

# Michigan Tradesman.

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THE TRADESMAN COMPANY, PUBLISHERS.

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VOL. 9.

GRAND RAPIDS, JANUARY 27, 1892.

NO. 436

MUSKEGON BRANCH UNITED STATES BAKING CO.,

Successors to

**MUSKEGON CRACKER CO.,**

HARRY FOX, Manager.

**Crackers, Biscuits and Sweet Goods.**

MUSKEGON, MICH.

SPECIAL ATTENTION PAID TO MAIL ORDERS.

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- WHOLESALE -

**Fruits, Seeds, Beans and Produce.**

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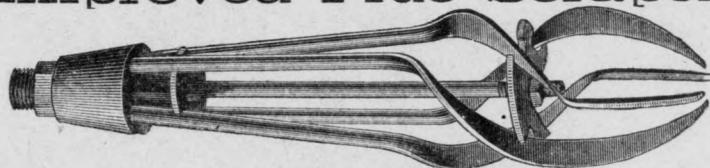
**GET THE BEST!**

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**Flavoring Extracts**

SEE QUOTATIONS.

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**C. A. LAMB & CO.,**

WHOLESALE AND COMMISSION

**Foreign and Domestic Fruits and Produce.**

84 and 86 South Division St.

**TELFER SPICE COMPANY,**

MANUFACTURERS OF

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

1 and 3 Pearl Street,

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**THE NEW YORK BISCUIT CO.,**

S. A. SEARS, Manager.

**Cracker Manufacturers,**

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

**Grand Rapids Book Binding Co.**

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**MULLINS PATENT FLAT OPENING BLANK BOOK.**

Flat Opening Ledgers and Journals always on Hand.

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You can always find something new and especially fine by order your Candy of

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Wholesale Confectioners,

46 Ottawa St., Grand Rapids, Mich.

**Olney & Judson Grocer Co.,**

Sole Agents for the Justly Celebrated

**"M. C. C." Cigars.**

**Bolts Wanted!**

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

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

**J. W. FOX, Grand Rapids, Mich.**

**THE GREAT SEAL CIGAR!**

**10 CENTS STRAIGHT!**

Like Its Little Old Daddy

**THE GREEN SEAL**

Is the Best of Its Kind Made.

Send Your Wholesaler an Order.



**G. S. BROWN & CO.,**

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**Domestic Fruits and Vegetables**

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

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It is not economy for a business man to use unprinted stationery.

In ordering from houses where you are not known it may count against you. To them, proper stationery is considered as essential as the ledger—and they certainly would have little faith in the success of one who economizes [?] by “doing business” without books.

### We Offer:

500 XX Envelopes, 3½x6, white or colored,  
500 Note Heads, 6x9½, either flat writing  
or Imitation Linen,  
500 Statements, 5½x8½  
500 Business Cards, 2½x4½,  
1000 Shipping Tags,

**\$7.50**

1000 Each of Above, \$11.

CASH WITH ORDER.

SAMPLES IF DESIRED.

We cannot “break packages,” that is print less than 500, to advantage. Cost of type-setting and getting ready to run on press makes the cost of 200 or 300 nearly as much as for 500.

**THE TRADESMAN COMPANY**

GRAND RAPIDS, MICH.



**F. J. DETTENTHALER**

— JOBBER OF —

**OYSTERS**

**SALT FISH**

**POULTRY & GAME**



Mail Orders Receive Prompt Attention.

See Quotations in Another Column.

CONSIGNMENTS OF ALL KINDS OF POULTRY AND GAME SOLICITED.

**LEMON & WHEELER COMPANY,**

IMPORTERS AND

**Wholesale Grocers**

GRAND RAPIDS

**BALL**

**BARNHART**

**PUTMAN CO.**

Wholesale  
Grocers.

**Heyman & Company,**

Manufacturers of

**Show Cases**

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.

63 and 63 Canal St., - GRAND RAPIDS.

**Diamond Crystal  
Table and Dairy Salt.**

**99.7 PURE.**

Put up in pockets and wooden boxes and sold at only a slight advance over the price of inferior brands.

Order a sample barrel or case of your jobber and be convinced of the superiority of

**Diamond Crystal**



# MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, JANUARY 27, 1892.

NO. 436

## PEOPLE'S SAVINGS BANK.

Cor. Monroe and Ionia Sts.,

Capital, \$100,000. Liability, \$100,000  
Depositors' Security, \$200,000.

### OFFICERS.

Thomas Hefferan, President.  
Henry F. Hastings, Vice-President.  
Charles M. Heald, 2d Vice-President.  
Charles B. Kelsey, Cashier.

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Four per cent. interest paid on time certificates and savings deposits. Collections promptly made at lowest rates. Exchange sold on New York, Chicago, Detroit and all foreign countries. Money transferred by mail or telegraph. Municipal and county bonds bought and sold. Accounts of mercantile firms as well as banks and bankers solicited.

We invite correspondence or personal interview with a view to business relations.

ESTABLISHED 1841.

### THE MERCANTILE AGENCY

R. G. Dun & Co.

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

E. J. Mason & Co.,

PROPRIETORS OF

Old Homestead Factory

GRANT, MICH.

MANUFACTURERS OF

Fruit Jellies and Apple Butter.

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.

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.

10 So. Ionia St., Grand Rapids.

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

## OYSTERS!

We quote: Bulk.  
Standards, per gal..... \$1 15  
Solid Brand in Cans.  
Selects..... 26 E. F..... 21  
Standards..... 19  
Daisy Brand in Cans.  
Selects..... 23 Standards..... 17  
Favorites..... 15  
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 @ 3 10  
Lemons..... 3 75 @ 4 25  
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.

THE  
**Grand Rapids** FIRE INS. CO.  
PROMPT, CONSERVATIVE, SAFE.  
S. F. ASPINWALL, Pres't  
W. FRED McBAIN, Sec'y

THOS. E. WYKES,  
WHOLESALE

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.

SCHLOSS, ADLER & CO.,

MANUFACTURERS AND JOBBERS OF

Pants, Shirts, Overalls

—AND—

Gents' Furnishing Goods.

184, 186 & 188 JEFFERSON AVE.,

DETROIT, MICH.

The Bradstreet Mercantile Agency.

The Bradstreet Company, Props.

Executive Offices, 279, 281, 283 Broadway, N.Y.

CHARLES F. CLARK, Pres.

Offices in the principal cities of the United States, Canada, the European continent, Australia, and in London, England.

Grand Rapids Office, Room 4, Widdicomb Bldg.

HENRY IDEMA, Supt.

Wayne County Savings Bank, Detroit, Mich.

\$500,000 TO INVEST IN BONDS  
Issued by cities, counties, towns and school districts of Michigan. Officers of these municipalities about to issue bonds will find it to their advantage to apply to this bank. Blank bonds and blanks for proceedings supplied without charge. All communications and enquiries will have prompt attention. This bank pays 4 per cent. on deposits, compounded semi-annually.  
S. D. ELWOOD, Treasury.

### A LEAP YEAR STORY.

It was a very small house in the heart of a crowded city, and yet, small as it was, three families made a home there. The first floor, and the one that brought the most rent, was occupied by James Saunders, retired sea captain, who was supposed by the neighbors to possess a gold mine at the very least, and who had undoubtedly "feathered his nest" well in many years of prosperous voyaging.

The basement floor was distinguished by a sign over the door, and a shop window, wherein were displayed the wares of a grocer—George Davis—on a very small scale; a grocer who bought by the basket and box, and sold by the half-peck and pound.

Upstairs—there was only one story above the first floor—Nanette lived with her mother, Madame Hillien. Nanette had been ten years in America, and was employed by a milliner, who made good use of Nanette's nationality when her customers suspected her of being anything but a French milliner. Madame Hillien was yellow and wrinkled and wore an odd sacque of dingy colors over a black silk petticoat, and a cap of elaborate construction over very rough gray hair. Nanette was a clear brunette with eyes as black as sloes and soft as velvet, cheeks like the heart of a crimson rose, teeth like pearls, and the triggest little figure ever balanced on two pretty feet. With scant means and her French tastes, Nanette was always well dressed. Her print gowns fitted her to a nicety, her hair, glossy and abundant, was always arranged becomingly, and there was never anything tumbled or soiled to mar Nanette's toilette.

Two men, at least, adored Nanette—George Davis in heart-sick silence; Captain Saunders with the audacity of wealth and position.

Captain Saunders sent always to Madame Hillien such preserves and fruits as opened wide the eyes of the favored few invited to partake of them. He had always a friend in port, just arrived from Italy, from Cuba, from Liverpool, from China, from any point where the long arm of commerce pushes her vessels; and these friends would always have foreign dainties to tempt the gold from the purse of the generous captain. It was whispered that fabrics only suited for feminine wear, jewels, fans, trinkets also came to the captain's room, but of these he said nothing. Boxes of oranges, jars of ginger, bottles of rare wine, boxes of macaroni, tempting morsels from all lands were carried up the flight of stairs to Madame Hillien, but of India muslins, Canton crapes, Pon's silks, rings and bracelets the captain said never a word. Still the face of George Davis grew longer and paler day by day, as the sight of his rival's prosperity was forced upon him. It was true that Nanette loyally purchased every pound of tea and every peck of potatoes at the grocery in the basement and presented her cash with the smile of an angel. True, too, that she never passed the grocer without a smile and sometimes a little blush.

For the grocer was only three-and-twenty, with a blond beard and eyes as blue as a patch of summer sky, while the captain was nearly sixty, with grizzled red hair, a skin like mahogany, and eyes of no especial tint, unless it was sea-green. But the captain had a long bank-account, and could woo gallantly and loudly, while the grocer only spoke with his eyes, and wondered vaguely how long two could live upon profits that were half starvation for one.

"She is so pretty!" the poor young fellow thought with a sigh; "no wonder she likes to ride with the captain in the park, while I am tied to the counter, and cannot even afford to hire a boy to roll in the barrels. I could not send a basket home if a customer asked it."

But fortunately the customers were of that class that never trust a market-basket out of their own hands. Still, as they were very exacting as to the largest measure for the lowest price, that balanced the matter.

It was not a very flourishing grocery store, for the goods were of the cheapest description, and the profits were very small; and often when the stock had to be replenished, George Davis wore patched shoes and the shabbiest of clothes.

"It would delight my heart," Nanette said once to her mother, "if I could once get my two hands in the linen-closet of Monsieur Davis and repair his collars and cuffs. They are frayed. Oh!"—with uplifted hands—"how they are shabby!"

"You had better look at something else than the cuffs of Monsieur Davis," said Madame Hillien, severely. "In my country maidens did not look at young men."

"But, mamma, when I must look at him every day how can I but see him? Do I not buy of him sugar and tea and all that we have to eat?"

"If you were wise you would not be compelled to buy food in a little store like that. Listen: Monsieur, the captain, has told me that if he marries he will buy the whole house. Ah, think of a whole house!"

"But we are comfortable in three rooms."

"Bah! We live! But comfortable? You have no sense, Nanette! Twice already has the captain spoken to me. You will lose him."

"Let him go! I have my work and we have five hundred dollars in bank. Why should I marry an old horror like that?"

"He is not horrible."

"No, you are right. He is kind and good, and I am sorry he will love me when I cannot love him."

"But, why?"

"Ah, why?" asked Nanette, shrugging her pretty shoulders. But she ran away then and began to concoct a marvelous omelet for supper, singing in a loud, clear voice, so that her mother could not make her hear from where she sat in an inner room. Why? Never a word of love had the young grocer spoken, though his honest eyes told his adoration; but Nan-

ette knew that she always had the choice of the market set aside for her, and that there was always a little overweight of all the choicest things in her basket.

But the attentions of the captain soon became a burden; not because of his persecutions, but because Madame Hillien became fretful and exacting on the subject. It was all foolishness on Nanette's part, and no modest girl refused the husband her mother offered her, she said.

But Nanette had been too long in America, though she was but twenty-two, to give up her freedom of choice for any old French custom.

"Here girls choose their own husbands," she said.

And Madame Hillien screamed:

"You would offer yourself to him?"

"Not so bad as that, mamma, though this is leap year," said Nanette, for 1888 was but a week old.

"Leap year! Ah, you are a bold girl!"

But Nanette was not bold, and her tender heart was sore over her lover's silence. He was her lover—of that she was sure; but he was poor, so very poor, and needed a wife to help him grow rich. How she could help him! How she would save in his housekeeping, and make his clothes last twice as long, and tidy up the rooms the open door showed to be so forlorn. She was a true woman, this little Nanette, longing to give loyal service where she gave loyal love. But he would not speak.

"It is already two years we have been in the house," Nanette thought, "and I know he loves me."

Something wonderful happened just at this time. There was an old uncle in France, a close-fisted miser, who had refused often and often to help his widowed sister by so much as a pinch of salt, and he died, leaving to Nanette a sum that made ten thousand American dollars.

It fairly stunned the little milliner. To be so rich as that, when—and here a choking sob came into her throat—when the man she loved had not a good coat to his back, though he worked faithfully to earn one! Nanette grieved over her access of fortune as much as she rejoiced. She shrewdly suspected the cause of George's silence, and knew that this legacy would be another bar between them. Already her mother was talking of moving into a better neighborhood and more commodious apartments.

The captain had offered his congratulations rather ruefully, appreciating the weight of this new phase of affairs.

"I was sure of the mother," he thought, "but now I am not so sure."

It was dusk when he rattled the key in his own door, and he did not see a tall figure near him, until a familiar voice in the darkness said:

"May I leave the keys of the basement with you, captain?"

"Hey, what? You are going away?"

"Yes, I am going away," said George Davis, very sadly. "I hope you will be very happy."

"Oh, you do! Pray what is there to make me especially happy, just now?"

Then George flashed out:

"If such a woman as Nanette were going to marry me, I should not ask that question," and something suspiciously like a sob ended the sentence.

"Who told you I was going to marry Nanette?"

"Madame Hillien."

"Then she told a—ahem!—she made a serious mistake. Nanette has refused me distinctly on three separate occasions. So the way is open to you."

"Ah, no! I am so poor, so very poor, you see. I have no capital to start anything, and I can only scratch out the barest living. And now this money has come. No! I will go away! You see I love her so much I cannot stay any longer. My heart is breaking."

Odd confidences? Well, yes; but I think it must have been the dark that opened their hearts to each other. They were such honest, childlike hearts, both of them, to belong to great, bearded men.

I am quite sure the dark was answerable for what followed. George was standing leaning against the banister when he said:

"My heart is breaking!"

Suddenly, there was a little soft rustle above him; then he felt two arms steal round his neck, a soft cheek touch his, and into his ear stole a whisper:

"Don't go away or you will break my heart, too!"

The captain's door opened with a jerk and shut with a bang, but I do not think those two at the foot of the staircase heard it. What did they say? Ah, who can repeat the rapturous speeches of one; the shy whispers of the other.

But one thing Nanette said at last, as they went arm in arm upstairs to confront Madame Hillien:

"You will not tell anybody, will you, George, that I proposed to you, though it is leap year?"

"Never!" was the emphatic reply.

Madame Hillien cried and laughed and was none too well pleased; but, after all, she loved Nanette, and so she gave George her hand at last, and a motherly greeting.

But the strangest part of all was yet to come, for the captain made Nanette a wedding present of all the finery he had purchased especially for her—then offered his hand and heart to Madame Hillien. He bought the whole house too, and a brand-new grocery store was started next door with a portion of Nanette's money. The neighbors "always knew" it was the widow the captain was courting, and it would be difficult to say which household is the happier, that of jolly Captain Saunders and his wife, or that of honest George Davis, grocer, and pretty Nanette.

ANNIE SHIELDS.

#### Rich Without Money.

Many a man is rich without money. Thousands of men with nothing in their pockets, and thousands without even a pocket, are rich. A man born with a good, sound constitution, a good stomach, a good heart and good limbs, a pretty good head piece, is rich. Good bones are better than gold, tough muscles than silver, and nerves that flash fire and carry energy to every function are better than houses and land. It is better than a landed estate to have the right kind of father and mother. Good breeds and bad breeds exist among men as really as among herds and horses. Education may do much to check evil tendencies or to develop good ones, but it is a great thing to inherit the right proportion of faculties to start with. The man is rich who has a good disposition, who is naturally kind, patient cheerful, hopeful, and who has a flavor of wit and fun in his composition. The hardest thing to get on with in this life is a man's own self. A cross, selfish fellow, a despondent and complaining fellow, a timid and care-burdened man, these are all born deformed on the inside. They do not limp, but their thoughts sometimes do.

## Keep Your Feet Warm!

By Wearing PARKER'S



## ARCTIC SOCKS

For Sale By

HIRTH & KRAUSE,

12 & 14 Lyon St., Grand Rapids,

Jobbers of Shoe Store Supplies.

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.

## C. G. A. VOIGT & CO.,

Proprietors of the

## STAR ROLLER MILLS.



OUR BRANDS;

OUR PATENT.

GILT EDGE.

STAR.

CALLA LILY.

GOLDEN SHEAF.

PEARL.

BOSS.

BAKERS' CHOICE.

PATENT ROLLER FLOUR.

SPECIALTIES:

GRAHAM, RYE and BUCKWHEAT FLOUR.

GRANULATED and BOLTED MEAL.

Prompt attention given to mail orders.

Grand Rapids, Mich.



### The Commercial Traveler, Net---All Discounts Off.\*

Mankind build monuments of everlasting granite and polished marble to their statesmen, their soldiers, their poets, their scholars, their artists and their great men—commemorative of their grand achievements, their deeds of valor, their beautiful songs and poems, their scientific discoveries and contributions to literature, and their beautiful paintings—and even to their physicians; as a jocular writer remarks, "The cemeteries are filled with monuments to their successful malpractice." But where stands the monument to the commercial traveler, and who, as a class, better deserves the grandest monument ever erected in this world, for in him are combined the attributes of all the others?

As a statesman he stands without a peer; as a diplomat, he is a great advocate of reciprocity. You buy your goods of him, he gives you low prices, and he tells you that, if you stick to him, you will wear diamonds.

As a soldier, no braver soldier than he who fights the daily battle of commercial life.

As a poet, he who listens to the soft song of the drummer is a lost man.

As a scholar, it is related of Gen. VonMoltke that he was able to keep silence in seven different languages; the commercial traveler can talk in seventeen different languages, if necessary, to sell a bill of goods. As a conversationalist, he is a great success, but the man who made the remark that the commercial traveler could set his mouth to work in the morning on a customer and go away and leave it and come back again in the afternoon and find it still going, is a base slanderer.

As an artist, though he may not be able to paint a beautiful picture, he can show you a magnificent oil painting with a solid gold frame, this great work of art to go with one thousand cigars or one dozen of Dr. One Lung's cough balsam.

In talking over this matter with a few friends just before leaving Denver, one of the number, Col. Scholtz, of the Opera House pharmacy, made the remark: "I agree with you. The commercial traveler should have the grandest monument on earth, a thousand feet high, built of solid brass, surmounted by a big windmill, illustrative of the 'fairly tales' which he pours into the ears of the customer while endeavoring to fill his store with goods." (I could not resent this as the Colonel is a customer.)

But the commercial traveler needs no monument—honors crowd thick and fast upon him. He is invited to banquet with the clergy and the lawmakers of the land, and to sit down in the presence of our governors and other notorious characters. Who of you, my brothers, would not far rather prefer a large increase in salary to the grandest monument ever erected, covered with a glowing account of your numerous virtues?

The commercial traveler is the most thoroughly independent man among all human beings. He, like William Tell, removes his hat to no man, be he king or emperor, except the "high and mighty potentate," the one who controls the salaries and the allotting of territories.

Let us look at the commercial traveler as he stands, net, with all the discounts taken off, in the way of his little jokes, harmless exaggerations, his tales of big sales and the enormous salary he receives; his little kicks at the hotels that charge him \$4 a day and give him a \$2 a week treatment. What do we find? It would be false modesty on my part, simply because I am a humble member of the fraternity, not to pronounce him simply as I know him to be from long years of experience—a noble, brave and true man; for, if he were not such, he could not remain on the road as a successful salesman.

Is he noble? Show me the charitable object that his attention is called to that he does not respond to, from the hospital to the babies' fresh air fund; from the traveler in need to the customer who wants a position on the road.

Is he brave? He fights a battle every day, in comparison to which all battles

\*Response by Dan. Y. Wheeler, of St. Louis, at the recent banquet of the Western Commercial Travelers' Association.

of the gun and sword fade into insignificance; for the hero of a battle, laboring under intense excitement and urged on by the cheers of his comrades, does such deeds of valor that he himself is surprised to look upon; but the commercial traveler fights his battles under no excitement—except, possibly, what he can get out of a 2 o'clock call to take a freight train to some town which all the fellows in his line have just left—spurred on by the jeers instead of the cheers of his competitors.

Dr. Snyder will tell you that the man who controls his temper, who conquers himself, who gets the mastery over his own passions, is greater than he who taketh a city; and show me the pathway of any man which is surrounded by the many pitfalls and terrible temptations that crowd around that of the commercial traveler, and point out to me the class of men who more successfully resist them. It cannot be done. Yes, indeed, he is a brave man.

Is he a true man? In the great majority of cases he is true to himself, his family and the firm he represents. Once more I say, he is a noble, brave and true man.

Brothers mine, a great future awaits us. To some it will come quickly, while others of us will have grown gray in the service waiting, but hope on, hope ever. Any moment it may come, and we be called in and invited to step higher and take a seat on the right hand of the senior partner, and, as one of the firm, be given charge of the travelers. To such of you who may be called to this great honor, do not forget your old days upon the road, deal tenderly with the traveler—especially so with his "expense account." Do not, when you note a dollar or two for extra meals, write him a letter and ask him if he cannot "sell his trade without feeding them;" or, if he charge you sleeping-car fare of \$2.50 between St. Paul and Minneapolis, write him that the next trip he had better walk.

Ah, how we long for the Arcadia of being greeted by the numerous employes as "one of the firm!" No more 4 o'clock calls to take the "limited cattle train;" no more hurried knocks or electric bell calls to drag us out of that sweet dream of selling an enormous order at fabulous profits, but to sweetly and calmly sleep until late breakfast call, faintly disturbed by the patter of our children's feet, instructions having been issued: "Must not disturb papa, for he is one of the proprietors now."

So strive, my brothers, that, when that happy time arrives, you can bring to that position "nobleness, bravery and truth," and so add to the laurels already heavy on the brow of the commercial traveler.

#### An Unfortunate Telegram.

A lawsuit now in progress in California is likely to lead to the abandonment of the practice of employing women as station agents. Until a week or two ago, the station agent at Banning, a place on the Southern Pacific Railroad, was a very pretty girl named Mattie Green. Quite recently the company determined to grant uniforms to all its station agents, and awarded the contract for the clothing to a firm by the name of Cowie & Co. In order to expedite matter, Mr. Cowie dispatched the following telegram to all the station agents along the line: "Be on the platform when special train No. 19 passes, with nothing on but your pants and shirt"—his object being to measure the men in short order and pass on. When train No. 19 pulled into Banning, Mr. Cowie jumped out, looked around and exclaimed, "Where's the station agent?" Two stalwart youths who happened to be pretty Mattie's brothers, responded to the query by asking whether he was the man who sent the telegram which they showed him. On receiving an affirmative reply, they proceeded to "climb" him with such terrible effect that he is now lying in the hospital with several fractures. His lawyers have already commenced legal proceedings against Miss Mattie's brothers, and are taking steps towards obtaining heavy damages for him from the railroad company.

## MERCHANTS!

We Roast Coffee of Every Kind.

## LION COFFEE IS OUR LEADER

And is sold in 100-lb. Cases and 120-lb. Cabinets.



OUR LION COFFEE CABINET IS artistically made by experienced cabinet makers, beautifully varnished, and just the thing from which to retail the cereals and merchandise of many kinds.

The cabinet is covered before shipping to protect the panels, so that the merchant receives it untarnished.

Merchants everywhere are securing a number of these cabinets. They dress up the store and make it more attractive.

Every cabinet contains 120 one pound packages of LION COFFEE. Shipping depots at all principal points in the United States, insuring prompt delivery and low freight charges. LION COFFEE is sold by all Cincinnati jobbers.

### TELL YOUR CUSTOMERS

That Lion Coffee is composed of Mocha, Java and Rio, Is Roasted by natural gas and that every package Contains a handsome picture card. We fully guarantee Lion Coffee to give satisfaction.

WOOLSON SPICE CO., Toledo, O.  
L. WINTERNITZ, Resident Agent, Grand Rapids.

## The Belknap Wagon and Sleigh Co.

GRAND RAPIDS, MICH.

Manufacturers and Jobbers in

Road  
Logging  
Delivery  
Pleasure

# SLEIGHS.

Send for Catalogue.

SILVER SOAP

IS THE BEST FOR

LAUNDRY, BATH

AND TOILET

THOMPSON & HUTCHINSON  
TOILET MAKERS  
TOLEDO, O.

## AMONG THE TRADE.

## AROUND THE STATE.

Pierson—B. W. Warner & Co., grocers, have removed to Edmore.

Clare—A. H. Roder succeeds J. Ackerman in the grocery business.

Rochester—Thos. W. Hacker has sold his grocery business to Henry R. Smith.

Vassar—Denman Moody succeeds Frank McConnell in the grocery business.

Northville—M. F. Stanley has succeeded the Stanley Air Rifle Co., Limited.

Bronson—Nichols & Broughton succeed C. A. Bartlett in the lumber business.

Pierson—S. Sheldon, dry goods and boots and shoes, has sold out and gone to Florida.

Jackson—Smith & Adams succeed C. C. Pond & Co. in the lumber and planing mill business.

Imlay City—F. T. Holden succeeds Holden & Forsyth in the drug, paint and oil business.

Manistee—J. E. Sumerville, books and stationery, has been succeeded by Sumerville & Wood.

Cross Village—Berger & Swartout have been succeeded in the grocery business by George Mathews.

Stittsville—Eugene Liddle, formerly a farmer near here, is now in the grocery business at this place.

Ontonagon—Emmons Bros. are reducing their hardware and tin business and will remove to Marquette.

Galesburg—Brown & Co., whose drug stock was destroyed by fire about four months ago, have arranged to resume business.

Nashville—Elmer Swift, formerly a resident of this place, is now in the hardware business at Bellaire as a partner in the firm of Adams & Swift.

Cadillac—Fred S. Kielsen is again behind the counter, having opened a grocery store in the A. M. Lamb building, lately vacated by Miss Lacount.

Reed City—John Schmidt, Jr., and Theodore Schmidt—composing the firm of Schmidt Bros.—succeeded to the agricultural implement business of J. L. Rayfuse.

St. Johns—The St. Johns Manufacturing Co., manufacturers of furniture and undertakers' goods, has merged its business into a stock company under the same style.

Benton Harbor—Kidd, Dater & Co. have opened a wholesale grocery establishment here and will be represented on the road in this part of the State and Northern Michigan.

Saranac—G. W. Clark has sold his photograph gallery to Claude Abbott, of St. Johns. Mr. Clark will remain at Saranac for the present, until he determines upon some business venture.

Traverse City—Friedrich Bros. have leased one of the new stores they will build in the spring to Host & Mertes, of Newberry, who will put in clothing and men's furnishing goods.

Eaton Rapids—L. C. Van Gorden has sold his interest in the drug firm of W. D. Brainerd & Co. to his partner, who will continue the business under the style of W. D. Brainerd & Son.

Cheboygan—The vacant store in the Bennett block has been leased by H. Pinkous, who will open it March 1 with a new stock of clothing. It will be known as the "Favorite" and Louis Pinkous, of Saginaw, will be manager.

Montague—The I. M. Clark Grocery Co. of Grand Rapids, has returned the writ of replevin against the grocery stock purchased from W. A. Austin by the Herren Grocery & Stock Co., and has commenced suit against the latter.

Hastings—Minnie K. Barnes has purchased the dry goods and grocery business formerly owned by Goodyear & Barnes. Her husband, George Barnes, was a partner in that firm and will have the management of her business.

Saugatuck—James Koning has sold his interest in the firm of D. L. Barber & Co. to William T. Hancock. The business will be continued under the same style by D. L. Barber, George Crawford and William T. Hancock. The junior partners are sons-in-law of Mr. Barber, the last mentioned being a recent acquisition in both relations.

Detroit—William J. Peoples has been arrested on a civil warrant at the instance of Phelps, Brace & Co. Peoples is a retail dealer in groceries and meats on Grand River avenue and recently executed a chattel mortgage to his father covering a large portion of his stock. Phelps, Brace & Co. claim that Peoples made a misrepresentation to them of his finances and upon his claim he was given credit for \$520 worth of goods. Peoples' father offer to settle his son's \$3,700 indebtedness for 35 cents on the dollar and many of the creditors have accepted this basis of settlement.

Muskegon—John O. Oleson has commenced proceedings in the Circuit Court to collect \$450, which he claims to have invested in the meat market business of Arnt Anderson. He recently procured the arrest of Anderson on a charge of the larceny of this amount, on the ground that false representations had been made to him to secure the investment. He withdrew the criminal proceedings and will now try another tack. Mr. Anderson asserts that Mr. Oleson is entirely mistaken in his claims and that the whole affair resulted from a misunderstanding. He will contest the suit.

## MANUFACTURING MATTERS.

Lakeview—William Trownfeller has bought M. Y. Gephart's shingle mill and will continue the business.

West Branch—The French Lumber Co. is putting in a stock of 2,000,000 feet of pine and hardwood logs, and is also buying all the logs offered in this vicinity.

Ionian—A meeting of the stockholders of the Capital Wagon Works is called for January 29, to consider the proposition to increase the capital stock from \$100,000 to \$150,000.

Hart—Russell & Flood, lumber dealers, are succeeded by the Hart Cedar Lumber Co., of which Fred. J. Russell is President, S. A. White, Vice-President and J. K. Flood, Secretary.

Coleman—J. H. Peters, who has been operating a mill manufacturing head linings near this place, has erected a shingle mill in connection with the lining mill, which was started last week running nights.

North Bradley—Marsh & Heald are cutting the timber on thirteen forties in Warren township, Midland county, about 2,000,000 feet, nearly one-half of which is elm. It is taken out on a spur railroad track that is being built about a mile west of this place.

Manistee—The stockholders of the Eastshore Furniture Co. have decided to

fund their indebtedness and resume business. Ed. Russell will act as President, E. R. Welsh will officiate as Secretary and C. A. Wall will serve the corporation in the capacity of Treasurer.

Bay City—It is now said that Jonathan Boyce, who recently purchased the Williams sawmill, will erect a planing mill and handle a good portion of the product of the mill by rail. Mr. Boyce's superintendent has arrived, and is arranging for an active campaign with pine logs next season.

Saginaw—Geo. T. Warren & Co. have merged their business into a stock company under the style of the Geo. T. Warren Cigar Co. The new corporation has a capital stock of \$50,000 and is officered as follows: President, Myron Butman; Vice-President, Jas. B. Book (Detroit); Secretary and Treasurer, Geo. T. Warren.

Manistee—The Canfield & Wheeler Co. is putting down a new well, and if all goes right, and the old well is cleaned out in time for spring use, it intends, after reaching salt, to continue the well with a four-inch pipe through the salt to the Trenton rock, which underlies the salt about 300 feet, to see if there is anything in this oil matter, about which there has been so much talk.

Ionian—D. C. Crookshank has sold his interest in the Williams Manufacturing Co.'s business and plant to Gregg Williams, under whose management the business will be continued, as heretofore. Mr. Crookshank will remove to Columbus, Ga., where he has purchased an interest in an established sash, blind and door factory and building contract business.

Alpena—J. D. Turnbull, who owns and operates a small mill near this place, is considering the project of converting the mill into a spool factory. The Alpena Spool Co. is turning out 4,000 gross of spools weekly and they meet with a ready sale. The works are provided with new patents, and the venture is meeting the expectations of those who put money into it.

## Financial Matters.

The Owosso Savings Bank has decided to increase its capital from \$60,000 to \$100,000, the additional stock being nearly all taken by Owosso business men.

Ten shares of stock in the Woolson Spice Co. were recently sold at Toledo at \$1,000 a share—ten times the par value. This is probably the largest premium ever paid for any manufacturing stock in the West, but the indications are that the stock will continue to enhance in value, as the corporation has a capital stock of but \$180,000, with \$1,500,000 of assets and no commercial indebtedness whatever—a most remarkable showing. The wonderful growth of the company is due in no small degree to the fact that no dividends were paid during the first eight years of the company's existence, the earnings accumulating in the shape of surplus.

## The Peddling Evil.

CLIMAX, Jan. 22—You ask, "Would you meet at Lansing with other business men of Michigan to discuss the peddler nuisance?" I would say I do not see as such a meeting would result in more than a good deal of talk and exchanging of views, when we would go home, no nearer a solution of the question than before. I believe it should be taken up by business men at home through petitions to legislators, insisting on the enactment of a law which will stand the Supreme Court test. J. F. CLARK.

## 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. 383

**FOR SALE—WELL ASSORTED LINE OF** bazaar goods. Will inventory about \$2,300. Good location and trade. Address J. F. Anson, admin'r for J. L. Neden Estate, 433 Main street, Menominee, Mich. 382

**FOR SALE AT A BARGAIN.** THE UNDERSIGNED will sell his stock of drugs, etc., at 89 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. Steckete. 384

**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. 385

**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. 363, care Michigan Tradesman. 363

**FOR SALE—DRUG STORE; WELL LOCAT-** ed in good country town, Minnesota; good prescription trade. Address W. S. Johnson, Osseo, Minn. 377

**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. 379

**FOR SALE CHEAP—WELL SELECTED** drug stock—New and clean. Address F. A. Jones, M. D. Muskegon, Mich. 391

## 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. 376

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

## 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-** parell 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. 359

**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. 341

**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. 187

**FOR SALE—BEST RESIDENCE LOT IN** Grand Rapids, 70x175 feet, beautifully shaded with native oaks, situated in good residence locality, only 200 feet from electric street car line. Will sell for \$2,500 cash, or part cash, payments to suit. E. A. Stowe, 100 Louis St. 354

**FOR SALE—GOOD DIVIDEND—PAYING** stocks in banking, manufacturing and mercantile companies. E. A. Stowe, 100 Louis St., Grand Rapids. 370

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

**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. 375

**FOR SALE OR WILL TRADE FOR STOCK** of merchandise, the L. O. O. F. block in Sparta. For particulars, write to Box 219, Sparta, Mich. Here's a bargain! 386

**FLORIDA—FOR SALE OR EXCHANGE FOR** other good property; sawmill and sugar store and some orange land in a fine locality in Florida; also stock of goods (\$4,000) in Michigan for good unincumbered farm; will sell half interest to right party. Smith & Co., Hanover, Mich. 381

**WANTED—A REGISTERED PHARMACIST** or good registered assistant at A. Sanford's drug store, 146 West Fulton street 388

**WANTED—SALESMEN WHO VISIT THE** dry goods and notion trade to carry a side line. Sells at sight. Sample can be carried in vest pocket. Chapman Button Agency, 101 Ottawa St. 389

**FOR SALE OR EXCHANGE FOR NORTH-** ern property—stock of goods preferred—1,280 acres of fine timber and cotton land in Northern Louisiana, four miles from railroad and parish seat. No. 1 land. Title perfect. For particulars address No. 390, care Michigan Tradesman. 390



## GRAND RAPIDS GOSSIP.

E. Soderik has opened a grocery store on East Bridge street. Musselman & Widdicomb furnished the stock.

C. H. Chaote has opened a grocery store at Belding. The Olney & Judson Grocer Co. furnished the stock.

Foster, Stevens & Co. have secured the Western Michigan agency of the Northern Refrigerator Co. and will carry a full line of the goods in stock.

Rowson Bros. & Co., composed of John and James Rowson, William Green and Chas. E. Harper, will succeed the firm of Rowson Bros., planing mill and builders.

Studley & Barclay have taken the State agency of the Grand Rapids Cycle Co. and will establish about 200 local agencies in the various cities and towns of Michigan.

John Kosten, grocer at the corner of North avenue and Quimby street, has given a bill of sale to Hawkins & Company for \$234, which practically shuts out any other creditors.

Geo. R. Perry, of the former firm of Hawkins, Perry & Co., has opened a merchandise brokerage office at 4 and 5 Hartman block. He will pay particular attention to the introduction of new goods.

The stock of the South Grand Rapids Ice & Coal Co. is now owned by James M. Barnett, A. B. Knowlson and Joseph Horner. The business is well established and under Mr. Horner's management will probably thrive.

Wm. E. Barrett has formed a copartnership with W. A. D. Rose, of Big Rapids, under the style of the Globe Lumber Co., for the purpose of embarking in the wholesale lumber business at Benton Harbor. A suitable location for a yard has been secured and Mr. Rose will remove to Benton Harbor early in the spring and assume the local management of the business.

## Gripsack Brigade

The Detroit Cigar Manufacturing Co. will be represented by the same duo as last year—Geo. Germain in Michigan and Mike Howarn in Ohio.

L. C. Van Gorden, who has just retired from the drug firm of W. D. Brainerd & Co., at Eaton Rapids, has engaged to travel for T. H. Hinchman & Sons, of Detroit.

R. B. Orr has reconsidered his intention of going South, having gone to Chicago Sunday night to take a position offered him by a leading manufacturing and jobbing house there.

A. D. Baker will finish his trip this week and leave Saturday, accompanied by his wife and son, for Lockport, N. Y., where he will spend a couple of weeks with friends and relatives.

Chas. L. McLain is seriously ill with a combined attack of pneumonia and quinsy. His territory is being covered in the meantime by S. R. Evans, brother of the immaculate Dr. Josiah B.

Phillip Gaubatz, who had been a regular visitor to the Grand Rapids market for the past dozen years—most of the time as the representative of B. Leidersdorf & Co., died at his home in Milwaukee on Jan. 15.

A. W. Coffinger, formerly on the road for E. B. Preston & Co., of Chicago, has engaged to travel for Studley & Barclay, starting out this week on his initial trip.

He will cover Eastern Michigan and the Saginaw Valley.

Frank Conlon was born near Keady, Armagh county, Ireland, May 27, 1849. As soon as he was old enough to go to school, he was sent to the Derrynoose national school until seventeen years of age, when he decided to come to America. He made the voyage alone, coming direct to Detroit, where lived the only friend he knew in this country. This friend loaned him sufficient money to make the voyage and paid his way until he was able to secure employment which would be self-sustaining. He accepted the first employment offered him, and for a year drove an oyster wagon for John Heffron. He subsequently acted as house salesman for two years and for two years more represented the house on the road. In 1872 he started for California, coming by the way of Grand Rapids, where he met John Caulfield and was seduced by his eloquence to become a resident of the Valley City. He worked for Mr. Caulfield in the capacity of shipping clerk for five years, when he secured a position as traveling salesman for the wholesale grocery house of W. T. Allen & Co., of Chicago, representing the house on the road until its failure, six years later. He then engaged with the Pearl Baking Powder Co., of Milwaukee, with whom he remained two years, when it also failed. In 1885 he engaged in the commission business here for himself, abandoning the enterprise two years later to accept a lucrative offer from the Price Baking Powder Co., of Chicago, with whom he is still engaged. His trade comprises the jobbing and large retail trade of Michigan, Northern Indiana, Northern Wisconsin and Minnesota and the Province of Ontario. He is known everywhere as one of the most energetic and tireless men on the road, and few cities of importance have failed to succumb to his efforts to launch his product in car lots. Fortune has smiled on every business enterprise he has ever engaged in, and he is now the happy possessor of twenty houses and 150 desirable residence lots, all paid for—and money in the bank, besides. He is happily married and has several bright and promising children, but his sole ambition now is to go to Chili as captain of Sheridan Rifles and help clean out the bellicose inhabitants of that elongated country.

## The American Wheel Co. on its Feet Again.

KALAMAZOO, Jan. 23—The offer of the American Wheel Co. to pay its creditors in full, on long-time paper, has been accepted by the creditor, and business will shortly be resumed under the former management. The company was originally compelled to go into the hands of a receiver because its paper matured at a time when the money market was in bad shape, but its assets always have exceeded its liabilities by a large amount. The amount of its indebtedness in round numbers is \$1,500,000. The receiver of the company, Hon. Noble C. Butler, estimated that the company had a surplus above its liabilities of about \$700,000. This is, of course, a conservative estimate. The company estimated its surplus at over \$2,000,000, and those who are familiar with the company's assets claim it can pay its debts and still have over \$1,000,000 left.

## Country Callers.

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen in trade; D. W. Calkins, Alto. A. Engberts, Zeeland. E. L. Boynton, Griswold.

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.

## It Was a Fine Carpet.

From the New York Herald.

Being much in need of a new carpet for her parlor, a matron who lives up town secured, the other day, the permission of her lord and master, to buy a new one. Now, this lord and master, although well to do, is exceedingly watchful over his dollars and cents, and it took a great deal of beseeching to get him to agree to buy a new carpet at all. When he did so it was only on condition that the price should not be more than \$1 a yard, for he had observed the bargain advertisements and knew a thing or two himself, as he assured the partner of his bosom.

So the matron went to the carpet and furniture store, which from time to time she had honored sparingly with her custom; but, of all the carpets at \$1 a yard or less, there was not one which she would have in her kitchen, she said. There was one, however, a perfectly lovely thing, for \$1.75, and on that her heart was fixed, only she knew her husband would never consent.

At this particular store they sell goods on the installment plan, and the obliging clerk, to whom, woman-like, she had confided her trouble, suggested that she could easily solve her difficult problem by paying \$1 for the carpet now and the rest by installments, so much a month. The matronly heart fluttered somewhat at the deception but the temptation was great. She could save the money out of her allowance for bonnets. She had the carpet sent home. There were ninety-six yards of it.

At night in came the lord and master. He was charmed.

"What," said he, "do you get such a carpet as that for \$1 a yard?"

"Oh, yes," said the matron sweetly, although feeling pretty guilty.

"Well, I call that a great bargain. Fine goods, too," feeling of it admiringly. "We need a new carpet in our office. I'll just step around to So and So's and get some like this."

The astounded matron suggested that such a carpet would not do at all for an office, in fact, she was perfectly sure of it. The lord and master thought differently. She said that it would look just hideous down there. He said that it wouldn't either. She said, "Well, there is no more of it at So and So's." He said grimly that he would go and see. Naturally, a row, in which, as usual, the lord and master won and the matron retired with tearful eyes and distracted mind.

At breakfast next day, the lord and master announced as a clincher that he was going to buy that carpet as soon as he had dispatched the early morning business. The matron said nothing, but screwed her mouth sideways, as one who swallows a bitter dose. As soon as the lord and master had gone, she whipped on her things and flew to the carpet and furniture store. Just what arrangements she made there are not essential to this brief chronicle. When the lord and master returned that night, he was jubilant.

"You said there was no more of that carpet," he said, "and I got enough for our whole office, and at \$1 a yard, too."

"How much did it take?" asked the matron, in a repressed sort of way.

"One hundred and ten yards," said the lord.

Nothing more was said on the subject, but the next day the matron viewed a bill from the furnishing establishment in which the two items were something like this:

Extra on 96 yards carpet for house @ 75c . . . \$72.00  
Extra on 110 yards carpet for office @ 75c . . . \$82.50

Total . . . \$154.50

My lord admires his office carpet very much, and has sent many customers to So and So's, recommending, especially, their cheap prices. My lady thinks she will get that bill paid in a year, but, in the meantime, she will have no new bonnets,

## 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 24, 1902, 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.

## Do You Desire to Sell

Carpets and  
Lace Curtains

By Sample?

Send for our Spring catalogue

SMITH &amp; SANFORD,

Grand Rapids, Mich.

Voigt, Herpolsheimer &amp; Co.,

WHOLESALE

Dry Goods, Carpets &amp; Cloaks.

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

Overalls of our own Manufacture.

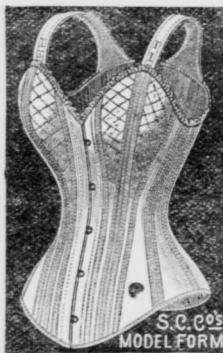
Mackinaw Shirts and Lumbermen's  
Socks.

Voigt, Herpolsheimer &amp; Co.,

48, 50 and 52 Ottawa St.

GRAND RAPIDS, MICH.

Schilling Corset Co's



CORSETS

The  
Model  
Form.

Greatest Seller on Earth!

Send for Illustrated Catalogue. See price list  
in this journal.

SCHILLING CORSET CO.,

Detroit, Mich. and Chicago, Ill.

## Dry Goods Price Current.

UNBLEACHED COTTONS.	
Adriatic	7
Argyle	6 1/2
Atlanta A.A.	6 1/2
Atlantic A.	7
" H.	6 1/2
" P.	6 1/2
" D.	6 1/2
Amory	7
Archery Bunting	4
Beaver Dam A.A.	5 1/2
Blackstone O, 32	5
Black Crow	6 1/2
Black Rock	7
Boot, A.L.	7 1/2
Capital A.	5 1/2
Cavanah V.	5 1/2
Chapman cheese cl.	3 1/2
Clifton C.R.	5 1/2
Comet	7
Dwight Star	7 1/2
Clifton C.C.	6 1/2
Top of the Heap	7 1/2
BLEACHED COTTONS.	
A B C	8 1/2
Amazon	8
Amsburg	8
Art Cambric	10
Blackstone A.A.	8
Beats All	12
Boston	12 1/2
Cabot	7
Cabot, %	6 1/2
Charter Oak	5 1/2
Conway W.	7 1/2
Cleveland	7 1/2
Dwight Anchor	8 1/2
" short	8 1/2
Edwards	6
Empire	7
Farwell	7 1/2
Fruit of the Loom	8 1/2
Fitchville	7
First Prize	6 1/2
Fruit of the Loom %	8 1/2
Fairmount	12 1/2
Full Value	12 1/2
HALF BLEACHED COTTONS.	
Cabot	7 1/2
Farwell	8
UNBLEACHED CANTON FLANNEL.	
Tremont N.	5 1/2
Hamilton N.	6 1/2
" L.	7
Middlesex A.T.	8
" No. 25	9
BLEACHED CANTON FLANNEL.	
Hamilton N.	7 1/2
Middlesex P.T.	8
" A.T.	9
" X.A.	9
" X.F.	10 1/2
CARPET WARP.	
Peerless, white	18
" colored	20 1/2
Integrity	18 1/2
DRESS GOODS.	
Hamilton	9
" "	10 1/2
G G Cashmere	21
Nameless	16
" "	18
CORSETS.	
Coraline	\$9.50
Schilling's	9.00
Davis Waists	9.00
Grand Rapids	4.50
CORSET JEANS.	
Army	6 1/2
Androsoggin	7 1/2
Biddeford	6
Brunswick	6 1/2
PRINTS.	
Allen turkey reds	5 1/2
" pink & purple	5 1/2
" buffs	6
" pink checks	5 1/2
" staples	5 1/2
" shirtings	3 1/2
American fancy	5 1/2
American indigo	5 1/2
American shirtings	3 1/2
Argentine Grays	6
Anchor Shirtings	4 1/2
Arnold	6 1/2
Arnold Merino	6 1/2
" long cloth B.	10 1/2
" " C.	8 1/2
" century cloth	7
" gold seal	10 1/2
" green seal TR	10 1/2
" yellow seal	10 1/2
" serge	11 1/2
" Turkey red	10 1/2
Ballois solid black	5
" colors	5 1/2
Bengal blue, green	5 1/2
red and orange	5 1/2
Berlin solids	5 1/2
" oil blue	6 1/2
" green	6 1/2
" Foulards	5 1/2
" red %	7
" " "	9 1/2
" 3-4 XXX	12
Cochecho fancy	6
" madders	6
" XX twills	6 1/2
" solids	5 1/2
TICKINGS.	
Amoskeag A.C.A.	12 1/2
Hamilton N.	7 1/2
" D	8 1/2
" Awning	11
Farmer	18
First Prize	11 1/2
Lenox Mills	18
COTTON DRILL.	
Atlanta, D.	6 1/2
Boot	6 1/2
Clifton, K.	6 1/2
Simpson	20
" "	18
Cochecho	10 1/2
SATINES.	
Amoskeag	12 1/2
Hamilton	12 1/2
" D	10 1/2
" Awning	11
Farmer	18
First Prize	11 1/2
Lenox Mills	18
COTTON DRILL.	
Atlanta, D.	6 1/2
Boot	6 1/2
Clifton, K.	6 1/2
Simpson	20
" "	18
Cochecho	10 1/2

DEMINS.	
Amoskeag	12 1/2
" 9 oz.	13 1/2
" brown	13
Andover	11 1/2
Beaver Creek A.A.	10
" BB.	9
" CC.	9
Boston Mfg Co. br.	7
" blue	8 1/2
" d & twist	10 1/2
Columbian XXX br.	10
" XXX bl.	19
GINGHAMS.	
Amoskeag	7 1/2
" Persian dress	8 1/2
" Canton	8 1/2
" AFC	12 1/2
" Teazle	10 1/2
" Angola	10 1/2
" Persian	8 1/2
Arlington staple	6 1/2
Arasapha fancy	4 1/2
Bates Warwick dress	8 1/2
" staples	6 1/2
Centennial	10 1/2
Criterion	10 1/2
Cumberland staple	5 1/2
Cumberland	5
Essex	4 1/2
Elfin	7 1/2
Everett classics	8 1/2
Exposition	7 1/2
Glenade	6 1/2
Glenarven	6 1/2
Glenwood	7 1/2
Hampton	6 1/2
Johnson Chalon el	16
" Indigo blue	9 1/2
" zephyrs	16
GRAIN BAGS.	
Amoskeag	16 1/2
Stark	19 1/2
American	16 1/2
THREADS.	
Clark's Mile End	45
Coats' J. & P.	45
Holyoke	22 1/2
KNITTING COTTON.	
No. 6	33
" 8	34
" 10	35
" 12	36
No. 14	37
" 16	38
" 18	39
" 20	40
CAMBRICS.	
Slater	4
White Star	4
Kid Glove	4
Newmarket	4
Edwards	4
Lockwood	4
Wood's	4
Brunswick	4
RED FLANNEL.	
Fireman	32 1/2
Credmore	27 1/2
Talbot XXX	30
Nameless	27 1/2
MIXED FLANNEL.	
Red & Blue, plaid	40
Union R	22 1/2
Windsor	18 1/2
6 oz Western	20
Union B.	22 1/2
DOMEST FLANNEL.	
Nameless	8 1/2
" 8 1/2 @ 10 1/2	9
" 8 1/2 @ 12 1/2	12 1/2
CANSAS AND PADDING.	
Slate. Brown. Black.	Slate. Brown. Black.
9 1/2	9 1/2
10 1/2	10 1/2
11 1/2	11 1/2
12 1/2	12 1/2
DRESS.	
Severin, 8 oz.	10 1/2
Mayland, 8 oz.	10 1/2
Greenwood, 7 1/2 oz.	9 1/2
Greenwood, 8 oz.	11 1/2
Boston, 8 oz.	10 1/2
WADDINGS.	
White, doz.	25
Colored, doz.	20
SILKESIAS.	
Slater, Iron Cross	8
" Red Cross	9
" Best	10 1/2
" Best AA	12 1/2
L.	7 1/2
G.	8 1/2
SEWING SILK.	
Corticelli, doz.	75
twist, doz.	37 1/2
50 yd, doz.	37 1/2
HOOPS AND EYES—PER GROSS.	
No 1 Bk & White	15
" 2	12
" 3	12
No 2-20, M.C.	50
" 3-18, S.C.	45
COTTON TAPE.	
No 2 White & Bk	12
" 4	15
" 6	18
No 2	28
SAFETY PINS.	
No 3	36
NEEDLES—PER M.	
A. James	1.40
Crowley's	1.35
Marshall's	1.00
TABLE OIL CLOTH.	
5-4	2.25
" 2-10	2.10
6-4	2.25
" 3-10	2.10
COTTON TWINES.	
Cotton Sall Twine	28
Crown	12
Domestic	12
Anchor	16
Bristol	13
Cherry Valley	15
I X L	18 1/2
PLAID OSNABURGS.	
Alabama	6 1/2
Alamance	6 1/2
Augusta	7 1/2
At sea	6 1/2
Georgia	6 1/2
Granite	6 1/2
Haw River	5
Haw J.	5
Mount Pleasant	6 1/2
Onida	5
Prymont	5 1/2
Randolph	6
Riverside	6 1/2
Sibley A.	6 1/2
Toledo	6





## Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

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Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, JANUARY 27, 1892.

## Collecting Antiquated Accounts.

Written for THE TRADESMAN.

Did you ever try collecting money which was due you, money due for goods eaten up or worn out? You are not supposed to be collecting any interest on these book accounts—it would be preposterous for you to expect it; the principal only is what you start out to get. Most of the small sums from one dollar to ten have been on your ledger from six to twelve months, and many of these accounts are due from men reputed to be well off, men who could buy your entire stock and yet still have the wherewithal to purchase several more such lots. Now, if these sums were from \$100 to \$1,000, you would not have one-half the difficulty in getting them. Why? Because provision would have been made to meet them; but what do wealthy men care for a few dollars only? They know you will make no cost by attempting to collect such a small amount.

But I said you started out to collect a few bills. Did you collect them? No. You found only about one-half the number at home. You will admit that you collected only about one-half of the sum, and nearly all you did get was from comparatively poor men. Why did not those persons pay who are rated from G 2½ up to A 1? You answer, "I do not know, neither can I imagine why such men do not pay these small sums in the first place, instead of putting me to all this trouble, for this is the third and in many places the fourth time I have called for my pay." Let me tell you why, my friend. I have been in the business of begging for my own. I have found out just the reason why such men do not pay for your goods (as any poor man expects to do) in the first place, and why they put you off at the third or fourth call. It is this—they are pocketing the interest of your money. Do you understand? When they wanted your barrel of flour, silk dress pattern, suit of clothes or other goods, most of their money was safely invested and earning from 6 to 8 per cent. interest. Some of that money was yours, some of it belonged to Jones and Smith and Brown—perhaps to a hundred other men—and the longer they could put off the payment of these small sums, the more the interest that came into their gold-lined coffers; so they continued to purchase and use your cash—or its equivalent. I have asked such men for money they had owed me for a year. I would get the curt reply, "I've no money!" and in a manner that would imply they almost felt insulted. What did I do when they sent for more goods? I sent the messenger back to say to his employer that, as I was unable to get what he already owed me, I did not propose to add more to it.

You ask if such men had no bank deposit? Certainly, they had always a balance of hundreds—generally a few thousands—but, as that was drawing small interest, why draw it out so long as they could obtain goods without either money or interest? Such men are the curse of the small storekeeper, who requires the use of all his money; and, if hundreds of dollars are withdrawn from his stock in this manner which it is impossible to replace until this money with its small percentage of profit is collected, it places his entire business in jeopardy, and in many instances has been the sole cause of a failure.

Of course, all this is a part of and attached to the ordinary credit system. There is, however, a system of credit which is rapidly increasing, and which entirely obviates all losses. This is the coupon system, the very acme of perfection, with which every merchant should acquaint himself at once. When such a system is once in use, goodbye to collecting tours. F. A. HOWIG.

## Business Notes from Toledo.

TOLEDO, Jan. 25.—The Woolson Spice Co., which has just completed the equipment of the third coffee roasting mill at its present plant, has concluded to erect and equip another monstrous plant, locating on a railroad, where the shipping facilities will be an improvement over what they are in the present place, and where the already extensive business may be spread out to meet the requirements of the corporation. The proposed plant will cover fifteen or twenty acres and it will require two years to plan and execute the work. The present factory buildings will be retained in case of an emergency. Should a fire occur, the company could fall back upon the resources of the old plant, and thus continue to fill its orders, which at present would be an impossibility in case of fire. The present mills are much too small for the largely increased business, and when the new plant is in operation the company will be in a position to push itself still more to the front.

The Thompson & Chute Soap Co., which has been sadly hampered for years by the mismanagement of Thompson, is rapidly recovering its prestige under the management of President G. M. Chute, who is now in sole control of the business. Two salesmen are covering Michigan for the company—W. Creevy in the eastern portion and Archie B. Kenney in the Upper Peninsula. A man for Western Michigan has been selected and will shortly be in the field.

J. M. Bour & Co., who pride themselves on the trade they have secured on the plan of handling high grade goods—no scheme need apply—propose to work the Michigan trade harder than ever during the coming year, having engaged Thos. Ferguson, of Grand Rapids, to represent them in Western Michigan. They have two other general representatives in the State—P. V. Heckler, who covers the eastern portion, and M. H. Gasser, who visits the trade of the southern portion—while L. R. Smith and two assistants attend to the interests of the Detroit branch.

W. H. Maher will retire from the wholesale and retail cutlery house of Maher & Grosh April 1, when the business will be continued by the latter. Mr. Maher has another book in preparation, on the same general plan as "A Man of Samples," which will be published under the auspices of the Iron Age. Mr. Maher has been a constant worker for twenty years and is fairly entitled to the rest he now proposes to enjoy for a year or more.

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.

Use Tradesman Coupon Books.

## Agents Wanted!

We can give you exclusive territory on a large line of Bicycles. Send for catalogue. Our line includes the:

COLUMBIA  
VICTOR  
RUDGE  
KITE  
TELEPHONE  
OVERLAND  
LOVELL DIA-  
MONDCLIPPER  
PARAGON  
IROQUOIS  
PHENIX  
GENDRONS  
and all the  
Western Wheel Works  
Line.

Also others too numerous to mention. Wholesale and retail dealers in Bicycles, Cyclists' Sundries, Rubber and Sporting Goods, Mill and Fire Department Supplies.

## STUDLEY &amp; BARCLAY,

4 Monroe St.

Grand Rapids, Mich.

WE MAKE A SPECIALTY OF

## PURE--BUCKWHEAT--FLOUR

And would be pleased to send you sample and prices.

A. SCHENCK & SON,  
ELSIE, MICH.

## SEEDS

—AND—

## GRAIN

MENTION THIS PAPER.

## W. H. MOREHOUSE &amp; CO.

WHOLESALE DEALERS IN

Grain, Clover and Timothy, Hungarian, White Clover, Red Top, Millet, Alfalfa or Lucerne, Blue Grass, Orchard Grass, Lawn Grass, Popcorn, Etc.

Choice Clover &amp; Timothy Seeds a Specialty

Orders for purchase or sale of Seeds for future delivery promptly attended to. Correspondence solicited.

Warehouses—325-327 Erie St.  
Office—46 Produce Exchange. } TOLEDO, O.

## PERKINS &amp; HESS

DEALERS IN

## Hides, Furs, Wool &amp; Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.

WE CARRY A STOCK OF CURE TALLOW FOR MILL USE.

## Coupon Books

Buy of the Largest Manufacturers in the Country and Save Money.

The Tradesman Company, Grand Rapids

## CHAS. A. COYE,

MANUFACTURER OF

## Awnings &amp; Tents

Horse and Wagon Covers,

JOBBER OF

## Hammocks and Cotton Ducks.

SEND FOR PRICE LIST.

11 Pearl St., Grand Rapids, Mich.

Sap Pails &  
Syrup Cans.

Write for Prices.

## Wm. Brummeler &amp; Sons

Manufacturers and Jobbers of

Pieced &amp; Stamped Tinware,

260 S. IONIA ST.,

TELEPHONE 640.

GRAND RAPIDS, MICH.



## A SIGHTLESS SALESMAN.

He Pursues His Work with Care and Fidelity.

From the St. Louis Globe-Democrat.

"There is a remarkable person," said a friend, pointing to a gentleman who was cautiously picking his steps across the floor and making his way to the counter at the Southern. The gentleman's name was G. B. Perry. It was easy for one who closely observed his movements to see that he was blind. The hands were placed before him in that manner peculiar to the blind, and, while he walked at a fairly rapid pace, there was a certain care taken not usually seen in the ordinary man; but, apart from these peculiarities, there was nothing to indicate that the man was not blessed with the keenest vision. In speech and in manner he displayed a brightness and a kindliness not often seen in the casual guest of a hotel. He was a man, too, whose appearance would attract the eye of the least observant. His pleasant features were set off by a partly full sandy beard. He wore a tall silk hat. His well-shined shoes were devoid of a speck of dust, and the tie and collar had a nattiness all their own. Altogether, the figure was a striking one, although it would not, perhaps, have made such an impression if one had not learned that the man was blind. The man's signature is not less notable. The "G." and "B." are in a bold handwriting. Every line is almost as perfect and as firm as copper-plate. The name Perry is written with even greater precision, if any comparison can be drawn. Every letter reminds one of the hand of a man who has long been practicing for a civil service examination.

Mr. Perry is a commercial traveler and visits many of the large cities. In Chicago he is sometimes to be met at the Grand Pacific, and whenever he visits St. Louis he takes up his quarters at the Southern. Generally speaking, he requires no aid in going about the hotels. When his acquaintance with one, however, is comparatively slight, he is led

to the elevator and shown his room. After that he is able to dispense with assistance. At the Southern dining room he is always attended by the same waiter, by whom he is held in special regard. He will never go to any other portion of the table, and as long as he is a guest his seat is kept in reserve. The waiter reads to him the bill of fare, and, without asking for its repetition even once, Mr. Perry orders what he desires. Sometimes, too, the waiter will help him to carve, but this is more from a desire to be obliging than from any belief that assistance is necessary. Mr. Perry will chat with that waiter on every topic of the day, have a joke upon any subject that may offer an opportunity and take as much interest in everything that goes on around him, if not a good deal more, than any other diner in the room. Altogether, he has that happy disposition and that peculiarity of manner born of kindly feeling which go so far to make friends among strangers. He has no traveling companion, and it is said that he has considerable business interests. Certain it is that he is as frequently seen at the desk of the telegraph operator dispatching messages as any traveling man about the hotel.

The case of Mr. Perry reminds one of the number of men engaged in active business and professional pursuits who suffer from loss of sight, and of the advance which has been made in recent years in the education of that class which not so long ago was regarded as helpless in a world where men even more fortunate in the matter of physical sense find it so difficult to maintain their place. There is one blind man named Hall who travels over the country at all seasons of the year in the interests of the business which he has built up. He is superintendent of the Blind and Industrial Home at Philadelphia, which he was instrumental in founding. The home was started for the purpose of giving employment to the blind, forming a center where their labor would give most profit. Year by year he goes over the West, finding a market for the brooms which are manu-

factured at the institution and purchasing broom corn by the carload. He has the reputation of being among the keenest business men of the country, and such men could be named by the score.

## Purely Personal.

H. M. Lee, formerly engaged in the clothing business at Nashville, but now a prospective resident of Tacoma, was in town Monday.

Geo. R. Mayhew has returned from New York and Boston, where he spent a fortnight selecting goods for the spring and summer trade.

R. Van Bochove, who runs a drug store on each side of the river, is spending a couple of weeks with friends in Kalamazoo and Chicago.

Ed. Bullock, formerly interested in the defunct coffee and spice house of J. H. Thompson & Co., at Detroit, is now book-keeper and office manager for J. M. Bour & Co., at Toledo.

John L. Buchanan, for the past five years book-keeper for the Grand Rapids School Furniture Co., has taken a similar position with the Universal Tripod Co. Mr. Buchanan is a competent and faithful worker and deserves all the good luck which comes his way.

Daniel Cleland, the Coopersville general dealer, is rejoicing over the success of his son, Rolla J., who recently passed a most creditable examination and was admitted to the bar. Mr. Cleland's many friends will join THE TRADESMAN in hoping that the son may be even a better man than his father.

Northville—A. D. Power, of the firm of A. D. Power & Son, cheese manufacturers, is dead.

## The Difference in Salesmen.

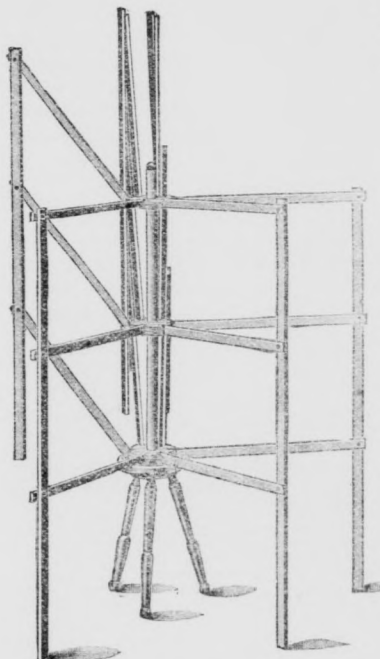
From the Trade Knight.

One introduces himself as the representative of a house; his address is respectful and pleasant, and the merchant glances over his samples, and listens to his arguments respecting styles, qualities and prices put forth in the usual manner from the manifest standpoint of self-interest and a desire to effect a sale. At length the merchant says, "I am glad to have met you and to see your goods, but trade is dull, collections slow; besides, it is a little early in the season, so that I don't feel like buying to-day. I will keep your card, and when in town again, come in and we may give you an order."

The next day, perhaps, another salesman calls with similar goods and prices. Somehow, he gets closer to the merchant. His talk is unassuming, sensible, not at all stereotyped, and it interests him. He seems to enter into the practical spirit of the merchant's business, to realize his hopes and his struggles, and to appreciate his prudence. He touches upon details, and everyday results stand out clearly. He makes it plain that goods must be bought or they cannot be sold; yet he does not try to sell him more than he thinks it prudent for him to buy. His suggestions and recommendations are characterized by an intelligent interest in the welfare of the man he is dealing with; he aims to do as he would have others do unto him, and he shows it. As a result, he takes with him an order, and leaves behind a customer and a friend. In these things lie the difference between salesmen on the road.

## Duly Notified.

PENTWATER, Jan. 20—Please notify the Grand Rapids traveling men that the Sands & Maxwell Lumber Co. and the Pentwater Bedstead Co. will not buy a dollar's worth from one of them, until they withdraw the resolution regarding Dikeman, of Wigton House, at Hart, Mich. W. B. O. SANDS, Pres.



## TRAVELING SALESMEN WANTED!

Do You wish to handle a side line on liberal commission? Write to us for particulars.

In point of strength, lightness and durability, excellence of workmanship and design, these articles have no equal.

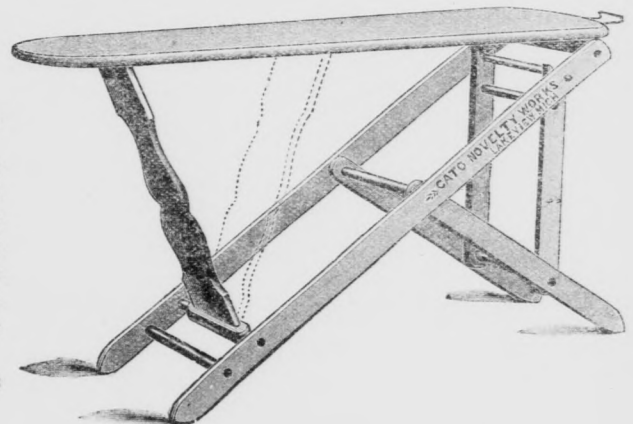
These cuts present to you our

## "NEW PERFECTIO"

## Patent Ironing Table and Clothes Rack.

We have a large trade on these articles extending throughout the central and southern parts of the United States. Not long ago we commenced a plan of selling these articles to all classes of merchants, for advertising purposes. The result has been most satisfactory to the merchants, and now we wish a few more traveling men to work in Michigan, Ohio, Indiana, Illinois and other states.

Liberal commission paid on all personal and duplicate orders.



If you wish to do more business and thereby greatly increase your income, write to us, with references, and if satisfactory we will immediately send you by express a complete outfit, comprising samples of printed matter used, also small models that can be carried in an ordinary grip, taking up but little room. Waiting to hear from you, we are respectfully yours,

CATO NOVELTY WORKS,  
LAKEVIEW, MICH.

## 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 Inglis 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. E. Jewett, Secretary, Frank H. Escott.  
Regular Meetings—First Wednesday evening of March, June, September and December.

### Grand Rapids Drug Clerks' Association.

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

### Detroit Pharmaceutical Society.

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

### Muskegon Drug Clerks' Association.

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

## THE ECONOMIC EFFECTS OF WAR.

A new topic of consideration and discussion has been supplied to the business world in the Chilian question. While politicians and plain citizens are busy only with asking themselves whether Congress ought or ought not to declare war against the South American Republic, and whether it will or will not do it, financiers are more particularly concerned with forecasting the possible effects upon business of hostilities, if they should break out. Experience on this point is lacking to most of those who now have to deal with it. The survivors of the generation which witnessed the Mexican war of 1846 are few in number, and they have nearly all retired from active life, while our civil war, which ended in 1865, furnishes no precedent by which to judge of one with a foreign power. That war gave birth to new and wide-reaching financial measures; it revolutionized many great industries, and it stimulated inventive ingenuity to an extraordinary degree. In the field of railroad building and operating alone it produced those enormous fortunes which are the admiration and envy of the beginners of this day in the task of accumulating wealth, and, by abolishing negro slavery, it brought upon the former slave States a blessing instead of the curs, which, from the commencement of the Federal Union, they had dreaded and sought to avert. So far from annihilating the cotton crop, free labor has swelled it from 5,000,000 bales a year to nearly 9,000,000 bales, and, in place of confirming the dependence of the South upon the North for food supplies and for manufactured goods, it has set the South to establishing mills and manufactures of its own, and to increasing its home production of corn and bacon. None of these things can be expected from a war with Chili, and in estimating its probable effects they should be omitted.

As a rule, theoretical economists look upon wars as agencies purely destructive of wealth, like fires, shipwrecks, earthquakes and pestilences, and, if we confine our attention rigidly to their field of thought, we must acknowledge that they are right. A war takes men from productive occupations and makes them, all the while they are in service, at least, idlers and frequently the destroyers of the products of other men's labor. The strength, skill and ingenuity which, in time of peace, are devoted to creating wealth are, in time of war, turned in the

opposite direction. Political economy, being not politics in the sense of statesmanship, as its name misleadingly suggests, is the science purely and simply of getting rich. It has as little connection with patriotism, religion and morality as the differential calculus has, and when experts in it declare that war is unfavorable to a nation's welfare they refer solely to its growth in riches, and to nothing else.

At the very outset war comes in conflict with mere material prosperity. It disturbs and upsets the routine of business and substitutes uncertainty and dread for certainty and confidence. It acts upon the habitual course of trade as a misplaced switch or a broken rail does upon a train of cars. Instead of the smooth, even and nicely-adjusted track along which it had hitherto been gliding, it is forced into a path for which it is not fitted and upon which it comes to a stop with a jar and a crash. When war breaks out, every banker, merchant, manufacturer and head of organized industry has to stop and consider what he will do next; whereas, before he went on from day to day in serene confidence that, as to-day was like yesterday, to-morrow would be like to-day, and that he need give himself no concern to provide for extraordinary contingencies.

Hence it results that the declaration of war, or even a confirmed conviction that it is impending, produces a rise in the rate of interest for money, a fall in securities and, except in the case of commodities for which war creates a special market as materials for its prosecution, a fall in the prices of merchandise. Capitalists are unwilling to lend money cheaply until they are sure that they cannot, by waiting, get a better rate for it, and for the same reason they cease buying stocks and bonds and are disposed, rather, to sell them. Merchants limit their orders for goods until they can make up their minds what their customers are likely to want, and this in turn checks manufactures and importations. Business is like a bicycle—when it no longer moves forward it begins to topple over.

It is a curious feature, too, in human nature that any sudden, untoward event, even although it has no direct relation to business, has a depressing influence upon the mind and, for a longer or a shorter period, indisposes it to enterprise. So unimportant a death, from a commercial light, as that of the Duke of Clarence momentarily produced a slight fall upon the London Stock Exchange, and I well remember how the sinking of the steamer Arctic, involving, as it did, the loss of a number of New York's most prominent citizens, cast a gloom over Wall street which lasted for several days. A war, therefore, being associated in our thoughts with carnage and destruction, with wounds and maiming and with the multiplication of widows and orphans, to say nothing of an increase of national pecuniary burdens, is a disagreeable thing to all except those who immediately profit by it, and falls within the category of calamities.

At first, therefore, if war should be declared by this country against Chili it would have a bad effect upon business. I know that many people entertain the conviction, based upon their own memory of the results of our civil war, or upon information which they have derived

from the recollections of others, that this expected war would give a like impetus to trade and industry, but I cannot agree with them. It was not until the civil war had been in progress for a year that it began to stimulate enterprise, and then it was chiefly because of the immense additions which the Government made to the national debt and the national currency, and to the unnatural, feverish activity generated by its enormous consumption of war materials. During that first year stocks and bonds were frightfully low in price, real estate became unsalable and merchandise of all kinds fell lower than had been known for years. Finally, it is true, the depreciation of the greenback not only put prices up, but it set everybody to buying goods upon speculation, as they bought gold, for a further rise, and thus it made trade lively. The railroads, too, which transported troops and munitions of war, charged high rates and earned great profits. Hundreds of manufacturing of arms and ammunition sprang up, imports increased, to fill the vacuum caused by the diversion of home labor to the battlefield, and, generally, speculation ran riot. How unhealthy was all this seeming prosperity the crash of 1873 and the stagnation of the succeeding few years sufficiently prove. No war with Chili can reasonably be expected to yield even a similar apparently good result, and, if it were to do it, it would, in the same manner, at last leave us worse off than we were when we began it.

Equally fallacious, it seems to me, is the inference that, because war, or the apprehension of war, in Europe, creates a demand for our food products, such as we now experience because of bad harvests there, so a war between us and Chili will likewise stimulate speculation in grain and pork. A man consumes no more food as a soldier or a sailor than he does as a simple citizen, and the number of men who are going to be withdrawn from the production of food by a war with a country like Chili will not be, as it is in the case of a European war, sufficient to decrease the supply materially. This consideration in favor of the economic benefit of the apprehended conflict is, therefore, of no value.

Besides all this, it must be remembered that the expenses of war must be paid for in money, and that this money must be procured either by taxation or by borrowing. If it is procured by taxation, the taxes will be a burden upon the industry of the nation, and will, to their full amount, with the cost of collecting them, go to diminish the earnings of every man's labor applicable to personal expenditure. If it is borrowed, the capital borrowed will not be available for investment in other ways, and the rate of hire which other capital can command will be increased, the increase coming out of the profits of the borrower. A nation cannot eat its cake and have it, too, any more than a schoolboy can. It cannot spend millions of dollars in ships and cannon and powder and provisions, and retain the wealth which would flow from the employment of those articles, or

the labor they cost, in the pursuits of peaceful industry.

All this, my readers will take notice, is a presentation of the purely economic aspect of the subject and is, by no manner of means, a conclusive argument against war. We have the highest authority for saying that the life is more than meat and the body than raiment. Riches are worthless except as means to the promotion of human welfare, and human welfare sometimes demands war as imperatively as it usually requires peace. The good and pious Dr. Samuel Johnson used to maintain that a man might, under certain circumstances, lawfully accept, although he might not send, a challenge to fight a duel, because, as the sage remarked, he might have to fight to retain the esteem of his fellow-men, and would, therefore, fight in self-defense. So a nation may, in the present contingency, be forced to wage war upon Chili for the better protection of its citizens. It may be that not only Chili but other nations need to be taught by forcible means that they cannot with impunity assault and kill American citizens, and thus, indirectly, the cost of the war may be profitably expended by us. This, however, is leading me beyond my province, and, being only a humble contributor to the *Sun*, and not its editor, I will not, like Lord Dundreary's dog, attempt to direct the course of the animal from my end of it.

MATTHEW MARSHALL.

### Illegal Sales of Liquor by Druggists.

An interesting question was recently raised before Judge Buck, at Paw Paw, in the matter of a "motion to quash" in the cases of certain druggists who were arraigned on a charge of violating the local option law. The defense claimed that such action could not be maintained against a druggist, and that the offense was only trivial, as a violation of the general law regulating sales by druggists and registered pharmacists. The court held that a druggist who made illegal sales was on the same plane as any other transgressor of the law and that the actions were properly brought.

### The Drug Market.

Foreign quinine is active and firm at the advance and higher prices are probable. Opium and morphia are steady. Alcohol has declined 4 cents per gallon. Quicksilver has declined.

*Start Right*

THIS IS WHAT EVERY SUCCESSFUL PERSON MUST DO. IT IS THE CONDITION OF CONDITIONS.

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**GINSENG 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—Ergot. Declined—Alcohol and quicksilver.

ACIDUM.		TINCTURES.	
Aceticum.....	80 10	Aconitum Napellis R.....	60
Benzoleum German.....	50 60	Aloes.....	60
Boric.....	20 20	"    and myrrh.....	60
Carbolicum.....	22 30	Arnica.....	50
Citricum.....	48 53	Asafetida.....	0
Hydrochlor.....	36 5	Atrope Belladonna.....	60
Nitrosum.....	10 12	Benzoin.....	60
Oxalicum.....	10 12	"    Co.....	50
Phosphoricum dil.....	20 20	Sanguinaria.....	50
Salicylicum.....	1 30 1 70	Barosma.....	50
Sulphuricum.....	13 1 50	Cantharides.....	75
Tannicum.....	1 40 1 60	Capsicum.....	50
Tartaricum.....	33 40	Ca damon.....	75
AMMONIA.		"    Co.....	75
Aqua, 16 deg.....	3 1/2 5	Castor.....	1 00
20 deg.....	3 1/2 7	Catechu.....	50
Carbonas.....	13 14	Cinchona.....	50
Chloridum.....	13 14	"    Co.....	60
ANILINE.		Columba.....	50
Black.....	2 00 2 25	Conium.....	50
Brown.....	80 1 00	Cubeba.....	50
Red.....	45 50	Digitalis.....	50
Yellow.....	2 50 2 30	Ergot.....	50
BACCAR.		Gentian.....	50
Cubebae (po. 90).....	90 1 10	"    Co.....	60
Juniperus.....	80 10	Guaiac.....	50
Xanthoxylum.....	25 30	"    ammon.....	60
BALSAMUM.		Zingiber.....	50
Copaiba.....	50 55	Hocycamus.....	50
Peru.....	1 30	Iodine.....	75
Terabin, Canada.....	35 40	"    Colorless.....	75
Tolutan.....	35 50	Ferri Chloridum.....	35
CORTEX.		Kino.....	50
Abies, Canadian.....	18	Lobelia.....	50
Cassia.....	11	Myrrh.....	50
Cinchona Flava.....	18	Nux Vomica.....	50
Euonymus atropurp.....	30	Opil.....	55
Myrica Cerifera, po.....	20	"    Camphorated.....	50
Prunus Virgini.....	12	"    Deodor.....	2 00
Quillaja, grd.....	14	Aurant Cortex.....	50
Sassafras.....	14	Quassia.....	50
Ulmus Po (Ground 12).....	10	Rhatany.....	50
EXTRACTUM.		Cassia Acutifol.....	50
Glycyrrhiza Glabra.....	24 25	"    Co.....	50
"    po.....	33 35	Serpentaria.....	50
Haematox, 15 lb. box.....	11 12	Stromonium.....	60
"    15.....	13 14	Tolutan.....	50
"    1/4.....	14 15	Valerian.....	50
"    1/8.....	15 17	Veratrum Veride.....	50
FERRUM.		MISCELLANEOUS.	
Carbonate Precip.....	15	Ether, Spts Nit, 3 F.....	50 28
Citrate and Quinia.....	23 50	"    "    4 F.....	30 32
Citrate Soluble.....	80	Alumen.....	2 1/2 3
Ferrocyanidum Sol.....	50	"    ground, (po.....	2 4
Solut Chloride.....	15	Annatto.....	55 60
Sulphate, com'l.....	1 1/2 2	Antimont, po.....	4 5
"    pure.....	7	"    et Potass T.....	55 60
FLORA.		Antipyrin.....	2 1 40
Arnica.....	22 25	Antifebrin.....	2 25
Anthemis.....	25 30	Argent Nitras, ounce.....	6 4
Matricaria.....	25 30	Balm Gilead Bud.....	5 7
FOLIA.		Bismuth S. N.....	2 10 2 30
Barosma.....	20 75	Calcium Chlor, 1s, (1/4.....	9
Cassia Acutifol, Tin.....	25 28	"    1/2, 12.....	9
"    Alx.....	35 50	Cantharides Russian.....	61 20
Salvia officinalis, 1/4.....	12 15	Capelid Fructus, af.....	20
Ura Ursi.....	80 10	"    "    po.....	25
GUMMI.		"    "    B po.....	20
Acacia, 1st picked.....	20	Caryophyllus, (po. 15).....	12 13
"    2d.....	40	Carmin, No. 40.....	23 75
"    3d.....	40	Cera Alba, S. & F.....	50 55
"    sifted sorts.....	25	Cera Flava.....	35 40
"    po.....	60 80	Coccus.....	20
Aloe, Barb, (po. 60).....	50 60	Cassia Fructus.....	22
"    Cape, (po. 20).....	12	Centraria.....	60
"    Socotri, (po. 60).....	50	Cetaceum.....	40
Catechu, 1s, (1/4, 14 1/4.....	10	Chloroform.....	60 63
HERBA—In ounce packages.		"    squibbs.....	21 25
Absinthium.....	25	Chloral Hyd Crst.....	1 25 1 50
Eupatorium.....	20	Chondrus.....	20 25
Lobelia.....	25	Cinchonidine, P. & W.....	15 20
Majorana.....	28	"    German 3.....	12
Mentha Piperita.....	23	Corks, list, dis. per.....	60
"    Vir.....	25	cent.....	20
Rue.....	30	Creatinum.....	2 50
Tanacetum V.....	22	Creta, (obl. 75).....	2
Thymus V.....	25	"    prep.....	5 10
MAGNESIA.		"    precip.....	5 11
Calcined, Pat.....	55 60	"    Rubra.....	8
Carbonate, Pat.....	20 22	Crocus.....	30 35
Carbonate, K. & M.....	20 25	Cudbear.....	24
Carbonate, Jennings.....	35 36	Cupri Sulph.....	5 6
OLEUM.		Dextrine.....	10 12
Absinthium.....	3 50 4 00	Ether Sulph.....	60 62
Amygdalae, Dulc.....	45 75	Emery, all numbers.....	0
Amygdalae, Amarae.....	8 00 8 25	Ergota, (po.) 55.....	85 90
Anisi.....	1 80 1 91	Flake White.....	12 15
Aurant Cortex.....	2 50 2 75	Galla.....	23
Bergamoti.....	3 75 4 00	Gambler.....	7 8
Cajuputi.....	70 80	Gelatin, Cooper.....	70
Caryophylli.....	90 95	"    French.....	40 60
Cedar.....	35 65	Glassware flint, 70 and 10.....	by box 60 and 10
Chenopodii.....	1 75	Glue, Brown.....	9 15
Cinnamomi.....	1 20 1 25	"    White.....	13 25
Citronella.....	45	Glycerina.....	15 1/2 30
Conium Mac.....	85 95	Grana Paradisi.....	20 22
Copaiba.....	1 10 1 20	Humulus.....	25 55
POTASSIUM.		Hydraag Chlor Mite.....	20 30
Bi Carb.....	15 18	"    Cor.....	10
Bichromate.....	13 14	"    Ox Rubrum.....	21 60
Bromide.....	25 27	"    Ammoniat.....	21 10
Carb.....	12 15	"    Unguentum.....	45 55
Chlorate, (po. 16).....	14 16	Hydrargyrum.....	70
Cyanide.....	50 55	Ichthyobolla, Am.....	1 25 1 50
Iodide.....	2 80 2 90	Indigo.....	75 100
Potassa, Bitart, pure.....	20 30	Iodine, Resubl.....	3 75 3 85
Potassa, Bitart, com.....	15	Iodoform.....	24 70
Potass Nitras, opt.....	8 10	Lupulin.....	35 40
Potass Nitras.....	7 9	Lycopodium.....	40 45
Prussiate.....	25 30	Macle.....	75 80
Sulphate po.....	15 18	Liquor Arsen et Hy.....	27
RADIX.		"    drag lod.....	27
Aconitum.....	20 25	Liquor Potass Arsenitis.....	10 12
Althaea.....	25 30	Magnesia, Sulph (bbl.....	2 3
Anchusa.....	12 15	"    1/4.....	38 40
Arum, po.....	25	Mannia, S. F.....	40
Calamus.....	20 25		
Gentiana, (po. 15).....	10 12		
Glycyrrhiza, (pv. 15).....	10 12		
Hydrastis Canaden.....	15 20		
"    (po. 30).....	35		
Hellebore, Ala, po.....	15 20		
Inula, po.....	15 20		
Ipecac, po.....	2 25 2 30		
Iris plox (po. 35 2 35).....	35 40		
Jalapra, pr.....	45 50		
Maranta, 1/4.....	35		
Podophyllum, po.....	15 18		
Rhel.....	75 100		
"    cut.....	1 75		
"    pv.....	75 100		
Spigelia.....	48 53		
Sanguinaria, (po. 25).....	20		
Serpentaria.....	35 40		
Senega.....	40 45		
Similax, Officinalis.....	20		
"    M.....	20		
Scilla, (po. 35).....	10 12		
Symplocarpus, Foeti.....	20		
"    po.....	35		
Valeriana, Eng. (po. 30).....	25		
"    German.....	15 20		
Zingiber.....	10 15		
SEMIN.			
Anisum, (po. 20).....	15		
Aplum (grapeleons).....	20 25		
Bird, 1s.....	40 6		
Carui, (po. 18).....	80 12		
Cardamon.....	1 00 1 25		
Cannabidi Sativa.....	10 12		
Cyanidium.....	45 50		
Chenopodium.....	10 12		
Dipterix Odorata.....	2 10 2 20		
Foeniculum.....	15		
Foenugreek, po.....	6 8		
Lini.....	4 4 1/2		
Lini, grd, (bbl. 3 1/4).....	4 4 1/2		
Lobelia.....	35 40		
Pharlaris Canarian.....	3 1/2 4 1/2		
Rapa.....	50 9		
Sinaple, Albu.....	50 9		
"    Nigra.....	11 12		
SPIRITUS.			
Frument, W. D. Co. 2.....	00 2 50		
"    D. F. R.....	1 75 2 00		
Juniperis Co. O. T.....	1 00 1 50		
"    ".....	1 75 2 00		
Saacharum N. E.....	1 75 2 00		
Spt. Vini Galli.....	1 75 2 00		
Vini Oporto.....	1 25 2 00		
Vini Alba.....	1 25 2 00		
SPONGES.			
Florida sheeps' wool.....	2 25 2 50		
Nassau sheeps' wool.....	2 00		
Velvet extra sheeps'.....	1 10		
"    wool carriage.....	85		
Extra yellow sheeps'.....	65		
"    carriage.....	75		
Grass sheeps' wool car.....	65		
"    riage.....	75		
Hard for slate use.....	1 40		
Yellow Reef, for slate.....	1 40		
SYRUPS.			
Accacia.....	50		
Zingiber.....	50		
Ipecac.....	50		
Ferri lod.....	50		
Aurant Cortes.....	50		
Rhel Arom.....	50		
Similax Officinalis.....	50		
"    Co.....	50		
Senega.....	50		
Scilla.....	50		
"    Co.....	50		
Tolutan.....	50		
Prunus virg.....	50		

Morphia, S. P. & W.....	1 95 2 20	Seidlitz Mixture.....	25	Lindseed, boiled.....	39 42
"    S. N. Y. Q. &.....	1 85 2 10	Sinapis.....	18	Neat's Foot, winter.....	50 60
C. Co.....	1 85 2 10	"    opt.....	30	"    strained.....	50 60
Moschus Canton.....	40	Snuff, Maccaboy, De.....	35	Spirits Turpentine.....	39 45
Myristica, No. 1.....	70 75	"    Voes.....	35	PAINTS, bbl. lb.	
Nux Vomica, (po. 20).....	22 25	Soda Boras, (po. 12).....	11 12	Red Venetian.....	1 1/2 2 1/2
Os. Sepia.....	22 25	Soda et Potass Tart.....	30 33	Ochre, yellow Mars.....	1 1/2 2 1/2
Pepsin Saac, H. & P. D.....	22 25	Soda Carb.....	1 1/2 2	"    Ber.....	1 1/2 2 1/2
"    Co.....	22 25	Soda, Bi-Carb.....	2	Putty, commercial.....	2 1/2 3 1/2
Pleis Liq, N. C., 1/4 gal.....	22 25	Soda, Ash.....	3 1/2 4	"    strictly pure.....	2 1/2 3 1/2
"    doz.....	22 25	Soda, Sulphas.....	2	Vermillon Prime Amer.....	13 16
Pleis Liq, quarts.....	22 25	Spts. Ether Co.....	50 55	Vermilion, English.....	7 1/2 7 1/2
"    pints.....	22 25	"    Myrcia Dom.....	25 25	Green, Peninsular.....	7 1/2 7 1/2
Pil Hydrarg, (po. 80).....	22 25	"    Myrcia Imp.....	23 00	Lead, red.....	7 1/2 7 1/2
Piper Nigra, (po. 22).....	22 25	"    Vini Rect, bbl.....	2 27 2 37	"    white.....	7 1/2 7 1/2
Piper Alba, (po. 25).....	22 25	Less 5c gal, cash ten days.....	21 30	Whiting, white Span.....	7 1/2 7 1/2
Pix Burgun.....	22 25	Strychnia Crystal.....	21 30	Whiting, Gliders.....	6 1/2 6 1/2
Plumbi Acet.....	14 15	Sulphur, Subl.....	3 4 4	White, Paris American.....	1 0
Pulvis Ipecac et opil.....	10 12	"    Roll.....	23 1/2 3 1/2	Whiting, Paris Eng.....	1 40
Pyrethrum, boxes H.....	21 25	Tamarinds.....	8 10	Pioneer Prepared Paints.....	20 21 4
"    P. D. Co., doz.....	21 25	Quassia.....	8 10	"    Swiss Villa Prepared.....	1 00 1 20
Pyrethrum, pv.....	30 35	Vanilla.....	9 00 10 00	VARNISHES.	
Quassia.....	8 10	Zinct Sulph.....	7 8	No. 1 Turp Coach.....	1 10 1 20
Quinia, S. P. & W.....	31 36	OILS.		Extra Turp.....	1 10 1 20
Rubia Tinctura.....	12 14	Bbl. Gal		Coach Body.....	2 75 3 00
Saccharum Lactis pv.....	28	Whale, winter.....	70 70	No. 1 Turp Furn.....	1 00 1 10
Salacin.....	1 50 1 60	Lard, extra.....	55 60	Eutra Turk Damar.....	1 55 1 60
Sanguis Draconis.....	40 50	Lard, No. 1.....	45 50	Turp.....	7 02 7
Santonine.....	4 50	Linseed, pure raw.....	36 39		
Sapo, W.....	12 14				
"    M.....	10 12				
"    G.....	15				

## HAZELTINE &amp; PERKINS DRUG CO.

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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 &amp; 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.

<b>APPLE BUTTER</b>		<b>Blackberries.</b>		<b>COFFEE.</b>	
40 lb. pails	5	B. & W.	90	GREEN.	
20 lb. pails	5 1/2	Cherries.		Rio.	
Mason's, 10, 20 or 30 lbs.	6	Red	1 30	Fair	16
5 lb.	7	Pitted Hamburg	1 75	Good	17
<b>AXLE GREASE.</b>		White	1 60	Prime	18
Graphite.		Erie	1 30	Golden	20
1/2 gr. cases, per gr.	\$8 50	Damsons, Egg Plums and Green		Peaberry	20
12 1/2 lb. pails, per doz.	7 50	Gages.		Santos.	
100 lb. kegs, per lb.	12 00	Erie	@ 1 25	Fair	16
250 lb. 1/2 bbls., per lb.	3 1/2	Common	1 10	Good	17
400 lb. bbls., per lb.	3 1/2	Gooseberries.		Prime	18
Badger.		Peaches.		Golden	20
gr. cases, per gr.	\$6 50	Pie	90 @ 1 00	Peaberry	20
1/2 lb. pails, per doz.	7 00	Maxwell	1 50	Mexican and Guatemala.	
1 lb.	10 50	Shepard's	1 30	Fair	16
60 lb. kegs, per lb.	3 1/2	California.	@ 2 25	Good	17
50 lb. 1/2 bbls., per lb.	3 1/2	Pears.		Prime	18
400 lb. bbls., per lb.	3	Domestic	1 25	Milled	20
<b>BAKING POWDER.</b>		Riverside	2 25	Java.	
Acme, 1 lb. cans, 3 doz.	45	Pineapples.		Interior	25
1/2 lb. " 2 "	85	Common	1 30	Private Growth.	27
1 lb. " 1 "	1 60	Johnson's sliced	2 50	Mandehling	28
" bulk "	10	" grated	2 75	Mocha.	
Telfer's, 1/2 lb. cans, doz.	85	Common	1 10	Imitation	23
1 lb. " "	1 50	Quinces.		Arabian	26
Arctic, 1/2 lb. cans	60	Raspberries.		ROASTED.	
" 1 lb. "	1 20	Red	1 30	To ascertain cost of roasted	
" 5 lb. "	2 00	Black Hamburg	1 50	coffee, add 1/4c. per lb. for roasting	
Red Star, 1/2 lb. cans	40	Erie black	1 40	and 15 per cent. for shrinkage.	
" 1 lb. "	80	Strawberries.		PACKAGE.	
" 5 lb. "	1 50	Lawrence	1	Arbuckle's Ariosa	10 1/2
<b>BATH BRICK.</b>		Hamburg	2 25	McLaughlin's XXXX	10 1/2
2 dozen in case.	90	Erie	1 45	Lion	10 1/2
English		Whortleberries.		Lion, 60 or 100 lb. case	10 1/2
Bristol	70	Common	1 40	containing	
Domestic	60	F. & W.	1 25	120 1-pound	
<b>BLUING.</b>		Blueberries	1 30	packages	
Arctic, 4 oz. ovals	4 00	MEATS.		(similar to	
" 8 oz. "	7 00	Corned beef, Libby's	1 85	accompanying	
" pints, round	10 50	Roast beef, Armour's	1 75	illustration	
" No. 2, sifting box	2 75	Potted ham, 1/2 lb.	1 50	case price,	
" No. 3, "	4 00	" 1 lb.	1 00	with an ad-	
" No. 5, "	8 00	" tongue, 1/2 lb.	1 10	ditional	
" 1 oz. ball	4 50	" chicken, 1/2 lb.	95	charge of	
<b>BROOMS.</b>		Beans.		90 cents for	
No. 2 Hurl.	2 00	Hamburg stringless	1 25	cabinet.	
No. 1 "	2 25	" French style	2 25	EXTRACT.	
No. 2 Carpet	2 50	" Lima	1 40	Valley City	75
No. 2 "	2 75	Lima, green	1 30	Felix	1 15
Parlor Gen.	3 00	soaked	90	Hummel's, foil	1 50
Common Whisk	1 30	Lewis Boston Baked	1 35	" tin	2 50
Fancy	1 20	Bay State Baked	1 35	CHICORY.	
Mill	3 25	World's Fair	1 35	Bulk	4 1/2
Warehouse	3 00	Corn.		Red	7
<b>BRUSHES.</b>		Hamburg	1 25	CLOTHES LINES.	
Stave, No. 1	1 25	Livingston	1 00	Cotton, 40 ft.	1 25
" 10 "	1 50	Purity	1 19	" 50 ft.	1 40
" 15 "	1 75	Honey Dew	1 10	" 60 ft.	1 60
Rice Root Scrub, 2 row	85	Peas		" 70 ft.	1 75
Rice Root Scrub, 3 row	1 25	Hamburg marrofat	1 35	" 80 ft.	1 90
Palmetto, goose	1 50	early June	1 50	Jute	90
<b>BUCKWHEAT FLOUR.</b>		Champion Eng.	1 50	72 ft.	1 00
Rising Sun	5 00	Hamburg petit pois	1 75	CONDENSED MILK.	
York State	5 00	fancy sifted	1 90	4 doz. in case.	
Self Rising, case	5 00	Soaked	65	Eagle	7 40
<b>CANDLES.</b>		Harris standard	75	Crown	6 25
Hotel, 40 lb. boxes	10 1/2	Van Camp's Marrofat	1 10	Genuine Swiss	8 00
Star, 40	10 1/2	Early June	1 30	American Swiss	7 00
Paraffine	12	Archer's Early Blossom	1 35	Coupon BOOKS.	
Wicking	25	French	1 80		
<b>CANNED GOODS.</b>		Mushrooms.			
<b>FISH.</b>		French	17 @ 18		
Clams.		Pumpkin.			
Little Neck, 1 lb.	1 10	Erie	90		
" 2 lb.	1 90	Squash.			
Clam Chowder.		Hubbard	1 30		
Standard, 3 lb.	2 30	Succotash.			
Cove Oysters.		Hamburg	1 40		
Standard, 1 lb.	1 00	Soaked	85		
" 2 lb.	2 00	Honey Dew	1 60		
Lobsters.		Tomatoes.			
Star, 1 lb.	2 45	Excelsior	1 00		
" 2 lb.	3 45	Eclipse	1 60		
Picnic, 1 lb.	2 00	Hamburg	1 30		
" 2 lb.	3 00	Gallon	2 55		
<b>Mackerel.</b>		<b>CHOCOLATE-BAKER'S.</b>			
Standard, 1 lb.	1 20	German Sweet	22		
" 2 lb.	2 00	Premium	35		
Mustard, 3 lb.	3 00	Pure	38		
Tomato Sauce, 3 lb.	3 00	Breakfast Cocoa	40		
Soused, 3 lb.	3 00	CHEESE.			
Salmon.		Amboy	@ 13		
Columbia River, flat	1 90	Norway	@ 12		
" tails	1 75	Riverside	@ 13		
Alaska, 1 lb.	1 45	Allegan	@ 12		
" 2 lb.	2 10	Skim	@ 10		
Sardines.		Edam	@ 1 00		
American 1/4s	4 @ 5	Limburger	@ 10		
1/4s	6 @ 7	Roquefort	@ 35		
Imported 1/4s	11 @ 12	Sap Sago	@ 22		
1/4s	13 @ 14	Schweitzer, Imported	@ 25		
Mustard 1/4s	@ 8	" domestic	@ 13		
Trout.		CATSUP.			
Brook, 3 lb.	50	Half pint, common	80		
<b>FRUITS.</b>		Pint	1 00		
Apples.		Quart	1 50		
York State, gallons	2 50	Half pint, fancy	1 25		
Hamburg,	2 50	Pint	2 00		
Apricots.		Quart	3 00		
Live oak.	2 25	CLOTHES PINS.			
Santa Cruz	2 00	5 gross boxes	40		
Lusk's	2 50	COCOA SHELLS.			
Overland	1 90	35 lb. bags	@ 3		
		Less quantity	@ 3 1/2		
		Pound packages	6 1/2 @ 7		



Arbuckle's Ariosa

McLaughlin's XXXX

Lion

Lion, 60 or 100 lb. case

containing

120 1-pound

packages

(similar to

accompanying

illustration

case price,

with an ad-

ditional

charge of

90 cents for

cabinet.

EXTRACT.

Valley City

Felix

Hummel's, foil

" tin

CHICORY.

Bulk

Red

CLOTHES LINES.

Cotton, 40 ft.

" 50 ft.

" 60 ft.

" 70 ft.

" 80 ft.

Jute

72 ft.

CONDENSED MILK.

4 doz. in case.

Eagle

Crown

Genuine Swiss

American Swiss

Coupon BOOKS.

20 books	\$ 1 00
50 "	2 00
100 "	3 00
250 "	6 25
500 "	10 00
1000 "	17 50

<b>CRACKERS.</b>	
<b>Butter.</b>	
Seymour XXX	6
Seymour XXX, cartoon	6 1/2
Family XXX	6
Family XXX, cartoon	6 1/2
Salted XXX	6
Salted XXX, cartoon	6 1/2
Kenosha	7 1/2
Boston	8
Butter biscuit	6 1/2

<b>Soda.</b>	
Soda, XXX	6
Soda, City	7 1/2
Soda, Duchess	8 1/2
Crystal Wafer	10
Reception Flakes	10
Oyster.	
S. Oyster XXX	5 1/2
City Oyster XXX	5 1/2
Shell Oyster	6
<b>CREAM TARTAR.</b>	
Strictly pure	30
Telfer's Absolute	35
Grocers'	10 @ 15

<b>DRIED FRUITS.</b>	
<b>Domestic.</b>	
<b>APPLES.</b>	
Sundried, sliced in bbls.	5
" quartered	5 1/2
Evaporated, 50 lb. boxes	7 @ 7 1/2
APRICOTS.	
California in bags	8 1/2
Evaporated in boxes	11 1/2
<b>BLACKBERRIES.</b>	
In barrels	4 1/2
" NECTARINES.	4 1/2
70 lb. bags	7 1/2
25 lb. boxes	8 @ 8 1/2
<b>PEACHES.</b>	
Peel'd, in boxes	12
Cal. evap.	18
" in bags	7 @ 8 1/2
<b>PEARS.</b>	
California in bags	7 @ 8 1/2
<b>PITTED CHERRIES.</b>	
Barrels	11
50 lb. boxes	11 1/2
25 "	12
<b>PRUNELLES.</b>	
30 lb. boxes	12 1/2
<b>RASPBERRIES.</b>	
In barrels	17
50 lb. boxes	17 1/2
25 lb.	18
<b>Foreign.</b>	
<b>CURRENTS.</b>	
Patras, in barrels	@ 4 1/2
" in 1/2-bbls.	@ 4 1/2
" in less quantity	@ 4 1/2
<b>PEEL.</b>	
Citron, Leghorn, 25 lb. boxes	21
Lemon " 25 " "	10
Orange " 25 " "	11
<b>RAISINS.</b>	
London layers, 2 crown	1 40
" 3 " "	1 65
" fancy	1 85
Loose Muscatels, boxes	1 @ 25
" 70 lb. bags	5 1/2 @ 6
<b>Foreign.</b>	
Ondura, 29 lb. boxes	7 1/2 @ 7 1/2
Sultana, 20 "	11 @ 12
Valencia, 20 "	6 1/2 @ 7
<b>PRUNES.</b>	
Bosnia	@
California, 90x100 25 lb. bxs.	9
" 80x90 "	9 1/2
" 70x80 "	9 1/2
" 60x70 "	9 1/2
Turkey	6

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

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

<b>FISH-SALT.</b>	
<b>Bloaters.</b>	
Yarmouth	1 10
<b>Cod.</b>	
Pollock	3 1/2
Whole, Grand Bank	6 @ 6 1/2
Boneless, bricks	7 1/2 @ 8
Boneless, strips	7 1/2 @ 8
<b>Herring.</b>	
Smoked	12
<b>Scaled.</b>	
Holland, bbls.	10 50
" kegs	75
Round shore, 1/2 bbl.	3 00
" 1/4 bbl.	1 50
<b>Mackerel.</b>	
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



<b>SOAP.</b>		<b>TEAS.</b>		<b>Smoking.</b>		<b>Smoked White.</b>		<b>DEERSKINS—Per pound</b>		<b>PAPER &amp; WOODENWARE</b>	
<b>LAUNDRY.</b>		<b>JAPAN—Regular.</b>				<b>OYSTERS—Bulk.</b>				<b>PAPER.</b>	
Thompson & Chute Brands.		Fair.....		Boss.....		Standards, per gal.....		Thin and green.....		Straw.....	
Silver, 100 12 oz.....		Good.....		Colonel's Choice.....		Selects.....		Long gray.....		Rockfalls.....	
Snow, 100 12 oz.....		Choice.....		Warpath.....		Clams.....		Gray.....		Rag sugar.....	
Mono, 100 12 oz.....		Choicest.....		Banner.....		Shrimps.....		Red and blue.....		Hardware.....	
German Family, 60 1 lb.....		Dust.....		King Bee.....		Scallops.....				Bakers.....	
" 75 1 lb.....		<b>SUN CURED.</b>		Killa Dried.....		<b>OYSTERS—Cans.</b>		<b>GRAINS and FEEDSTUFFS</b>		Dry Goods.....	
Laundry Castile, 75 1 lb.....		Fair.....		Nigger Head.....		Fairhaven Counts.....		<b>WHEAT.</b>		Jute Manilla.....	
Marbled, 75 1 lb.....		Good.....		Honey Dew.....		F. J. D. Selects.....		No. 1 White (58 lb. test).....		Red Express No. 1.....	
Savon Improved, 60 1 lb.....		Choice.....		Gold Block.....		F. J. D.....		No. 1 Red (60 lb. test).....		No. 2.....	
Sunflower, 100 10 oz.....		Choicest.....		Peerless.....		Anchor.....		<b>MEAL.</b>		<b>TWINES.</b>	
Olive, 100 10 oz.....		Dust.....		Rob Roy.....		Standards.....		Bolted.....		48 Cotton.....	
Golden, 80 1 lb.....		<b>BASKET FIRED.</b>		Uncle Sam.....		Favorites.....		Granulated.....		Cotton, No. 1.....	
Economic, 30 2 lb.....		Fair.....		Tom and Jerry.....		<b>SHELL GOODS.</b>		<b>FLOUR.</b>		" 2.....	
Standard, 30 2 lb.....		Choice.....		Brier Pipe.....		Oysters, per 100.....		Straight, in sacks.....		Sea Island, assorted.....	
Allen B. Wrisley's Brands.		Choicest.....		Yum Yum.....		Clams.....		Patent.....		No. 5 Hemp.....	
Old Country, 80 1 lb.....		Extra choice, wire leaf.....		Red Clover.....		<b>HIDES, PELTS and FURS</b>		Graham.....		No. 6.....	
Good Cheer, 60 1 lb.....		<b>GUNPOWDER.</b>		Navy.....		Perkins & Hess pay as fol		Rye.....		<b>WOODENWARE.</b>	
White Borax, 100 3/4 lb.....		Common to fair.....		Handmade.....		Hides.....		MILLSTUFFS.		Tubs, No. 1.....	
Proctor & Gamble.		Extra fine to finest.....		Frog.....		Green.....		Bran.....		" No. 2.....	
Concord.....		Choicest fancy.....		<b>VINEGAR.</b>		Part Cured.....		Screenings.....		" No. 3.....	
Ivory, 10 oz.....		<b>OOLONG.</b>		40 gr.....		Full.....		Middlings.....		Pails, No. 1, two hoop.....	
" 6 oz.....		Common to fair.....		50 gr.....		Dry.....		Mixed Feed.....		" No. 1, three hoop.....	
Lenox.....		<b>IMPERIAL.</b>		<b>WET MUSTARD.</b>		Klips, green.....		Coarse meal.....		Clothespins, 5 gr. boxes.....	
Mottled German.....		Superior to fine.....		Bulk, per gal.....		" cured.....		<b>CORN.</b>		Bowls, 1 1/2 inch.....	
Town Talk.....		<b>YOUNG HYSON.</b>		Beer mug, 2 doz in case.....		Califskins, green.....		Car lots.....		" 13.....	
<b>TOILET.</b>		Common to fair.....		<b>TEAST—Compressed.</b>		" cured.....		Less than car lots.....		" 15.....	
Snow, 100 6 oz.....		Superior to fine.....		Fermentum per doz. cakes.....		Deaconskins.....		<b>OATS.</b>		" 17.....	
Cocoa Castile, 24 lb.....		<b>ENGLISH BREAKFAST.</b>		per lb.....		No. 2 hides 1/2 off.....		Car lots.....		" assorted, 17s and 19s.....	
<b>SCOURING and POLISHING.</b>		Fair.....		<b>FRESH MEATS.</b>		Swift and Company quote as follows:		Less than car lots.....		" 15s, 17s and 19s.....	
Silverine, 100 12 oz.....		Choice.....		Beef, carcass.....		Beef, quarters.....		<b>HAY.</b>		" shipping bushel.....	
" 50 12 oz.....		Best.....		" hind quarters.....		" fore.....		No. 1 Timothy, car lots.....		" full hoop.....	
Sapolio, kitchen, 3 doz.....		<b>TOBACCOS.</b>		" loins, No. 3.....		" ribs.....		No. 1.....		" bushel.....	
" hand, 3 doz.....		Fine Cut.		" rounds.....		" tongues.....		" ton lots.....		" willow c'ths.....	
Potash Flakes, 72 10 oz.....		Pails unless otherwise noted.		Bologna.....		Pork loins.....		<b>POULTRY.</b>		" No. 2.....	
<b>STEP LADDERS.</b>		Hiawatha.....		Sausage, blood or head.....		" shoulders.....		Local dealers pay as follows		" No. 3.....	
3 feet.....		Sweet Cuba.....		" Frankfort.....		Mutton.....		for dressed fowls:		" No. 4.....	
4 ".....		McGinty.....		" Veal.....		" Mutton.....		Spring chickens.....		" No. 5.....	
5 ".....		" 1/2 bbls.....		<b>FISH and OYSTERS.</b>		" Mutton.....		Fowl.....		" No. 6.....	
6 ".....		Little Darling.....		F. J. Dettenthaler quotes as follows:		" Mutton.....		Turkeys.....		" No. 7.....	
8 ".....		" 1/2 bbl.....		Whitefish.....		" Mutton.....		Ducks.....		" No. 8.....	
10 ".....		1791.....		Trout.....		" Mutton.....		Geese.....		" No. 9.....	
12 ".....		1891, 1/2 bbls.....		Halibut.....		" Mutton.....		<b>OILS.</b>		" No. 10.....	
<b>SYRUPS.</b>		Valley City.....		Ciscos.....		" Mutton.....		The Standard Oil Co. quotes		" No. 11.....	
Corn.....		Dandy Jim.....		Flounders.....		" Mutton.....		as follows, in barrels, f. o. b.		" No. 12.....	
Barrels.....		Tornado.....		Bluefish.....		" Mutton.....		Grand Rapids:		" No. 13.....	
Half bbls.....		Plug.....		Mackerel.....		" Mutton.....		W. W. Headlight, 150		" No. 14.....	
<b>Pure Cane.</b>		Searhead.....		Cod.....		" Mutton.....		fire test (old test).....		" No. 15.....	
Fair.....		Joker.....		California salmon.....		" Mutton.....		water White.....		" No. 16.....	
Good.....		Zeno.....		Pike.....		" Mutton.....		Michigan Test.....		" No. 17.....	
Choice.....		L. & W.....		<b>FRESH FISH</b>		" Mutton.....		Naptha.....		" No. 18.....	
<b>SWEET GOODS.</b>		Here It Is.....		Whitefish.....		" Mutton.....		Gasoline.....		" No. 19.....	
Ginger Snaps.....		Old Style.....		Trout.....		" Mutton.....		Cylinder.....		" No. 20.....	
Sugar Creams.....		Jolly Tar.....		Halibut.....		" Mutton.....		Engine.....		" No. 21.....	
Frosted Creams.....		Hiawatha.....		Ciscos.....		" Mutton.....		Black, 25 to 30 deg.....		" No. 22.....	
Graham Crackers.....		Valley City.....		Flounders.....		" Mutton.....				" No. 23.....	
Oatmeal Crackers.....		Jas. G. Butler & Co.'s Brands.		Bluefish.....		" Mutton.....				" No. 24.....	
<b>WASHBOARDS.</b>		Something Good.....		Mackerel.....		" Mutton.....				" No. 25.....	
Good Luck.....		Toss Up.....		Cod.....		" Mutton.....				" No. 26.....	
Northern Queen.....		Out of Sight.....		California salmon.....		" Mutton.....				" No. 27.....	
Peerless single.....				Pike.....		" Mutton.....				" No. 28.....	
" double.....						" Mutton.....				" No. 29.....	
Universal Protector.....						" Mutton.....				" No. 30.....	
Water Witch.....						" Mutton.....				" No. 31.....	

NEW YORK.

DETROIT.

## J. M. BOUR &amp; CO.,

PROPRIETORS OF EAGLE SPICE MILLS,

Direct Importers

China, India, Ceylon and Japan Teas.  
Private Plantation Coffees.Selected with especial reference to  
Fine Drinking  
Qualities.

Manufacturers and Millers of High Grade Goods.

TOLEDO, O.

Office and Salesroom, 140 Summit St.,

Mills, 139 Water St.

We are represented in Michigan as follows:

Eastern Michigan, P. V. HECHLER,  
Southern and Northern Indiana, M. H. GASSER.  
Western Michigan, T. FERGUSON ["Old Fergy"]

## PRODUCE MARKET.

Apples—Dull and slow of sale. Dealers hold at \$1.75@2.25 per bbl., according to quality.  
 Beans—Easy and quiet. Dealers now pay \$1.30@1.40 for unpicked and country picked and hold at \$1.65@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 20c.  
 Celery—20c per doz.  
 Cabbages—30@40c per doz.  
 Cider—Sweet, 12@15c per gal.  
 Cranberries—Repacked Cape Cod are in fair demand at \$7 per bbl.  
 Dried Apples—Sundried is held at 4½@5c and evaporated at 6½@7c.  
 Eggs—Fresh are beginning to come in slowly. Dealers pay 20c and hold at 22c.  
 Grapes—Malaga, 55 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, 1½c per lb.  
 Sweet Potatoes—\$3@3.25 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 00
Short cut.	11 00
Extra clear pig, short cut.	15 50
Extra clear, heavy.	13 00
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.	7½
Blood Sausage.	5
Bologna, straight.	4½
Bologna, thick.	4½
Head Cheese.	4½

LARD—Kettle Rendered	
Tierces.	7½
Tubs.	8
50 lb. Tins.	8

GRANGER	
Tierces.	7
50 lb. cases.	7½
20 "	7½
10 "	7½
5 "	7½
3 "	8

LARD.	
Tierces.	5½
30 and 50 lb. Tubs.	5½
3 lb. Pails, 20 in a case.	6½
5 lb. Pails, 12 in a case.	6½
10 lb. Pails, 6 in a case.	6½
20 lb. Pails, 4 in a case.	6
50 lb. Cans.	5½

BEEF IN BARRELS.	
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.	8½
" 16 lbs.	9½
" 12 to 14 lbs.	9½
" picnic.	8½
" best boneless.	8½
Shoulders.	6
Breakfast Bacon, boneless.	8½
Dried beef, ham prices.	8
Long Cleats, heavy.	6½
Briskets, medium.	7
" light.	7

## Crockery &amp; Glassware

LAMP BURNERS.	
No. 0 Sun.	45
No. 1 "	50
No. 2 "	75
Tubular.	75

LAMP CHIMNEYS.—Per box.	
No. 0 Sun.	1 75
No. 1 "	1 88
No. 2 "	2 70

First quality.	
No. 0 Sun, crimp top.	2 25
No. 1 "	2 40
No. 2 "	3 40

XXX Flint.	
No. 0 Sun, crimp top.	2 60
No. 1 "	2 80
No. 2 "	3 80

Pearl top.	
No. 1 Sun, wrapped and labeled.	3 70
No. 2 "	4 70
No. 2 Hinge, "	4 70

La Bastie.	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 "	1 50
No. 1 crimp, per doz.	1 35
No. 2 "	1 60

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.	06
Jugs, ½ gal., per doz.	06½
" 1 "	75
" 2 "	90
" 3 "	1 80
Milk Pans, ½ gal., per doz. (glazed 75c)	60
" 1 "	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	20 lb. cases 8½
Cut Loaf	7 8
Extra H. H.	cases 7 8

MIXED CANDY.	
Full Weight.	Bbls. Pails.
Standard	6 7
Leader	6 7
Royal	6½ 7½
Nobby	7 8
English Rock	7 8
Conserves	7 8
Broken Taffy	8 9
Peanut Squares	8 9
French Creams	10 10
Valley Creams	13 13
Midget, 30 lb. baskets.	8 8
Modern, 30 lb.	8 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

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

CARAMELS.	
No. 1, wrapped, 2 lb. boxes.	34
No. 1, " 3 "	51
No. 2, " 2 "	28
No. 3, " 3 "	42
Stand up, 5 lb. boxes.	90

ORANGES.	
Floridas, fancy.	2 75@3 00
" choice.	@2 50
" russets.	@2 25
Messina.	2 40@2 75

LEMONS.	
Messina, choice, 360.	@4 25
" fancy, 360.	@
" choice 300.	@4 50
" fancy 300.	@

OTHER FOREIGN FRUITS.	
Figs, fancy layers, 6 lb.	12 @14
" 10 lb.	14 @15
" extra " 14 lb.	@16
" 20 lb.	@17½
Dates, Fard, 10-lb. box.	@2 9
" 50-lb.	@2 8
" Persian, 50-lb. box.	@2 5½

NUTS.	
Almonds, Tarragona.	@17
" Ivaca.	@
" California.	@16
Brazil, new.	7½ @2 8
Filberts.	@13
Walnuts, Grenoble.	@14
" Marbot.	@
" Chili.	@10
Table Nuts, fancy.	@13
" choice.	@12
Pecans, Texas, H. P.	@14
Cocoanuts, full sacks.	@2 00

PEANUTS.	
Fancy, H. P., Suns.	@ 5½
" Roasted.	7 @ 7½
Fancy, H. P., Flags.	@ 5½
" Roasted.	7 @ 7½
Choice, H. P., Extras.	@ 4½
" Roasted.	6 @ 6½

## BEANS

If you have any beans and want to sell, we want them, will give you full market price. Send them to us in any quantity up to car loads, we want 1000 bushels daily.

W. T. LAMOREAUX & CO.,

128, 130, 132 W. Bridge St.,

GRAND RAPIDS, MICH.

## 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,

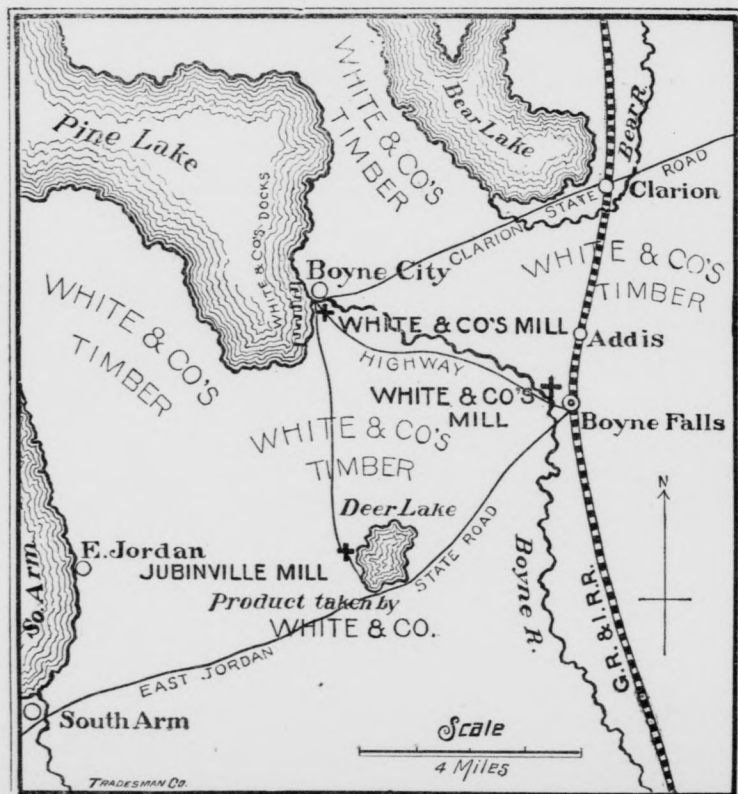
CADILLAC,  
LUDINGTON.

HIGHEST PRICE PAID FOR

EMPTY CARBON & GASOLINE BARRELS.

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.



## THE HISTORY OF AN EGG.

Written for THE TRADESMAN

What a space it fills in the economy of nature, containing, as it does, such a great amount of nutrition and so little waste material, and endowed with that flavor peculiar to itself which seems to meet the taste of all.

How few farmers, when they gather this precious article for the market, and how few grocers, as they count them by the half-dozen or dozen into baskets for their daily customers (and they only as far as the general preparation for the table is concerned), give any thought to their formation. All, however, are aware that, once broken, it is beyond the skill of the best workman or finest chemist to unite its fragments and again restore the shape of the egg.

We are unable to study its manner of growth as to formation in the body of the hen, and so must content ourselves in studying the newly laid egg after the proud fowl has left the nest. We find it invested by an outer porous covering, called the shell, which is composed of salts of lime, deposited in an organic basis. The inside of the shell is lined with a toughish, opaque membrane, called the shell membrane. This shell membrane has the appearance, in a fresh egg, of a single membrane, but, upon close examination, two membranes can be distinguished. This is easily ascertained in an egg only a few days old by holding it between the eye and the light, as the two membranes then have a tendency to separate at the large end of the egg. A cavity between the membranes is thus formed, through which the air passes. This cavity is called the air chamber. The development of the air chamber is due to the shrinkage of the albumen, or white of the egg, caused by its evaporation through the pores of the shell.

Next to the shell membrane we come to the white of the egg, or, as it is technically called, the albumen. This albuminous fluid is of two kinds, one being of greater density than the other. The one of greater density lies next to the shell, a similar one investing the yolk, while a fluid of less density lies between the two of greater density. This fluid of less density contains a fibrous network, which also contains fluids, extending from the yolk on either side nearly to the shell membrane, which in the albumen bear the resemblance of two woolly looking, twisted cords. These cords, when examined with a lens, have the appearance of opaque white knots banded together; hence the word "hailstones" is sometimes applied to them. Their use is to act as elastic pads to keep the yolk in position.

We next come to the yolk. This is a mass of yellow material, enclosed in a very thin and delicate membrane, which may be easily creased, and is called the vitelline, or yolk membrane. The yolk is made up entirely of two kinds of cells, one being lighter in color than the other. The lighter ones form what we call the white yolk; the others, which are much greater, form the yellow yolk, through which the white yolk is disposed. Beneath the yolk membrane is a thin layer of white yolk, which is connected by a flask-shaped mass of the same material, occupying the center of the general body of the yolk. Several thin layers of white yolk are arranged through the mass, concentric with the external layers resting

on the yolk. Resting on the yolk membrane is a small, disk-like body, about one-eighth of an inch across, which, if closely examined, will exhibit two more or less well-defined parts, or outer white rings; an inner transparent circular space in white dots is usually seen, termed the "blastema," from which, and it alone, the chick is developed, the remainder of the yolk serving only as a nutriment for it until it is hatched.

The central clear space is called the pellucid area, and the outer white ring, the opaque area. It is in the former area that the chick is formed, the opaque area giving rise to temporary structure, which serves a purpose ending with the hatching. The blastema rests upon the top of the flask-shaped mass of white yolk, between which and its lower side is a cavity filled with clear fluid which contains a few minute, floating cells. The blastema consists of two layers of cells, the upper layer extending beyond the edges of the lower one and resting upon the white yolk, giving rise to the opaque area.

In preparing a fowl for cooking we find the egg in a much different form. Various numbers and sizes are observed in little capsules in what is called the egg bag, all being of a spherical shape. They resemble the yolk of an egg in color, and are enclosed in a delicate membrane. Each of these is the egg proper, and it contains the germinal disk, which contains a bladder-like body called the germinal vesicle. Inside this again is a small spot called the germinal spot. When this ovum is ripe, the capsules burst and discharge into a long tube with muscular walls, which is termed the oviduct. In this tube the accessory structures are added to the ovum, to convert it into the egg ready for laying. In the upper portion of the oviduct the white of the egg is deposited around the yolk; next, the shell and shell membrane is formed, which process takes from twelve to eighteen hours.

From this description it will be seen that an egg, although seemingly a small affair, is really a complex object.

W. M. GIBBS.

## His Wife's Pride.

From the Wilmington News.

The wife of an employe of a Pennsylvania railroad gave a very amusing exhibition of family pride in a dry goods store a few days ago. Her husband is a very tall thin man, the chest measure of his clothing is very small, and when he buys underclothing he gets the smallest size. His wife is a very large woman.

She had gone into a store to purchase underclothing for her husband, and, while standing at the counter, a little bit of a woman came in, and, seeing the goods being displayed, said:

"That is what I want—some undershirts for my husband. Number 38, please."

"What number will you have?" said the salesman, addressing the first woman.

"No. 38, please," was the reply.

The two women bought the same size garments, one buying for a big-chested man and the other for a narrow-chested man. When the latter took her purchase home and displayed it to her husband, he was astonished to find the shirts too big. He said:

"What did you buy such big shirts for?"

"Because."

"Because what? I can't wear them."

"I don't care. I was not going to stand alongside of a little bit of a woman and buy shirts for a little bit of a man when she was buying shirts for a great big one. If you haven't any pride I have; that's why I bought the shirts."

Use Tradesman or Superior Coupons.

## Great Feat!

He has great feet, but they are nothing like the great feat that WADHAM'S GRAPHITE AXLE GREASE can be relied upon to perform every time. To try it once is to become an ardent advocate of it. To praise it too highly is impossible.



## See What is Said of It.

APRIL 25th, 1881.

Wadhams Oil &amp; 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.

## Wagon Jack Free!

We are sending to every dealer who handles "GRAPHITE AXLE GREASE," one *Daisy 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.

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

Wadhams Oil & Grease Co.,  
Milwaukee, Wis. and Seattle, Wash.

Geo. H. Reeder & Co.,  
JOBBER OF  
**BOOTS & SHOES**  
Felt Boots and Alaska Socks.  
State Agents for



158 &amp; 160 Fulton St., Grand Rapids.

## Playing Cards

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Daniel Lynch,

19 S. Ionia St., Grand Rapids.

## FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

D. A. DODGETT, Vice-President.

H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

## 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.

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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

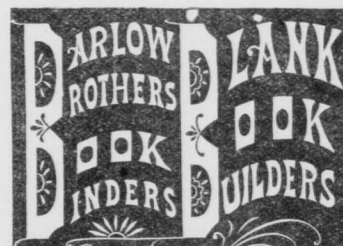


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GRAND RAPIDS, MICH

CUTS for BOOM EDITIONS

—OR—

PAMPHLETS

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

## THE GOLDEN KEY

## By Which the Merchant Achieves Success.

From the Dry Goods Economist.

Allow me to reply here to the question, "What are the substantial of a successful merchant's capital in trade?"

Man and money must be working partners. Money must have the effort of man to produce results. Man can start with assistance of capital and become a capitalist himself. Whether you have capital plenty or have to run close in the wind, the only way to succeed in either case is to "push things." Some say, "If I only had capital I could make money." I contend that capital needs the man more than man needs the capital. How many successful merchants have started without any, and others with only a small capital, and are to-day doing business on the enormous results of their enormously intelligent efforts, which result always in enormous capital! What would that paltry \$2,000 amount to in the bank at 4 per cent., beside what it has amounted to by the effort of a lively man?

Why do I speak of it here? Because I hear so many retail men telling what they would do if they had capital. Now, let me tell you this: If the necessities of the case warrant; if due deliberation and intelligent investigation all agree in assuring you that the move is wise, do it, capital or no capital. The increase to your business by the move, if carefully and heroically followed up, will increase your capital, and you will be called a success. Sit still and tell what you would do if you only had the capital, and never get over doing a "hard-pushed, sit-still" business. Always keep the confidence of those firms who are selling you goods. Let your plans be fully understood by them.

Here are a few more of the essentials: A clerk who has the interest of his employer at heart; a clerk who will be talking the vessel so there will be no leaks; a clerk who tries always to keep the stock on his mind, so that whenever the opportunity comes in showing goods, where size 8½, or 5½ yards, or 7 buttons, or ¾ yard ruching is what the customer is after, he is found showing these in connection with other goods, and, unbeknown to the customer, presenting them rather more heartily than some of the others shown; a clerk who suggests something to his employer or head of department; a clerk who cares whether stock is large or small stock day; a clerk who can create an interest in your store by his knowledge of his business; not a know-it-all knowledge, but a knowledge when it has opportunity and is asked for impresses with respect.

Another essential is that the merchant himself knows what is going on "all over the lot;" a merchant who has that interest in his business himself which begets the interest of others; a merchant who knows how to distinguish between a think-it-is-a-good-thing-to-have-in-stock stock and an earnestness about having it in stock which will get right under the lot and make it move; a merchant who is not influenced by the promises of sudden wealth to invest in outside projects when whatever capital he can spare is trying to speak out and tell him he needs to do thus and so, his business demands it, the public will recognize it. The result will be positive and a success.

How does your store look?

Could you add to your spring business by any repairs, painting, addition of new department?

Just as important a part these things play as does the buying of goods. You would not like to have your goods shipped in passe cases. No, you would be ashamed to have customers passing your store see these cases unloaded for you. Now, just go through the inside of your store and see if you need to be ashamed of the frame to the picture you are about to create with handsome spring fabrics. True, people like to buy their goods where they can get them cheapest, but neatness, dispatch and accommodation

play no small figure in attracting and holding customers. Even if all that idea about buying where goods are cheapest is or is not wholly correct, you can add to that some business by attention to these matters. It's the increase and "add to" that we are after. There is a heap of digging and it takes a right smart digger to get much of the root. The "root" means dollars.

Will you dig with a clodded, dull spade or a bright, keen one?

Keep a stub of events and a stub of goods slaughtered. These will become a part of the records of your business organization and you will be surprised how you ever did without them. Keep a stub of events of the bright things done by any in the trade. These will be good to show you your pace.

Why is it that you don't know that people in your town are sending by mail and buying goods years ahead of the times you seem to know anything about?

Successful storekeeping is not the art of having goods to sell.

Successful storekeeping is not having a big stock.

Successful storekeeping is not the art of selling goods at a low price.

Successful storekeeping is not many, many offerings of job lots.

Successful storekeeping is the result of intelligent, active, earnest effort to serve the educated demands of a critical public. To do this is not a mechanical think-so, ought-to, guess-it-will effort. Rather it is, and let it be, an anticipating, permeating, investigating, authoritative, substantial "it-shall effort." Merchants with small stocks and small stores think they have not got to do much. No, you have not, if you wish to be just as you are always, and then when your town gets its boom and is adapted and calls for larger offerings of stock and effort, you are surprised that you are stunted, and a chap comes to town with a flash in his eye and a determined demeanor, opens up and flashes his ideas and light into every nook and corner thereabout. What you thought were little things, you are paralyzed to see your community think are splendid ideas, just in touch with what they longed for, had heard about but had never been given any conception of by you.

## Detroit Business Notes.

DETROIT, Jan. 25—Jacob Brown & Co., who have long been identified with the jobbing trade of Detroit as jobbers of notions and manufacturers of pants, overalls and socks, being owners of the Alaska Sock Co., have concluded to remove their business to Chicago, having accepted the offer of a land syndicate in the Southern portion of the city to deed them three acres of land and present them with \$35,000 cash as an inducement to them to make a change of base. The location accepted is near the Illinois Central Railroad and is convenient to several other railway lines. Work on the necessary buildings will be begun at once, the intention being to begin manufacturing operations in the Windy City by July 1. The firm has the lease of a portion of the Bagley block, now in course of erection at the corner of Bates and Larned street, but will probably experience no difficulty in finding a purchaser for the same.

Schloss, Adler & Co. also have a lease of a portion of the same building and expect to remove from their Jefferson avenue store to the new location about June 1.

John D. Mangum, well known to the trade of Western Michigan, now covers the Upper Peninsula and Northern Minnesota for Schloss, Adler & Co. Thos. R. Hagerty is covering the Wisconsin trade for the same house.

## The Grocery Market.

Sugar is a little higher. Sauerkraut is higher. Kingsford has declined all his brands of starch, except Golden Grain. Whitefish is higher. Pickles are selling more freely.

Fresh oysters are in better supply, the latter now being equal to the demand. Prices are weak and a decline is not improbable.

## Grand Rapids &amp; Indiana.

Schedule in effect January 10, 1892.

## TRAINS GOING NORTH.

Arrive from Leave going	South.	North.
For Saginaw and Cadillac.....	7:05 a m	7:05 a m
For Traverse City & Mackinaw.....	9:20 a m	11:30 a m
For Saginaw & Traverse City.....	2:00 p m	4:15 p m
For Petoskey & Mackinaw.....	8:10 p m	10:20 p m
From Kalamazoo and Chicago.....	8:35 p m	

Train arriving at 7:20 daily; all other trains daily except Sunday.

## TRAINS GOING SOUTH.

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

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

## Muskegon, Grand Rapids &amp; Indiana.

For Muskegon—Leave.	From Muskegon—Arrive.
7:00 a m	10:10 a m
11:25 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.

Lv Grand Rapids	10:30 a m	2:00 p m	11:05 p m
Ar Chicago	3:35 p m	9:30 p m	6:50 a m
10:30 a m train through Wagner Parlor Car.			
11:05 p m train daily, through Wagner Sleeping Car.			
Lv Chicago	7:05 a m	3:10 p m	10:10 p m
Ar Grand Rapids	2:00 p m	8:25 p m	5:15 a m
3:10 p m through Wagner Parlor Car.			
train daily, through Wagner Sleeping Car.			

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

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

## 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.

## GOLD MEDAL, PARIS, 1878.



**W. BAKER & Co.'s**  
**Breakfast**  
**Cocoa**  
*Is Absolutely Pure and it is Soluble.*  
**Unlike the Dutch Process**  
*No alkalies or other chemicals or dyes are used in its manufacture.*

A description of the chocolate, and of the various cocoa and chocolate preparations manufactured by Walter Baker & Co., will be sent free to any dealer or application.

## W. BAKER &amp; CO., Dorchester, Mass.

## STANTON, MOREY &amp; CO.,

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## 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.

MICHIGAN CENTRAL  
"The Niagara Falls Route."

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.  
FRED M. BRIGGS, Gen'l Agent, 85 Monroe St.  
A. ALMQUIST, Ticket Agent, Union Depot.  
GEO. W. MUNSON, Union Ticket Office, 67 Monroe St.  
O. W. RUGGLES G. P. & 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
onia, Ar	7:45am	11:25am	4:27pm	12:37am
St. Johns, Ar	8:28am	12:17pm	5:20pm	1:55am
Owosso, Ar	9:03am	1:09pm	6:05pm	3:15am
E. Saginaw, Ar	10:45am	3:51pm	8:09pm	8:45am
Bay City, Ar	11:30am	3:45pm	4:55pm	1:00am
Flint, Ar	10:05am	3:40pm	7:50pm	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	8:55am	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, 10:10 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 RY.

GOING TO CHICAGO.  
Lv. G'D RAPIDS.....9:00am 12:05pm \*11:35pm  
Ar. CHICAGO.....3:05pm 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 MUSKEGON.  
Lv. G. R.....10:00am 12:05pm 5:30pm 8:30pm  
Ar. G. R.....10:55am 3:55pm 5:25pm

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 & NORTHERN R. R.

GOING TO DETROIT.  
Lv. G'D RAPIDS.....7:15am \*10:00pm 5:40pm  
Ar. DETROIT.....12:00 m \*5:10pm 10:40pm

RETURNING FROM DETROIT.  
Lv. DETROIT.....7:00am \*1:15pm 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 & 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. DELHAVEN, Gen. Pass'r Ag't.

STUDY LAW AT HOME.

Take a course in the Sprague Correspondence school of Law (Incorporated). Send ten cents (stamp) for particulars to

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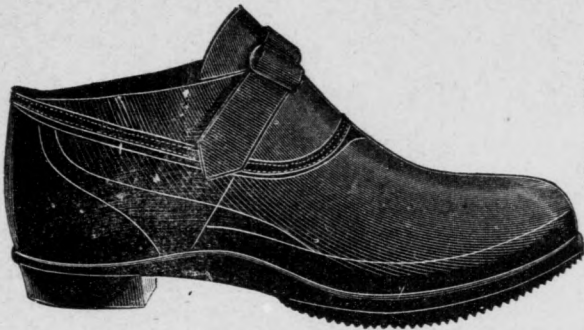
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Agents for the Boston Rubber Shoe Co.



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 Hurons and Trojans.

# PRESIDENT LINCOLN SAID

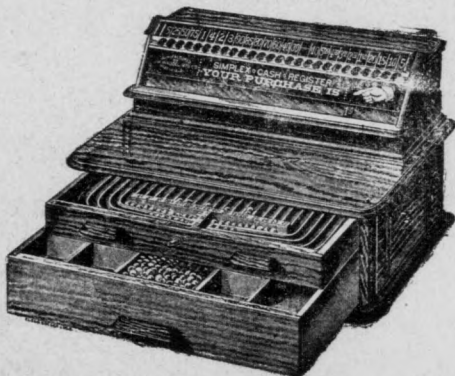
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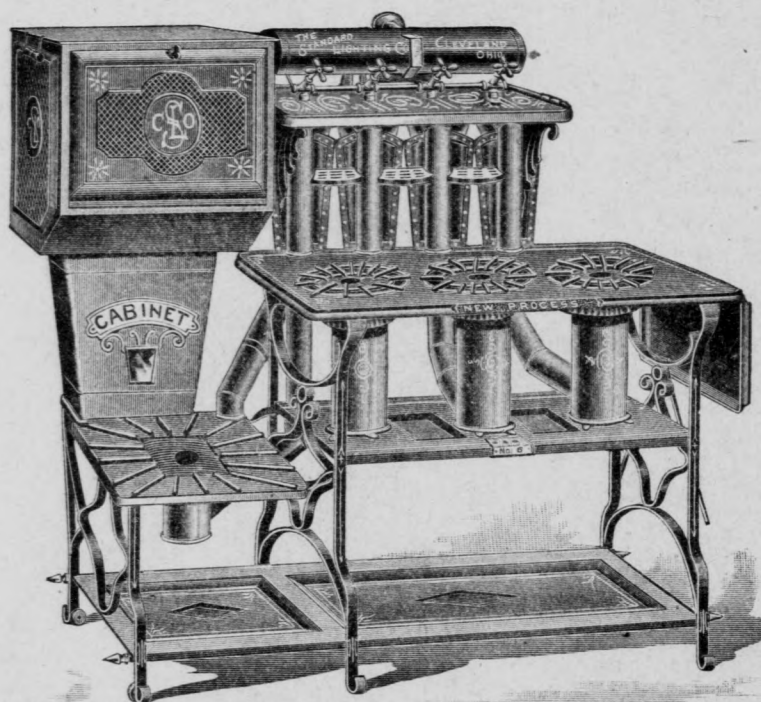
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