly man, weighing about 250 pounds, and had been stopping at the hotel for three days. Thursday night he appeared in good health and, with a friend, spent the evening around the hotel. The friend left for Grand Rapids at 11 o'clock and McCullough, after finishing a cigar, went up stairs to his room. The next morning, when he had not risen at the usual hour the chambermaid knocked upon his door, and receiving no response, gave the alarm. McCullough was found stretched upon the floor by L. A. McCreary, one of the proprietors of the hotel. He had removed his coat and vest and from appearances had begun to take off his collar and necktie when the fatal attack seized him.

Hon. W. J. Stone, a St. Louis politician, recently paid the traveling man the following glowing tribute: "Commercial travelers are really a set of wonderful fellows. They represent in a marked degree the restless, indomitable energy of our progressive and masculine civilization. They are the heralds of our commerce, and to a large extent its conservators as well. They are like a swarm of

Wandering Jews, whose footsteps, coming and going, are heard forever and forever. To them the perils of flood and famine, the vicissitudes of time and circumstance are without especial significance. They personify activity, they are energy incarnate. They are a mighty force in the development and conservation of our commercial economy. They are busy business men, but business men whose lives are full of incident and adventure. They know the world. It is the school in which they have been educated. They are familiar with men. They have rare opportunities to study human kind. In a thousand ways they acquire a great fund of useful information. They read newspapers and books as they go speeding from one point to another. They become liberal in their modes of thought and absolutely intolerant of bigotry. They are in many respects exemplars of the philosophy of practical life. They have quick discernment, acute perception and know a good thing when they see it. They catch at the best and brightest side of life. They are, indeed, a wonderful set of fellows. I like the commercial traveler. He tells a good story, he loves a good song and he is always ready for adventure. He is a good fellow, and I like him. He also commands my unbounded admiration. He possesses some magician's magic—he has a wizard's wink which dazzles and obscures the vision of railway conductors and ship masters, and serves him as a royal passport wherever his fancy or his purpose lead him, whether among Jews or Gentiles, Pagans or Christians. He is endowed with some mysterious—remarkably mysterious—occult, potent, inexplicable influence, in the presence of which even a hotel clerk, in all his chilling pomposity and oriental splendor, does not hesitate to bow with low and obsequious obeisance. I am sure this dominating influence, particularly as it affects the lords of the register, is peculiar to your clan. It does not attach to outsiders. I have tried it, but it wouldn't work. I have followed some of you knights of the grip up to the hotel counter, watched your *modus operandi* and tried to imitate you, but it's always a failure. The moment I present myself the smiling visage of the clerk is frozen into a stony, unimpassioned stare. He conducts you with solicitous ceremony to parlor A, and, without apology, directs the bell boy to show me to the garret."

**Good Words Unsolicited.**

White & Fairchild, general dealers, Boyne City: "We cannot do without it."

S. M. Geary, general dealer, Maple Hill: "I have been taking THE MICHIGAN TRADESMAN from the day it was born and very highly appreciated it when a baby; but since it has matured, I idolize it as the business man's friend and would not care to be without it."

A. Vonk & Sons, grocers, Wealthy avenue: "Although our stock has been destroyed by an incendiary fire, we do not wish you to stop your paper, as we cannot get along without it."

Wm. McDonald, druggist, Kalamazoo: "THE TRADESMAN is always a welcome visitor."

**Country Callers.**

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

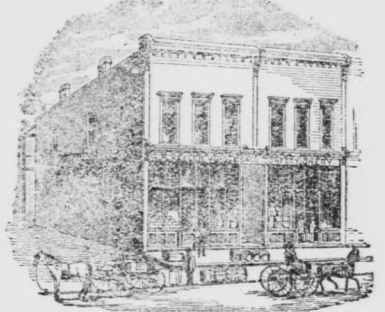
A. T. Bliss, Rockford.  
W. B. Mason & Son, Constantine.  
H. Williams, Austerlitz.  
C. K. Hoyt, Hudsonville.  
C. V. Weller, Cedar Springs.  
A. Cohen, White Cloud.  
Albert Kent, Kentville.

# Do You Want a Cut of Your Store Building?

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



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



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

**THE TRADESMAN COMPANY,**

ENGRAVERS AND PRINTERS,

GRAND RAPIDS, MICH.

## The Belknap Wagon and Sleigh Co.

GRAND RAPIDS, MICH.

Manufacturers and Jobbers in

Road  
Logging  
Delivery  
Pleasure

# SLEIGHS.

Send for Catalogue.

## Drugs & Medicines.

### State Board of Pharmacy.

One Year—Jacob Jesson, Muskegon.  
Two Years—James Vernor, Detroit.  
Three Years—Ottmar Eberbach, Ann Arbor.  
Four Years—George Gundrum, Ionia.  
Five Years—C. A. Bugbee, Cheboygan.  
President—Jacob Jesson, Muskegon.  
Secretary—Jas. Vernor, Detroit.  
Treasurer—Geo. Gundrum, Ionia.  
Next meeting—At Bay City, Jan. 13 and 14, 1892.

### Michigan State Pharmaceutical Ass'n.

President—H. G. Coleman, Kalamazoo.  
Vice-Presidents—S. E. Parkhill, Owosso; L. Pauley, St. Ignace; A. S. Parker, Detroit.  
Secretary—Mr. Parsons, Detroit.  
Treasurer—Wm. Dupont, Detroit.  
Executive Committee—F. J. Wurzburg, Grand Rapids; Frank Ingalls and G. W. Stringer, Detroit; C. E. Webb, Jackson.  
Next place of meeting—Grand Rapids, Aug. 2, 3 and 4.  
Local Secretary—John D. Muir.

### Grand Rapids Pharmaceutical Society.

President, W. R. Jewett, Secretary, Frank H. Escoff, Regular Meetings—First Wednesday evening of March, June, September and December.

### Grand Rapids Drug Clerks' Association.

President, F. D. Kipp; Secretary, W. C. Smith.

### Detroit Pharmaceutical Society.

President, F. Rohnert; Secretary, J. P. Rheinfrank.

### Muskegon Drug Clerks' Association.

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

### The Pharmaceutical Apprentice.

The apprentice in America, that is the genuine old-fashioned kind, has become a relic of the past, and consequently, a study of him would most aptly come under the head of archaeological research.

He stands in a class, distinct from all other classes. His ability is remarkable, his patience untiring and his dislike for work truly pathetic; he is a Solomon in wisdom and a Machiavelli in cunning and tact; can work harder and accomplish less than any other person on this green earth, and the amount of buying power he infuses into his princely salary stamps him as a financier of exceptionally high order.

He does not hesitate to diagnose any derangement of your system in an off-hand way that would make a Brodie or Cooper green with envy, and then reel off a polypharmic prescription which he assures you covers the case like a benediction. He drops in upon you in a nonchalant manner when you are discussing political matters with a friend, and in ten minutes has absorbed all the conversation, settled the destiny of a continent and mapped out a policy for the Government which would usher in either the millennium or anarchy; and, while you are relating to your spiritual adviser the doubts that harass you and are describing how difficult you find the straight and narrow way, he will point out a short cut to Zion, incidentally remarking he could give the arbiter of fate a few pointers if consulted.

He knows more about law than Blackstone; can give you tips on the races; knows when the next mill between the local sluggers comes off; can guide you to the best fishing ground in the locality; tell you what is on at the different theaters; the time of service in the different churches; when the trains arrive and depart; and, finally, knows more about drugs in the first six months of his apprenticeship than all the pharmacists from Galen to Proctor.

Sometimes, in a fit of unusual condescension, he may consult you on a minor point relating to the management of your business, but usually prefers to follow the peculiar bent of his own sweet will.

He appears to take a special delight in getting hold of some explosive mixture, and then carries his hand in a sling for a few days while descending on the dangers of a chemist's vocation.

If you possess a cat, he invariably makes such combinations with its caudal appendage and certain friable apparatus

as to cause you to utterly shatter the third commandment. He is also willing to stay an hour or two over time when asked, and considers it a special favor to be permitted to stand in the store on Sundays to "relieve the boss." He will do anything to oblige, and never hesitates to go a mile out of his way to favor a stranger.

In short, he possesses in a marked degree those qualities which, properly directed, will develop into a valuable and trustworthy assistant, and eventually make him an honored and useful member of his profession.

How do I know all this? Well—I was myself one not so very long ago, and have had the training of no less than fifteen, and do not think I have travestied or maligned him one whit in ascribing to him the foregoing brilliant qualities.

What would pharmacy have been to-day had it not been for the apprentice of ten years ago? Personally I am sorry to see this specimen of the genus *homo* being supplanted, for I do not think there is one phase of a pharmacist's career so pleasant to look back upon as those three years when one was bound to serve a preceptor, and brought out his most brilliant characteristics devising means to avoid doing so.

### Dry Goods Bazaars from the Druggist's Standpoint.

CHICAGO, Jan. 16.—There are people in this world who would be willing to own Chicago; there are others who would be satisfied with New York; and there are a few hogs who would actually have the cheek to ask for the whole earth; still, none of them have as much cheek as the retail dry goods stores in this country, especially those in large cities. Furthermore, most of our retail dealers in dry goods are not only liars, but dishonest in their dealings as well. They make a practice of buying toilet articles, soaps, perfumes, patent medicines and so forth, and then they proceed to advertise them at actual cost in order to draw trade and injure their brother merchants. Men in other lines of trade would not descend to such practices. To further show their dishonesty, there are many dry goods houses who advertise in the daily press certain lines of these goods at a price below cost even, and when you get to their store at nine or ten in the morning they are, of course, "just sold out." All gone for that day. They simply had a few, and advertised them in the hope of getting people into their net and then selling them something else. This advertising scheme plays the same part that the steerer for a skin game of faro does, and there are plenty of such tricky tradesmen in Chicago—a great many, too many, in fact. It is no wonder that the retail druggists call meetings and pass strong resolutions condemning the wholesalers for selling goods to these reptiles. Outside of the prescription trade, there is not so much profit in the retail trade that the druggists can afford to be beaten out of their own business and profits by these unprincipled dry goods houses.

No self-respecting druggist should handle toilet articles, patent medicines and perfumes that manufacturers sell to dry goods dealers. If the retail druggists combine and refuse to patronize dry goods or other merchants not entitled to handle this class, of the wholesalers who do business in this way, they will only be giving them what they deserve, and the latter can expect nothing else. As to the grasping dry goods men, there are some people who are never satisfied, but after getting the whole earth would like the rest of the universe thrown in. The avaricious dry goods men who rob others of their legitimate trade belong to this class.

Girard—J. E. Perry is succeeded by A. A. Perry in the drug and grocery business.

### CASH SALES AND QUICK RETURNS.

Written for THE TRADESMAN.

If a great truth should be stated very calmly, then let it so be recorded that as a salesman I was a downright failure, and it was only a short time after I commenced commercial pursuits when I was consigned to that limbo of cast-off-salesmen—the office. Incidentally, we will say that as a book-keeper I did fairly well and when I entered in that capacity the service of a young and rising firm of oil merchants in Chicago, my ability as an accountant was unquestioned. While in that capacity I perpetrated, not a sale, but a purchase which was, at least, unique, and forms a bright spot in the dreary routine of my book-keeping career. The firm who employed me was composed of two members. The senior partner rather prided himself on being the "Kingmixer of the West." We will, therefore, call him Kingmixer. The junior member's name was Wheeler. The "Co." was attached for euphony, and there we have the firm of Kingmixer, Wheeler & Co. Alas! Only their final creditors and the records of Dun and Bradstreet can now tell when this fair craft foundered in the commercial sea and in how deep water this oily concern went down. In my time, they had a good trade and made money, for Kingmixer was a shrewd man and, if orders slacked up he would push around town and make trade in one way or another. At that time the head and front of the oil trade was—we will call him Banks—a big manufacturing concern that overshadowed all others, Ursa Major in their line on the Board of Trade, whose products were the acknowledged standard. On some fine morning Kingmixer sold to a drug house five barrels of Banks' Extra Lard Oil a few cents below quotation. He then bought these from Banks, had them carted to our factory, where he doped them, refilled the barrels, delivered them and received a check for his bill, less a slight discount for cash before noon. After dinner, who should come stalking down the quiet street to our office but the great and good Banks in the fulness of his wrath, for he had "got onto" Kingmixer's performance. Kingmixer, who espied him coming, thought discretion the better part of valor, and was "not in," and on the junior partner's head the before mentioned wrath was uncorked. When Banks got mad this little earth was slightly indented and quaked perceptibly just where he happened to stand, and nothing less than utter perdition—commercial annihilation—not to say future damnation—was threatened for having doped his oil and taken in vain his trade-mark. The terror-stricken Wheeler nearly fainted and the stampede was complete. When the terror was gone, the gloomy silence of despair settled down on the office.

The head of the house then returned and addressed me as follows: "Capt. M., you must hurry over to Vanpeter's and get those five barrels of lard oil back as quick as you can. Take a blank check along, have a dray ready around the corner and have them brought here right away. Don't lose a second."

At this command of Kingmixer's, I flew over to Mr. Vanpeter's on the other side of the river.

Vanpeter has one prominent trait in his character: he loves humbug dearly, especially when it helps to add to the credit side of his profit and loss account. He was at his desk and divined my errand on the instant, and with the usual childlike and bland smile waved me to a customer's chair.

"Mr. Vanpeter, have you any lard oil?" I asked.

"Yes, I have a lot of Banks' Extra Winter Strained, a nice article; how much do you want?"

"I want five barrels and must have it at once. It is to be at the depot by 2 o'clock."

"I can let you have five barrels. Here is a sample. It is choice."

I took the sample bottle, held it against the light, shook it and duly tested the vile stuff which our Kingmixer had compounded, as is prescribed in the manual of arms for the oil trade.

"What is the price, Mr. Vanpeter?"

"—cents (10 cents per gallon more than he paid us that morning) and as we only retail, you know, we give no outs and allow no cash discount."

"Well, I'll take them. Please give me a bill and I will fill out a check."

By 2 p. m. the emptying of the five barrels into our lard oil tank had obliterated the last trace of the transaction. We had made a prompt cash sale in the morning, and so had Mr. Vanpeter in the afternoon. He had quick returns and we had likewise. WM. MOHRMANN.

The Drug Market.

Foreign quinine remains very firm at the advance noted last week. Domestic is as yet unchanged. Opium is steady. Morphine is unchanged. Nitrate of silver is lower. Coca leaves are scarce and higher. Oil cassia has advanced. Oil anise is higher. Cacas butter is lower. Cream tartar is lower. Ergot has advanced. Gum arabics are lower. Gum gamboge has declined. Long Buchu leaves are higher. Salacine has declined.

For the finest coffees in the world, high grade teas, spices, etc., see J. P. Visner, 304 North Ionia street, Grand Rapids, Mich., general representative for E. J. Gillies & Co., New York City.

H. H. H.

Harrison's Hair Hastener

Makes harsh and coarse hair soft, pliable and glossy. Prevents hair from splitting, eradicates dandruff, arrests falling hair and will thicken with new growth thin heads of hair.

PRICE, \$1 PER BOTTLE.

Sold by all druggists. Manufactured by

C. B. HARRISON & CO.,

SHERWOOD, MICH.

CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists

GRAND RAPIDS.

### Get What You Ask For!

## --HINKLEY'S BONE LINIMENT--

FOR THIRTY-FOUR YEARS THE FAVORITE.

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



## Wholesale Price Current.

Advanced—Long buchu leaves, oil anise, oil cassia, ergot, ergot po.  
Declined—Gum arabic 2d, gum arabic sorts, po, gamboge, nitrate silver, salacine, pure c'm tartar.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R	60
Benzoeicum German.	50 60	Aloes	50
Boricum	20 30	" and myrrh.	60
Carbolicum	20 30	Arnica	50
Citricum	40 50	Asafetida	0
Hydrochlor	30 5	Atrope Belladonna.	0
Nitrocum	10 12	Benzoin	60
Oxalicum	10 12	Benzoin	60
Phosphoricum dil.	10 12	Benzoin	60
Salicylicum	1 30 10	Benzoin	60
Sulphuricum	1 30 10	Benzoin	60
Tannicum	1 40 10	Benzoin	60
Tartaricum	30 40	Benzoin	60
AMMONIA.		TINCTURES.	
Aqua, 16 deg.	3 1/2 5	Benzoin	60
" 20 deg.	5 1/2 7	Benzoin	60
Carbonas	1 1/2 14	Benzoin	60
Chloridum	1 1/2 14	Benzoin	60
ANILINE.		TINCTURES.	
Black	2 00 2 25	Benzoin	60
Brown	80 10 10	Benzoin	60
Red	40 50 50	Benzoin	60
Yellow	2 50 3 00	Benzoin	60
BACCAR.		TINCTURES.	
Cubeba (po. 90)	90 10 10	Benzoin	60
Juniperus	80 10	Benzoin	60
Xanthoxylum	20 30	Benzoin	60
BALSAMUM.		TINCTURES.	
Copaiba	50 55	Benzoin	60
Peru	60 30	Benzoin	60
Terabin, Canada	30 40	Benzoin	60
Tolutan	30 50	Benzoin	60
CORTEX.		TINCTURES.	
Abies, Canadian	18	Benzoin	60
Cassia	11	Benzoin	60
Cinchona Flava	11	Benzoin	60
Euonymus atropurp.	30	Benzoin	60
Myrica Cerifera, po.	30	Benzoin	60
Prunus Virgin.	12	Benzoin	60
Quillaja, grd.	14	Benzoin	60
Sassafras	14	Benzoin	60
Ulmus Po (Ground 12)	10	Benzoin	60
EXTRACTUM.		TINCTURES.	
Glycerhiza Glabra	24 25	Benzoin	60
" po.	30 35	Benzoin	60
Haematox, 15 lb. box.	110 12	Benzoin	60
" 1s.	130 14	Benzoin	60
" 1/2s.	140 15	Benzoin	60
" 1/4s.	160 17	Benzoin	60
FERRUM.		TINCTURES.	
Carbonate Precip.	15	Benzoin	60
Citrate and Quinia	23 50	Benzoin	60
Citrate Soluble	20	Benzoin	60
Ferrocyanidum Sol.	20	Benzoin	60
Soluit Chloride	15	Benzoin	60
Sulphate, com'l.	1 1/2 2	Benzoin	60
" pure.	7	Benzoin	60
FLORA.		TINCTURES.	
Arnica	23 25	Benzoin	60
Anthems	28 30	Benzoin	60
Matricaria	25 30	Benzoin	60
FOLIA.		TINCTURES.	
Barosma	30 75	Benzoin	60
Cassia Acutifol, Tin-	25 28	Benzoin	60
nively	30 50	Benzoin	60
Salvia officinalis, 1/2s	12 15	Benzoin	60
and 1/4s	12 15	Benzoin	60
Ura Ursi.	8 10	Benzoin	60
GUMMI.		TINCTURES.	
Acacia, 1st picked	80	Benzoin	60
" 2d	55	Benzoin	60
" 3d	40	Benzoin	60
" sifted sorts	25	Benzoin	60
" po.	60 80	Benzoin	60
Aloe, Barb. (po. 60)	50 60	Benzoin	60
" Cape. (po. 20)	12	Benzoin	60
" Socotri. (po. 60)	50	Benzoin	60
Catechu, 1s, (1/2s, 14 1/2s,	1	Benzoin	60
16)	1	Benzoin	60
Ammoniac	55 60	Benzoin	60
Assafetida, (po. 35)	22	Benzoin	60
Benzoinum	50 55	Benzoin	60
Camphora	50 55	Benzoin	60
Euphorbium po	35 10	Benzoin	60
Galbanum	23 50	Benzoin	60
Gamboge, po.	72 75	Benzoin	60
Gualacum, (po. 30)	25	Benzoin	60
Kino, (po. 25)	20	Benzoin	60
Mastic	80	Benzoin	60
Myrrh, (po. 45)	40	Benzoin	60
Opil. (po. 3 20)	2 10 2 15	Benzoin	60
Sheila	30 35	Benzoin	60
" bleached	30 35	Benzoin	60
Tragacanth	30 35	Benzoin	60
HERBA—In ounce packages.		TINCTURES.	
Absinthium	25	Benzoin	60
Eupatorium	20	Benzoin	60
Lobelia	25	Benzoin	60
Majorum	25	Benzoin	60
Mentha Piperita	25	Benzoin	60
" Vir.	25	Benzoin	60
Rue	30	Benzoin	60
Tanacetum, V.	22	Benzoin	60
Thymus, V.	25	Benzoin	60
MAGNESIA.		TINCTURES.	
Calcined, Pat.	55 60	Benzoin	60
Carbonate, Pat.	20 22	Benzoin	60
Carbonate, K. & M.	20 25	Benzoin	60
Carbonate, Jennings.	35 36	Benzoin	60
OLEUM.		TINCTURES.	
Absinthium	3 50 24 00	Benzoin	60
Amygdalae, Dulc.	45 75	Benzoin	60
Amygdalae, Amarae.	8 00 25 25	Benzoin	60
Anisi	1 80 21 90	Benzoin	60
Aurant Cortex	2 50 27 75	Benzoin	60
Bergamoti	3 75 24 00	Benzoin	60
Cajuputi	70 80	Benzoin	60
Caryophylli	90 95	Benzoin	60
Cedar	35 65	Benzoin	60
Chenopodii	21 75	Benzoin	60
Cinamomum	1 80 21 25	Benzoin	60
Citronella	2 45	Benzoin	60
Conium Mac.	35 65	Benzoin	60
Copaiba	1 10 21 20	Benzoin	60

Morphia, S. P. & W.	1 95 20 20	Selditz Mixture	25	Lindseed, hotted	39	42
" S. N. Y. Q. &	1 85 20 10	Sinapis	18	Neat's Foot, winter	50	60
C. Co.	1 85 20 10	" opt.	30	strained	50	60
Moschus Canton	40	Snuff, Maccaboy, De	35	Spirits Turpentine	39	45
Myristica, No. 1	70 75	Voes	35			
Nux Vomica, (po. 20)	10	Snuff, Scotch, De. Voes	35	PAINTS.	bbl. lb.	
Os. Sepia	20 25	Soda Boras, (po. 12)	11 12	Red Venetian	1 1/2 20 3	
Pepsin Saac, H. & P. D.	20 25	Soda et Potass Tart.	30 33	Ochre, yellow Mars.	1 1/2 20 4	
		Soda Carb.	1 1/2 2	" Ber.	1 1/2 20 3	
		Soda, Bi-Carb.	2 5	Putty, commercial	2 1/2 24 23	
		Soda, Ash	3 1/2 4	" strictly pure	2 1/2 24 23	
		Soda, Sulphas	2 2	Vermilion Prime Amer-	130 16	
		Spts. Ether Co.	50 55	ican	130 16	
		" Myrcia Dom.	2 25	Vermilion, English	70 75	
		" Myrcia Imp.	2 30	Green, Peninsular	70 75	
		Vinl Rect. bbl.	2 27	Lead, red	7 27 1/2	
		2 27	2 31 2 41	" white	7 27 1/2	
		Less 5c gal., cash ten days.		Whiting, white Span.	70 75	
		Strychnia Crystal	1 30	Whiting, Gilders	70 75	
		Sulphur, Subl.	3 2 4	White, Paris American	1 0	
		" Roll	2 1/2 3 1/2	Whiting, Paris Eng.	1 40	
		Tamarinds	80 10	Pioneer Prepared Paints	30 1 4	
		Terebenth Venice	25 30	Swiss Villa Prepared	1 00 21 30	
		Theobromae	40 45	Paints	1 00 21 30	
		Vanilla	9 00 16 00	VARNISHES.		
		Zinci Sulph.	70 8	No. 1 Turp Coach	1 10 21 20	
				Extra Turp.	190 10 70	
				Coach Body	2 75 23 00	
				No. 1 Turp Furn	1 00 21 10	
				Entra Turk Damar	1 55 21 60	
				Japan Dryer, No. 1	70 2 7	
				Turp.		

# HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

# DRUGS

CHEMICALS AND

# PATENT MEDICINES.

DEALERS IN

# Paints, Oils and Varnishes.

Sole Agents for the Celebrated

## SWISS VILLA PREPARED PAINTS.

# Full Line of Staple Druggists' Sundries.

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## Weatherly's Michigan Catarrh Remedy.

We have in Stock and Offer a Full Line of

# WHISKIES, BRANDIES, GINS, WINES, RUMS.

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

# Hazeltine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

## Grocery Price Current.

The quotations given below are such as are ordinarily offered buyers who pay promptly and buy in full packages.

APPLE BUTTER		Damsons, Egg Plums and Green		Santos.	
40 lb. pails	5	Gages.	@ 25	Fair	16
20 lb. pails	5 1/2	Gooseberries.	1 10	Good	17
Mason's, 10, 20 or 30 lbs.	6	Common	1 10	Prime	18
5 lb.	7	Peaches.	90 @ 1 00	Peaberry	20
AXLE GREASE.		Pie	1 50	Mexican and Guatemala.	
Graphite.		Maxwell	1 50	Fair	20
1/2 gr. cases, per gr.	88 50	California	@ 25	Good	21
12 1/2 lb. pails, per doz.	7 50	Pears.		Fancy	23
25 lb.	12 00	Domestic	1 25	Maracalbo.	
100 lb. kegs, per lb.	4	Riverside	2 25	Prime	19
250 lb. 1/2 bbls., per lb.	3 1/2	Pineapples.		Milled	20
400 lb. bbls., per lb.	3 1/2	Common	1 30	JAVA.	
gr. cases, per gr.	\$6 50	Johnson's sliced	2 50	Interior	25
1/2 lb. pails, per doz.	7 00	"grated"	2 75	Private Growth	27
1 lb.	10 50	Quinces.		Mandehling	28
60 lb. kegs, per lb.	3 1/2	Common	1 10	Mocha.	
50 lb. 1/2 bbls., per lb.	3 1/2	Raspberries.		Imitation	23
400 lb. bbls., per lb.	3	Black Hamburg	1 30	Arabian	25
BAKING POWDER.		Erie, black	1 40	ROASTED.	
Acme, 1/2 lb. cans, 3 doz.	45	Strawberries.		To ascertain cost of roasted	
1/2 lb. " 2 "	85	Lawrence	1	coffee, add 1/2 c. per lb. for roast-	
1 lb. " 1 "	1 00	Hamburg	2 25	ing and 15 per cent. for shrink-	
" bulk	10	Erie	1 45	age.	
Telfer's, 1/2 lb. cans, doz.	45	Whortleberries.		PACKAGE.	
1/2 lb. " 2 "	85	Common	1 40	Arbuckle's Arlosa	19 1/2
1 lb. " 1 "	1 00	F. & W.	1 25	McLaughlin's XXXX	19 1/2
Arctic, 1/2 lb. cans	1 20	Blueberries	1 30		
1/2 lb. " 2 "	1 20	MEATS.		EXTRACT.	
1 lb. " 1 "	2 00	Corned beef, Libby's	1 85	Valley City	75
5 lb. " 1 "	9 60	Roast beef, Armour's	1 75	Pellix	1 15
Red Star, 1/2 lb. cans	40	Potted ham, 1/2 lb.	1 50	Hummel's, foil	1 50
1/2 lb. " 2 "	80	" tongue, 1/2 lb.	1 10	" tin	2 50
1 lb. " 1 "	1 50	" chicken, 1/2 lb.	95	CHICORY.	
BATH BRICK.		VEGETABLES.		Bulk	4 1/2
2 dozen in case.		Beans.		Red	7
English	90	Hamburg stringless	1 25	CLOTHES LINES.	
Bristol	70	" French style	2 25	Cotton, 40 ft.	1 25
Domestic	60	" Lima	1 40	" 50 ft.	1 40
BLUING.		Lima, green	1 30	" 60 ft.	1 60
Arctic, 4 oz. ovals	4 00	soaked	90	" 70 ft.	1 75
" 8 oz.	7 00	Lewis Boston Baked	1 35	" 80 ft.	1 90
" pints, round	10 50	Bay State Baked	1 35	" 90 ft.	90
" No. 2, sifting box	2 75	World's Fair	1 35	" 72 ft.	1 00
" No. 3.	4 00	CORN.		CONDENSED MILK.	
" No. 5.	8 00	Hamburg	1 25	4 doz. in case.	7 40
" 1 oz. ball	4 50	Livingston	1 00	Eagle	7 40
BROOMS.		Purity	1 10	Crown	6 25
No. 2 Burl.	2 00	Honey Dew	1 10	Genuine Swiss	8 00
No. 1	2 25	PEAS.		American Swiss	7 00
No. 2 Carpet	2 50	Hamburg marofat	1 35	COUPON BOOKS.	
No. 1	2 75	" early June	1 50	TRADESMAN'S	
Parlor Gem	3 00	" Champion Eng.	1 50	1	
Common Whisk	1 00	Hamburg petit pois	1 75	5	
Fancy	1 30	" fancy sifted	1 90	CREDIT COUPON	
Mill	2 25	Soaked	65	"Trademan."	
Warehouse	3 00	Harris standard	75	\$1. per hundred	2 00
BUCKWHEAT FLOUR.		Van Camp's Marofat	1 10	\$2. " "	2 50
Rising Sun	5 00	Archer's Early Blossom	1 35	\$3. " "	3 00
York State	5 00	French	1 80	\$4. " "	3 50
Self Rising, case	5 10	Mushrooms.	17 @ 18	\$5. " "	4 00
CANDLES.		Pumpkin.	90	\$10. " "	4 00
Hotel, 40 lb. boxes.	10 1/2	Squash.	1 30	\$20. " "	5 00
Star, 40 "	10 1/2	Succotash.	1 40	"Superior."	
Paraffine	12	Hamburg	85	\$1. per hundred	2 50
Wicking	25	Soaked	85	\$2. " "	3 00
CANNED GOODS.		Honey Dew	1 60	\$3. " "	3 50
FISH.		Tomatoes.		\$4. " "	4 00
Clams.		Excelsior	1 00	\$5. " "	4 00
Little Neck, 1 lb.		Eclipse	1 00	\$10. " "	5 00
" 2 lb.		Hamburg	1 30	\$20. " "	6 00
Clam Chowder.		Gallon	2 55	COUPON PASS BOOKS.	
Standard, 3 lb.		CHOCOLATE-BAKER'S.		[Can be made to represent any	
Cove Oysters.		German Sweet	32	denomination from \$10 down.]	
Standard, 1 lb.		Premium	36	20 books	\$1 00
2 lb.		Pure	38	50 "	2 00
Lobsters.		Breakfast Cocoa	40	100 "	3 00
Star, 1 lb.		CHEESE.		250 "	6 25
" 2 lb.		Amboy	@ 13	500 "	10 00
Picnic, 1 lb.		Norway	@ 12	1000 "	17 50
3 lb.		Riverside	@ 13	CRACKERS.	
Picnic, 1 lb.		Alegan	@ 12	Butter.	
3 lb.		Skim	@ 10	Seymour XXX	6
Sardines.		Brick	12 1/2	Seymour XXX, cartoon	6 1/2
American 1/2 lb.		Edam	@ 10	Family XXX	6 1/2
4 1/2 lb.		Limbarger	@ 10	Salted XXX	6
Imported 1/2 lb.		Roquefort	@ 35	Salted XXX, cartoon	6 1/2
Mustard 1/2 lb.		Sap Sago	@ 22	Kenosha	7 1/2
3 lb.		Schweitzer, Imported	@ 25	Boston	8
Tomato Sauce, 3 lb.		" domestic	@ 13	Butter biscuit	6 1/2
Soused, 3 lb.		CATSUP.		Soda.	
Trout.		Half pint, common	80	Soda, XXX	6
Brook, 3 lb.		Pint	1 00	Soda, City	7 1/2
FRUITS.		Quart	1 50	Soda, Duchess	8 1/2
Apples.		Half pint, fancy	25	Crystal Wafer	10
York State, gallons.		Pint	2 00	Reception Flakes	10
Hamburg,		Quart	3 00	FISH-Salt.	
Apricots.		CLOTHES PINS.		Bloaters.	
Live oak		5 gross boxes	40	Cod.	
Santa Cruz		COCOA SHELLS.		Whole, Grand Bank	
Lusk's		35 lb. bags	@ 3	Boneless, bricks	
Overland		Less quantity	@ 3 1/2	Boneless, strips	
Blackberries.		Pound packages	6 1/2 @ 7	Halibut.	
Cherries.		COFFEE.		Herring.	
Red		GREEN.		Scales.	
Pitted Hamburg		Fair	16	Holland, bbls.	
White		Good	17	Kegs	
Erie		Prime	18	Round shore, 1/2 bbl.	

Oyster.	
S. Oyster XXX	5 1/2
City Oyster XXX	5 1/2
Shell Oyster	6
CREAM TARTAR.	
Strictly pure	30
Telfer's Absolute	35
Grocers'	10 @ 15

DRIED FRUITS.	
Domestic.	
APPLES.	
Sundried, sliced in bbls.	5
" quartered "	5
Evaporated, 50 lb. boxes	7 @ 7 1/2
APRICOTS.	
California in bags	8 1/2
Evaporated in boxes.	11 1/2
BLACKBERRIES.	
In barrels	4 1/2
" "	4 1/2
NECTARINES.	
70 lb. bags	7 1/2
25 lb. boxes	8 @ 8 1/2
PEACHES.	
Peeled, in boxes	12
Cal. evap.	18
" in bags	7 @ 8 1/2
PEARS.	
California in bags	7 @ 8 1/2
PITTED CHERRIES.	
Barrels	11
50 lb. boxes	11 1/2
" "	12
PRUNELLES.	
30 lb. boxes	12 1/2
RASPBERRIES.	
In barrels	17
50 lb. boxes	17 1/2
25 lb.	18

Foreign.	
CURRENTS.	
Patras, in barrels	@ 4 1/2
" in 1/2 bbls.	@ 4 1/2
" in less quantity	@ 5
PEEL.	
Citron, Leghorn, 25 lb. boxes	21
Lemon " 25 "	10
Orange " 25 "	11
RAISINS.	
Domestic.	
London layers 2 crown	1 60
" fancy	1 75
Loose Muscatels, boxes	1 35
" 70 lb. bags 5 1/2 @ 6	
Foreign.	
Ondura, 20 lb. boxes	7 1/2 @ 7 3/4
Sultana, 20 "	10 @ 12
Valencia, 20 "	6 1/2 @ 7
PRUNES.	
Bosnia	@
California, 90x100 25 lb. bxs.	9
" 80x90 "	9 1/2
" 70x80 "	9 1/2
" 60x70 "	9 1/2

ENVELOPES.	
No. 1, 6 1/2	\$1 75
No. 2, 6 1/2	1 60
No. 1, 6	1 65
No. 2, 6	1 50
XX wood, white.	
No. 1, 6 1/2	1 35
No. 2, 6 1/2	1 25
Manilla, white.	
6 1/2	1 00
6	95
Mill No. 4	1 00

FARINACEOUS GOODS.	
Farina.	
100 lb. kegs.	4
Hominy.	
Barrels	3 75
Grits	4 50
Lima Beans.	
Dried	5
Maccaroni and Vermicelli.	
Domestic, 12 lb. box	55
Imported	10 1/2 @ 11 1/2
Pearl Barley.	
Kegs.	@ 3 1/2
Peas.	
Green, bu.	1 25
Split, bbl	5 00
Sago.	
German	4 1/2
East India	5 1/2
Wheat.	
Cracked	5

FISH-Salt.	
Bloaters.	
Yarmouth	1 10
Cod.	
Pollock	3 1/2
Whole, Grand Bank	6 @ 6 1/2
Boneless, bricks	7 1/2 @ 8
Boneless, strips	7 1/2 @ 8
Halibut.	
Smoked	12
Herring.	
Scaled	20
Holland, bbls.	10 50
" kegs	75
Round shore, 1/2 bbl.	3 00
" 1/4 bbl.	1 50
Mackerel.	
No. 1, 1/2 bbls, 90 lbs.	11 00
No. 1, kits, 10 lbs.	1 25
Family, 1/2 bbls, 100 lbs.	5 50
" kits, 10 lbs.	75
Sardines.	
Russian, kegs	45
Trout.	
No. 1, 1/2 bbls, 100 lbs.	5 75
No. 1, kits, 10 lbs.	80

Whitefish.	
No. 1, 1/2 bbls, 100 lbs.	7 50
No. 1, kits, 10 lbs.	1 00
Family, 1/2 bbls, 100 lbs.	3 00
" kits 10 lbs.	50

FLAVORING EXTRACTS.	
Jennings' D. C.	
Lemon, Vanilla	
2 oz folding box	75
3 oz	1 00
4 oz	1 50
6 oz	2 00
8 oz	3 00
10 oz	4 00

GUN POWDER.	
Kegs	5 50
Half kegs	3 00

HERBS.	
Sage	15
Hops	25

INDIGO.	
Madras, 5 lb. boxes	55
S. F., 2, 3 and 5 lb. boxes.	50

JELLY.	
Chicago goods	@ 3
Mason's, 10, 20 and 30 lbs.	6
" 5 lb.	7

LICORICE.	
Pure	30
Calabria	25
Sicily	18

MINT.	
Condensed, 2 doz.	1 25
" 4 doz.	2 25

MATCHES.	
No. 9 sulphur	1 25
Anchor parlor	1 70
No. 2 home	1 10
Export parlor	4 00

MINCE MEAT	
3 or 6 doz. in case per doz.	1 00

MEASURES.	
Tin, per dozen.	
1 gallon	\$1 75
Half gallon	1 40
Quart	70



BASKET FIRED.	
Fair.....	18 @30
Choice.....	25 @35
Choice.....	25 @35
Extra choice, wireleaf.....	40 @40
GUNPOWDER.	
Common to fair.....	25 @25
Extra fine to finest.....	50 @35
Choice.....	75 @35
OOLONG.	
Common to fair.....	23 @30
IMPERIAL.	
Common to fair.....	23 @25
Superior to fine.....	30 @35
YOUNG HYSON.	
Common to fair.....	18 @25
Superior to fine.....	30 @40
ENGLISH BREAKFAST.	
Fair.....	18 @22
Choice.....	24 @25
Best.....	40 @25

TOBACCOS.	
Fine Cut.	
Pails unless otherwise noted.	
Hiawatha.....	60
Sweet Cuba.....	34
McGinty.....	24
" 1/2 bbls.....	22
Little Darling.....	22
" 1/2 bbl.....	20
1791.....	20
1891, 1/2 bbls.....	19
Valley City.....	33
Dandy Jim.....	27
Tornado.....	20
Plug.	
Searhead.....	40
Joker.....	19
Zeno.....	22
L. & W.....	25
Here It Is.....	28
Old Style.....	31
Old Homestead.....	41
Jolly Tar.....	32
Hiawatha.....	37
Valley City.....	34
Jas. G. Butler & Co.'s Brands.....	38
Something Good.....	38
Toss Up.....	26
Out of Sight.....	25
Smoking.	
Boss.....	12 1/2
Colonel's Choice.....	13
Warpath.....	14
Banner.....	14
King Bee.....	17
Kila Dried.....	17
Nigger Head.....	23
Honey Dew.....	23
Gold Block.....	28
Peerless.....	24
Rob Roy.....	24
Uncle Sam.....	28
Tom and Jerry.....	25
Brier Pipe.....	30
Yum Yum.....	32
Red Clover.....	32
Navy.....	32
Handmade.....	40
Frog.....	32

VINEGAR.	
40 gr.....	8
50 gr.....	9
\$1 for barrel.....	
WET MUSTARD.	
Bulk, per gal.....	30
Beer mug, 2 doz in case.....	1 7/8
YEAST—Compressed.	
Fermentum per doz. cakes.....	15
" per lb.....	25

FRESH MEATS.	
Swift and Company quote as follows:	
Beef, carcass.....	5 @ 5 1/2
" hind quarters.....	6 @ 6 1/2
" fore.....	3 1/2 @ 3 1/2
" ribs, No. 3.....	9 @ 9 1/2
" ribs.....	8 @ 8 1/2
" rounds.....	4 @ 4 1/2
" tongues.....	10 @ 10 1/2
Bologna.....	4 @ 4 1/2

Pork loins.....	7 @ 7
Shoulders.....	5 @ 5
Sausage, blood or head.....	4 1/2 @ 4 1/2
" liver.....	4 @ 4
" Frankfort.....	7 @ 7
Mutton.....	7 @ 7
Veal.....	7 @ 7

### FISH and OYSTERS.

F. J. Detenthaler quotes as follows:

FRESH FISH	
Whitefish.....	2 @ 10
Trout.....	2 @ 10
Halibut.....	17 @ 17
Ciscoes.....	5 @ 5
Flounders.....	9 @ 9
Bluefish.....	12 @ 12
Mackerel.....	15 @ 15
Cod.....	12 @ 12
California salmon.....	18 @ 18

OYSTERS—Bulk.	
Standards, per gal.....	\$1 10
Selects.....	1 60
Clams.....	1 25
Shrimps.....	1 25
Scallops.....	1 75

OYSTERS—Case.	
Fairhaven Counts.....	25 @ 25
F. J. D. Selects.....	20 @ 20
Selects.....	22 @ 22
F. J. D.....	20 @ 20
Anchor.....	18 @ 18
Standards.....	16 @ 16
Favorites.....	14 @ 14

SHELL GOODS.	
Oysters, per 100.....	1 25 @ 1 50
Clams.....	75 @ 1 00

POULTRY.	
Local dealers pay as follows for dressed fowls:	
Spring chickens.....	9 @ 10
Fowl.....	7 @ 8
Turkeys.....	11 @ 12
Ducks.....	12 @ 13
Geese.....	11 @ 12

OILS.	
The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids:	
W. W. Headlight, 150 fire test (old test).....	8 1/2 @ 8 1/2
Water White.....	8 @ 8
Michigan Test.....	7 1/2 @ 7 1/2
Naptha.....	7 1/2 @ 7 1/2
Gasoline.....	27 @ 27
Cylinder.....	13 @ 13
Kugline.....	13 @ 13
Lack, 25 to 30 deg.....	7 1/2 @ 7 1/2

### HIDES, PELTS and FURS.

Perkins & Hess pay as follows:	
HIDES.	
Green.....	3 1/2 @ 4 1/2
Part Cured.....	4 1/2 @ 5
Full.....	5 @ 5 1/2
Dry.....	5 @ 6
Kips, green.....	3 1/2 @ 4 1/2
" cured.....	5 @ 5 1/2
Calfskins, green.....	4 @ 5
" cured.....	5 @ 6 1/2
Deacon skins.....	10 @ 30
No. 2 hides 1/2 off.....	
PELTS.	
Shearlings.....	10 @ 25
Lambs.....	50 @ 90
WOOL.	
Washed.....	20 @ 25
Unwashed.....	10 @ 20
MISCELLANEOUS.	
Tallow.....	3 1/2 @ 4
Grease butter.....	1 @ 2
Switches.....	1 1/2 @ 2
Ginseng.....	2 00 @ 2 50

FURS.	
Outside prices for No. 1 only.	
Badger.....	50 @ 1 00
Bear.....	15 00 @ 30 00
Beaver.....	3 00 @ 8 00
Cat, wild.....	40 @ 60
" house.....	10 @ 25
Fisher.....	4 00 @ 6 00

Fox, red.....	1 00 @ 1 50
" cross.....	3 00 @ 5 00
" grey.....	5 00 @ 7 50
Lynx.....	2 00 @ 3 00
Martin, dark.....	1 00 @ 3 00
" pale & yellow.....	5 00 @ 6 00
Mink, dark.....	40 @ 60
Muskrat.....	15 @ 25
Opposum.....	15 @ 25
Otter, dark.....	5 00 @ 8 00
Raccoon.....	25 @ 30
Skunk.....	1 00 @ 1 10
Wolf.....	1 00 @ 3 00
Beaver castors, lb.....	2 00 @ 5 00
DEERSKINS—Per pound	
Thin and green.....	10
Long gray.....	25
Gray.....	25
Red and blue.....	35

### GRAINS and FEEDSTUFFS.

WHEAT.	
No. 1 White (58 lb. test).....	80
No. 1 Red (60 lb. test).....	86
MEAL.	
Bolted.....	1 60
Granulated.....	1 80
FLOUR.	
Straight, in sacks.....	4 60
" barrels.....	4 70
Patent.....	5 60
" barrels.....	5 70
Graham.....	2 20
Rye.....	2 65
MILLSTUFFS.	
Bran.....	16 00
Screenings.....	14 00
Middlings.....	20 00
Mixed Feed.....	17 50
Coarse meal.....	17 60
CORN.	
Car lots.....	42
Less than car lots.....	45
OATS.	
Car lots.....	24
Less than car lots.....	37
HAY.	
No. 1 Timothy, car lots.....	14 00
No. 1 " ton lots.....	15 00

### PAPER and WOODENWARE.

PAPER.	
Straw.....	1 1/2
Rockfalls.....	2
Rag sugar.....	2
Hardware.....	3 1/2
Bakers.....	3 1/2
Dry Goods.....	5 1/2 @ 5 1/2
Jute Manila.....	6 1/2
Red Express No. 1.....	5 1/2
No. 2.....	4 1/2
TWINES.	
48 Cotton.....	22
Cotton, No. 1.....	18
" 2.....	16
Sea Island, assorted.....	35
No. 5 Hemp.....	15
No. 6.....	15
WOODENWARE.	
Tubs, No. 1.....	7 00
" No. 2.....	6 00
" No. 3.....	5 00
Pails, No. 1, two-hoop.....	1 35
" No. 1, three-hoop.....	1 60
Clothespins, 5 gr. boxes.....	50
Bowls, 11 inch.....	1 00
" 13.....	1 25
" 15.....	1 60
" 17.....	2 25
" assorted, 17s and 19s.....	2 50
" 15s, 17s and 19s.....	2 75
Baskets, market.....	35
" shipping bushel.....	1 30
" full hoop.....	1 30
" bushel.....	1 50
" willow cl'ths.....	3 75
" " " No. 2.....	6 25
" splint " No. 1.....	3 50
" " " No. 2.....	4 25
" " " No. 3.....	5 00

### PRODUCE MARKET.

Apples—Dull and slow of sale. Holders \$1.75 @ \$2.25 per bbl.  
 Beans—Easy and quiet. Dealers now pay \$1.30 @ 1.40 for unpicked and country picked and hold at \$1.05 @ 1.75 for city picked pea or medium.  
 Butter—Lower and in smaller demand. Choice dairy is in moderate demand at 18 @ 20c. Factory creamery is held at 25c.  
 Celery—20c per doz.  
 Cabbages—3 @ 40c per doz.  
 Cider—Sweet, 10c per gal.  
 Cranberries—Repacked Cape Cod are in fair demand at 57 per bbl.  
 Dried Apples—Sun-dried is held at 4 1/2 @ 5c and evaporated at 6 1/2 @ 7c.  
 Eggs—Fresh are beginning to come in slowly. Dealers pay 20c and hold at 22c.  
 Grapes—Malaga, 35 per keg.  
 Honey—15c per lb.  
 Onions—Dealers pay 50 @ 60c and hold at 65 @ 70c, extra fancy commanding about 80c.  
 Potatoes—Local buyers are paying 18 @ 20c, shipping almost altogether to the Southern States for seeding purposes.  
 Squash—Hubbard, 1 1/2c per lb.  
 Sweet Potatoes—\$3 per bbl. for choice Muscatine stock.  
 Turnips—25c per bushel.

### PROVISIONS.

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

PORK IN BARRELS.	
Mess, new.....	12 60
Short cut.....	11 00
Extra clear pig, short cut.....	13 50
Extra clear, heavy.....	13 50
Clear, fat back.....	13 00
Boston clear, short cut.....	13 25
Clear back, short cut.....	13 00
Standard clear, short cut, best.....	13 50

SAUSAGE—Fresh and Smoked.	
Pork Sausage.....	7
Ham Sausage.....	9
Tongue Sausage.....	9
Frankfort Sausage.....	7 1/2
Blood Sausage.....	5
Bologna, straight.....	4 1/2
Bologna, thick.....	4 1/2
Head Cheese.....	4 1/2
LARD—Kettle Rendered	
Tierces.....	7 1/2
Tubs.....	7 1/2
50 lb. Tins.....	7 1/2
GRANER	
Tierces.....	7
50 lb. cases.....	7 1/2
No. 1.....	7 1/2
No. 2.....	7 1/2
No. 3.....	7 1/2
Stand up, 5 lb. boxes.....	42
LARD.	
Family.....	5 1/2
Com.....	5 1/2
0 and 50 lb. Tubs.....	5 1/2
3 lb. Pails, 20 in a case.....	6 1/2
5 lb. Pails, 12 in a case.....	6 1/2
10 lb. Pails, 6 in a case.....	6 1/2
20 lb. Pails, 4 in a case.....	6 1/2
50 lb. Cans.....	5 1/2

LARD.	
Extra Mess, warranted 200 lbs.....	6 50
Extra Mess, Chicago packing.....	6 50
Boneless, rump butts.....	10 00
SMOKED MEATS—Canvassed or Plain.	
Hams, average 20 lbs.....	8 1/2
" 16 lbs.....	9 1/2
" 12 to 14 lbs.....	9 1/2
" picnic.....	6 1/2
" best boneless.....	6 1/2
Shoulders.....	8 1/2
Breakfast Bacon, boneless.....	8 1/2
Dried beef, ham prices.....	8
Long Clears, heavy.....	6 1/2
Briskets, medium.....	7
" light.....	7

Crockery & Glassware	
LAMP BURNERS.	
No. 0 Sun.....	45
No. 1 ".....	50
No. 2 ".....	75
Tabular.....	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.....	1 75
No. 0 Sun.....	1 88
No. 1 ".....	2 70
No. 2 ".....	2 70
First quality.	
No. 0 Sun, crimp top.....	2 25
No. 1 ".....	2 40
No. 2 ".....	3 40
XXX Flint.	
No. 0 Sun, crimp top.....	2 60
No. 1 ".....	2 80
No. 2 ".....	3 80
Pearl top.	
No. 1 Sun, wrapped and labeled.....	3 70
No. 2 ".....	4 70
No. 2 Hinge, " " ".....	4 70
La Bastie.	
No. 1 Sun, plain bulb, per doz.....	1 25
No. 2 ".....	1 50
No. 1 crimp, per doz.....	1 35
No. 2 ".....	1 60
LAMP WICKS.	
No. 0, per gross.....	23
No. 1, ".....	28
No. 2, ".....	38
No. 3, ".....	75
Mammoth, per doz.....	90
STONEWARE—AKRON.	
Butter Crocks, 1 and 2 gal.....	66
Jugs, 1/2 gal., per doz.....	66 1/2
" 1 ".....	75
" 2 ".....	90
Milk Pans, 1/2 gal., per doz. (glazed 75c).....	1 80
" 1 ".....	90c
" 2 ".....	72

### CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.	
Full Weight.	Bbls. Pails.
Standard, per lb.....	6 7
" H. H.....	6 7
" Twist.....	6 7
Boston Cream.....	30 lb. cases 8 1/2
Cut Leaf.....	7 8
Extra H. H.....	cases 7 8

MIXED CANDY.	
Full Weight.	Bbls. Pails.
Standard.....	6 7
Leader.....	6 7
Royal.....	6 1/2 7 1/2
Nobby.....	7 8
English Rock.....	7 8
Conserves.....	7 8
Broken Taffy.....	baskets 8
Peanut Squares.....	8 9
French Creams.....	10
Valley Creams.....	13
Midget, 30 lb. baskets.....	8
Modern, 30 lb.....	8

FANCY—In bulk.	
Full Weight.	Pails.
Lozenges, plain.....	10
"    printed.....	11
Chocolate Drops.....	11½
Chocolate Monumentals.....	13
Gum Drops.....	5½
Moss Drops.....	8
Sour Drops.....	8½
Imperials.....	10

## Our Dominion Neighbors---The Canada Hen.

Written for THE TRADESMAN.

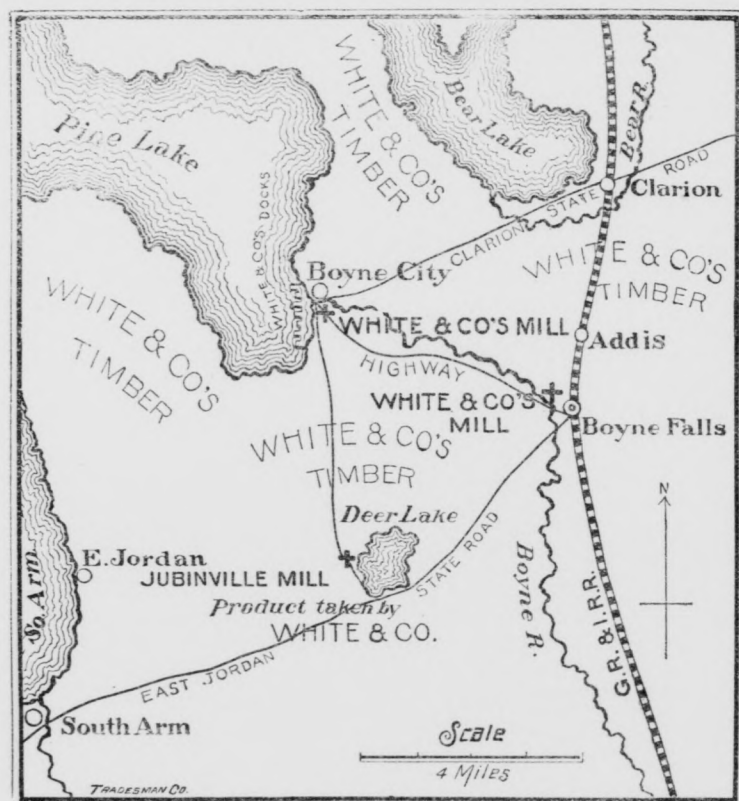
The good people of Ontario are divided into two political parties—the Tory and the Grit—and so marked is the line which separates these two parties in that Province of happy and prosperous rural homes, that even the women and children are all securely anchored on one side or the other of the dividing line. Each of these political factions imagines that the country would go to the “demnition bow-wows” if the other should happen to get a permanent hold of it, and so there is a continuous strife which knows no rest on the part of each to gain the ascendancy and preserve the integrity and save the credit of the country. And the great anxiety is not confined to the Dominion or Provincial governments, but it is carried into municipal matters as well. Indeed, so strong is this party feeling that sometimes it is carried into the school section and the election of a trustee made to depend entirely upon the respective number of Tory and Grit votes in the section. It is not often, however, that the good sense of the people allows party politics to dictate in school matters. It is in municipal matters where the people indulge to the greatest extent in political wire-pulling. Tory and Grit sit opposite each other at the Christmas dinner and discuss township and country affairs, criticise and condemn the Tory reeve here and the Grit reeve there, while they pick the bones of the unfortunate turkey and gorge themselves with the dear, old-fashioned plum pudding. An American spending the holidays with these provincial people, is forcibly impressed with the earnest and positive manner in which they discuss these local matters. He is impressed with the fact that they are intensely sincere in all they say, and that each honestly believes that the other, if he had control of the township, would carry out a policy which would be detrimental to the welfare of the people. He is impressed, moreover, with a certain conviction that, beneath these harsh declarations and vigorously expressed opinions, there is a strong undercurrent of fraternal and neighborly feeling. It is well that this is true, for the municipal and school elections come off during the holiday season. It might be as well to explain that each township is ruled over and governed by a miniature legislative body consisting of five members. This little house of parliament is elected annually and is called the Township Council. It is presided over by a reeve and one or more deputy Reeves according to the population of the township. The Reeves and deputy Reeves constitute the “County Council,” which is the next round in the parliamentary ladder. The various candidates are nominated at the township “capitols” on the last Monday of the old year and the election comes off on the first Monday of the new year. On Christmas day the writer had the pleasure of assisting in picking the bones of a gorgeous brace of fowls at the heavily-laden table of one of these Tory Reeves. Around that festive board were assembled Tories and Grits, and the political thrusts and side thrusts did not appear to mar, in the least, the pleasure of the occasion. A real, genuine spirit of good-fellowship took possession of all, yet party politics runs so high among these people that “mine host” would not under any consideration vote for his most

honored Grit guest, and no Grit guest on that occasion would vote for the cherished friend and highly-respected neighbor who so richly entertained him, for any office—*because he was a Tory.* So devoted to party are they that son will oppose father in even these paltry municipal offices. The Canadian people have been fed on this particular political fodder so long that they have become so hidebound that a Tory cannot and will not admit that free commercial intercourse with the American Union would result in any possible good to Canada, and the Grit is just as blind and deaf and dumb as to any possible benefit the “National Policy,” has been in developing the resources of Canada. A Tory will sit all night and listen with a broad-gauged smile spread all over his ruddy countenance while his bombastic Yankee neighbor swings his arms and explodes on the wonderful secret of Uncle Sam’s marvelous greatness, but let him whisper the word “annexation” and that Tory will give a snort that will start the cold chills up the back of the Yankee and cause him to raise his eyes toward heaven in a spirit of thankfulness for the early deliverance from his own land of this Tory element. The Grit wants unrestricted reciprocity. He is a free trader, takes no stock, of course, in the Canadian N. P. and is loath to believe that a protective fiscal policy ever did or ever can materially benefit the States or any other country. A policy embracing annexation is not so objectionable to the average Grit as a policy of protection. Unlike the Tory, the Grit will discuss annexation fairly, dispassionately and reasonably upon its merits. He is non-committal at present, but in the opinion of the writer, the time is not far distant when this great party will come out square-toed for political union with the American Republic.

By what has been written above the reader will readily understand the difficulty the writer met with in looking up the egg industry and in ascertaining the effect on the same, if any, of the McKinley Bill. The Tory egg dealers without any exception will have it that the McKinley Retaliation Act (as they call it), so greatly feared at first, has actually turned out to be a blessing in disguise. For instance, J. B. Hambridge of Aylmer, who has shipped to the Liverpool market 20,000 dozens since the Bill took effect, is quite certain that the English market is unlimited and just as remunerative as the American markets to which he has been shipping eggs for several years. The only facts and figures which Mr. Hambridge saw fit to place in my hands, showing the result of these shipments, was a letter bearing date Nov. 28, from his consignee in Liverpool, stating that a certain shipment of 100 cases had arrived in good condition, and a sale had been effected at 7-6 which was a little over 18 cents per dozen. (A quotation from the English market quoting eggs at 7-6, means that 120 eggs are worth 7 shillings and 6 pence sterling, or about \$1.87½)

The vast quantities of Canadian eggs which have heretofore been shipped into the eastern American markets, have not been sent adrift across the briny deep as many suppose. They have not been forthcoming since the McKinley Bill went into operation. True a few shipments have been made, but the general result has not been satisfactory. Some shipments made late in the season bore up fairly well but the earlier shipments

## W. H. WHITE & CO., Manufacturers of Hardwood Lumber, BOYNE CITY, MICH



We operate three mills with a capacity of 9,000,000 feet hardwood and 3,000,000 feet hemlock, as follows: Boyne City mill, 7,000,000; Boyne Falls mill, 3,000,000; Deer Lake mill, 2,000,000. Our facilities for shipment are unsurpassed, either by rail or water.

## STANDARD OIL CO.,

GRAND RAPIDS, MICHIGAN.

DEALERS IN

Illuminating and Lubricating

# -OILS-

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave.

BULK WORKS AT

GRAND RAPIDS,  
BIG RAPIDS,  
ALLEGAN,

MUSKEGON,  
GRAND HAVEN,  
HOWARD CITY,

MANISTEE,  
IONIA,  
PETOSKEY,

CADILLAC,  
LUDINGTON.

HIGHEST PRICE PAID FOR

## EMPTY CARBON & GASOLINE BARRELS.



made just when the bulk of the stock was pressing for an outlet of some kind, lost flavor in transit, arrived in bad condition, incurring loss and disappointment upon the consignors. A few shipments were also made to the American markets in spite of the duty. But the cold fact remains, however, that the great supply was cut off. Before the McKinley Bill came into operation, London was a large egg-shipping point. W. Robson, who is one of the principal dealers of that city, used to ship thousands of dozens of eggs per week to Buffalo, but the McKinley Bill ruined his business. Mr. Robson said to the writer in an interview had with him recently on this subject that "every egg which was obtainable was sent out of the country into the American markets, and that when the Bill went into effect the country was eggless. Then commenced a terrible slaughter of hens." Mr. Robson says that for every 100 hens that used to lay eggs and cackle in the townships lying around the city of London, there are to day only 20. If this be the case all over the province the McKinley Bill has destroyed four-fifths of Ontario's egg industry. I hope Mr. McKinley will not see this article for he is a conscientious man and the knowledge of having been the cause of such a wholesale slaughter of innocent lives; of the wringing of so many delicate necks; of the grief and disappointment caused in so many happy homes by cutting off the great prolific source of supply of pin money for thousands of Canada farmers' wives—would cause a great black cloud of remorse to rise up and obscure the sun of his happiness forever. The writer feasted on fresh newly-laid eggs at 18 cents per dozen, and great crisp, juicy Northern Spy apples, such as the province of Ontario alone can produce, at only 25 cents per bushel.

And this McKinley tariff bill, which has virtually ruined their egg trade, crippled the barley, pea, hay and vegetable trade, was adopted (so these misguided, intensely loyal but unpatriotic Tories say) by this great American Congress for the premeditated express purpose of *spitting* the British Provinces and coercing and forcing them into the American Union. These Canadian manipulators of red tape and old fogysism are such wonderfully inflated toads in the little puddle where they strut about with their cocked hats and gaudy trappings and quite overawe the little pollywogs around them, that they overlook the fact that the Congress of the great Republic legislates exclusively for the people of the great Republic.

With just a word or two in behalf of Ontario, I will close this first article in the new year, trusting that the reader will forgive me for wandering so far away from the usual commercial landmarks.

The Province of Ontario stands pre-eminently at the head of all commonwealth whether on this continent or elsewhere. She stands at the head in the average yield of all the staple cereals except corn. She leads in live stock, and she stands at the head of any state in the Union, agriculturally, educationally and socially and morally. Her resources are inexhaustible, her people are of the very best and were she cut out of the Dominion and added to the galaxy of independent nations which constitute this great American Union, she would be the banner state and 100,000 of her exiled sons would return to the land that gave

them birth and educated them in the best schools in the world. Then and not till then will this mighty, life-draining devitalizing stream cease to pour out, and the sore heal over. Then and not till then will Ontario realize her great possibilities and take her place among the free commonwealths of the world. May God speed the day, and may every reader of THE TRADESMAN enjoy a happy, prosperous business career throughout the new year. E. A. OWEN.

#### Society and Silver.

If you keep much in society, you'll need much silver, and there is this danger, that in keeping or following society you may lose much of your gold and silver—have nothing left but what is irredeemable. If one is in business as dentist or storekeeper he has necessarily to mingle with people more or less—like the politicians, he has got to keep himself before the people. This he does for the money that is in the thing. The man who wants customers must be popular, but the wise man will see that he doesn't pay too dearly for the whistle. Society, for the most part, is made up of cost and folly. There is a stream of folks trying to side up with the millionaires, and who are straining themselves in the effort. Don't do it, friend; it isn't worth the powder. There is no money in it—neither joy nor respectability, but often, very often, bankruptcy. The young clerk who loves society thinks he is cut out to shine in it, and not having money enough to buy fashionable suits once a month has got to appear as a sham now and then in clothes borrowed from the tailors who loan them out an evening for a consideration. Strange doings! The tailor gets the money—the tool loses it. And, furthermore, what wise man goes to wild society for a wife? Her face may be all right and her dancing fascinating, but possibly she cannot bake a pumpkin pie fit to be eaten, or make a garment which would hang together three weeks—not even able to dress a doll, so that she becomes a bill of expense from beginning to end. The object of these lines is to coax you, if we can, to save your money and your health for those dependent on you. GEO. R. SCOTT.

#### New Notion House in the Field.

A new aspirant for business with the trade is J. W. Parke, who has opened up a complete stock of yankee notions, at wholesale only, at No. 4 Pearl street, in Moore & Stow's new building, of this city. He solicits and will endeavor to merit the encouragement of business men, such as will secure for him a share of that line of business. He will make it to the interests of the trade to give him a good patronage, and his agents will call on them as soon as possible with right prices on goods from the most reputable manufacturers in his line, consequent from his 29 years of experience in the business.

A Californian has invented a long-distance telephone of very simple construction with which he is confident he can hold communication across the continent or under the ocean.

#### Notice to Stockholders.

The annual meeting of the stockholders of the Grand Rapids & Indiana Railroad Company will be held at the General Office, in the City of Grand Rapids, Michigan, on Wednesday, March 2d, 1892, at 1 o'clock p. m., for the election of, thirteen directors to serve for the ensuing year and for the transaction of such other business as may be presented at the meeting. J. H. P. HUGHART, Sec'y.

## FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

D. A. GREGG, Vice-President.

H. W. NASH, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

## Barnett Bros.

### Commission Merchants

AND DEALERS IN

**Apples,  
Dried Fruits,  
Onions.**

Twenty-five years' experience and ample facilities for the transaction of business. Refer by permission to the editor of this paper. Write for information which will be cheerfully furnished.

BARNETT BROS.  
159 So. Water St., Chicago.

## Voigt, Herpolsheimer & Co.,

WHOLESALE

### Dry Goods, Carpets & Cloaks.

We Make a Specialty of Blankets,  
Quilts & Live Geese Feathers.

### Overalls of our own Manufacture.

Mackinaw Shirts and Lumbermen's  
Socks.

## Voigt, Herpolsheimer & Co.,

48, 50 and 52 Ottawa St.

GRAND RAPIDS, - - MICH.



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



GRAND RAPIDS, MICH

### CUTS for BOOM EDITIONS

—OR—

### PAMPHLETS

For the best work, at reasonable prices, address  
THE TRADESMAN COMPANY.

Geo. H. Reeder & Co.,

JOBBERS OF

## BOOTS & SHOES

Felt Boots and Alaska Socks.

State Agents for



## Wagon Jack Free!

We are sending to every dealer who handles "GRAPHITE AXLE GREASE," one Dalay Wagon Jack, worth \$1, to be given to the holder of the printed order contained in one of the 1-lb. boxes in each case of one-third gross, on presentation of said order to your dealer, FREE of charge.

See What is Said of It.

APRIL 25th, 1881.

Wadhams Oil & Grease Co., Milwaukee:  
Dear Sirs—For the past year I have been using your Graphite Axle Grease and have found it will do better work than any other grease in the market.

Yours truly,  
PHILLIP SCHARETT, Barn Foreman,  
Jos. Schlitz Brewing Co., Milwaukee, Wis.

## GRAPHITE AXLE GREASE

For sale by all Grocers, Hardware Dealers,  
Harness Dealers and by the Manufacturers.

## Wadhams Oil & Grease Company.

Milwaukee, Wis. and Seattle, Wash.

Let us send You

## A Few Rugs

Hassocks  
Carpet Sweepers  
Blacking Cases & Foot Rests

From which to make selections  
for the Holiday Trade.

SMITH & SANFORD.

## Be Prepared For New Things.

The cotton pickers of the South are confronted with a wonderful machine which, with a man and boy in attendance upon it, will gather (in better condition) five thousand pounds of cotton per day. The old plan by hand resulted in only one hundred pounds a day per man. Here is, indeed, a revolution in that wonderful industry. It looks as if cotton was going to remain king in American productions in spite of the present unprecedented low price. We not only get out of the seed food for cattle, but oil, which is disputing the market with the producers of lard, olive and other oils; and that isn't all, for manufactured cotton is now being used on walls of houses in northern climates to keep out the cold. If all the world were sober and civilized consumers, we would require from Dixie three times eight million bales per year. But the thought upon our minds is the displacement of hands which these machines occasion. Men need to be wide awake for these changes—to be ready for the new callings which every one of our useful inventions brings into existence. Let no one vex himself with the idea that these changes are against the masses, for do we not see where they are most numerous the masses are best off? Inventions multiply the capacity of the earth and Malthus may go to sleep to allay his fears. Has the ground been cut away from under you? Step over on new earth and show your readiness for the new departure. Type is not to be set by hand forever. The old stage coach had to give way to the locomotive of a mile a minute. This is a new era wonderful in its changes. Keep yourself in trim for the new things which are turning up every year.

GEO. R. SCOTT.

## Necessities.

Just where he came from didn't appear, but his raiment might be taken as a token that he was from the backwoods of a country pretty well back, and as he went into a family grocery on Jefferson Avenue he attracted sufficient attention for the boss to come forward to see what he wanted.

"Got any corn whisky?" he asked.

"We don't keep it," replied the proprietor.

"Ner rye?"

"No."

"Ner applejack?"

"No."

"Ner old peach?"

"No."

"Ner moonshine?"

"No."

"Nothin' in that line at all?"

"No."

"Well, by gravy," he said angrily, as he started out, "what the dickens have you got that sign up thar. 'Families supplied with all the necessities of life,' for? Durn me ef we can't do better'n that at the cross-roads grocery."

Detroit—Daniels & Ives, dealers in men's furnishing goods at 96 Jefferson avenue, are financially embarrassed, having uttered the following chattel mortgages: A. Ives & Sons, \$43,000; Schloss, Adler & Co., \$361.46; Western Knitting Co., \$798.31; Butzel Bros. & Co., \$267.09; S. Simon & Co., \$1,549.35; Samuel J. Hitchcock, \$5,000. The bank debt grew to such proportions that the chattel mortgage was given to insure its payment. An inventory of the stock of the firm will be made which, it is believed, will show the assets of the firm to be largely in excess of their liabilities. They expect to be able to bridge over the trouble and in the meantime their business will not be suspended. Their embarrassment is believed by their attorney to be only a temporary one.

## FOR SALE, WANTED, ETC.

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

## BUSINESS CHANCES.

**FOR SALE—GOOD NEW STOCK OF BOOTS** and shoes in best town in Michigan. Cause of selling, ill health. Address No. 383, care Michigan Tradesman.

**FOR SALE—WELL ASSORTED LINE OF** bazaar goods. Will inventory about \$2,200. Good location and trade. Address J. F. Anson, admin'r for J. L. Neden Estate, 433 Main street, Menominee, Mich.

**FOR SALE AT A BARGAIN.** THE UNDER- signed will sell his stock of drugs, etc., at 80 Monroe street and take in payment Grand Rapids real estate. This store is well known throughout this and near counties and has an established trade of over twenty years. As I desire to devote my whole time to the manufacture of my family Remedies, therefore, and for no other reason, I offer my stock for sale. Geo. G. Steketee.

**FOR SALE—GROCERY STOCK IN GROW- ING** town of about 1,800 inhabitants. Only exclusive grocery store in the county. Owners engaged in other business, the reason for selling. Kritzer Milling Co., Newaygo, Mich.

**FOR SALE—FIRST-CLASS GROCERY BUS- INESS** in the best town of 5,000 inhabitants in Northern Michigan. The purchaser can have a trade of \$50,000 a year at the start. No town in the State has better prospects. This is the chance of a life time. Address No. 323, care Michigan Tradesman.

**FOR SALE—DRUG STORE; WELL LOCAT- ED** in good country town, Minnesota; good prescription trade. Address W. S. Johnson, Osseo, Minn.

**FOR SALE—A GROCERY STOCK WITH** store and two dwelling houses; fine trade, excellent location. Reasons for selling; too old for business. Address A. Van Hoe, Kalamazoo, Mich.

## SITUATIONS WANTED.

**SITUATION WANTED BY A YOUNG LADY** competent to keep a set of books and willing to make herself generally useful about a store. One year's experience. Not afraid of work. Wages low. Good references. Address No. 376, care Michigan Tradesman.

**WANTED SITUATION—BY FIRST-CLASS** registered pharmacist; ten years' experience. Address No. 387, care Michigan Tradesman.

## MISCELLANEOUS.

**DO YOU USE COUPON BOOKS?** IF SO, DO you buy of the largest manufacturers in the United States? If you do, you are customers of the Tradesman Company, Grand Rapids.

**FOR SALE—ABOUT 100 POUNDS OF NON- pareil** type, well assorted as to figures, fractions and leaders. Just the thing for a country paper for use in tax sales and general work. Laid in two cases. Will sell for 25 cents per pound and \$1 per pair for cases. Tradesman Company, Grand Rapids, Mich.

**FOR SALE—TWO HUNDRED ACRES LAND** (160 improved), located in the fruit belt of Oceana county, Mich. Land fitted for machinery, good fences, large curb roof barn with underground for stock, horse barn and other necessary farm buildings. New windmill furnishes water for house and barns. Eighteen acres apple bearing orchard, also 1,000 peach trees, two years old, looking thrifty. Price, \$35 per acre, or will exchange for stock of dry goods. If any difference will pay cash. A. Retan, Little Rock, Ark.

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

**FOR SALE—BEST RESIDENCE LOT IN** Grand Rapids, 70x175 feet, beautifully shaded with native oaks, situated in good residence locality, only 300 feet from electric street car line. Will sell for \$2,500 cash, or part cash, payments to suit. E. A. Stowe, 100 Louis St.

**FOR SALE—GOOD DIVIDEND—PAYING** stocks in banking, manufacturing and mercantile companies. E. A. Stowe, 100 Louis St., Grand Rapids.

**WANTED—GROCERY STOCK BY PARTIES** who can pay cash down. Must be dirt cheap. Address No. 343, care Michigan Tradesman.

**FOR SALE—TWENTY-FIVE SMALL SHOW- cases,** \$2 each. Call at 47 Eleventh St.

**FOR SALE—GROCER'S FIXTURES, SCALES,** coffee mill, showcases, complete outfit; also small line staple groceries. Nearly new. Will sell cheap. Address Lock Box 963, Rockford, Mich.

**FOR SALE OR WILL TRADE FOR STOCK** of merchandise, the I. O. O. F. block in Sparta. For particulars, write to Box 219, Sparta, Mich. Here's a bargain!

**FLORIDA—FOR SALE OR EXCHANGE FOR** other good property; sawmill and planer, store and some orange land in a fine locality in Florida; also stock of goods (\$4,000) in Michigan for good unencumbered farm; will sell half interest to right party. Smith & Co., Hanover, Mich.

**WANTED—A REGISTERED PHARMACIST** or good registered assistant at A. Sanford's drug store, 146 West Fulton street.

The Chicago Tribune prints a list of embezzlements and embezzlers for the year 1891 in the United States. The total amount is \$19,720,294, as compared with \$8,622,956 last year.

## Grand Rapids &amp; Indiana.

Schedule in effect January 10, 1892.

## TRAINS GOING NORTH.

Train	Arrive from	Leave going
For Saginaw and Cadillac	South.	North.
For Traverse City & Mackinaw	5:15 a.m.	7:05 a.m.
For Saginaw & Traverse City	2:00 p.m.	4:15 p.m.
For Petoskey & Mackinaw	8:10 p.m.	10:30 p.m.
From Kalamazoo and Chicago	8:35 p.m.	

Trains arriving at 9:25 daily; all other trains daily except Sunday.

## TRAINS GOING SOUTH.

Train	Arrive from	Leave going
For Cincinnati	North.	South.
For Kalamazoo and Chicago	6:20 a.m.	7:00 a.m.
For Fort Wayne and the East	11:50 a.m.	2:00 p.m.
For Cincinnati	5:30 p.m.	6:00 p.m.
For Chicago	10:40 p.m.	11:05 p.m.

Trains leaving at 6:00 p.m. and 11:05 p.m. run daily; all other trains daily except Sunday.

## Muskegon, Grand Rapids &amp; Indiana.

Train	From Muskegon—Arrive.	From Muskegon—Leave.
	7:00 a.m.	10:10 a.m.
	11:30 a.m.	4:40 p.m.
	5:40 p.m.	9:05 p.m.

## SLEEPING &amp; PARLOR CAR SERVICE.

**NORTH** 11:30 a.m. train.—Parlor chair car G'd Rapids to Petoskey and Mackinaw.

10:30 p.m. train.—Sleeping car Grand Rapids to Petoskey and Mackinaw.

**SOUTH—7:00 a.m. train.**—Parlor chair car Grand Rapids to Cincinnati.

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

6:00 p.m. train.—Wagner Sleeping Car Grand Rapids to Cincinnati.

11:05 p.m. train.—Wagner Sleeping Car Grand Rapids to Chicago.

## Chicago via G. R. &amp; I. R. R.

Train	Arrive	Leave
Lv Grand Rapids	10:30 a.m.	2:00 p.m.
Ar Chicago	3:55 p.m.	9:00 p.m.
Lv Chicago	10:30 a.m.	10:30 p.m.
Ar Grand Rapids	7:05 a.m.	3:10 p.m.
Lv Grand Rapids	2:00 p.m.	8:35 p.m.
Ar Chicago	3:10 p.m.	10:10 p.m.

Through tickets and full information can be had by calling upon A. Almquist, ticket agent at Union Station, or George W. Munson, Union Ticket Agent, 67 Monroe street, Grand Rapids, Mich.

C. L. LOCKWOOD, General Passenger and Ticket Agent.

## Toledo, Ann Arbor &amp; North Michigan Railway.

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

VIA D., L. & N.  
Lv. Grand Rapids at 7:25 a.m. and 6:25 p.m.  
Ar. Toledo at 1:10 p.m. and 11:00 p.m.

VIA D., G. H. & M.  
Lv. Grand Rapids at 6:50 a.m. and 3:45 p.m.  
Ar. Toledo at 1:10 p.m. and 11:00 p.m.

Return connections equally as good.

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

## Playing Cards

## WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 S. Ionia St., Grand Rapids.

## H. M. REYNOLDS &amp; SON.

Wholesale and Retail Jobbers of

Building Papers

Carpet Linings,

And All Kinds of

Roofing Materials,

Coal Tar and

Asphalt Products.

We make a specialty of the seamless asphalt ready roofing and two-ply coal tar ready roofing which is far superior to shingles and much cheaper.

We are practical roofers of twenty-five years' experience which enables us to know the wants of the people in our line.

Cor. LOUIS &amp; CAMPAU STS.,

Grand Rapids, Mich.

## MICHIGAN CENTRAL

"The Niagara Falls Route."

Train	DEPART.	ARRIVE
Detroit Express	7:00 a.m.	10:00 p.m.
Mixed	7:05 a.m.	4:30 p.m.
Day Express	1:30 p.m.	10:00 a.m.
Atlantic & Pacific Express	10:30 p.m.	6:00 a.m.
New York Express	5:40 p.m.	12:40 p.m.

\*Daily. All other daily except Sunday.

Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.

Elegant parlor cars leave Grand Rapids on Detroit Express at 7 a.m., returning leave Detroit 4:45 p.m. arrive in Grand Rapids 10 p.m.

Fried M. Briggs, Gen'l Agent, 55 Monroe St.

A. ALMQUIST, Ticket Agent, Union Depot.

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

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



## TIME TABLE

NOW IN EFFECT.

## EASTWARD.

Trains Leave	*No. 14	*No. 16	*No. 18	*No. 82
G'd Rapids, Lv	6:50am	1:20am	3:25pm	10:55pm
Ionia, Ar	7:45am	11:25am	4:27pm	12:37am
St. Johns, Ar	8:28am	12:17pm	5:20pm	1:55am
Owosso, Ar	9:03am	1:20pm	6:05pm	2:55am
E. Saginaw, Ar	10:45am	3:45pm	8:00pm	4:45am
Bay City, Ar	11:30am	3:45pm	8:45pm	7:00am
Flint, Ar	10:05am	3:40pm	7:15pm	5:40am
Pt. Huron, Ar	11:55am	6:00pm	8:50pm	7:30am
Pontiac, Ar	10:53am	3:05pm	8:25pm	5:37am
Detroit, Ar	11:50am	4:05pm	9:25pm	7:00am

## WESTWARD.

Trains Leave	*No. 81	*No. 11	*No. 13
G'd Rapids, Lv	7:05am	1:00pm	5:10pm
G'd Haven, Ar	8:35am	2:10pm	6:15pm
Milwaukee Str			
Chicago Str			

\*Daily. \*Daily except Sunday.

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

Trains arrive from the west, 7:10 a.m., 3:15 p.m. and 9:50 p.m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 82 Wagner Sleeper.

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

JOHN W. LOUD, Traffic Manager.

BEN FLETCHER, Trav. Pass. Agent.

JAS. CAMPBELL, City Ticket Agent.

23 Monroe Street.

## CHICAGO JAN'Y 3, 1892.

## AND WEST MICHIGAN R.Y.

GOING TO CHICAGO.

Lv. G'D RAPIDS.....9:00am 12:05pm \*11:35pm

Ar. CHICAGO.....3:35pm 5:15pm \*7:05am

RETURNING FROM CHICAGO.

Lv. CHICAGO.....9:00am 4:45pm \*11:15pm

Ar. G'D RAPIDS.....3:55pm 10:10pm \*6:10am

TO AND FROM BENTON HARBOR, ST. JOSEPH AND INDIANAPOLIS.

Lv. Grand Rapids.....9:00am 12:05pm \*11:35pm

Ar. Grand Rapids.....\*6:10am 3:55pm 10:10pm

For Indianapolis 12:05 p.m. only.

TO AND FROM MANISTEE, TRAVERSE CITY AND ELK RAPIDS.

Lv. Grand Rapids.....7:25am 5:17pm

Ar. Grand Rapids.....11:45am 9:40pm

THROUGH CAR SERVICE.

Between Grand Rapids and Chicago—Wagner Sleepers—Leave Grand Rapids \*11:35 p.m.; leave Chicago 11:15 p.m. Drawing Room Cars—Leave Grand Rapids 12:05 p.m.; leave Chicago 4:45 p.m.

Free Chair Cars—Leave Grand Rapids 9:00 a.m.; leave Chicago 9:00 a.m.

Between Grand Rapids and Manistee—Free Chair Car—Leaves Grand Rapids 5:17 p.m.; leaves Manistee 6:50 a.m.

## DETROIT, JAN'Y 3, 1892.

## LANSING &amp; NORTHERN R. R.

GOING TO DETROIT.

Lv. G'D RAPIDS.....7:15am \*11:00pm 5:40pm

Ar. DETROIT.....12:00 p.m. \*5:16pm 10:40pm

RETURNING FROM DETROIT.

Lv. DETROIT.....7:00am \*11:15pm 5:40pm

Ar. G'D RAPIDS.....11:50am \*5:15pm 10:15pm

To and from Lansing and Howell—Same as to and from Detroit.

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. Grand Rapids.....7:05am 4:15pm

Ar. Grand Rapids.....11:50am 10:40pm

TO LOWELL VIA LOWELL &amp; HASTINGS R. R.

Lv. Grand Rapids.....7:15am 1:00pm 5:40pm

Ar. from Lowell.....11:50am 5:15pm

THROUGH CAR SERVICE.

Between Grand Rapids and Detroit—Parlor cars on all trains. Seats 25 cents.

Between Grand Rapids and Saginaw—Parlor car leaves Grand Rapids 7:05 a.m.; arrives in Grand Rapids 7:40 p.m. Seats 25 cents.

\*Every day. Other trains week days only.

GEO. DEHAVEN, Gen. Pass'r Ag't.



## STUDY LAW AT HOME.

Take a course in the

Sprague Correspondence School of Law

(Incorporated). Send ten cents [stamps] for particulars to

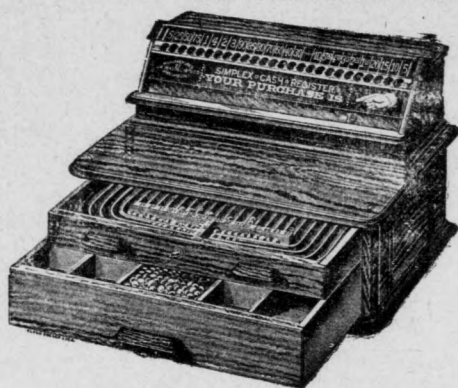
J. COTNER, Jr., Sec'y,

No. 375 Whitney Block, DETROIT, - MICH.



## THE VERY LATEST!

Good as the Best and Five Times Cheaper.



### THE "SIMPLEX" Cash Register

Price, \$35.00  
Simple and Durable!  
Warranted Ten Years.

PERKINS & RICHMOND, 13 Fountain St., Grand Rapids.

## PRESIDENT LINCOLN SAID

"You can fool some of the people all of the time, and all of the people some of the time, but you can't fool all the people all the time."

### The Tradesman Conpon Book

is what the people will have after having been fooled once or twice into using something said to be just as good.

## RINDGE, BERTSCH & CO. Manufacturers of Boots & Shoes.

Agents for the Boston Rubber Shoe Co.



Send us your mail orders and we will try and fill them to your satisfaction. We have the new line of

#### Storm Slips

in cotton and wool lined for ladies; also the

#### Northwest or Roll Edge

line of lumberman's in Huroon and Trojans.



IF YOU WANT

## The Best

ACCEPT NONE BUT

## Silver Thread Sauerkraut.

Order this Brand from Your Wholesale Grocer!

## Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

## Spring & Company.

## P. STEKETEE & SONS

WHOLESALE

## DRY GOODS & NOTIONS

GRAND RAPIDS, MICH.

## Grand Rapids Storage & Transfer Co., Limited.

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

GRAND RAPIDS, MICH.

## General Warehousemen and Transfer Agents.

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

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

Telephone No. 945.

J. Y. F. BLAKE, Sup't.

# H. LEONARD & SONS,

134 to 140 Fulton Street, Grand Rapids, Mich.

Importers of Best English Crockery.

Doulton & Co., the celebrated English manufacturers of fine China, Bric a brac and Earthenware, are making for us a fine low-priced Dinner Ware Pattern, with new decoration on a new shape, and we take much pleasure in showing the trade the best selling pattern we have ever offered, and at rock bottom prices. This has pleased the retail trade whenever shown, and is carried by us in assorted crates and heavy open stock, so that it can always be matched up as easily as the common white ware. Lithographic cards showing the pattern in colors, with your address furnished with every assorted crate sold.

## LIST OF A FEW OF OUR ORIGINAL ASSORTED CRATES.

(To arrive about Feb. 10.)  
ORIGINAL CRATE

**Alfred Meakins White Granite**  
No. J. R. 1704 Daisy Shape.

per doz.		
6 doz. plates, 5 inch,	48	2 88
20 " " 7 "	69	13 80
2 " " 8 "	80	1 60
6 " fruit saucers	32	1 92
4 " individual butters	21	84
1/2 " bowls 24s	106	53
1 " " 30s	85	85
1 " " 36s	71	71
2 " " 30s oyster	85	1 70
1 " " 7 "	1 06	1 06
1 " " 8 "	1 28	1 28
1 " " 9 "	1 91	1 91
1/2 " dishes 9 "	1 28	64
1/2 " " 10 "	1 91	96
1/2 " " 12 "	3 19	1 60
1 " open chambers 9s	3 40	3 40
1 " cov'd " 9s	5 10	5 10
3/4 " ewers and basins 9s	8 08	6 06
per set.		
30 sets hdl teas St. D	42 1/2	12 75
30 " " Daisy	42 1/2	12 75
Crate and cartage.		2 50
		\$74 84

(In stock now.)  
ORIGINAL CRATE

**Alfred Meakins Luster B'd & Sprig**  
No. 15183 Daisy Shape.

6 doz. plates, 5 inch	73	4 38
4 " " 6 "	89	3 56
11 " " 7 "	1 06	11 66
3 " " 8 "	1 22	3 66
10 " fruit saucers	49	4 90
6 " individual butters	33	1 98
1/2 " bowls 24s	1 63	82
1 " " 30s	1 30	1 30
1 " " 36s	1 08	1 08
1/2 " dishes 8 inch	1 63	41
1/2 " " 9 "	1 95	98
1/2 " " 10 "	2 93	1 46
1/2 " " 11 "	3 90	98
1/2 " " 12 "	4 88	1 22
1-6 " " 14 "	6 83	1 14
1/2 " scoallops 5 inch	1 30	65
1 " " 6 "	1 63	1 63
1 " " 7 "	1 95	1 95
1 " " 8 "	2 93	2 93
1/2 " " 9 "	3 90	1 95
1/2 " jugs 6s	5 85	1 46
1/2 " " 12s	3 90	1 30
1/2 " " 24s	2 28	76
1/2 " " 30s	1 95	98
1/2 " " 36s	1 63	82
1/2 " cov'd dishes 7 in	6 83	1 71
1/2 " " 8 in	7 80	1 95
1-6 " " 9 in	8 78	1 46
1-6 " sauce tureens	9 75	1 63
1/2 " cov'd butters and drs	5 85	1 95
1/2 " tea pots 24s	5 20	1 73
1/2 " sugars 24s	4 39	2 20
1/2 " creams 24s	1 95	98
1/2 " cake plates	2 60	87
1/2 " ewers and basins 9s	12 35	4 12
1/2 " cov'd chambers 9s	7 80	3 90
1/2 " " soaps	4 80	1 22
1/2 " mugs 30s	1 24	62
1/2 " brush vases	4 88	1 22
per set.		
15 sets hdl teas St. D	65	9 75
15 " " Daisy	65	9 75
6 " " coffees Daisy	76	4 56
Crate and cartage		2 50
		\$106 08

(Now in Stock.)  
ORIGINAL CRATE

**Donna, Bennett & Co's Toilet Sets.**  
Melrose and Clematis Patterns.

No. 900, Belgravia shape, \$4.75 per set.	
10 12-piece Toilet Sets, Melrose,	
3 peacock, 4 f blue, 3 r brown	\$47 50
10 12-piece Toilet Sets, Clematis,	
3 peacock, 4 f blue, 3 r brown	47 50
Crate and cartage,	2 75
	\$97 75

(Now in Stock.)  
ORIGINAL CRATE

**F. J Emery's Toilet Sets.**  
Cranesbill and Burmese Patterns.

No. 800, Tweed shape, \$2 per set.	
20 10-piece Toilet Sets, Cranesbill,	
10 c brown, 6 pencil, 4 m blue	\$40 00
20 10-piece Toilet Sets, Burmese,	
10 c brown, 6 pencil, 4 m blue	40 00
Crate and cartage	2 75
	\$82 75

(Now in Stock.)  
ORIGINAL CRATE

**Johnson Bros. Semi-Porcelain**  
Exotic Decoration  
No. 1185 1/2, New Margaret Shape.

6 doz. plates, 5 in. flat	90	5 40
4 " " 6 "	1 10	4 40
10 " " 7 "	1 30	13 00
2 " " 8 "	1 50	3 00
1 " " 7 in. deep		1 30
6 " individual butters	40	2 40
6 " fruit saucers	60	3 30
2 " oyster bowls 30s	1 60	3 20
3 dishes, 8 inch	2 00	50
3 " 9 "	2 40	60
4 " 10 "	3 60	1 10
3 " 12 "	6 00	1 50
1 " 14 "	8 40	70
6 bakers 7 "	2 40	1 20
6 " 8 "	3 60	1 80
6 scoallops 7 inch	2 40	1 20
6 " 8 "	3 60	1 80
6 covered dishes, 8 in	9 60	4 80
6 casseroles 8 in	10 80	5 40
6 sauce boats	3 20	1 60
4 pickles	2 40	80
6 cov'd butters and dr's	7 20	3 60
2 teapots 24s	6 40	1 07
4 sugars 24s	5 40	1 80
6 creams, 30s	2 24	1 12
6 bowls, 30s	1 60	80
4 jugs 12s	4 80	1 60
24 sets hdl teas, per set	80	19 20
3 sets hdl coffees	93	2 79
Crate and cartage		2 50
		\$93 88



Doulton & Co's New Melton Shape.  
Pencil Decoration "ADRIAN" under glaze

(Now in Stock.)  
ORIGINAL CRATE

**Doulton & Co's Decorated Ware.**  
No. 1178, Pencil Adrian, Melton Shape.

6 doz. plates, 5 in. flat	70	4 20
4 " " 6 "	86	3 44
15 " " 7 "	1 02	15 30
3 " " 8 "	1 17	3 51
2 " " 7 in. deep	1 02	2 04
6 " fruit saucers	47	2 82
6 " individual butters	31	1 86
3 dishes, 8 inch	1 56	39
3 " 9 "	1 88	47
4 " 10 "	2 81	94
3 " 12 "	4 69	1 17
1 " 14 "	6 56	55
6 bakers 7 "	1 88	94
6 " 8 "	2 81	1 40
6 scoallops, 7 inch	1 88	94
6 " 8 "	2 81	1 41
6 sauce tureens	9 38	3 75
6 covered dishes	7 50	3 75
6 casseroles	9 44	4 22
6 sauce boats	2 50	1 25
4 pickles	1 88	63
6 jugs 12s	3 75	1 88
6 jugs 30s	1 88	94
6 jugs 36s	1 56	78
4 covered butters and drs	5 63	1 88
3 teapots 24s	5 00	1 25
6 sugars 24s	4 22	2 11
6 creams 24s	1 88	94
12 bowls 30s	1 25	1 25
2 doz. bakers 3 in	1 09	2 18
2 " oyster nappies, 5 in.	1 25	2 50
36 sets hdl teas, 62 1/2 per set	22 50	
4 1/2 sets hdl coffee, 73 "	3 29	
Crate and cartage		2 50
		\$73 70

Original Crate to arrive about Jan. 25, '92.  
ALF. MEAKINS DECOR'D WARE.  
Dove spray, Monmouth shape. No. 15166.

6 doz. plates, 5 in. flat	70	4 20
4 " " 6 "	86	3 44
15 " " 7 "	1 02	15 30
3 " " 8 "	1 17	3 51
2 " " 7 in. deep	1 02	2 04
6 " fruit saucers	47	2 82
6 " individual butters	31	1 86
3 dishes, 8 inch	1 56	39
3 " 9 "	1 88	47
4 " 10 "	2 81	94
3 " 12 "	4 69	1 17
1 " 14 "	6 56	55
6 bakers 7 "	1 88	94
6 " 8 "	2 81	1 40
6 scoallops, 7 inch	1 88	94
6 " 8 "	2 81	1 41
6 sauce tureens	9 38	3 75
6 covered dishes	7 50	3 75
6 casseroles	9 44	4 22
6 sauce boats	2 50	1 25
4 pickles	1 88	63
6 jugs 12s	3 75	1 88
6 jugs 30s	1 88	94
6 jugs 36s	1 56	78
4 covered butters and drs	5 63	1 88
3 teapots 24s	5 00	1 25
6 sugars 24s	4 22	2 11
6 creams 24s	1 88	94
12 bowls 30s	1 25	1 25
2 doz. bakers 3 in	1 09	2 18
2 " oyster nappies, 5 in.	1 25	2 50
36 sets hdl teas, 62 1/2 per set	22 50	
4 1/2 sets hdl coffee, 73 "	3 29	
Crate and cartage		2 50
		\$101 49

Original Crate now in stock.  
ALFRED MEAKINS DECOR'D WARE.  
No. 2057 1/2, Br. W'meath, Monmouth Sh.

15 100-piece dinner sets	8 50	127 50
Crate and cartage		2 50
		\$130 00

(To arrive about Feb. 10.)  
ORIGINAL CRATE

**Doulton & Co's Decorated Ware.**  
Pencil Adrian, Melton Shape, No. 2204.

12 doz. plates, 5 inch	70	8 40
8 " " 6 "	86	6 88
20 " " 7 "	1 02	20 40
4 " " 8 "	1 17	4 68
2 " " 7 in. deep	1 02	2 04
6 " fruits	47	5 64
6 " individual butters	31	3 72
3 dishes, 8 inch	1 56	78
3 " 9 "	1 88	94
4 " 10 "	2 81	1 87
3 " 12 "	4 69	2 35
1 " 14 "	6 56	1 10
6 bakers 7 "	1 88	1 88
6 " 8 "	2 81	2 81
6 casseroles 8 inch	8 44	8 44
6 covered dishes 8 in	7 50	7 50
6 pickles	1 88	1 26
6 sauce boats	2 50	2 50
6 covered butters	5 63	5 63
6 jugs 12s	3 75	2 50
6 tea pots 24s	5 00	1 67
6 sugars 30s	3 75	2 50
6 jugs 36s	1 56	1 56
6 bowls 30s	1 25	1 25
4 " oyster bowls 30s	1 25	5 00
48 sets hdl teas, 62 1/2 per set		30 00
6 " coffees 73 per set		4 38
Crate and Cartage		2 50
		140 18