# Michigan Tradesman.

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VOL. 9.

GRAND RAPIDS, FEBRUARY 10, 1892.

NO. 438

## 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.

MOSELEY BROS., - WHOLESALE -

FRUITS, SEEDS, BEANS AND PRODUCE,

26, 28, 30 & 32 OTTAWA ST,

Grand Rapids, Mich.

W. H. MOREHOUSE & CO.

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

Choice Clover & 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.

### GET THE BEST!

# Jennings' Flavoring Extracts

SEE QUOTATIONS.

C. A. LAMB.

F. J. LAMB.

## C. A. LAMB & CO.

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.

GRAND RAPIDS

MUSKEGON BRANCH UNITED STATES BAKING CO.,

MUSKEGON CRACKER CO., HARRY FOX, Manager.

# Crackers, Biscuits & Sweet Goods.

SPECIAL ATTENTION PAID TO MAIL ORDERS.

Before you sort up on seeds this spring be sure and write for our PRELIMINARY WHOLESALE PRICE LIST OF GARDEN SEEDS IN BULK. We have all the novelties besides a full line of Standard Sorts. Our Vegetable Seeds are the highest grade and perfectly reliable. We sell what we catalogue and name prices as low as any good seed house in the country. We carry the largest stock and most complete assortment of Garden Seeds in the State, west of Detroit.

### GRASS AND CLOVER SEED.

A special feature in our business is field seeds, of which we are always in good supply. Lowest cash market values day of shipment. Prices sent on application and samples forwarded free.

### ONION SETS AND SEED POTATOES.

Prices on onion sets and seed potatoes will be mailed upon application. We are headquarters for these articles.

### GARDEN IMPLEMENTS.

We carry a large line of seed drills, hand cultivators, etc., and will make close figures on anything in this line.

Seed Catalogues free with an order of \$25 and upwards. We solicit your correspondence and quote prices with pleasure.

# ALFRED BROWN.

SEEDSMAN,

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Grand Rapids, Mich.

# Something New!

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

### A. E. BROOKS & CO.

Wholesale Confectioners, 46 Ottawa St., Grand Rapids, Mich

### Bolts Wanted!

I want 500 to 1,000 cords of Poplar Excelsior Bolts, 18, 36 and 54 inches long. I also want Basswood Bolts, same lengths as above. For particulars address

J. W. FOX, Grand Rapids, Mich.

## No Bogus!

GENUINE Peninsular Button Fasteners in lots of 10 gt. gr. at "Heaton " "
Fast Shank Buttons, best on the market at

45e per gt. gr.

HIRTH & KRAUSE, 12-14 Lyon St., G'd Rapids.

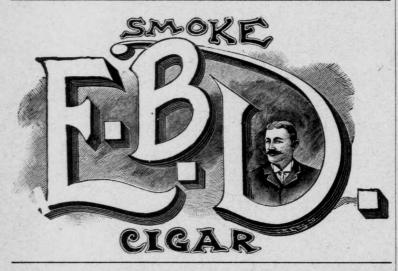
Headquarters for Shoe Store Supplies.

# PAND OYSTERS

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.



F. J. DETTENTHALER



SALT FISH

Mail Orders Receive Prompt Attention. See Quotations in Another Column. CONSIGNMENTS OF ALL KINDS OF POULTRY AND GAME SOLICITED.

# BALL BARNHART Wholesale PUTMAN CO.

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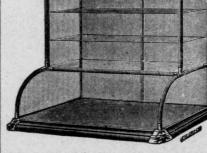


Of Every Description.

WRITE FOR PRICES.

First-Glass Work Only.

GRAND RAPIDS.



63 and 65 Canal St.,

# LEMON & WHEELER COMPANY,

IMPORTERS AND

# Wholesale Grocers

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, FEBRUARY 10, 1892.

# 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 what-See quotations in grocery price

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

ESTABLISHED 1841.

THE MERCANTILE AGENCY

### R.G. Dun & Co.

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

### RETAIL DEALERS'

Furnishes semi-monthly lists and special reports which enable subscribers to save both time and money. Especially adapted to merchants, plysicians, real estate dealers and all others dealing with the public.

Reports made with the greatest possible dispatch. Collections carefully attended to and promptly reported.

We respectfully solicit an investigation of our system, as it will insure your giving us your membership.

### STEVENSON & CUMINGS

## Cooper's Commercial Agency,

65 Monroe St., Grand Rapids.
Telephone 166.

J. L. Strelitsky,

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

Vindex, long Havana filler	\$31
Three Medals, long Havana filler	35
Elk's Choice, Havana filler and binder	50
La Flor de Alfonso,	58
La Doncella de Morera,	68
La Ideal, 25 in a box	5.5
W. J. Florence	65
Also fine line Key West goods at rock he	tton

10 So. Ionia St., Grand Rapids.

# E. J. Mason & Co., The Bradstreet Mercantile Agency

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

mpounded semi-annually. S. D. ELWOOD, Treasury.

### OYSTERS!

1	We quote: Bulk.
1	Standards, per gal \$1 (
1	Solid Brand in Cans.
ı	Selects 25 E. F 20
١	Standards 18
J	Daisy Brand in Cans.
ı	Selects, 22 Standards 16
١	Favorites 14
١	Mrs. Withey's Home-made Mince-Meat.
١	Large bbls 6 Half bbls 61
١	40 lb. pails 61/2 20 lb. pails6
١	10 lb. pails
ı	2 lb. cans, (usual weight)\$1.50 per do:
١	2 lb. cans, (usual weight)
ı	Choice Dairy Butter
ı	Eggs
1	Pure Sweet Cider, in bbls., 15½ bbl
ì	Pure Cider Vinegar
1	Sweet Florida Oranges \$2 50@3 (
1	Lemons 3 7524
	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.



CONSERVATIVE, SAFE. S. F. ASPINWALL, Pres't W. FRED McBain, Sec'y.

### THOS. E. WYKES, WHOLESALE

Lime, Cement, Stucce, Hair, Fire Brick, Fire Clay, Lath, Wood, Hay, Grain, Oil Meal, Clover and Timothy Seed. rner Wealthy Ave. and Ionia St. on M. C. R. R. Office, 45 S. Division.

SCHLOSS, ADLER & CO.,

MANUFACTURERS AND JOBBERS OF

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

Gents' Furnishing Goods. 184, 186 & 188 JEFFERSON AVE.,

DETROIT, MICH.

MONEY AND MATRIMONY.

It was like a clap of thunder from a cloudless sky-the phenomenon isn't hackneyed, if the expression is-the failure of Goshawk & Guldridge.

Goshawk & Guldridge were a firm of bankers in Hobblegate, where their name was a tower of credit. "Governments" might decline and greenbacks fluctuate, but Goshawk & Guldridge were always at par. They might have gone bail for a brace of millions, without ever being asked to "justify." Justification by faith would have held good in their case. There was something in the very curve of Goshawk's nose and in the broad folds of Guldridge's buff vest that savored of solvency.

- "Have you heard the news?"
- "What news?"
- "Goshawk & Guldridge-"
- "For Heaven's sake, speak!"
- "Totally smashed!-debts a millionassets nothing; partners absconded!"

It was a thunder-clap, and no mistake, and every second or third man was struck by it.

Seth Dodge caught it in two directions. The loss of his own money was bad enough, but it was too provoking to see Kate Orville's, on which he had long cast tender glances, go the same luckless road. He fairly cursed old Orville's stupidity in trusting his niece's entire fortune in the very hands in which he had himself trusted and lost the bulk of

Seth had fallen in love with Kate at first sight-of her grandfather's will, which he had read over for amusement in the probate office one day. From that document he learned that she was heiress to a cool hundred thousand, in her own right, in ready cash, which her uncle, Walter Orville, was appointed trustee to keep till her marriage or majority. The money, Seth knew, was snug in the vault of Goshawk & Guldridge, and the question was how to transfer the amount to the credit side of his own bank-book.

He lost no time in declaring the state of his feelings, which Uncle Walter seemed to reciprocate, if Kate didn't. I won't say positively that Archie Warham had anything to do with the coolness of Seth's reception on her part. Apparently he hadn't; for when Seth began his visits, Archie's suddenly ceased, and Kate tossed her pretty head and didn't seem to care.

What with Uncle Walter's backing, his own perseverance and Archie Warham's demoralized retreat, Seth felt that his chances were by no means desperate. He could afford to wait. His own finances were easy, and as long as Kate's money was secure there was no need of haste. But a terrible awakening came that day when men rushed to and fro, startling each other with the announce-

"Goshawk & Guldridge have failed!" As I have intimated, the blow fell on Seth with double force. With the depletion of his own pocket departed all hope of its repletion from Kate's. To withdraw, before acceptance, a matrimonial with those scamps, Goshawk & Guld-

offer, the "consideration" of which, in legal parlance, had failed, struck him as the first thing to be done under the circumstances; and for that purpose Seth presented himself without delay before Uncle Walter, whom he found at his office looking as serene as if nothing had happened, the imperturbable old stoic!

"I suppose you've heard the news," he began.

Uncle Walter had heard it.

Seth felt a hesitancy in proceeding. It was rather awkward confessing that money had anything to do with a proposal in which he had always professed his heart alone to be concerned. He had no objection to the truth's being "elegantly understood," but blurting it right out was a little embarrassing.

But Seth never shirked a duty-to himself. With much circumlocution, and by ways that were indirect, he managed, at last, to make himself understood by Uncle Walter.

The old gentlemen didn't seem much taken aback. There was a touch of contempt in his tone as he thanked his visitor for the very unnecessary pains he had taken, and when he bowed Seth out the latter felt considerably "cheaper" than before he entered.

Uncle Walter got home early that evening. If he was angry at finding Archie Warham there, he didn't show it. Kate looked as happy as though she hadn't lost a penny, but found instead, a treasure worth all the world.

"Don't mind it, Uncle," she cried. "You see I don't, and I've heard all about it."

"And I suppose you've heard it, too," said Uncle Walter, turning sharply on Archie, as if suspecting that he, too, had come to recant.

"Now, don't be angry, Uncle, dear," coaxed Kate. "I'd have been glad to marry Seth Dodge to please you, but"

"Confound Seth Dodge!" growled Uncle Walter.

"But, you see, I couldn't love him," Kate continued; "and I-I did love Archie, and-and-

Uncle Walter didn't break out in a passion, and that encouraged Kate to go

"And Archie has asked me to be his, without any money, and-and-I've promised; and he says you'll live with us, and he'll work for us both."

"He's a genuine good fellow!" broke in Uncle Walter, shaking Archie's hands. It was a quiet little wedding, that of Archie and Kate. It came off one bright morning, while all Hobblegate was too much agog with the recent financial shock to think of anything else.

When Kate kissed Uncle Walter goodbye, before starting on her unpretending wedding tour, the old gentleman slipped a folded paper into her hand. She opened it with an exclamation of surprise. It was a check on one of the first city banks for a hundred thousand dollars!

"You see," said Uncle Walter, "I'd a lurking suspicion that all wasn't right three days before they failed.'

About the same time another wedding Fengoose. She accepted both at sight. autumns, and not to be called handsome except on the principle that handsome be the possessor of a goodly batch of bonds, from which she derived a handsome income by cutting off the coupons.

The morning after the wedding, Seth hinted-delicately, of course-that circumstances over which he had no control had left him a little short of cash at present; in fact, and not to put too fine a point upon it, deucedly hard up.

Elvira stopped his mouth with kisses, edging in between them:

"Never mind, hubby dear. Why, that rascally Goshawk & Guldridge ran off with all of my bonds; but it doesn't worry me a bit, now that I've got you, you know."

I am afraid the Messrs. Bonner wouldn't like to print what Seth said next.

J. D. E. LAKE.

Chas. F. McLain---Obituary.

"Charlie" F. McLain was born near Springfield, Ohio, Dec. 25, 1857. A few months later his parents moved to Tiffin. where his boyhood was spent until he was twenty years of age, when he went to Wooster, Ohio, to attend the University at that place. He entered the classical course, but was unable to continue his studies to graduation on account of ill health. He therefore went to Teledo and took a clerkship for a year with the former house of Taylor, Rogers & Co., wholesale shoe dealers, but subsequently entered the employ of the Empire Freight Line, resigning in 1879 to take the position of shipping clerk for Emerson & Co., wholesale grocers. A year later he went on the road for the house, traveling in Ohio for seven or eight years, when he seyered his connection with the house to take a similar position with Liggitt & Myers, of St. Louis, covering the same territory as before. Jan. 1, 1889, he came to Grand Rapids and entered the employ of the Ball-Barnhart-Putman Co., with whom he was connected in the capacities of traveling representative and stockholder at the time of his death. He was assigned a territory by no means easy to work, but succeeded in building up a trade which was both creditable to himself and profitable to the house he rep-

The deceased was an only son, four sisters constituting the remainder of the family, as follows: Mrs. H. Lucas, Shreve, Ohio; Mrs. S. J. Sauerber, Em poria, Kansas; Mrs. B. P. Olmsted, Cleveland; Miss Fannie McLain, Toledo. The latter is a teacher in the public schools of Toledo.

### Struck the Wrong Man.

Young Lady Visitor—(at the jail)— Poor, poor man! May I offer you this bunch of flowers?

Man behind the Bars-You've made a mistake, miss. The feller that killed his wife and children is in the next cell. I'm here for stealin' a cow.

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.

country, following the autumn movement took place. Seth Dodge kept his losses of the crops, always results at this seato himself, and without loss of time of- son in accumulation of lawful money in fered his heart and hand to Miss Elvira New York banks, but this year the accumulation has been extraordinary. The Miss Flyira was a maiden of forty-odd banks reported last Saturday averages of \$113,192,600 in specie and \$50,206,800 in legal tenders, making a total of \$163,399,is that handsome has. Seth knew her to 400, against a similar total of \$126,704,-300 a year ago, and of \$121,565,600 the first Saturday of February, 1890. This amount largely exceeds that of any reserve heretofore held by the banks of New York, during the whole course of

their history, and it is to me a most strik-

ing and interesting fact.

Of course, it must be taken into consideration that the general stock of currency in the country is greater than it ever has been at any previous period. Since 1878 we have coined and practically put into circulation about \$400,000,-000 in standard silver, and, under the act of July 14, 1890, we have issued, since that date, \$80,000,000 in silver bullion notes. Against this increase, it is true, must be offset a diminution of \$170,000,-000 in the national bank circulation, but it still leaves a net currency gain of \$310,-000,000, without counting our regular annual gold coinage. As the Secretary of the Treasury showed in his last report, so far from there being any reduction in volume and consequent comparative scarcity of our circulating medium, as the stringency of last autumn seemed to indicate, the amount of it on July 1, 1891, was \$1,497,440,707, or \$23.41 per capita of population, and at the date of the report, Dec. 1, it had increased to \$1,577,262,070, or to \$24.38 per capita.

The unusual severity of the winter at the West and South has probably something to do with lessening the demand for currency in these sections and thus allowing more of it to come to us. Snow storms, blizzards, and continued frosts have stopped a great deal of out-door work, which could have been carried on in milder weather, and to that extent have made currency superfluous. Then, again, the preponderating disposition of the farmers and planters to use the proceeds of their crops in paying off their debts instead of spending it in purchases of goods or in farm implements, which, our merchants complain, makes trade dull, releases a good deal of money which would otherwise be kept in circulation. A similar cause is, to a certain extent, also in operation here at the East. I think I can see all around me a general prevalence of cautious conservatism on the part of moneyed men, which indisposes them from embarking in new enterprises and thus giving circulation to the money now piling up in the banks. Three years ago, under the pressure of the enormous Government bond redemptions, the prices of good securities went up so that the rate of interest on permanent investments went down below 3 per cent. This made capitalists willing to take large risks in order to secure a large, income, and resulted in an era of speculation which came to end early with the Baring collapse of November, 1890. That catastrophe produced a revul4ion of feeling, and since its occurrence timidity has supplanted confidence in the minds of investors, and has made them as over care ful as they previously were over bold.

Still the fact is undeniable that the national supply of currency is greater

ridge, and so checked out your money three days before they failed."

THE PILING UP OF IDLE CURRENCY. The New York Commercial News, speaking of News, speaki

### CLOTHING MANUFACTURERS,

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

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 com-pensation 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 mem-ber 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

"The clothing industry has been one books show a decided increase over the of the leading features of the city of year preceding. The outlook for the year preceding. The outlook for the present is even more flattering than it has been for many years past. Although 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 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. Lacob M. Kolb, attends to the husiness 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 when fidence and esteem of all with whom they have dealings."

Mr. Tripp, a clothing traveler says

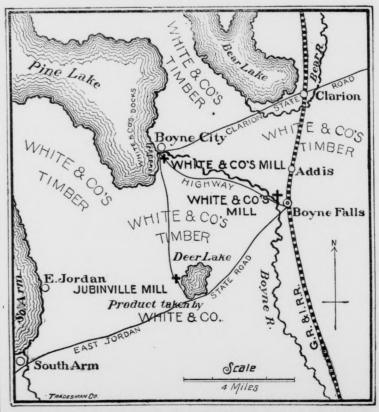
"Wm. Connor—There can be no diffi-culty selling Kolb's goods, for they are as staple as flour, and that is why you sell so many."

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

William Connor will be at Sweet's Hotel, Grand Rapids, on Thursday, Friday and Saturday, February 11, 12, 13, with his full line of samples.

# 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, 7,000,500; Boyne Falls mill, 3,000,000; Deer Lake mill, 2,000,000. Our facilities for shipment are unsurpassed, either by rail or water.

future is vastly in favor of its further the inflation. increase. The act of July, 1890, alone is new coinage of gold amounts to not less than \$20,000,000 a year, and if the threatened disbursement of the \$100,000,penditnres of the Government should the mass. By the way, I observe that act of Congress creating this \$100,000,000 gold fund and making it unlawful to impair it, has recently been revived by writers who have not taken the pains to inform themselves of the truth, and who have accepted Secretary Manning's arbitrary dictum on the point as law. I think it would be bad policy for the Government to use the fund in the manner suggested, but that they have the legal right to do it is beyond question. Nobody, to be sure, is likely to present the legal tenders for redemption, and if he should, he would not be entitled to demand gold for them. They are in express terms, payable "in coin," as any one may see if he will read what is printed on their face. and this gives the Treasury the right to pay them in silver if its gold should be exhausted. But a run on the Treasury is possible, and if one should be precipitated by the disappearance of the existing \$100,000,000 gold fund, a stoppage of it by paying out silver would be almost as bad as a suspension of specie payments altogether. It would at once make the bullion value of the silver dollar the unit of our monetary system, and although I recognize that this is a result to which we are slowly drifting, I should hate to see the process accelerated by official action. At the same time, I repeat, what I have so often before asserted, that the mere transition to a silver standard would not create a stringency and a panic. Gold would, indeed, cease to circulate from hand to hand, but that is of no importance. The bulk of it would be retained by the banks who happened to hold it, and would be counted as part of their reserve, just as it was during the war. The prices of commodities, on the other hand, would rise to meet the diminution of the value of the dollar and thus an opportunity would be afforded for speculation such as resulted from the depreciation of the legal tenders soon after their first issue, and a like temporary era of seeming prosperity would follow. But this is a digression. I do not be-

lieve that that the Government will risk the consequences of disbursing the \$100.-000,000 fund it has so long held in gold. even though it has held it for a purpose not required by law. Public sentiment and public opinion are quite as much feared by politicians and respected by statesmen as legislative acts are, and at present they both demand that the legal tender shall be kept at a par with gold as long as possible. Nor has the amount of silver bullion notes under the act of July, 1890, vet become sufficient to threaten a speedy swamping of gold by silver. The immediate danger from a piling up of unused currency such as we are now witnessing lies in another direction. It consists in the facility it offers for a renewal of the era of speculation which preceded 1890, with the result of a collapse, not merely like that of 1890, but also aggravated by a sudden depletion of the

Abundant currency leads to high prices, adding \$4,500,000 to it every month, the and high prices attract sellers. If we keep on in the way we are going this country will soon be, if it is not so already, the best market in the world to 000 so-called legal tender reserve gold sell goods in, in spite of the McKinley fund in the Treasury for the current ex- Tariff Act. Already the friends of that measure are exulting over the fact that take place, that also would go to swell since it went into operation our imports have increased, not perceiving that the the old and often exposed fiction of an increase tells neither for nor against the tariff, but indicates only our ability to buy. At present we are paying for our imports by exports of breadstuffs and provisions, but the stoppage of gold imports shows that we do nothing more. What will happen another year, unless this year's extraordinary conjunction of good harvests here and bad harvests abroad should again recur, it is easy to predict. The disappearance of gold, which is wrongly feared as the consequence of a simple transition to the silver standard, will then work actual mischief. Europe will continue to send us goods, and not needing so much food as she does this year, she will take gold even if she has to pay a premium for it. In this way our currency will be reduced by the amount of the gold abstracted, prices will fall, and speculators who have bought goods with borrowed money and have kept them for a rise, will be ruined. Those only who have sold in season will come out with a profit, but these are usually the exceptions. Success in one venture leads to a renewal of the experiment, and thus men go on and on until they come out no richer than they went in, if, indeed, they are not poorer.

I write all this with no expectation that it will have any effect in influencing the action of my readers, and I should be sorry if it did. Results in finance, as in politics, are the outcome of numerous causes, not all of which can easily be discovered at once. Often, what seems to be certain, fails to occur, and what seemed very unlikely comes in its place. But with over \$160,000,000 of currency piled up in our banks, and money going a begging at less than 2 per cent. per annum on call, and 4 per cent. and less on time, it will be a miracle if prices of things that money can buy do not rise all around. Good-interest bearing securities are already exhibiting an upward tendency, though, as I said, the market for new ones is limited by the cautiousness of investors. Their caution must, however, ultimately give way to confidence, as it has so often done before under like influences, and then they will not be able to buy fast enough.

MATTHEW MARSHALL.

Rapid Decrease in Membership.

The annual meeting of the Saginaw county Patrons of Industry was held at Arbeiter Hall Jan. 29, some thirty-nine delegates being in attendance representing the different associations. There are now said to be less than 1,000 members in this county, as against 2,300 a year ago. Efforts to establish a commercial union during the year had failed, but there are still hopes the object will be

### Notice to Stockholders.

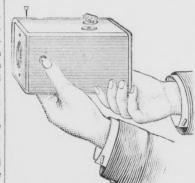
The annual meeting of the stockholders of the Grand Rapids & Indiana Railroad Company will be held at the General Office, in the City of Grand Rapids, Michigan, on Wednesday, March 2d, 1892, at 1 o'clock p. m., for the election of, thirteen directors to serve for the ensuing year and for the transaction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

J. H. P. HUGHART, Sec'y.

than it has been, and the prospect for the swollen volume of currency which caused The Finest Quality and Best Article for Ceneral Cleaning known in the World.



Sold by all wholesale grocers, or orders may be sent direct to the factory.



# Kodak Cameras.

\$10. \$15.

Picture Frames, Mouldings. **Typewriters** 

## PERKINS & RICHMOND.

13 Fountain St., Grand Rapids, Mich.

G. S. BROWN & CO...

Foreign and Domestic Fruits. Jobbers of

Oranges and Bananas a Specialty.

Send for quotations.

24-26 No. Division St.

## Oranges & Bananas!

WE ARE HEADQUARTERS. Mail Orders Receive Prompt Attention.

RAPP X

9 North Ionia St., Grand Rapids.

Florida Oranges a Specialty.

## Agents Wanted!

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

COLUMBIA VICTOR RUDGE KITE

TELEPHONE OVERLAND

LOVELL DIA-

MOND



CLIPPER PARAGON IROQUOIS PHŒNIX GENDRONS and all the

Western Wheel Works

# STUDLEY & BARCLAY,

4 Monroe St.

Grand Rapids, Mich.

### AMONG THE TRADE.

AROUND THE STATE.

Bismarck-Daniel Hulett succeeds Milo Duel in general trade.

- Thos. Caswell succeeds Jos. Cone in general trade.

Midland-Wm. O'Brien succeeds E. O. Shaw in the bazaar business.

Alma-W. M. Houser succeeds Houser & Gregg in the grocery business.

Bay City-H. L. Wirth & Bro. succeed P. L. Wirth in the meat business.

Shepherd-N. K. Wright succeeds C. N. Gleason in the meat business.

Hillsdale-John L. Bates succeeds W. M. Dyke in the grocery business.

Ispheming-Oliver Beaudin succeeds Theo Menard in the meat business.

Jackson-J. F. Boucher succeeds C. W. Reed in the boot and shoe business.

Beaver Lake-John H. Humphrey succeeds Davison Bros. in general trade. Ithaca-Marshall & Clark succeed Web-

ster & Marshall in the meat business.

Port Huron-J. E. Haywood succeeds E. Thompson in the grocery business.

Negaunee - Samuel Collins succeeds Wm. Henrickson in the meat business. Saginaw-John Doyle succeeds Talmage & Doyle in the harness business.

Flat Rock-S. F. Smith & Sons succeed Chamberlain & Smith in general trade. Brown City-J. H. Knickerbocker, gen-

eral dealer, has been closed by creditors. East Tawas-Jas. E. Dillon succeeds

J. E. Dillon & Co. in the drug business. Lapeer - Samuel D. Brown succeeds

John O. Smith in the furniture business. Ypsilanti-Lewis & Horner succeed Stowell & Palmer in the grocery business. Battle Creek - Henry S. Childs suc-

ceeds Childs & Cole in the grocery business. Benton Harbor-Robert Wheeler suc-

ceeds W. H. Dunbar in the meat busi-

Coldwater-Watson & Holdridge succeed Robert Watson in the meat busi-

Marquette-J. H. Lewis succeeds G. C. Preston in the cigar and restaurant busi-

Grass Lake-W. H. Walker, of the grocery and drug firm of Walker & Son, is

Shelby-C. H. Rose, confections and eigars, has given a bill of sale of his stock

Muskegon-A. P. Kivits succeeds A. P. Kivits & Co. in the boot and shoe business.

Leslie-L. C. Reynolds & Co. succeed M. L. Campbell in the drug and stationery business.

Foster's-D. C. Ashmun has opened a store here, handling lines of drugs, groceries and notions.

Jackson-J. B. Havens & Co. succeed Nellie (Mrs. H. B.) Carr in the grocery and meat business.

Petoskey-J. R. Davis has sold his market and is now wholesale agent for a in a verdict for the latter firm. The suit Chicago meat house.

Battle Creek-Cassius Stuart succeeds Wm. W. Clark in the cigar, tobacco and confectionery business.

Cedar Springs-W. S. Field, formerly at Manistee, has bought the grocery stock of Mary T. Fish.

Standish-J. B. Sperry succeeds J. B. Sperry &. Co. in the hardware and agricultural implement business.

P. H. Doty & Co. in the clothing, boot and shoe and grocery business.

dealers of this place, have dissolved, B. tate of the late B. A. Olney, of Hartford. A. Cook continuing the business.

Struble and will shortly open a bakery.

Bank

been a shoemaker here for many years, recently added a stock of boots and shees to his business.

his grocery business to B. E. Cole & Co., replied to the allegations and, until he and bought Preston S. Kellogg's boot does so, people should withhold forming and shoe business.

West Bay City-W. F. Benson & Son have merged their fish business into a stock company, to be known as the Saginaw Bay Fish Co.

Shepherd-John F. Ryan, Cashier of the People's Savings Bank at Mt. Pleasant, and other Isabella capitalists will start a bank at this place.

Adrian-B. S. Barnes has sold his stock in the Adrian Furniture Co. to Barker Bros., of Detroit, and retired from the management of the business.

Pentwater - Elva F. Plummer and Nicholas Van Allsburg have recently opened a meat market at this place under the style of Plummer & Van Allsburg.

Cadillac - John Kieldsen and Peter Rasmuson have purchased the meat market of Higgins & Messenger and will continue the business at the same location.

Rockford-J. W. Clark has purchased the grocery fixtures owned by Lester & Co. and begun business in one side of the store occupied by Lester & Co. with their dry goods stock.

Morley - Andrew Ahl, formerly of Lakeview, but more recently of the firm Hicks & Ahl, meat dealers at this place. is now running a restaurant, having suc ceeded N. B. Lewis in that business.

Mason-The A. L. Vandercook grocery stock is now owned by Johnson & Wheeler, of Detroit, by virtue of a chattel mortgage sale. Business is being conducted under the management of J. F. Greve

Delton - Jno. R. Edgett, formerly a resident of McBrides, and in the employ of F. D. Hyde & Co., of that place, and Durwood M. Hyde, son of F. D. Hyde, are erecting a store and will engage in the furniture business here in the spring.

Spring Lake-The hardware firm of Pruim & Buckley has dissolved. Enno J. Pruim, the senior partner, will engage in the same line with his son, John, under the style of E. J. Pruim & Son. W. H. Buckley, his former partner, will continue in the hardware, furniture and undertaking business

Montague-The suit against the Herren Grocery & Stock Co., by the I. M. Clark Grocery Co., of Grand Rapids, resulted was for the recovery of a quantity of groceries purchased by the Herren Grocery & Stock Co. from W. A. Austin, which the Grand Rapids firm claimed to own, on the ground that their sale by W. A. Austin was not a bona fide one. The case will be carried to the Circuit Court.

Watervleit-S. D. Walden, who conestate office at Chicago, has been sued for Goodenough, of Ludington. The com- lumbering on his own account.

Petoskey-Daggett & Cook, hardware plainants represent two-thirds of the es-The heirs of this estate, being unacquaint-Elk Rapids-W. H. Mather has rented ed with the values of their late father's the building formerly occupied by Geo. holdings, allege that they placed their Chicago real estate in Walden's hands for Marshall-The boot and shoe store of sale and that, acting under his advice, they E. A. McHugh has been closed on a chat-deeded the same for a sum total of \$53,tel mortgage held by the First National 500 to various purchasers whom they now claim were mere figureheads. The Manistee-Peter Johnson, who has charge is made, together with certified copies of the deeds, that the actual sale price was \$95,100, a difference of \$41,600, and the complainants want their two-Battle Creek-Garrett Gerauld has sold thirds of same. Mr. Walden has not yet an opinion in regard to the matter.

### MANUFACTURING MATTERS.

Clare-J. Sexsmith & Co. succeed Sexsmith & Horning in the manufacture of

Bay City-Meyer & Russell succeed John G. Meyer in the manufacture of

Burnip's Corners-George Liens, from North Muskegon, has opened a blacksmith shop here.

Clare-C. H. O'Donald has purchased J. H. Peters' shingle mill, at Coleman, and will stock it for next season.

Detroit-The N. Wolf Manufacturing Co. (not incorporated) succeeds Nathan Wolf in the tinware and crockery busi-

Ishpeming-The machinery in Wm. Johnston's planing mill is being removed to the new building erected for it at Negaunee.

Dorr-The grist mill at this place is now owned by J. Aldrich Smith, of Grand Rabids, he having purchased it of the Grand Rapids Savings Bank.

Saginaw-The Linton Manufacturing Co. handled 18,000,000 feet of lumber last year in the planing mill, box factory and sash, door and blind factory.

Marquette-The Cleveland Saw Mill Co. has purchased a small lot of logs from Schaeffer & Belknap, at Onota. They will be railed to this city for manufacture.

Allegan-W. R. Church, formerly engaged in manufacturing road carts here. is now a partner in a firm engaged in the same line of manufacture at Grand Rivers, Ky.

Delton-A. A. Aldrich, of Hickory Corners, is erecting a large store building at this place, which will be occupied by T. A. and A. A. Aldrich as a hard-

Hersey-Jno. S. Edwards succeeds Edwards & Pierson in the milling business at this place. It is said that his former partner, E. D. Pierson, will erect a grist mill at Evart.

Marquette-Charles Johnson is stocking his mill at Rock River, and will operate it the coming season. He will put in about 2,000,000 feet of pine, besides considerable hemlock.

St. Clair-C. McElroy, who is interested in Canadian pine lands, is reported to have negotiated deals recently by which Michigan men become the holders of 600,000,000 feet more of pine timber in the dominion.

West Bay City-The West Bay City Manufacturing Co., composed of S. O. ducts a general store here and a real Fisher, F. P. Cole and A. A. Crane, has dissolved, Mr Cole retiring. The busi-Richmond-T. S. Weter & Co. succeed \$27,734 in the Circuit Court of Cook ness will be continued by the other county by Orvis Olney and Lodema members, and Mr. Cole will engage in

### FOR SALE, WANTED, ETC.

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

### BUSINESS CHANCES.

A LIBERAL CASH BONUS TO THE MAN conversant with the manufacture of some line of furniture or refrigerators who will invest ten to fifteen thousand dollars as working capital and take an active part in the business. For particulars, address Lock Box 138, Middlesborough, Bell Co., Ky.

POR SALE — FINE STOCK OF BAZAAR goods, Will inventory about \$2,000. Well established trade. For particulars, address J. F. Anson, admin'r for J. L. Neden Estate, 433 Main street, Menominee, Mich.

282

Anson, admin'r for J. L. Neden Estate, 433 Main street, Menominee, Mich.

A DRUG, BOOK AND WALL-PAPER STOCK With fixtures, \$2,600, in Washtinaw Co., Mich. Business established 30 years; stock clear and free from shopkeepers; prosperous business, good community; will sell with or without building. G. B. Mason, Saline, Mich.

A GROCERY DOING THE NEAREST TO A cash tusiness of anything in the city of Grand Rapids is for sale, as owner must leave city before April 1. Stock and fixtures all new, as store has only been running less than a year. Will bear investigation. "Grocer," care Michigan Tradesman.

BOOK SALE—A CLEAN GROCERY STOCK, doing a good business Reason for selling, poor health. W. L. Mead, ionia Mich. 395

FOR SALE—AN OLD AND WELL ESTAB—Fished bakery; good location, cheap rent, good reason for selling. Excellent chance for the right party. For particulars address 393, care Michigan Tradesman. 393

FOR SALE—GOOD NEW STOCK OF BOOTS

Tors all Tradesman.

Tors and shoes in best town in Michigan. Cause of selling, ill health. Address No. 383, care Michigan Tradesman.

Michigan Tradesman. 383

FOR SALE—GROCERY STOCK IN GROWing 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

POR 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.

FOR SALE CHEAP - WELL SELECTED drug stock - New and clean. Address F. A. Jones. M. D. Muskegon, Mich. 301

### 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.

### MISCELLANEOUS.

DRUGGIST - REGISTERED PHARMACIST wants steady position by March 15, in Grand Rapids or vicinity. Young man, refer ence A No. 1. Address 396, care Michigan

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.

the Tradesman Company, Grand Rapids,

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.

Element of the first county of th

will pay cash. A. Retan, Little Rock, Ark. 341

HOR SALE—CHEAP ENOUGH FOR AN IN
vestment Corner lot and 5-room house on
North Lafayette St., cellar, brick foundation,
soft water in kitchen. 81,200. 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. 334

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

man. 343

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

FOR SALE—ABOUT 100 POUNDS OF NONparell 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 \$\frac{1}{2}\$ per pair for cases. Tradesman
Company, Grand Rapids, Mich. 359

LOR SALE—GOOD DIVIDEND -PAYING

POR SALE — GOOD DIVIDEND - PAYING stocks in banking, manufacturing and mer cantile companies. E. A. Stowe, 100 Louis St., Grand Rapids.

WANTED-GOOD PHYSICIAN TO LOCATE ANTED—GOOD PHYSICIAN TO LOCATE
at North Muskegon, one who is a registered pharmacist preferred. The town has 1,500
population and no doctor. One drug store. Good
opening. Address Chas. H. Loslie, druggist,
North Muskegon. Mich.

WANTED—REGISTERED ASSISTANT
drug clerk. State age, habits, salary
wanted and give reference. Address Salol, care
Michigan Tradesman.

NATIONAL CASH REGISTER AND GROcery store fixtures for sale cheap. Inquire
of Kritzer Milling Co., Newaygo, Mich.

399

Why Wanted.

It's the original of its class. It's the favorite with Druggists, Clothiers, Shoe Stores, Hatters, Groeers, Hardware Dealers, General Merchants, Bakers, Butchers, Millers, Horbites, Marchice, Physical Processing States of the States of the

### GRAND RAPIDS GOSSIP.

J. L. Oliver has sold his grocery stock Reed City, his former home.

The Grand Rapids Plaster Agency is quoting land plaster 50 cents cheaper than a year ago, when the price was \$2.50 per ton in carlots. Stucco is offered about the same as a year ago, \$1 to 1.50 per barrel.

Thos. E. Wykes has given up his office at the Builders and Traders' Exchange and resumed business in his own block at 45 South Division street. He still retains his warehouse at the corner of Wealthy avenue and South Division street

The daily papers recently gave currency to the report that a barber named Isaac Seaman was poisoned by medicine obtained at W. A. Swarts & Son's drug THE store on West Bridge street. TRADESMAN is in receipt of a letter from Dr. Kierstead, who treated the barber, denying the statement in toto.

T. H. Atkins, general dealer at West Carlisle, was arrested Monday at the instance of J. F. Hacker, who conducts a general store at Cornith, on a charge of peddling without a license. Mr. Atkins has been in the habit of calling on his trade once a week, soliciting orders for goods, which were delivered the day following. How any man of sense can call such a method of doing business peddling is more than THE TRADESMAN can imagine, and how the Prosecuting Attorney of this county ever issued a warrant under the circumstances, on the complaint of such a person as Hacker, is susceptible of explanation. The case is set for examination before Justice Westfall on the 17th, Atkins having been released from custody on furnishing a bond in the sum of \$200.

### Purely Personal.

Fred H. Ball is expected home from Bermuda this week.

John M. Wheeler, of Toledo, was in town over Sundry, the guest of his brother, Austin K. Wheeler, Treasurer of the Lemon & Wheeler Company.

Ed. B. Wright has returned from Willow Springs, Mo., whither he went about three weeks ago to inspect the operations of the South Missouri Land Co. and South Missouri Lumber Co., being manager of both corporations. The land company had originally 250,000 acres of Southern pine and still has 209,000 acres. lumber company operates one mill and has six others under contract, conducting general stores at Willow Springs and Bartlett. The latter company cut 26,-000,000 feet of pine during 1891, and has 18,000,000 feet still on hand.

Martin Cuncannan, prescription clerk for W. A. Swarts & Son, druggists on West Bridge street, was arrested one day last week for selling liquor to a minor. Mr. Cuncannen claims to have witnesses to prove that the young man procured the liquor by asserting that he was of age and that it was intended for medicinal use, and a record to that effect was made in his liquor register. The prosecuting officer will probably drop the matter as soon as he learns the facts in the case, but there is no provision of the law by which a person wrongly prosecuted can be recompensed for the time and money spent in defending such action.

The Sale of Cheese By Sample.

Judge Reilly, of the Wayne Circuit Court, recently made an important ruling at the corner of Third and Fremont in a case involving the sale of some streets to H. S. Towner and will return to cheese which was not paid for because the defendant, Gilbert W. Lee, did not consider that it had been suitably described by an agent before he purchased The plaintiff in the case was George N. Potter. The question involved in the case, or one of the most important ones, was whether a seller's honestly expressed, but incorrect opinion as to the amount, quality and value of goods he sells is sufficient upon which to base a defense for fraudulent representations if the buyer sees the property.

John C. Potter, an agent of the plaintiff, told the defendant that he had fifteen cheese at the Brush street depot; that they were July and August cheese and that he wanted to sell them at the best price he could get. The defendant was requested to go to the depot and examine them, but he asked Potter to bring up a sample and the latter did so. He was asked if the fifteen were as good as the sample, and replied that if they were not he did not know it. The cheese were delivered, but the defendant was dissatisfied with them, finding that they crumbled, and twenty-six days afterwards complained of the quality of his purchase. Mr. Potter insisted that the cheese had been fairly sold and sued Lee to recover the value of it. Judge Reilly charged the jury that if it was found that if the defendent remained silent for twenty-six days after the purchase and that cheese is perishable property, then in such a case the defendant could not rescind his contract, citing his interpretation of the law in the following terms:

"Where the purchaser has an opportunity to examine the bulk of the goods sold him, but instead of so doing neglects to do so and elects to examine only a small sample or portion of the goods which he requests the seller to bring him from the bulk which is near at hand the maxim, 'Let the purchaser beware,' applies. The seller not warranting the bulk of the goods to be like the sample, that is to say, the purchaser must beware, and in such a case he cannot interpose a de-fense that the goods were sold by sample and are not like the sample exhibited. The purchaser cannot release himself and charge the seller on the ground that the examination will occupy time and is attached with labor and inconvenience, if it is practicable, no matter how inconven-, ient the rule applies."

Acting under the above charge, the jury promptly brought in a verdict for the full amount claimed, with costs of

Abandoned the Agency System.

The Liggett & Myers Tobacco Co. is out with a circular to the trade, announcing their abandonment of the agency sysn as follows: With a view of getting at the facts we

some months since determined, as near as possible, to ascertain what proportion of our goods was sold by our agents at less of our goods was sold by our agents at less than card prices. Our investigations have been careful, searching and persistent, and, we regret to say, show beyond ques-tion that the greater part of our tobacco is sold by our agents at less than card prices, demonstrating conclusively that the agency system is no longer a source of protection, but a positive injury to all who have, without deviation, fulfilled their undertakings with us as to our sell-

ing prices.

Therefore to the end that all may be absolutely on the same basis, we hereby revoke all agency appointments concerning selling prices of our goods, and we shall hereafter until further notice dispose of our product by outright sale at the prices named on the price-lists we will issue from time to time.

Patented 1887.



### STOP

and investigate the American Cash Register before purchasing. YOU will probably say as this party does:

probably say as this party does:

DEAR SIRS: We will say that for our business we greatly prefer your "Desk Cashier" to the National, even at the same price, for every business selling bills of goods, or odd number sales your Desk Cashier is preferable to the National, not considering price. We are so well pleased with it that with our three Desks we consider our cash system almost complete.

Yours truly,
CHAS. RUEDEBUSCH CO., General Merchants.

Mayville, Wis.



# AMERICAN CASH REGISTER CO., 169 Jackson St. Chicago.

Sole Manufacturers in Michigan of the

MULLINS PATENT FLAT OPENING BLANK BOOK.

Flat Opening Ledgers and Journals always on Hand.

29-31 Canal St.,

Grand Rapids, Mich

A. SCHENCK & SON, Elsie, Mich.

. OUR BRANDS:

Our Best Patent Straight.

Granulated Meal. Old-fashioned Graham, Buckwheat Flour, Feed.

SPECIALTIES-ALL THE ABOVE.

Prompt attention to Mail orders.

## Buy of the Largest Manufacturers in the GOUDDON BOOKS The Tradesman Company, Grand Rapids

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

### MILLS. STAR ROLLER



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 Traveling Men of Flint.

Through the courtesy of D. C. Slaght, THE TRADESMAN is able to present the following complete list of the commercial travelers of Flint:

Fred Anderson, Flint Cigar Co., Flint. D. S. Archer, Singer Manufacturing

Co., Chicago.
C. C. Ballard, Stone, Atwood & Co.,

Flint. H. A. Bartlett, S. A. James & Co., De

troit.

Gus Bassett, Bassett Leather Co., Flint. R. E. Beggs, Foote, Reed & Co., Cleve-N. Blake, Stone, Atwood & Co., Flint.

Wm. E. Braman, Flint Cigar Co., Flint. H. A. Brownell, Vulcan Road Machine Co., Charleston, West Va.

J. H. Buell, H. W. Watson & Co., Flint. E. F. Bush, American Eagle Tobacco Co., Detroit.

L. Church, Flint Wagon Works, Flint. M. P. Cook, Mobile & Ohio R. R., Flint. C. G. Cornwell, Wm. Taylor, Sons & Co., Cleveland.

Geo. L. Crawford, Geo. T. Warren & Co., Saginaw.

Dallas Dort, Flint Road Cart Co., Flint. E. R. Day, Day Bath Tub Co., Detroit. J. W. Doane, F. A. Perrin, Cohoes, N.

A. E. Dube, J. A. Frise, Flint. J. C. Dullam, Dullam Bros., Flint. W. C. Durant, Flint Road Cart Co.,

T. S. Edington, W. S. Melcher, Toledo. E. M. Eldridge, W. H. Whitridge, Lynn. Fred. A. Eldridge, A. J. Johnson &

Co., Rochester.
I. Monty Eldridge, A. J. Johnson &

John H. Eldridge, Curtis & Wheeler,

Tracy Foote, Western Publishing Co., Chicago.

M. F. Ganey, Flint Pants Co., Flint.
M. F. Ganey, Flint Pants Co., Flint.
Jacob Gorton, Strong, Woodbury &

Co., Rochester. E. H. Hall, B. G. Morris & Co., Detroit. S. L. Harrington, H. D. Edwards & Co. Detroit.

Geo. Haskins, S. E. Barrett Manufact-uring Co., Chicago. S. B. Hayward, Sweetser, Pembrook &

Chas. Hewes, H. W. Watson & Co.,

Chas. Hinkle, Flint Mattress Co., Flint. A. R. Horton, Travelers' Accident Insurance Co., Hartford.

M. W. Horton, Chase Bros., Grand

Edwin Hudson, Daniel Scotten & Co., Detroit. C. W. Hurd, Lambert & Lowman, De-

E. S. Johnson, Singer Manufacturing Co., Chicago,

Ed. H. Lee, Home Cigar Co., Flint. C. G. Lewis, Childs, Groff & Co., Cleve-

G. Mallory, Star Implement Co.,

Geo. McConnely, Marder, Luse & Co.,

L. McGlinchey, Samuel Moffett, Flint. D. E. Meade, G. W. Cady & Co., Cleveland. W. C. Monroe, Wm. H. Edgar & Son,

S. B. Montague, S. A. Munger & Co.,

Detroit. W. R. Morse, Wm. Resor & Co., Cin-

cinnati. Albert Myers, A. G. Monnich & Co.,

Flint. J. Nichols, Day Bath Tub Co., De-

Geo. A. Nichol, Davis, Brooks & Co.,

C. W. Partridge, Partridge Bros., Flint. H. E. Partridge, Partridge Bros., Flint. J. F. Partridge, Partridge Bros., Flint.

W. J. Pegg, Flint Table Co., Flint. C. T. Perry, Bassett Leather Co., Flint H. Phillips, Tuckman & Colton,

Henry Pier, Favorite Stove Co., Piqua, . Y. S. G. Pierce, Gray, Toynton & Fox,

M. H. Putnam, Romain, Putnam & Co.,

E. S. Randolph, Dyer, Rice & Co., Boston.

# Voigt, Herpolsheimer & Co.,

## Dry Goods. Carpets & Gloaks.

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

Overalls of our own Manufacture.

Mackinaw Shirts and Lumbermen's

# Herpolsheimer & 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.

## Do You Desire to Sell

# Carpets and

By Sample? Send for our Spring catalogue

> SMITH & SANFORD, Grand Rapids, Mich.

TRADE	ESMAN.
	rice Current.
Adriatic TNBLEACHE	## Arrow Brand 5½  ## Arrow Brand 5½  ## World Wide. 7  ## LL 5  Full Yard Wide 6½  ## Georgia A 6½  ## Hartford A 5  Indian Head 7½  ## King A A 6½  ## King A A 6½  ## King A A 6½  ## B 5½  ## B 5½  ## DD 5½  ## DO 5½  ## Arrow B 6½  #
Argyle 61/2	" World Wide 7
Atlanta AA 6½	Full Yard Wide 64
" H 6%	Georgia A 61/4
" P 6	Honest Width 6%
" LL 5½	Indian Head 714
Amory 7	King A A 6½
Resper Dem A A 514	Lawrence L. L. 54
Blackstone O, 32 5	Madras cheese cloth 6%
Black Crow 63/3	Newmarket G 6
Black Rock 7	" N 61/6
Capital A 51/4	" DD 5½
Cavanat V 5½	Walha P
Clifton C R 51/2	Our Level Best 61/2
Comet 7	Oxford R 614
Clifton CCC 64	Solar 646
0111011 0 0 0 0 1 1 1 1 1 1 1 1 1 1 1 1	Top of the Heap 71/2
BLEACHED	COTTONS.
Amazon 8	Glen Mills 7
Amsburg 7	Gold Medal 71/2
Art Cambric10	Greet Walls
Beats All 41/6	Hope
Boston12	Just Out 4%@ 5
Cabot % 63	King Philip 7%
Charter Oak 51/4	Lonsdale Cambric 10%
Conway W 714	Lonsdale @ 8½
Dwight Anchor 834	No Name 71/4
" " shorts. 8%	Oak View 6
Empire 7	Pride of the West 19
Farwell 7%	Rosalind714
Fruit of the Loom. 814	Sunlight 4½
First Prize 61/6	" Nonpareil11
Fruit of the Loom %.	Vinyard 81/2
Fairmount 4%	White Horse 6
HALF BLEACE	ED COTTONS.
Cabot 7%	Dwight Anchor 9
UNBLEACHED CA	Solar
Tremont N 51/2	Middlesex No. 110
Hamilton N 6½	" 211
Middlesex AT 8	" " 718
Tremont N	" " 819
BLEACHED CAN	Store   Store   Store
Hamilton N 71/2	Middlesex A A11
Middlesex PT 8	" 212
" X A 9	" 417½
" X F 10½	516
Peerless, white18	Integrity, colored, 21
colored 201/2	White Star 181/2
DRESS	GOODS.
Hamilton 8	Nameless20
	11
G G Cashmere21	30
Nameless16	
18	ETS.
Coraline	Wonderful 84 50
Schilling's 9 00	Wonderful
Grand Rapids 4 50	Abdominal 15 00
CORSET	JEANS.
Androscoggin 71/	Rockport 64
Biddeford 6	Conestoga 6%
Brunswick 61/2	walworth 6%
Allen turkey reds. 5%	Berwick fancies ½
" robes 5½	Berwick fancies
" pink & purple 61/2	DelMarine cashm's, 6
" pink checks. 51/2	" mourn'g 6
" staples 5½	Eddystone fancy 6 " chocolat 6 " rober 6 " sateens 6 Hamilton fancy 6 " staple 5½ Wanchester fancy 6
American fancy 514	" rober 6
American indigo 51/4	sateens 6
American shirtings. 3%	namilton fancy 6
Anchor Shirtings 41/4	Manchester fancy. 6
Arnold " 61/2	Morrimach Decrea 6
Arnold Merino 6	" new era. 6 Merrimack D fancy. 6 Merrim'ck shirtings. 4 " Repp furn. 8½
" C. 81/2	" Reppfuru. 81/4
" century cloth 7	Pacific fancy 6
" gold seal101/2 " green seal TR 101/6	Pacific fancy 6 robes 6% Portsmouth robes 6
serge11½	" greys 6 " solid black. 6 Washington indigo. 6 " Turkey robes 7½ " India robes 7½ " plain Tky X % 8½ " " " X 10
Ballon solid black 5	Washington indigo. 6
" " colors. 51/2	" Turkey robes 7%
Bengal blue, green,	"India robes 7% "plain T'ky X % 8% "X10
Berlin solids 51/2	" Platti 1 Ky A 2 8%
" oil blue 61/2	" Ottoman Tur-
" green 61/4 " Foulards 51/4	Martha Washington
" red % 7	"Ottoman Turkey red
" 4410	Turkey red 91/4

Cocheco fancy.....

" madders...

" XX twills...

" solids.....

Farmer.... First Prize. Lenox Mills

Coechco

DEMINS.	umbian brown 19
" 9 oz 13½ Ev	erett, blue12 "brown12
Andover	ymaker blue 7% brown 7%
DEMINS   Amoskeag	neaster 12½ wrence, 9 oz 13½
" d & twist 101/4	" No. 22013 " No. 25011½
"XXX bl.19	NO. 2501072
" XXX bl.19  " GINGHAM  Amoskeag	neaster, staple 6%
" Canton 8½ " AFC 12½ Lai	" Normandie 8
" Teazle10½ Ma " Angola10½ Mo	nchester 5¾ nogram 6½
Arlington staple 6½ Per Arasapha fancy 4% Rei	sian
Bates Warwick dres 8½ Ros staples. 6½ Sla	semont 6½ tersville 6
Criterion 10½ Son Criterion 10½ Tao	nerset
Cumberland 5 Wa Essex 4½	bash
Elfin	rwick
Glenarie 6½ Glenarven 6¾ Wa	" indigo blue 9 msutta staples 6%
Glenwood 7½ We Hampton 6½	stbrook
" indigo blue 9½ You " zephyrs16	k 6%
Amoskeag16½ Val	gs. lley City15%
Stark 19½ Geo American 16½ Pac THREADS	orgia
Clark's Mile End 45 Coats', J. & P 45 Holyoke 221/2	bour's88
Holyoke	TTON.
White Colored No. 6 33 38 No 18 34 39 10 35 40 12 36 41	White, Colored, 14,37 42 16 38 43
" 1035 40 ". " 1236 41 "	1839 44 2040 45
Slater	ckwood 4 od's 4
Newmarket 4  BFC   BED FLAN	NEL.
RED FLAN:   Fireman   32½   T V	7
Red & Blue, plaid. 40   Gre	ey S R W 171/4 stern W 181/6
CHIOM ACTION TO Y	
Windsor	R P
Red & Blue, plaid. 40   Gre Union R	R P
Windsor 18½ D f 6 oz Western 20 Flu Union B 22½ Ma DOMET FLAN Nameless 8 Ø 9½ " 8½@10  CANVASS AND F	R P 18½ shing XXX 23½ slitoba 23½ intel. 9 @10½ ii 12½ Adding.
Windsor	R P
Windsor	R P
Windsor	P
Nameless 8 @ 9½ " 8½@10  CANVASS AND F 9½ 9½ 9½ 13 10½ 10½ 10½ 15 11½ 11½ 11½ 17 12½ 12½ 12½ 12½ 12½ 12½ Severen, 8 oz. 9½ We Mayland, 8 oz 10½ Greenwood, 7½ oz. 9½ Ra Greenwood, 8 oz 11½ Sta	9 ©10½ " 12½ ADDING. 12½ te. Brown. Black. 13 13 15 15 17 17 20 20  St Point, 8 oz 10½ " 10 oz 12½ ven, 10oz 13½ rk " 13½
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Nameless	## 9 ©10½ ## 20DING. ## 212½ ## 213
Nameless	## 9 ©10½ ## 20DING. ## 212½ ## 213
Nameless	## 9 ©10½ ## 20DING. ## 212½ ## 213
Nameless	## 9 ©10½ ## 20DING. ## 212½ ## 213
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Maydole & Co.'s Kip's Vortes & Plumb's

J. Randolph, H. W. Watson & Co.

C. H. Rood, Bolton & Bradley, Chicago, Geo. Rowland, Stony Creek Woolen Co., Stony Creek, Mich. C. S. Scofield, Barner, Hengerer & Co.,

Buffalo.
D. C. Slaght, Depew Branch U. S.

Baking Co., Detroit.
C. H. Smith, Standard Oil Co., Cleve-

H. M. Sperry, Flint Cigar Co., Flint. Geo. L. Spillane, Dullam Bros., Flint. W. F. Stewart, Flint Body Works, Flint. D. T. Stone, Stone, Atwood & Co.,

Flint.
J. W. Straughn, Childs, Lee & Dunlap,

F. R. Streat, Clasen & Streat, Flint. Wm. Tracy, Thorp, Hawley & Co., De-

F. C. Twitchell, Fleming Manufacturing Co., Fort Wayne.

Jacob Veit, Bassett Leather Co., Flint.

G. T. Warren, Geo. T. Warren & Co., Saginaw

C. H. Watkins, Brown, Eager & Hull, Toledo. H. W. Watson, H. W. Watson & Co.,

Flint.
T. P. Webster, W. A. Patterson, Flint.
W. C. Wells, W. J. Gould & Co., De-

J. L. Willet, Home Cigar Co., Flint. Ed. O. Wood, Hackett, Carhart & Co.,

### How to Handle Customers.

New York.

The following is from an old and experienced salesman:

First—Be ready to receive customers with a gracious, cordial and friendly address; not too forward, but in a quiet, easy manner cause your customer to feel that he has come to the right place and in the right time. Do not be backward in introducing business, but in careful, delicately chosen words find, as soon as possible, the wants, wishes or require-

ments of your customer.

Second—Never, under any circumstances, assume to know the business of your customers better than they do. Seek in every way to build up pride in your customer as well as maintain a dignified amount of genuine pride yourself as a salesman. It matters not how well you can judge, you will many times be mistaken as to the final result if you place much reliance on the appearance of your

customer.

Third—Treat your customer with respect—in fact, honor him in every way possible, since he has honored you by

calling.

Fourth—Use diligence and perseverance in showing goods and their merits in a scientific manner, at the same time humoring your customer until you have gained so much of his confidence that he

gained so much of his confidence that he will tell you just what he wishes; he may allow, at this juncture, a selection to be made for him as to style, color, etc.

Fifth—The crowning point is to fill the bill with a true artist's eye and sober, candid judgment. Fill the bill to the very letter, or to the very best of your chility, as to enality and price for future ability, as to quality and price, for future sales are at stake. In conclusion—Thus, with frankness,

honesty and uprightness in every particular, with native ready wit to adapt himlar, with native ready wit to adapt inself to the wants of each individual customer, the ambitious salesman will have gained lasting customers, well satisfied, as well as the reward of having sold far more than, at the commencement, he had anticipated.

### A Valuable Clerk.

A man who had tarried long at the shrine of John Barleycorn dropped into a West Side drug store the other day, when the apprentice happened to be alone, and asked for a "bracer." The apprentice sold him a three-dollar shoulder brace, an eight-dollar abdominal supporter, and a dollar-and-a half suspensory bandage, and the customer left contented. The proprietor has decided such a boy is too valuable to remain longer an apprentice, and has made him chief

Hardware Price Current. These prices are for cash busiers, who pay promptly and buy in full packages. | AUGURS AND BITS. | dis. | Snell's. | G0 | Cook's | 40 | Jennings', genuine | 25 | Jennings', imitation | 50&10 | First Quality, S. B. Bronze.

" D. B. Bronze.

" S. B. S. Steel.

" D. B. Steel.

BARROWS. BOLTS. dis. Stove. Carriage new list. Plow. Sleigh shoe. 

 Well, plain
 \$ 3 50

 Well, swivel
 4 63

 BUTTS, CAST.
 dis.

 Cast Loose Pin, figured
 70 &

 Cast Loose Pin, figured.
Wrought Narrow, bright 5ast joint.
Wrought Loose Pin.
Wrought Table.
Wrought Inside Blind.
Wrought Brass.
Blind, Clark's.
Blind, Clark's.
Blind, Shepard's. BLOCKS. Ordinary Tackle, list April 17, '85..... 60 CRADLES. Cast Steel per Ib 5

Caps. Ely's 1-10 per Im 6

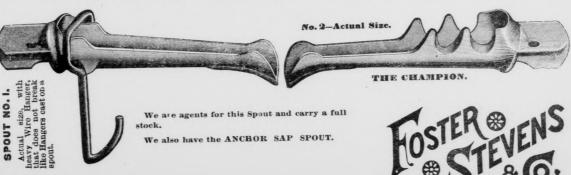
G.D " 6

Musket " 6 CARTRIDGES. Rim Fire......dis.

pay promptly and buy in full packages.	Blacksmith's Solid Cast Steel, Hand30c 40&10
Snell's 60	Gate, Clark's, 1, 2, 3 dis.60&10 State. per doz. net, 2 50 Screw Hook and Strap, to 12 in. 4½ 14 and longer
Cook's	Stateper doz. net, 2 50
Cook's         40           Jennings', genuine         25           Jennings', imitation         50&10	longer
AVPG	Screw Hook and Eye, 10 net 81/2 net 81/2 net
First Quality, S. B. Bronze. \$ 7 50  "D. B. Bronze. 12 00  "S. B. S. Steel. 8 50  "D. B. Steel. 13 50  BARROWS. dis.  Rallroad. \$ 14 00  Garden net 30 00	" " %net 71/2
" S. B. S. Steel 8 50	Strap and T
D. B. Steel	HANGERS. dis.
Railroad \$ 14 00	Champion, anti-friction
Gardennet 30 00	Kidder, wood track
BOLTS. dis. Stove	Pote
Carriage new list	Kettles         60           Spiders         60           Gray enameled         40&10
Plow 40&10 Sleigh shoe 70	Gray enameled
BUCKETS.	Stamped Tin Ware
Well, plain \$ 3 50 Well, swivel 4 00	HOUSE FURNISHING GOODS. Stamped Tin Ware. new list 70 Japanned Tin Ware. 25 Granite Iron Ware. new list 33½ &10
BUTTS, CAST. dis.	WIRE GOODS. dis.
T D. C	Bright
Cast Loose Pin, ingured.         70&           Wrought Narrow, bright 5ast joint.         60&10           Wrought Loose Pin.         60&10           Wrought Table.         60&10           Wrought Inside Blind.         60&10           Wrought Brass.         75           Blind.         Clark's.         70&10           Blind.         Parker's.         70&10           Blind.         Shepard's.         70	Hook's
Wrought Table	Gate Hooks and Eyes
Wrought Inside Blind	Stanley Rule and Level Co.'s
Blind, Clark's	Door, mineral, jap. trimmings 55
Blind, Parker's	Door, porcelain, jap. trimmings 55
BLOCKS.	Door, porcelsin, trimmings
Ordinary Tackle, list April 17, '85 60	Bright
Graindis. 50&02	Russell & Irwin Mfg. Co.'s new list 55 Mallory, Wheeler & Co.'s 55 Branford's 55
CROW BARS.	Branford's
Cast Steelper 15 5	Norwalk's
Elv's 1-10 per m 65	Adze Eye
Hick's C F " 60	Hunt's \$18.50, dis. 20&10.
G. D " 35 Musket " 60	Sperry & Co.'s, Post, handled
CARTRIDGES.	NORWELL'S   STATTOCKS   STATTOCKS   Adze Eye   STATTOCKS   STATT
Rim Fire 56 Central Fire dis 25	" P. S. & W. Mfg. Co.'s Malleables 40
CHISELS. dis.	Coffee, Parkers Co.'s   40   40   40   40   40   40   40   4
Socket Firmer	MOLASSES GATES. dis.
Socket Framing 70&10 Socket Corner 70&10	Stebbin's Genuine
Socket Corner         70&10           Socket Slicks         70&10           Butchers' Tanged Firmer         40	NAILS
COMPS. dis.	NAILS   Steel nails, base   1 80
Curry, Lawrence's 40 Hotchkiss 25	Advance over base: Steel. Wire.
CHALK.	00
White Crayons, per gross12@121/2 dis. 10	40
Planished, 14 oz cut to slze per pound 25	20 15 30
" 14x52, 14x56, 14x60 26	12
Cold Rolled, 14x56 and 14x60	25 50
14x52, 14x56, 14x60     30       Cold Rolled, 14x56 and 14x60     22       Cold Rolled, 14x48     22       Bottoms     28       DRILLS     dis.	
Morse's Bit Stocks	3
Morse's Bit Stocks	Fine 3 1 50 2 00
DRIPPING PANS.	
Small sizes, ser pound 0	7 " 6
Large sizes, per pound 69	1 8 1 00 1 25
Com. 4 piece, 6 in	Clinch 10
Corrugated	8
EXPANSIVE BITS. dis.	Barrell % 1 75 2 50
Clark's, small, \$18; large, \$26	Object Tool Co's fancy
FILES-New List. dis.	Sciota Bench
Disston's60&10	Bench, first quality
New American 60&10 Nicholson's 60&10	PANS.
Heller's	Fry, Acme
GALVANIZED IRON.	RIVETS. dis.
Nos. 16 to 20: 22 and 24: 25 and 26: 27 2	Copper Rivets and Burs 50—10
Discount, 60	
GAUGES. dis.	"A" Wood's patent planished, Nos. 24 to 27 10 20 "B" Wood's pat. planished, Nos. 25 to 27 9 20 Broken packs 1/4c per pound extra.
Stanley Rule and Level Co.'s 56	Dioxen packs 750 per pound extra.

	ROPES. Sisal, ½ inch and larger
]	Manilla 13 squares. dis.
	Steel and Iron
1	SHEET IRON.
1	Nos. 10 to 14
1	Nos. 18 to 21
1	Nos. 25 to 26
-	BOPES   Sisal, ½ Inch and larger   Sisal, ½ Inch and larger   Sisal, ½ Inch and larger   Sisal   Sis
	SAND PAPER.   dis. 50
-	Silver Lake, White A
1	" White B " 50 " Drab B " 55
1	" White C " 35
	" White C
-	Solld Eyes.       per ton \$25         " Hand.       20
1	Silver Steel Dia, X Cuts, per foot, 70 "Special Steel Dex X Cuts, per foot 50
1	" Special Steel Dia, X Cuts, per foot 30 " Champion and Electric Tooth X
1	Cuts, per foot
1	Steel, Game. 60&10 Oneida Community Newhouse's 35
	Oneida Community, Hawley & Norton's 70  Mouse choker 18c per doz
	Mouse, delusion
	Bright Market 65 Annealed Market 70—10
	Coppered Market 60
	Coppered Spring Steel 50 Barbed Fence, galvanized 3 00
	painted 2 50
	Salit Weights
)	WRENCHES. dls. Baxter's Adjustable, nickeled 30
	Coe's Genuine 50 Coe's Patent Agricultural, wrought, 75
	Coe's Patent, malleable
)	Bird Cages 50 Pumps, Cistern 55
5	Screws, New I ist
3	Dampers, American
)	METALS, PIG TIN.
ŏ	Pig Large       26c         Pig Bars       28c         zinc       28c
0	Buty: Sheet, 21/2 per pound.
0 5	Outy: Sheet, 2½e per pound. 660 pound casks
5	
0	%@% 18 Extra Wiping 15 The prices of the many other qualities of solder in the market indicated by private brands
0	vary according to composition.
0	Vary according to composition:  Cookson
0 0 5	TIN-MELYN GRADE.  10x14 IC, Charcoal
0	14x20 IC, " 7 50
5 0	14x20 IX, "9 25
5 0 0	TIN-ALLAWAY GRADE.
0	10x14 IC, Charcoal   \$6.75
0	14x20 IX, " 9 25
0 0	
0	14x20 IX, " " 8 50
0	20x28 IC,
0	20xx8 IC, "Allaway Grade 6 00 14x20 IC, "Allaway Grade 7 50 20x28 IC, " " 25 50 20x28 IX, " " 12 50 BOILER SIZE TIN PLATE.
0	
00	14x28 IX \$14 00 14x81 IX
	14x60 IX. " 9 " } per pound 10
-	

# T'S SAL



stock.

We also have the ANCHOR SAP SPOUT.

## 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.

Subscription Price, One Dollar per year, payable strictly in advance.
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E. A. STOWE, Editor.

WEDNESDAY, FEBRUARY 10, 1892,

A comparison of some of the leading items in the export trade of New York for two years shows that during the twelve months ending December 31 the exports of wheat amounted to 45,639,000 bushels as compared with 12.857,000 during the previous year, and of cotton there was exported 813,000 bales against 768,000 bales in the previous year. Corn exports amounted to 12,000,000 bushels, which is not equal to one-half the amount exported in 1890. Flour exports were about 500,000 barrels larger, but in petroleum, lard, cut meats, dairy products, and manufactured tobacco there was a heavy decline. The gains in wheat and cotton made good the losses in other directions.

An annoying error crept into the Matthew Marshall's article on "Life Insurance Profits" in last week's paper. Speaking of the New York Life Insurance Company, the types made him say that the alleged losses on the Paris properties of the corporation were from \$4,-000,000 to \$600,000,000, whereas he evidently mean tto say that they were from \$400,000 to \$600,000. THE TRADESMAN gladly makes this correction and hereby apologizes to Mr. Marshall and the New York Life Insurance Company for the erroneous impressions the error may have conveyed.

The American Tobacco Co., which manufactured 98 per cent. of the cigarettes made in this country last year, paid 8 per cent. on its preferred stock and 12 per cent. on its common stock-\$35,000,-000 in all-and had still remaining a net surplus of \$1,293,994.93 on the year's business. The total output of cigarettes in number was 2,450,000,000.

### Deplore the Loss of a Friend.

The following letters from customers of the late Chas. F. McLain show the esteem in which he was held by the trade: G. M. Wirick, Allegan-"It is with surprise and deep regret that we ackowledge the receipt of your announcement of the death Chas. F. McLain."

Ball & Co., Grand Haven-"We are very sorry to learn of the death of Chas. F. McLain. It was a shock to everyone at our place of business when we received the Grand Rapids paper announcing his death. Our relations with Mr. McLain were always of the kindest nature, and we feel as though we had lost a friend."

Vissers & Son, Holland-"We are very sorry to hear the sad tidings of the death of Chas. F. McLain. Your firm loses an honest and true man, and a good salesman on the road."

### The Grocery Market.

Sugars are without particular change. Pickles are weaker and lower. California prunes are 1/2c higher. Canned dom eats, that is, he does his eating and or into an alley in time." When children peaches, corn and tomatoes are firmer.

JIBLETTS.

Who is Jibletts? Go out into a certain new section of the city of Grand Rapids, and any man, woman or child will tell you who Jibletts is. He is Peleg Mc-Cracken's all around, general purpose man Friday, and he is the most popular and best known character in that section of the city. He is the motor which runs McCracken's business, and McCracken's business is very much complicated. He runs a grocery store, deals in wood, hay, straw and feed, does a general parcel delivery business, carries passengers about the city, deals in horses, plays the banjo and holds himself in readiness, at a moment's notice, for anything else which has a dime attached to it-that is, he holds Jibletts in readiness, for he it is upon whom McCracken's hopes depend. Jibletts is the adhesive agent that holds together this aggregation of interests which constitutes McCracken's business. He it is who is expected to woo, win and retain the good will and patronage of the various conflicting elements which go to make up what is commonly known as "the people." He is expected to win the good will of the saintly matron who withholds her patronage from the ungodly from a strict sense of duty, and bestows it upon the righteous where it will react for the good of the cause. He is expected to secure the big, fat orders of the saloon and hotel trade by ways and means known only to the initiated. He is expected to collect the shekels from the heads of many households by captivating the hearts of the young female members of aforesaid households. He is expected to win the solid support of the rank and file by performing a thousand and one little obliging acts, such as splitting a little wood, pumping water, moving the stove, putting up the clothes line, killing the cat, holding the baby and turning the domestic crank generally. He is expected to mourn with those who mourn and grieve with those who grieve. He is expected to reconcile every disgruntled old kicker in the neighborhood when the butter proves to be some vile concoction, or the codfish is covered with cat hairs, or when the gallon of kerosene has evaporated to three quarts, or the 22 pounds of granulated sugar has dried out to 20 pounds.

It is along the above line that Jibletts gets in some of his finest work, as it is only an expert in the business who can explain, in a perfectly satisfactory manner, the effect that the ever varying atmosphere has on a stock of groceriesespecially after the goods are weighed and tied up in parcels. Jibletts takes the orders, delivers the goods and, as I say, collects the pay, and it is while engaged in the latter performance that his most brilliant accomplishments are brought into play. The ordinary mortal is so prone to forget that he ever ordered or received this, that or the other thing that sometimes, no doubt, he would be inclined to act a little arbitrarily and persist in his mistaken ideas, did not the collector understand his business, or hood, the first thing the driver will say were he not able to explain to the deluded person the scientific cause of those strange hallucinations and mental aber-

the head of his profession. He is always out for Jibletts and, if you see him comon the alert, never sleeps and very sel- ing, be sure and turn off on a side street sleeping on the wing. Long before the out in that neighborhood are about to

darkness has been frightened away by start for school, their mothers warn the light of the day, Jibletts may be in shape for the day's work; and long McCracken is playing pedro with his the night is not too dark-delivering a bale of hay, a bag of feed or a cord of wood. But the long day ends at last and Jibletts turns in. It is short, however, for he simply crawls into bed on one side, turns over and slides out on the other side and starts on the run for Mc-Cracken's barn.

Just before the great Allerton and Nelson race, McCracken, in common with hundreds of others, became imbued with the idea of rapid transit by way of horse flesh. If he could procure something young, rangy and of respectable parentage, he might, with his superior knowledge of horsemanship-and with Jibletts' assistance - develop it into something valuable. An enterprising P. of I. living near town, who possessed an eye to something besides cabbages and timothy hay, hearing of McCracken's new and fatal malady, resolved to get even with him by doing a little stroke of business for the advancement of the P. of I. cause. He owned a fine looking mare colt that could kick blue blazes out of the planet Jupiter. McCracken sized the mare up and bought her at a great bargain (?) after considerable dickering. The day of the races he hitched her up for the first time and, inviting a friend to accompany him, drove out to the fair ground. Many were the admirers and many were the times he gave vent to his feelings of pride and satisfaction, as he rehearsed to his friend what a bargain he had, and how he managed that P. of I. in the transaction. On the return trip he thought he would surprise his friend with an exhibition of the mare's speed. It was a great success. His friend was intensely surprised-so was McCraken. The friend turned a double back summersault and landed on his head and shoulders in the middle of the street. The dashboard of the buggy came next, passing over him and landing on the roof of a Polock's hencoop over on the next street. McCracken, where was he? Badly disfigured, but still in the ring. What he said to that mare, as he looked her in the face and contemplated the ruin all around him, shall not be recorded here. Suffice it to say, it made the mare blush. With his pride crushed, his shins barked, his best suit of clothes disjointed and parted asunder and his brain dumfuddled, he gathered up the remains, went home and turned the gay and festive quadruped over to the tender mercies of Jibletts, who has used her on his regular order beat every forenoon since. It is needless to say that Jibletts enjoys life better than he used to, for, if there is any one thing more than another which he likes, it is an adventure with a young and frolicsome animal. If you take a ride about the city and enter McCracken's neighboris, "Now, keep your eye peeled for Jibletts and the P. of I. mare." When a lady goes out for a drive out in that district, the last warning from her husband, as In all of these things Jibletts stands at he hands her the straps, is, "Now look

them to keep one eye out for Jibletts, seen at McCracken's barn getting things If he is seen approaching a house, the mother catches up her offspring and after the store is closed at night, while drags them up two flights of stairs and gives her order for groceries from the chosen friends, Jibletts may be seen-if attic window. You see all this precaution is made necessary on account of the extreme fickleness and perverse nature of this P. of I. beast. No man knoweth the day or the hour when this animated piece of mare flesh will take it into her head to have a little fun with Jibletts. Whenever she is seized with the impulse, she does not sit down quietly and think it over, but acts, in the twinkling of an eye, by standing on her head and sending her hind feet on an expedition among the little stars. Her next move, after said hind feet have returned to earth, is to lie down and roll over, after which she proceeds to divest herself of the leather bands which encompass her, turn herself inside out and perform several other innocent little antics, until Jibletts is fully satisfied and they both go home for repairs. McCracken finds it much more profitable to scatter Jibletts than to scatter groceries; so a horse of steady habits, constant as hard times and certain as la grippe, is put on the delivery wagon. But Jibletts is never happy when delivering goods-it is too slow and monotonous; it is only when taking orders with the mare that he finds life worth living.

One meets with many peculiar characters in the business world, but a more unique personage than this versatile Jibletts it would be hard to find. ZENO.

### Country Callers.

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

Louis F. Lane, Lake Ann. S. E. Bush & Co., Pierson Bates & Troutman, Moline. J. E. Thurkow, Morley. T. J. Torrence, Muskegon. T. H. Atkins, West Carlyle. M. V. Gundrum & Co., Leroy. Frank Smith, Leroy. G. Rice, Six Lakes W. Clark, Rockford. E. Walter, Central Lake. Lester & Co., Rockford. J. R. Harrison, Sparta. Hamilton & Milliken, Traverse City. L. M. Wolf, Hudsonville, Narregang, Byron Center. N. B. Blain, Lowell.

Marquette-Radford Bros. & Co. have purchased from M. Gauthier 300,000 feet of logs near Escanaba. The logs run about five to the thousand, and the price is understood to be between \$8 and \$9 a thousand on the cars. They will go to Oshkosh for manufacture.

Detroit-The entire plant of the Anchor Manufacturing Co., which has been the subject of litigation in the Wayne Circuit Court for a long time, will be sold under a decision by Judge Gartner for the benefit of the holders of 100 \$1,000 bonds in the hands of Emory Wendell and William J. Gray as trustees.

### How's This?

We offer One Hundred Dollars Reward for any case of Catarrh that cannot be cured by Hall's Catarrh Cure.

F. J. CHENEY & CO., Props., Toledo, O. We, the undersigned, have known F. J. Cheney for the last 15 years, and believe him perfectly honorable in all business transactions and financially able to carry out any obligations made by their firm. by their firm.

West & Truax, Wholesale Druggists,

Toledo,

Walding, Kinnan & Marvin, Wholesale
Druggists, Toledo, O.
Hall's Catarrh Cure is taken Internally, acting directly upon the blood and mucus surfaces of the system. Price 75c per bottle. Sold by all Druggists. Testimonials free.

Gripsack Brigade.

E. G. Warner, formerly with Brown & Sehler, is on the road for that house again.

for Dilworth Bros., is billed to arrive at Grand Rapids on February 16.

R. B. Orr has engaged to travel for the Thompson & Taylor Spice Co., of Chicago, taking the Western portion of the State as his territory.

Byron S. Davenport is laid up this week with an attack of la grippe. His route is being covered in the meantime by Geo. H. McWilliams.

Henry Smith, formerly tea salesman for the former firm of Lemon, Hoops & Peters, but for the past three years tea buyer for W. F. McLaughlin & Co., of Chicago, has opened a tea house on his own account in the Windy City.

B. F. Leiser, formerly on the road for H. C. Fisher, of Chicago, has engaged to travel for the Lemon & Wheeler Company, covering Southern Michigan and Northern Indiana. Mr. Leiser now resides at White Pigeon, but he will remove to Sturgis and make that town headquarters herafter.

Geo. H. Seymour has returned from Willow Springs, Mo., whither he went to attend the wedding of his brother, Henry, who is now located at Willow Springs as the local representative of the South Missouri Land Co. E. B. Wright and David Holmes were at Willow Springs at the time and initiated George into the mysteries of tobasco sauce and "frozen absence." He brought back with him an osculant farewell from the land-lady and a "forget me not" cup from the table waiter.

A Mount Pleasant correspondent writes as follows: "A number of traveling men, who met casually in the diningroom of the Bennett House at this place, discussed with every evidence of regret the reported sale of the D., L. &. N. and C. & W. M. lines to the L. S. & M. S. There were fourteen in the party, which included some of the best known and most influential members of the tourists' profession in the State, and in a most unanimous manner and in most unmistakable terms, they denounced the reported deal as prejudicial to their interests and to the interests of the public as a whole. There were individual expressions of kindly appreciation for the uniform fairness, courtesy and liberality accorded them by the management of the D., L. & N. and C. & W. M., and pointed expressions of disgust at the course opposed to all sense of square-dealing pursued by the L. S. & M. S. The concensus of opinion was that for red tape, exasperating annovances and general public-bedamned style, the L. S. & M. S. takes precedence of all other roads in America."

E. M. Woodruff, traveling representative for a buggy trimming house of New York, was arrested at Kalamazoo one day last week on a charge of obtaining money under false pretenses. It appears that he had contracted a debt in Saginaw, and had presented in payment an order on a person who afterward claimed not to owe him anything. The bill amounted to \$27.84. The creditor swore out the warrant above mentioned and started an officer after the traveler. Mr. Woodruff protested that he had no time to return to Saginaw, as it would delay him several days. The officer offered to let him settle the bill on payment of costs. The costs consisted of officer's fees, traveling

expenses and hotel bills, and the total footed up over \$70. Woodruff, although claiming that he was innocent, decided to settle, rather than go to the de-Milton Kerns, traveling representative lay and expense necessary to defend the charge. He procured what money was necessary to make the settlement and was discharged from custody. Woodruff visits Kalamazoo regularly and has several friends in business there who think he was treated outrageously.

Bob Burdette, editor, humorist and lecturer, knows the drummer from constant contact with him, and thus happily describes that numerous individual: "He looks over my shoulder as I register after him, and hands me his card with a shout of recognition; he peeps over the register again and watches the clerk assign me to ninety-three. 'Ninety-nothing!' 'Who's in fifteen?' The he shouts. clerk says he is saving fifteen for Judge Dryasdust. 'Well, he be blowed,' said my cherry friend. 'Give him the attic and put this gentleman in fifteen.' And, if the clerk hesitates, he siezes the pen and gives me fifteen himself, and then he calls the porter and orders him to carry up my baggage and put a fire in fifteen, and in the same breath adds, 'What time will you be down to supper, Mr. Burdette?' And he waits for me; and, seeing that I am a stranger in the town, he sees that I am cared for; that the waiters do not neglect me; he tells me about the town, the people and the business; he is breezy, sociable, full of good stories, always good-natured; he frisks with cigars and overflows with 1,000mile tickets: he knows all the best rooms at the hotel; he always has a key for the car seats, and turns a seat for himself and friends without troubling the brakeman; but he will ride on the wood-box or stand outside to accommodate a lady, and he will give up his seat to an old man. I know him pretty well. For three years I have been traveling with him, and I have seen the worst and I know the best far outweighs the worst. I could hardly get along without him. I am glad he is so numerous."

Death of the Senior Member of May Bros.

CLIO, Feb. 6-Wm. R. May, senior member of the banking firm of May member Bros., died Jan. 31, after an illness of a week, having been stricken with paralyweek, having been stream with paralysis on Jan. 22. The deceased was born in Columbus, Canada, Sept. 2, 1844. He learned the printer's trade in the Vindicator office, Oshawa, and came to this country sometime during the war. He located in Mt. Clemens in 1870, where he engaged in the woolen manufacturing business. He was married at that place, ir 1872, to Miss Isabella S. Oliver, the devoted wife who survives him. woolen business not proving as ful as he wished, he went to Petoskey, where, in company with John R. Davis, he engaged in the meat business. Here he made other investments that proved highly fortunate. He afterwards went to Mackinaw City and Cheboygan, at which places he held the position of manager of Hammond & Standish's meat business in northern Michigan. He moved to Clio in the fall of 1886, where he and his brother, Chas. H., had a year before engaged in the banking business under the firm name of May Bros. He leaves no children, but a wife and a host

of friends mourn his untimely death.

In the death of Mr. May Clio loses one of its most vigorous and progressive citizens. By his jovial disposition and upright character he had won the affection and esteem of all of his fellow citizens, among whom his death is looked upon as a calamity from which Clio will not soon

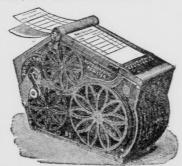
Use Tradesman or Superior Coupons.

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# TOGRAPHIC

Which makes, automatically, a fac-simile duplicate and triplicate, while making original bills, receipts, orders, checks, etc. The original silven to the customer, the duplicate to the cashier, and the triplicate is rolled up inside as a record, and can be taken out at any time for examination. It is absolutely incorruptible, always ready, and does not permit dishonesty or carelessness. It is alike a protection to the customer, the salesman and the merchant.



These Machines are rented, not sold, and the saving in cost of Each 20,000 bills Pays the Rental. SUITABLE FOR ANY BUSINESS

Send for a Full Descriptive Pamphlet Showing Different Styles

# CHICAGO

154 Monroe St., Chicago.

W. VERNON BOOTH, Pres't.

# Thread.

Guaranteed Equal to any Thread on the Market.

40 CENTS PER DOZEN.

Carried in all Numbers, White and Black.

## W. H. DOWNS.

SOLE AGENT

Grand Rapids, Mich.



We are very large receivers of the above articles and are prepared to sell your shipments promptly at the highest market price and to give you quick returns. We also receive and sell

HAY, GRAIN, WOOL, HIDES, GRASS SEED, BEANS, POTATOES, GREEN AND DRIED FRUITS,

OR ANYTHING YOU MAY HAVE TO SHIP. Lib e us for prices or any information you

### SUMMERS, MORRISON & CO... Commission Merchants,

174 S. WATER ST., - CHICAGO, ILL olltan Natl. Bank, Chicago. Be sure and Mention this Paper.

## Great Feat!



### See What is Said of It.

APRIL 25th, 1881.

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.

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., JOBBERS OF

## BOOTS & SHOES

Felt Boots and Alaska Socks.



158 & 160 Fulton St., Grando Rapids.

# Sap Pails & Syrup Cans.

Write for Prices.

# Wm. Brummeler & Sons

Manufacturers and Jobbers of

Pieced & Stamped Tinware, 260 S. IONIA ST.,

TELEPHONE 640.

GRAND RAPIDS, MICH.

### Drugs Medicines.

State Board of Pharmacy.

One Year-Jacob Jesson, Muskegon.
Two Years-Jacob Jesson, Muskegon.
Two Years-James Vernor, Detroit.
Three Years-Jotner Bherbach, 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.
Meetings for 1828-Grand Rapids, March 1: Star Island (Detroit), July 5; Marquette, Aug. 31; Lansing,
November 1.

Michigan State Pharmaceutical Ass'n.

Michigan State Pharmaceutical Ass II.
ssident—H. G. Coleman, Kalamazoo.
se-Presidents—S. E. Parkill, Owosso; L. Pauley, St.
Ignace, A. S. Parker, Detroit.
seaurer—Wn. Parsons, Detroit.
seaurer—Wn. Dupont, Detroit.
seaurer—Gram Dupont, Detroit.
ceutive Committee—F. J. Wurzburg, Grand Rapids;
Frank Inglis and G. W. Stringer, Detroit; C. E.
Webb, Jackson.
xt place of meeting—Grand Rapids, Aug. 2, 3 and 4.
cal Secretary—John D. Muir.

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

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

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

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

### CONVENIENCES IN THE PHARMACY.

It is no uncommon thing in these modern days to see pharmacies which are beautiful with silver, plate glass and polished wood, but often the proprietor spends so much on mere modern adornment as not to feel like buying many things which are not only of the greatest convenience, but are almost indispensable. I have in mind a store once owned by an excellent pharmacist (theoretically), which, though quite deficient in appliances and conveniences, was further ornamented by the proprietor purchasing, on his visit to New York, an angel of cast iron and heroic size, to be placed in front of his establishment.

I do not propose in this brief paper to draw your attention to all of the conveniences which should be a part of every well-equipped pharmacy; for to do that I should have to write a book, and have we not already "Remington's Pharmacy"? I simply desire to draw your attention to a few of the conveniences which have been helpful to me.

The first one is indexing or cataloguing the store. For years, like most pharmacists, I got along without it, but since doing so, I have found it of the greatest convenience, although previously having the bottles and drawers alphabetically arranged. My shelving is divided into sections. like that of most other stores. On the cornice over each section is cemented a one inch porcelain letter, which is large enough to be seen distinctly, and yet is not unpleasantly obtrusive. The first section is called A, the second B, and so on, the shelves being numbered from above downwards. Any closet in a section is designated by the letter C; if there is a lower one by the letters C C. For cataloguing I use Nelson's price-list, although any full one would do as well. If a new clerk (temporarily in charge) should wish to find pomade vaseline, he turns to the pricelist, finds the name, and following it sees Sec. B, C, S. 2, which means section B, closet, shelf 2. The index is of great use in finding articles which are but seldom called for, which I hardly know whether in stock or where

A convenient arrangement is the keeping of the drugs which are to be sold by weight in the front part of the store, handy to the scales, and the liquids in the rear, convenient to the prescription nothing for repairs for some eight years. counter, also to have duplicates of nearly all powdered drugs upon the prescription counter. Upon the bottles containing have a small counter covered with zinc,

those potassium salts most frequently dispensed I have large capital letters, which catch the eye at once, viz: A for the acetate, B for the bromide, C for the chlorate, I for the iodide and N for the nitrate.

By the pill tile, which is imbedded in a slide at the end of the precription counter, I have a row of small bottles containing powd. liquorice root, powd. gum Arabic, powd. gum tragacanth, lycopodium and rice flower; and also small jars containing glycerite of starch and glycerite of tragacanth, to be used as excipients.

It is hardly necessary to say that I keep poisons in a closet entirely distinct from the prescription counter; but I do not have a bell upon the doors, the ringing of which will announce to some timid customer that I am about putting a poison in his prescription.

The glass labels of my shelf-ware that contain preparations poisonous in small doses have a black background, and the others a white one; the black label catches the eye at once and puts the dispenser on his guard.

Upon the inside of the glass doors of the poison closet, I have fastened minimum and maximum dose tables so to be read from the outside. arranged according to classification of the U.S. Pharmacopæia, but is not confined to the articles in it. This convenience for quick and accurate dispensing is greatly appreciated by my clerks.

Another great convenience is the method of filing prescriptions by means of a binding case of special size, 71/2 x91/4 inches, each one holding about 750 prescriptions. It is cheap, does not take up much room when open upon the counter, and gives easy access to the prescriptions, any one of which can be readily taken from the file.

I also exhibit to you two ointment tiles, which consist of pieces of plate glass 12x 12, one painted black upon the back for mixing light-colored ointments upon, the other white for dark ointments, and each imbedded in a walnut slide. It would have made a neater finish if the wood had been painted instead of the glass.

I also call your attention to a container for ountments which are most largely used, such as cold cream. It holds about 2 pounds, resembles a small bucket, is made of heavy tin, and has a slot in the lid for the spatula, each can having its own spatula, which saves the time ordinarily spent in cleaning the spatula after using.

A convenience which I hope to have when provided by some enterprising manufacturer, will be a hard rubber spatula for mixing those ointments which act upon metal; horn spatulas are absorbent and soon warp.

Another convenience which, if "Cleanliness is next to Godliness," should have been placed first, is an abundant supply of hot water, which I obtain by utilizing the store heater. Three stout pieces of heavy iron pipe, about twelve inches long, are connected parallel with each other by short elbows and placed in the heater above the fire pot on one side; this is connected with a circulating boiler and gives all of the hot water needed in the laboratory, at the soda counter and in the prescription department, and has cost

In the corner of the store adjoining the sink, and arranged to drain into it. I

and overhead a part of it is a hood connected with a flue running into the chimney, while gas is conveniently arranged for heating and lighting. Many minor operations which cause unpleasant odors or gases can be carried on in this place.

Other conveniences might be mentioned, but perhaps those already brought to your attention are sufficient to show that the store in which the pharmacist spends most of his life offers a wide range for inventive genius.

CLEMENT B. LOWE.

Thirty-Eight Out of Forty-Eight.

At the recent examination session of the State Board of Pharmacy, held at Bay City, there were forty-eight candidates for registration. Twenty - four passed above 60 per cent. and were given certificates as registered pharmacists and fourteen were given assistants' certificates, having passed between 40 and 60 per cent. The successful ones were as follows:

Registered pharmacists — Andrew E. Anderson, Ironwood; Wm. R. Bacon, Sault Ste. Marie; Elliot T. Broms, Hubbardston; Claud D. Bronner, Detroit; John J. Campbell, Port Huron; Fred. W. Dearlove, Mayville; John S. Duffie, Yale; Herbert E. Earle, Lansing; Edmond A. Fox, Elsie; John Groos, Escanaba; Chas. L. Grabe, Saginaw; Chas. T. Gustin, Detroit; Thos. W. Hiller, Detroit; Wm. Mc Allister, Detroit; Fred A. McKee, Saginaw; Oscar A. Marflens, Lapeer; Nicholas D. Moorish, Sault Ste. Marie; Rich. A. Patrick, Saginaw; Fred. A. Pfannen-schmidt, Detroit; Paul E. Rice, Detroit; Henry Richel, Grand Rapids; Joseph Schulte, Detroit; John Stewart, Marlette; Edwin H. Whedon, Saginaw.

Edwin H. Whedon, Saginaw.

Assistants — Will E. Banister, Saginaw; Brooks T. Bearss, Yale; Wm. T. Charboneau, Chatham, Ont.; Wm. A. Conley, Lapeer; Fred W. Dresch, Adrian; Louis Forger, Bay City; Leland G. Gardner, Jackson; Wm. W. Haines, Marlette; Homer T. McLean, Chatham, Ont.; John F. Padock, Detroit; Emil Richlir, Saginaw; Glen L. Williams, Lapeer; Wm. A. Smith, Detroit; Herman J. Zirn, Saginaw. Saginaw.

The New Proprietary Plan.

Retail druggists should note that many of the manufactures of patent medicines now compel the jobber to add 10 per cent. to quantity of less than ¼ dozen. The following proprietors have already adopted the plan:

J. C. Ayer & Co. N. K. Brown & Co. Brown Medicine Co. H. D. Cushman. B. S. Fahnestock. J. H. Guild. A. S. Hines. Hiscox & Co. B. J. Johnson & Co. Gargling Oil Co. Peruna Medicine Co.

Radway & Co.
C. W. Snow & Co.
Swift Specific Co.
World's Dispensary Medical Association.

Trommer Malt Co. W. H. Tutt. C. A. Vogeler Co. O. F. Woodward.

E. T. Hazeltine requires an order of at least 1/2 dozen, assorted, to secure the

### CINSENG ROOT.

We pay the highest price for it. Address PECK BROS., Wholesale Druggists, GRAND RAPIDS. The Drug Market.

Quinine is steady. Opium is lower. Morphia is unchanged. Tartaric acid is weak. Cream tartar, pure, is lower. Cocoaine has declined. Cocoa butter is lower. Roman chamomile flowers are lower. Prime assafætida is higher. Lycopodium is advancing. Oil cajiput is lower. Malaga olive oil is lower. Oil peppermint has declined. Oil lemon has advanced. Solacine has advanced.

Use Tradesman Coupon Books.

# Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 S. Ionia St., Grand Rapids.

# CHAS. A. COYE,

MANUFACTURER OF

# Awnings & Tents

Horse and Wagon Covers,

JOBBERS OF

Hammocks and Gotton Ducks. SEND FOR PRICE LIST.

11 Pearl St., Grand Rapids, Mich.

## ENGRAVING

It pays to illustrate your business. Portraits, Cuts of Business Blocks, Hotels, Factories, Machinery, etc., made to order from photo-

THE TRADESMAN COMPANY. Grand Rapids, Mich.

Start Right

THIS IS WHAT EVERY SUCCESSFUL PER-SON, MUST DO. IT IS THE CONDITION OF CONDITIONS.

The Industrial School of Business furnishes something superior to the ordinary course in book keeping, short-hand and type-writing, penmanship, English and business correspondence. Write for a copy of Useful Education, and see why this school is worth your special consideration. Address,

W. N. FERRIS. Big Rapids, Mich.

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

FOR THIRTY-FOUR YEARS THE FAVORITE.

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

### Wholesale Price Current.

Advanced—Assofoetida, oil lemon.
Declined—Tartaric acid, Roman chamomile, gum opium, gum opium po., oil cajiput, oil pepperoint. malaga oil. cocca butter.

Declined—Tartaric aci mint, malaga oil, cocoa	id, Rebutte	74	n chamomile, gum opium, gum		pium po., oil cajiput, oil peppe	er-
ACIDUM.			Cubebae	50	TINCTUBES.	-
Aceticum Benzoicum German	8@	10	Exechthitos 2 50@2	75		60
Benzoicum German	50@	60 20	Gaultheria 2 00@2	10		50 60
Boracic Carbolicum Citricum Hydrochior Nitrocum	22@ 48@	30 53	Gossipii, Sem. gal 50@	75	" and myrrh	60 50
Hydrochlor	30	5	Hedeoma	00	Asafætida	60
Oxalicum	100	12	Lavendula	00	Benzoin	60
Nitrocum Oxalicum Phosphorium dil Salicylicum 1 Sulphuricum Tannicum 1 Tartaricum	30@1	70	Mentha Piper 2 75@3	50	Sanguinaria	50 50
Sulphuricum1	1%@ 40@1	60	Morrhuae, gal1 00@1	10	Barosma	50 75
	36@	38	Olive 80@2	75	Capsicum	50
AMMONIA.	1400	5	Ricini	24	Capsicum Ca damon. Ca damon. Castor. 1 Catechu Cinchona Columba Conium Cubeba Digitalis Ergot.	75
Aqua, 16 deg 3 20 deg 5 Carbonas Chloridum	120	7	Rosmarini	50	Catechu	50
Chloridum	120	14	Succini 40@ 4	15 00	"Co	60
ANILINE.		-	Santal 3 50@7 (	00	Conium	50
Black2	00@2 80@1	00	Sinapis, ess, ounce	65	Cubeba	50 50
Brown	45@ 50@3	50	Thyme 40@	50	Ergot	50 50
PACCAE			Theobromas 15@ S	20	" Co	60
Cubeae (po. 90) Juniperus Xanthoxylum	90@1	10	POTASSIUM.		" ammon	50 60
Juniperus Xanthoxylum	25@	30	Bi Carb   15@   Bi Chromate   13@   Bromide   25@   Carb   12@   Chlorate, (po. 16)   14@   Chlorate, (po. 16)   14@   Cyanide   50@   10dide   2 80@   2 90dassa, Bitart, pure   26@   Potassa, Bitart, pure   26@   Potassa Sitart, com   6@   Potass Nitras, opt   8@   Potass Nitras   28@   Potass Nitras   28@   Sulphate   28@   Sulphate   20@   Sulphate   28@   Sulphate   Sulpha	18	Hyosevamus	50 50
BALSAMUM.			Bromide	27	Iodine	75
Copaiba	50@	55 30	Chlorate, (po. 16) 14@	16	Ferri Chloridum	95
Peru Terabin, Canada Tolutan	35@	40	Iodide	90	Kino Lobelta Myrrh Nux Vomica Opti Camphorated Deodor 2	50
CORTEX.	3000	00	Potassa, Bitart, pure. 2600 Potassa, Bitart, com	15	Nux Vomica	50
Ables, Canadian		18	Potass Nitras, opt 8@ 1	10 9	Opli	85 50
Ables, Canadian Cassiae Cinchona Flava		18	Prussiate	30 18		00
Euonymus atropurp		30 20	RADIX.		Auranti CortexQuassia	50
Prunus Virgini		12	Aconitum 200	25	Rhei	50
Cinchona Fiava Euonymus atropurp Myrica Cerifera, po Prunus Virgini Quillaia, grd Sassafras Ulmus Po (Ground 12)		14	RADIX.   Aconlium   2006   Althae   2506   Althae   2506   Anchusa   1206   Anchusa   1206   Anchusa   1206   Anchusa   1207   Arum, po   2007   20	15	Rhatany Rhel Cassia Acutifol	50
		10	Calamus	40	Serpentaria	60
EXTRACTUM.	24@	25	Gentiana, (po. 15) 10@ Glychrrhiza, (pv. 15) 16@	18	Stromonium Tolutan Valerian Veratrum Veride	60
po	33@	35	Hydrastis Canaden,	35	Veratrum Veride	50
Glycyrrhiza Glabra po Haematox, 15 lb. box 1s 1s 4s	13@	14	Hellebore, Ala, po 15@	20	MISCELLANEOUS.	
14 148	16@	17	Ipecac, po	30	Æther, Spts Nit, 3 F 260	28
		15	Jalapa, pr 42@	45	Æther, Spts Nit, 3 F. 260 ' 4 F. 300 Alumen 246 3 " ground, (po. 7) 30 Annatto 550	3
Carbonate Precip Citrate and Quinia Citrate Soluble	@3	50	Podophyllum, po 15@	18	7)	4
Citrate Soluble	00	50	Rhei	00 75	Annatto	
Solut Chloride	W.	15	" py 75@1	35 53	Antimoni, po	60
Citrate Soluble Ferrocyanidum Sol Solut Chloride Sulphate, com'l pure	0	7	Sanguinaria, (po 25) @	20	Antifebrin @ Argenti Nitras, ounce @	2
FLORA.		0=	Senega 40@	45	Arsenicum 5@	09
Arnica	muces	30	Similax, Officinalis, H @	40 20	Argenti Nitras, ounce Arsenicum . 50 Balm Gilead Bud . 380 Bismuth S. N . 2 1002 Calcium Chlor, 1s, (%s	20
THE COULT OF THE	25@	30	Scillae, (po. 35) 10@	12	Calcium Chlor, 1s, (1/4s 11; 1/4s, 12)@	9
Barosma	20@	75	dus, po	35	11; ¼8, 12) @ Cantharides Russian, po	
Cassia Acutifol, Till-	25@	28	" German 15@	20	Canalal Thurston of @	
Alx.			ingiber a	22	" po @	20
and 1/8	120	15	BEMEN.	18	Caryophyllus, (po. 15) 12@ Carmine, No. 40 @3	75
Ura Ursi	063	10	Apium (graveleons) 200	22	Cera Alba, S. & F 50@	58
Acacia, 1st picked	@	80	Bird, 1s	12	Coccus	40
" 2d "	00	40	Cardamon 1 00@1	25 12	Centraria	10
" sifted sorts	600	80	Cannabis Sativa 4%(Condensity 75(0))	25	Chloroform 60@	63
Aloe, Barb, (po. 60)	50@	60	SEMEN.   SEMEN.   Anisum, (po. 20)	12	" squibbs @1 Chloral Hyd Crst1 25@1	20
" Socotri, (po. 60).	0	50	Foeniculum@	15	Chondrus 200	20
Catechu, 18, (%8, 14 248, 16)	0	1	Lini	8	German 3 6	12
Ammoniae	©	30	Lini, grd, (bbl. 31/4) 4 @ 4	₩ 40	cent	60
Ammoniae Assafostida, (po. 35) Benzofnum Camphore Euphorbium po Galbanum Gamboge, po Gualacum, (po. 33) Kino, (po. 23)	50@	55 53	Pharlaris Canarian 31/4 4	1/2	Creasotum @ Creta, (bbl. 75) @ " prep. 5@ " precip. 9@ " Rubra @	50
Euphorbium po	35@	10	Rapa 6@ Sinapis, Albu 8@ Nigra 11@	9	" prep 5@ " precip 9@	11
Gamboge, po	720	78 25	a promiting		" Rubra	8
Kino, (po. 25)	0	20	Frumenti, W., D. Co 2 00@2	50	Crocus 30@ Cudbear	24
Mastic	0	40	" D. F. R 1 15@2	50	Cupri Sulph 5 @ Dextrine 10@	15
Opii, (po. 3 00)2	25@	10 35	Juniperis Co. O. T1 75@1	75 50	Ether Sulph 68@	70
Gualacum, (po 30) Kino, (po 25) Mastic Myrrh, (po 45) Opli, (po 3 09) Shellac bleached Tragacanth	30@	35 75	Frumentt, W., D. Co. 2 00@2 "D. F. R. 1 75@2 "1 10@1 Juniperis Co. O. T. 1 75@1 Juniperis Co. O. T. 1 75@1 Saacharum N. E. 1 75@2 Spt. Vini Galli 1 75@6 Vini Oporto 1 25@2 Vini Alba 1 25@2	00 50	Crocus   30@   Cudbear   20   Cupre Sulph   5 @   Dextrine   10@   Ether Sulph   68@   Emery, all numbers   2   @   Ergota, (po.) 85   85@   Flake White   12@   Galls   2   @   Gambler   7   @   Gelatin, Cooper   2   @   French   40@   Glassware filmt, 75 and 2½ by box 70   Cudbear   2   &   Cuber   2   &   Cuber	0
			Vini Oporto	00	Flake White 12@	1
Absinthium		25 20	SPONGES.	00	Gambier 7 @	8
Lobelia		25			Gelatin, Cooper &	60
Majorum Mentha Piperita		23	carriage	50	Glassware flint, 75 and 2½. by box 70	
Lobelia Majorum Mentha Piperita		30	Velvet extra sheeps'		Glue, Brown 9@	11
Tanacetum, V		25	Velvet extra sheeps' wool carriage 1 Extra yellow sheeps'	10	Glycerina	20
MA AR CO ET MODELLO			carriage	85	Humulus 25@	55
Carbonate, Pat	55@ 20@	60 22	riage	65	Hydraag Chlor Mite @	80
Carbonate, Pat Carbonate, K. & M Carbonate, Jenning5	200	25	Hard for slate use Yellow Reef, for slate	75	" Ox Rubrum @1	00
OLEUM.			use	40	Glue, Brown 92  " White 132 Glycerina 1546 Grana Paradisi 254 Humulus 254 Hydraag Chlor Mite 26  " ' Ox Rubrum 21  " Ammoniati 31  " Unguentum 456	5
Absinthium	50@4	00	Accacia	50		70
Amydalae, Amarae8	00008	25	Zingiber	50	Indigo	00
Anisi	50@2	75	Zingiber Ipecac Ferri Iod Auranti Cortes	50	Iodoform	7
Bergamii	75@4 65@	75	Rhei Arom	50 50	Lycopodium 40@	4
Caryophylli	90@	95 65	Rhei Arom. Similax Officinalis	60 50	Liquor Arsen et Hy-	8
Amydalae, Amarae 8 Anisi 1 Auranti Cortex 2 Bergamii 3 Caijputi 3 Caryophylli Cedar Chenopodii Cinnamonii 1 Citronelia Conium Mac. Copalba 1	@1	75	Senega Scillae	50 50	lodoform 34 Lupulin 33@ Lycopodium 40@ Macis 75@ Liquor Arsen et Hydrarg Iod 0 Liquor Potass Arsinitis 10@ Macraeis Sulph (bb)	15
Citronella	0	45	" Co	50		1
Copaiba1	100	20	Tolutan Prunus virg	50	1½)	4
					4	

## HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

# DRUGS

CHEMICALS AND

# PATENT MEDICINES.

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# Paints, Oils W Varnishes.

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Hazeltine & Perkins Drug Co., Grand Rapids, MICH.

## Grocery Price Cur

The quotations given below are such as are ordinarily offered and buy in full packages.

			100 " 3 00	East India
APPLE BUTTER	Trout.	CATSUP.	250 "	Cracked
40 lb. pails	Brook, 3 lb 50	Pint " 1 00		
Mason's, 10, 20 or 30 lbs 6	Apples.	Half nint fancy 1 25	A doz in case	Yarmouth
AXLE GREASE. Graphite.	York State, gallons 2 50 Hamburgh, " 2 50	- Comme	Eagle	Pollock Whole, Gr
1/ or cases per or \$8 50	Apricots.	CLOTHES PINS.	Genuine Swiss 8 00 American Swiss 7 00	Boneless, Boneless,
1234 lb. pails, per doz 7 50 25 lb 12 00 100 lb. kegs, per lb 4	Santa Cruz 2 00	COCOA SHELLS.	CRACKERS.	Smoked
250 lb. ½ bbls., per lb. 33½ 400 lb. bbls., per lb 35½ Badger.	Overland 1 90	35 lb. bags	Butter. Seymour XXX	
Badger.	Blackberries. B. & W	Pound packages6%@7	Seymour XXX 6 Seymour XXX, cartoon 6½ Family XXX	Scaled Holland,
gr. cases, per gr	Cherries.	COFFEE.	Family XXX	Round sh
50 lb ¼ bbls. per lb 3¼	Red 1 20 Pitted Hamburgh 1 75	Rio. 16 Good 17		
400 lb. bbls., per lb 3 BAKING POWDER.	White	Prime	Boston	No. 1, 1/2 b No. 1, kits
Acme. 4 lb. cans. 3 doz 45	Damsons, Egg Plums and Green Gages.	Prime 18 Golden 20 Penberry 20 Santos.	Soda,	Family,
" 11b " 1 " 1 00	Erie	Fair	Soda, City	Russian,
" bulk 10 Arctic, % 1b cans 60	Common 1 10	Prime	Soda, Duchess	
" 1 b " 1 20 " 1 b " 2 00 " 5 b " 9 60	Peaches. Pie	Mexican and Guatamala.	Reception Flakes 10 Oyster.	No. 1, ½ h No. 1, kits
or Frice s.	Shepard's 1 30	Fair	Oyster. S. Oyster XXX	
per doz pure Dime cans 90	California @2 25	Fancy	Farina Oyster 6 CREAM TARTAR.	No. 1, ½ l
· 1 90	Domestic 1 20	Prime	Strictly pure       30         Telfer's Absolute       35         Grocers'       10@15	Family,
		Milled20 Java.	(†rocers'10@15	
CREAM 12-02 " .3 75  BAKING 16-02 " .4 75 2½-1b " 11 40  +4-1b " 18 25  10-1b " 41 80	Common	Interior	DRIED FRUITS.	FLA
4-lb " 18 25 5-lb " 21 60	grated 2 73		Domestic.	0 #-13:
5-1b " 21 60 10-1b " 41 80	Common 1 10	Mochs. Imitation23	Sundried, sliced in bbls. 5	2 oz foldi 3 oz
Red Star, to the cans 40	Raspberries.	Arabian26	" quartered " 5 Evaporated, 50 lb. boxes @7	4 oz 6 oz
Red Star, 1 to cans 40 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Red 13 Black Hamburg 15 Erie, black 14	ROASTED.	California in bags 8	Soz
Telfer's, 10 cans, doz. 40 12 15 11	Strawberries.	coffee, add 1/2c. per lb. for roasting and 15 per cent. for shrink-	Evaporated in boxes 83/4 BLACKBERRIES.	Kegs
" 11b. " 150 BATH BRICK.	Lawrence	806	In boxes 4½ NECTABINES.	Half keg
2 dozen in case. English 96	Erie 1 6	Arbuckle's Ariosa19.3	70 lb. bags	Sage Hops
Bristol	Common 14		Peeled in boxes 12	
BLUING. Gross	Blueberries 1 3	containing	Cal. evap. " 8 8½ in bags 7 @ 8½	Madras, S. F., 2, 3
Arctic, 4 oz ovals 4 00	MEATS.  Corned beef, Libby's1 8	120 1-pound packages	California in bags @7	Chicago
" 8 oz " 7 0 " pints, round 10 5 " No. 2, sifting box 2 7	Potted hom 1/ lb 1 5	5	PITTED CHERRIES.	Mason's,
	0 1 " 16 lb	ing illustra- tion) sold at	Barrels	Pure
" 1 oz ball 4 5	0 " tongue, ½ lb 1 1 1 1 1 1 1 1 1 1 1 1 1 1	case price, with an ad-	25 " " 12 PRUNELLES.	Calabria Sicily
No. 2 Hurl	0 VEGETABLES.	charge of	30 lb. boxes 12½	Condens
		90 cents for cabinet.	RASPBERSIES. In barrels	16
No. 2 Carpet 25 No. 1 2 7 Parlor Gem 3 0	5 " French style2 2 Limas	EXTRACT.	50 lb. boxes	No. 9 su Anchor
Common Whisk 1 0	Ullima green	Felix 1 15	Foreign.	No. 2 ho Export
Fancy " 1 2 Mill	D Lewis Boston Baked 1 3	5 Hummer 8, 1011 1 50	CURRANTS.	Bapore
BRUSHES.	World's Fair 1 3		Patras, in barrels @ 4 " in ½-bbls @ 4½ " in less quantity @ 4½	The sale (part)
Stave, No. 1	Corn. Hamburgh	Bulk	PEEL.	60
" " 10	Livingston	CLOTHES LINES.	Citron, Leghorn, 25 lb. boxes 21 Lemon " 25 " " 10	1 Miles
Rice Root Scrub, 3 row 1 2 Palmeto, goose 1 5		0 Cotton, 40 ftper doz. 1 25		<b>多数</b>
BUCKWHEAT FLOUR.	Hamburgh marrafat 15	35 " 60 ft " 1 60 1 70 ft " 1 75	Domestic.	0
Rising Sun	early June1 Champion Eng1	80 ft " 1 90	" S "1 65	3 or 6 de
CANDLES	fancy sifted1	90 " 72 ft " 1 00	Loose Muscatels, boxes1 25	
Hotel, 40 lb. boxes. 9 Star, 40 " 9 Paraffine 10	Soaked	COUPON BOOKS.	Ondura, 29 lb, boxes 74@ 74	1 gallon
Paraffine 100 Wicking 25	Early June1	TRADESMAN STRADESMAN	Sultana, 20 " 11 @12 Valencia, 20 " 6½@ 6½	Quart
	French	80 27 12	Bosnia @	Pint Half pi Woode
CANNED GOODS.	French173	18 (45) (7)	California, 90x100 25 lb. bxs. 80x90 "91	1 gallon
Fish. Clams.	Pumpkin.	90 CREDIT COUPON	" 7(x80 "91)	Quart
Little Neck, 1 lb1	10 Squash. 90 Hubbard1		Turkey	11111
Clam Chowder.	Succotash.	Tradesman.	ENVELOPES.	Sugar h
Standard, 3 lb		85 8 2, " " 2 50	AA rag, white.	
Standard, 1 lb	Honey Dew1	\$ 5, " " 3 00 \$10, " " 4 00	NO. 2, 0/2 1 0	
" 2 lb	Wycelstor	00 1890 44 44 5 00		Prime . Fancy .
Star, 1 lb	Eclipse. 1 45 Hamburg 1 46 Gallon 2	60 30 55 8 1, per hundred 2 50	No. 1, 6½ 1 3	5
Pienie, 1 lb	00	55 8 2, " " 3 00	Manilla, white.	Good Extra g
Mackerel.		22 85, " "	0 6 9	5 Choice
Standard, 1 lb 1	20 Premium	35 820, " " 6 00	Mill No. 4 1 0	One-h
" 2 lb	00 Breakfast Cocoa	40 ONE CENT	WARNAGE CO	Barrels
Tomato Sauce, 3 lb	00 Amboy @	COUPON	FARINACEOUS GOODS.	Half ba
Salmon. Columbia River, flat1	Herkimer @13		Farina.	Barrels
" tallsl	75 Allegan @	\$ 1, per hundred \$3 0 \$ 2. " 3 5	Hominy. Barrels37	Half b
" 2 lb2	Edam @1	83 " 40	0 Grits 4 9	5
Sardines. American %s4%@	Limburger @10	810, " 6 0	Lima Beans.  O Dried 4	Barrels Half b
136   148	7 Roquefort	Above prices on coupon book	Maccaroni and Vermicelli. Domestic, 12 lb, box	55 Barrels
" ½8	Schweitzer, imported. @30 8 "domestic @10	quantity discounts:	Imported101/2@11	

rrent.	200 or ov 500 " 1000 "
l buyers who pay promptly	Can be denomin 20 boo 50 "
CATSUP. Half pint, common	100 " 250 " 500 " 1000 "
Half pint, common. 80 Pint " 1 60 Quart " 1 50 Half pint, faney. 1 25 Pint " 2 00 Quart " 3 00 CLOTHES PINS.	Eagle Crown
5 gross boxes40	America
35 lb bags	Seymou Seymou Family Family Salted 1 Salted 2 Kenosh
Fair 16 Good 17 Prime 18 Golden 20 Peaberry 20 Santos.	Boston. Butter
Santos.   16   Good   17   Prime   18   Peaberry   20   Mexican and Guatamala,	Soda, X Soda, C Soda, I Crystal Recepti
Fair. 20 Good 21 Fancy 23	S. Oysto City Oy Farina
Maracaibo.  Prime	Strictly Telfer's Grocers
Java.         Interior       .25         Private Growth       .27         Mandehling       .28	1
Mochs.  Imitation	Sundri Evapor
To ascertain cost of reaster coffee, add 1/c. per lb. for reast ing and 15 per cent. for shrink age.	Califor Evapor
PACKAGE.  Arbuckle's Ariosa19. McLaughlin's XXXX19. Lion, 60 or 100 lb. case19. Cabinet	70 lb. b 25 lb. b 3 Peeled
containin 120 1-poun- package (similar t	Califor
accompany ing illustration) solds case price with an ac ditions charge of	Barrel 50 lb, t 25 "
90 cents for cabinet.	In bar
Valley City 1 Hummel's, foil 1 tin 2  CHICORY.	Patras
Bulk 4 Red 7	Citron
Cotton, 40 ftper doz. 1	60 Londo
0 Jute 60 ft " 1	90
TRADES MANS STRADESMAN	Ondu Sultar Valen
8 (L) 5	Bosni Califo
CREDIT COUPON CREDIT COUPON ("Tradesman."	Turk
8 5, " "	50 00 00 No. 2 00 No. 1
00 "Superior." 55 8 1. per hundred	
000,	50 61 00 6 00 Mill
ONE CENT	FA
"Universal."	100 lb

or over 5 per cent.	Vo	Pearl Barley.
COUDON PASS BOOKS		Peas.
n be made to represent any comination from \$10 down.   0 books.	Spl	een, bulit, bbl
0 books\$ 1 00 0 " 2 00	Ge Ea	rmanst India
0 "	Cr	Sago. rman st India. Wheat. acked.
9 " 17 50		Bloaters.
condensed Milk. 4 doz. in case.	Po	Cod.
gle	W	hole, Grand Bank
	Bo	oneless, bricks oneless, strips Halibut.
Butter.		
Butter.	Se	Herring. caled olland, bbls weekerel.
mily XXX, cartoon 6½ lted XXX	R	ound shore, ½ bbl
enosha 8		
		o. 1, ½ bbls, 90 lbs o. 1, kits, 10 lbs amily, ½ bbls., 100 lbs " kits, 10 lbs
da, XXX     6       da, City     7½       da, Duchess     8½       ystal Wafer     10       ception Flakes     10       Oyster XXX     6       try Oyster, XXX     6       trina Oyster     6       cream Tabrar     6       ricity pure     30	D	Sardines.
da, Duchess 8½ ystal Wafer 10 eception Flakes 10	In a	Trout.
Oyster. Oyster XXX	N	0. 1, ½ bbls., 100lbs 0. 1, kits, 10 lbs Whitefish.
ty Oyster, XXX	N	0. 1, ½ bbls., 100lbs
rictly pure 30 elfer's Absolute 35 rocers' 10@15	F	o. 1, ½ bbls., 100lbs o. 1, kits, 10 lbs amily, ½ bbls., 100 lbs kits 10 lbs
rocers'10@15	-	
DRIED FRUITS.		FLAVORING EXTRA Jennings' D C
Domestic.  APPLES.	2	Lemon
undried. sliced in bbls. 5 " quartered " 5 vaporated, 50 lb. boxes @7 APRICOTS.	6	oz folding box 75 oz "1 00 oz "1 50 oz "2 00 oz "3 00
anioinia in Dags o	3	oz "3 00 GUN POWDER.
	1 15	Kegs
BLACKBERRIES. 1 boxes		HERBS.
eeled in boxes 12	1	lops
" in bags 7 @ 85	2 8	Madras, 5 lb. boxes S. F., 2, 3 and 5 lb. box JELLY.
alifornia in bags @7		Chicago goods
PITTED CHERRIES, Sarrels 11 0 lb, boxes 11½ 5 " " 12	, ,	Chicago goods
5 " 12  PRUNELLES.	2 1	Pure Calabria
0 lb. boxes	2 (	Condensed, 2 doz
n barrels	6 7	Pure LLGGRICE. Palabria . Sicily LYE. Condensed, 2 doz 4 doz MATCHES. No. 9 sulphur Anchor parlor No. 2 hone.
5 lb. "		No. 2 home
CURRANTS.	- 1	Export parlor MINCE MEAT
Patras, in barrels @ 4 " in ½-bbls @ 4 " in less quantity @ 4	1/4	Charles of the Spread of the S
DERT	- 1	NEW EN
Citron, Leghorn, 25 lb. boxes (Lemon " 25 " " ) Drange " 25 " "   RAISINS.	10	1907 - 4430 111 16 W Z B 1 1 68 49
	10	T.E.DOUGH CHICAGO, ILL. & P.
Domestic. London layers, 2 crown 1 a si	65 85 95	3 or 6 doz, in case per
" 70 lb bags @5 Foreign.	1/4	MEASURES. Tin, per doze
Sultana, 20 " 11 @12	1/2	Half galionQuart
PRUNES.	1	Half pint Wooden, for vinegar
California, 90x100 25 lb. bxs. 80x909	14	1 gallon
" 7(x80 "9 " 60x70 "9	3/4	Pint
Valencia, 20 64@ 6 PRUNES.  Bosnia	-	Blackstrap
XX rag, white.	75	Sugar house Cuba Bakin Ordinary
No. 2, 6½	60 65	Prime
XX wood, white. No. 1, 6½	35	New Orlean
$ \begin{array}{c ccccccccccccccccccccccccccccccccccc$	25	Fair
614	95	Good Extra good Choice Fancy One-half barrels, 30
Mill No. 4 1	00	One-half barrels, 30
FARINACEOUS GOODS		Barrels 200
Farina.	4	Barrels 180
	75	Half bbls 90
Grits 4		Medium

3 @4	Clay, No. 216       1 75         "T. D. full count       75         Cob, No. 3       1 25
Peas	
Sago	POTASH. 48 cans in case.
Sago. 4½ ia 5½	Babbitt's
Wheat.	Williams per doz 1 75
FISHSalt. Bloaters.	Williams, per doz 1 75 3 doz, case 5 00 RICE.
Bloaters.	Domestic.
th 1 10 Cod.	Carolina head
Grand Bank 6 @614	" No. 1
Cod. 314 Grand Bank 6 654 s, bricks 71408 s, strips. 71408 Halibut.	Imported.
Halibut. 12  Herring. 20 1, bbls. 10 50 kegs. 75 shore, ½ bbl. 3 00 " ½ bbl. 1 50 Mackerel.	Japan, No. 1 6 8 No. 2 5 1/4 Java 5 5 Parts 5
Herring.	Patna5
1, bbls 10 50	SAUERKRAUT.
shore, ½ bbl 3 00	Silver Thread, bbl \$4 00 '' ½ bbl 2 50
6 bbls, 90 lbs	SPICES. Whole Sifted.
, ½ bbls., 100 lbs 5 50 kits, 10 lbs 75	Allspice
Sardines.	" Batavia in bund15 " Saigon in rolls35
Trout.	Zanzibar 13
½ bbls., 100lbs	Mace Batavia80 Nutmegs, fancy80
Whitefish	" No. 1
4 bbls., 100lbs	Pepper, Singapore, black15
, ½ bbls., 100 lbs 3 50 kits 10 lbs 50	" shot
	Allspice
LAVORING EXTRACTS.	Cassia, Batavia20 " and Saigon.25
Jennings' D C. Lemon. Vanilla	" Saigon35 Cloves, Amboyna30
ding box 75 1 25	Ginger, African
ding box. 75 1 25 "1 00 1 50 "1 50 2 00 "2 00 3 00 "2 00 4 00	Cochin
"3 00 4 00 GUN POWDER.	Mace Batavia80 Mustard, Eng. and Trieste. 25
	" Trieste27 Nutmegs, No. 265
egs3 00 HERBS.	Pepper, Singapore, black 20 white 30
15	Pure Ground in Bulk.  Allapice
	"Absolute" in Packages.
2, 3 and 5 lb. boxes. 50	Allspice 84 1 55
JELLY.	Cinnamon 84 1 55 Cloves 84 1 55
's, 10, 20 and 30 lbs 6	Ginger, Jam 84 1 55 " Af 84 1 55
JELLY.  (o goods	Allspice 84 155 Cinnamon 84 155 Cinves 84 155 Ginger, Jam 84 155 Ginger, Jam 84 155 Mustard 84 155 Pepper 84 155 Sage. 84
ia	Sage 84
LYE.	
4 doz	Anise
sulphur1 2	5 Canary, Smyrna 3½ Caraway
home 1 10	O Cardamon, Malabar 90 Hemp, Russian 4½
MINCE MEAT	Mixed Bird 4½@ 5½ Mustard, white 6
MATTER THE PROPERTY OF THE STATE STATE	See
NEW ENGLAND	Rape
ME COMBENSES	STARCH. Corn.
MINGE MEATY TEDDUIGHEATY THE DOUGHEATY THE D	20-lb boxes 6½ 40-lb " 6½
CHICAGO, ILL. & PORT BYRON	40-lb " 6½ Gloss.
doz, in case per doz1 0	1-lb packages 6 3-lb " 6 6-lb " 65/2 40 and 50 lb, boxes 43/4 Barrels 43/4
MEASURES.	6-lb " 6½ 40 and 50 lb, boxes 4¾
7111, per dozen. on	
4	Scotch, in bladders
pint den, for vinegar, per doz. on 7 (gallon 4 ft 3 2 5	french Rappee, in Jars43
on 7 (gallon 4 7	80DA. 85 Boxes
3 7	55 Boxes
MULAGOEG.	Kegs
Blackstrap. house	
Cuba Baking.	8ALT.
ary	8ALT.
Porto Rico.	8ALT.
Porto Rico.	8ALT.
Porto Rico,	56     SALT.       16     100 3-lb. sacks.     \$2 25       60 5-lb.     2 00       25     25 10-lb. sacks.     1 85       26     24 1-lb.     2 02       27     20 12-lb.     20 12-lb.       28     20 14-lb.     2 25       29     24 3-lb. cases.     1 50       56     1b. dairy in linen bags.     50       28     1b.     4 drill     18
Porto Rico.  Porto Rico.  New Orleans.	%     SALT.       16     100 3-lb. sacks     \$2 25       60 5-lb.     20       28 10-lb. sacks     1 85       20 14-lb.     2 25       24 3-lb. cases     1 50       56 lb. dairy in linen bags     50       48 lb.     drill     18       Warsaw     Warsaw
Porto Rico.  Porto Rico.  New Orleans.	56     SALT.       16     100 3-lb. sacks.     \$2 25       60 5-lb.     2 00       16     28 10-lb. sacks.     1 85       16     20 14-lb.     2 25       20 24 3-lb. sacks.     1 50       56 lb. dairy in linen bags.     56       15     56 lb. dairy in drill ''     18       28 lb.     Warsaw.       22     26 lb. dairy in drill bags.     35       27     28 lb.     ''     18       35     18     35
Porto Rico.  New Orleans.  20 20 20 2-half barrels, 3c extra	SALT.
Porto Rico.  New Orleans.  s good.  e y -half barrels, 3c extra	SALT.
Porto Rico.  New Orleans.  a good.  y	SALT.
Porto Rico.  New Orleans.  a good.  be a good.  output  a good.  be a good.  output  output  output  a good.  output  out	Section   Sect
Porto Rico.  New Orleans.  A good.  P-half barrels, 3c extra OATMEAL. els 200	Section   Sect
Porto Rico.  Porto Rico.  New Orleans.  1 good	SALE
Porto Rico.  New Orleans.  a good	SALE
Porto Rico.  Porto Rico.  New Orleans.  1 good	SALT.

SOAP.	SWEET GOODS.	Plug.	FISH and OYSTERS.	Fisher	Local dealers pay as follo
LAUNDRY.	Ginger Snaps 8	Searhead 40	F. J. Dettenthaler quotes as	" cross	for dressed fowls:
Thompson & Chute Brands.	Sugar Creams 8	Joker 19	follows:	11 000000 50001 00	Spring chickens 10 ml
lver, 100 12 oz \$3 65	Frosted Creams 9	Zeno 22	Whitefish @10	Lvnv 2 00@3 00	Fowl 9 @1.
now, 100 10 oz 5 00		L. & W 26	Trout @10	Martin dark 1 00(@3 00)	Turkeys
ono, 100 12 oz 3 35	Oatmeal Crackers 81/2	Here It Is	Halibut15 @17	" pale & yellow 50@1 00	Ducks
erman Family, 60 1 lb 2 55	WASHBOARDS.		Ciscoes 5 @ 6	Mink, dark 40@1 10	Geese11 @1
" 75 1 10 3 10	Good Luck	Jolly Tar	Flounders S @10	Muskrat 03@ 15	
aundry Castile, 75 1 lb 3 05 arbled, 75 1 lb 3 05	Northern Queen 2 50	Hiawatha 37	Bluefish	Oppossum 15@ 30	PAPER & WOODENWA
avon Improved, 60 1 lb 2 50	Peerle s single	Valley City 34	Mackerel	Otter, dark	PAPER & WOODEN WA
inflower, 100 10 oz 2 75	" double 3 00	Jas. G. Butler & Co.'s Brands.	Cod10 @12	Raccoon	PAPER.
live, 100 10 oz 2 50	Universal Protector2 25	Something.Good38	California salmon15 @18 No. 1 Pickerel	Wolf 1 00@3 00	Straw
olden, 80 1 lb 3 25	Water Witch 2 25	Toss Up		Wolf	Rockfalls
conomical, 30 2 lb 2 25		Out of Sight		DEERSKINS—Per pound	Rag sugar
andard, 30 2 lb 2 35	TEAS.	Smoking.	Smoked White @ 8		Hardware
Allen B. Wrisley's Brands.	JAPAN-Regular.	Boss 12½	Bloater, per box 1 75 oysters—Bulk.	Thin and green 10	Bakers
d Country, 80 1-lb 3 30	Fair @17	Colonel's Choice13	Mediums, per gal \$1 10	Long gray	Dry Goods 51/20
ood Cheer, 60 1 lb 3 90	Good	Warpath14	Selects, " 1 60	Gray	Jute Manilla
hite Borax, 100 34-lb 3 60	Choice24 @26	Banner14	Clams " 1 25	Red and blue 35	Red Express No. 1
Proctor & Gamble.	Choicest	King Bee20	Shrimps " 1 25	THE PERSON NAMED IN TAKEN	" No. 2
oncord 2 80	Dust 10 @12	Kiln Dried	Scallops " 1 75	GRAINS and FEEDSTUFFS	TWINES.
ory, 10 oz	SUN CURED.	Nigger Head23	OYSTERS-Cans.	WHEAT.	48 Cotton
enox	Fair @17	Honey Dew24 Gold Block28	Fairhaven Counts @35	No. 1 White (58 lb. test) 88	Cotton, No. 1
ottled German 3 15	Good	Peerless24	F. J. D. Selects @30	No. 1 Red (60 lb. test) 88	" " 2
own Talk 3 00	Choice24 @26	Rob Roy24	Selects	MEAL.	Sea Island, assorted
TOILET.	Choicest32 @34	Uncle Sam28	F J. D @20	Bolted	No. 5 Hemp
iow, 100 6-oz 3 75	Dust10 @12	Tom and Jerry25	Anchor	Granulated 1 80	No. 6 "
ocoa Castile, 24 lb 3 00	BASKET FIRED.	Brier Pipe	Standards		WOODENWARE,
SCOURING AND POLISHING.	Fair	Yum Yum32	2 101 011100111111111111111111111111111	FLOUR.	Tubs, No. 1
verine, 100 12 oz 3 50	Choice @25	Red Clover32	SHELL GOODS.	Straight, in sacks 4 60	" No. 2
" 50 12 oz 1 80	Choicest @35	Navy	Oysters, per 1001 25@1 50	" barrels 4 70	" No. 3
apolio, kitchen, 3 doz 2 50	Extra choice, wire leaf @40	Handmade40	Clams. " 75@1 00	Patent " sacks 5 60 barrels 5 70	
" hand, 3 doz 2 50	GUNPOWDER.	Frog 33	HIDES, PELTS and FURS	Graham " sacks 2 20	" No. 1, three-hoop
otash Flakes, 72 10 oz 5 00				Rye " Sacas 265	Clothespins, 5 gr. boxes
	Common to fair25 @35 Extra fine to finest50 @65	VINEGAR.	Perkins & Hess pay as fol		Bowls, 11 inch
SUGAR.		40 gr 8	lows:	MILLSTUFFS.	" 13 " " 15 "
SUGAI.	Choicest fancy75 @85	50 gr9	HIDES.	Bran 16 00	" 17 "
ut Loaf @ 51/2	oolong. @26	\$1 for barrel.	Green	Screenings 14 00	" assorted, 17s and 19s
abes @ 4%	Common to fair 23 @30	WET MUSTARD.	Part Cured 41/20 43/4	Middlings 20 00 Mixed Feed 18 00	" " 15s, 17s and 19s
owdered @ 4%	IMPERIAL.		Full " @ 5	Coarse meal 17 00	Baskets, market
ranulated @ 4%	Common to fair 23 @26	Bulk, per gal 30 Beer mug, 2 doz in case 1 77	DIV 0 @ 0		shipping bushel.
onfectioners' A @ 41/8	Superior to fine30 @35		Kips, green 31/2@ 41/2	CORN.	" full hoop "
oft A	YOUNG HYSON.	TEAST-Compressed.	Calfskins, green 4 @ 5	Car lots441/2	" full hoop " " bushel " willow cl'ths, No.1
hite Extra C @ 3% xtra C @ 3%	Common to fair18 @26	Fermentum per doz. cakes 15	" cured 5 @ 61%	Less than car lots46	willow ci ths, No.1
	Superior to fine30 @40	" per lb" 25	Desconskins10 @30	OATS.	1 1 No.3
ellow 3.44@ 3½	ENGLISH BREAKFAST.		No. 2 hides 16 off.	Car lots35	" splint " No.1
ess than bbls. %c advance	Fair	FRESH MEATS.	PELTS.	Less than car lots37	" No.2
		FRESH MEALS.	Shearlings	HAY.	" " " No.3
STEP LADDERS.	Choice	Swift and Company quote as	Lambs50 @1 30	No. 1 Timothy, car lots14 00	
	Dest	follows:	WOOL	No. 1 " ton lots 15 00	
feet 60	TOBACCOS.	Beef, carcass 41/2 61/2		NO. 1 toll lots15	
"		" hind quarters 6 @ 614	Themsehod 10 @90		
1 00	Fine Cut.	" fore " 314@ 31/2	MISCELLANEOUS.	OILS.	
"	Pails unless otherwise noted.	" loins, No. 3 @ 9	Tallow 31/2 4		
"	Hiawatha 60	" ribs 8 @ 8½	Grease butter 1 @ 2	The Standard Oil Co. quotes	
" 2 25	Sweet Cuba 34	rounds 4 @ 4½	Switches 14@ 2	as follows, in barrels, f. o. b.	
	McGinty 24	" tongues @	Ginseng	Grand Rapids:	
SYRUPS.	" ½ bbls 22	Bologna @ 41/2	PHRS	W. W. Headiight, 190	1
Corn.	Little Darling 22	Pork loins @ 7%		fire test (old test) @ 8	
arrels22	" ½ bbl 20	shoulders @ 51/4	Outside prices for No. 1 only.	Water White, @ 71/2	
alf bbls24	1791 20	Sausage, blood or head @41/2		Naptha @ 7	
Pure Cane.	1891, ½ bbls 19	" liver @ 4½		Gasoline	
air 19	Valley City 33	" Frankfort @?	Beaver 3 00@7 00		
ood	Dandy Jim	Mutton 7 @8 Veal 7 @8	Cat, wild		
				1 Diaca, 20 to 00 005 40 173	

# HILLSIDE JAVA!

Grocerymen: Are you entirely satisfied with your sales of High Grade Coffees?

Are you sure that you are selling the best to be obtained? **Hillside Java** is a scientific combination of Private Plantation Coffees, selected by an expert, and from which it is possible to make a beverage that **will please you.** 

Cup qualities always uniform, and is a trade winner wherever introduced. Do you sell it?

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140 Summit St., Toledo, O., also Detroit & New York.

We are represented in Michigan as follows: Eastern Michigan, P. V. Hechler; Southern Michigan and Northern Indiana, M. H. Gasser; Western Michigan, Thos. Ferguson ["Old Fergy"].

### PRODUCE MARKET.

Apples—Dull and slow of sale. Dealers hold at \$1.75@\$2.25 per bbl., according to quality.

Beans—Essy and quiet. Dealers now pay \$1.30@1.40 for unpicked and country picked and hold at \$1.55@1.75 for city picked pea or medium.

Butter—Lower and in smaller demand. Choice dairy is in moderate demand at 18@20c. Factory creamery is held at 25c.

Celery—20c per doz.

Cabbages—30@40c per doz.

Cider—Sweet, 12@15c per gal.

Cranberries — Repacked Cape Cod are in fair demand at \$6 50 per bbl.

Dried Apples—Sundried is held at 5@5½c and evaporated at 5%4@7c.

Eggs—Fresh are beginning to come in slowly.

Dealers pay 20c and hold at 22c.

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:

Sh	ort cut																	11	50
	tra clea																		
	tra clea																		
Cle	ear, fat	back.																13	50
	ston cle																		
	ear back																		
	ndard																		
		BAUSA	GF-	-F	TPS	h	Q	n	F	Q.	m	10	b	A	a				
Do	rk Saus																		77
	m Saus																		
To	ngue Sa	usage															 		9
Fr	ankfort	Sauss	age																71/2
Ble	ood Sau	sage																	5
	logna, s																		

	ogna,															
	ogna,															
Hea	d Che	eese														41/9
			LAR	D-	-Ke	ettl	e R	end	lei	ed	1					
Tie	rces															8
	08															
	b. Tir															
9011	0. 111	18									•••	٠.	• •		••	0%
						RAN										-
	rces															7
50 1	b case	es														71/4
20	44															71/
10	44															73/
5	54															73
3	6.															0 76
0												• •			α.	0
						LA	KD.				_					m-
								1	aı	ni	ıy.			р		ind
	rces														5	1/2
	nd 50														5	36
3 lb	. Pail	8. 20	in (	a	cas	e			. 6	×					6	1/6
	. Pail														6	5%
	b. Pai															1/4
	b. Pai														6	
	b. Car		111													3/

20 10.	rails, 4	III &	case.				.05							-t	,
50 lb. (	Cans						.6							-	3%
		BE	EF IN	BA	RI	REI	8.								
Extra	Mess,	warra	inted	200	lt	8.									6 50
Extra	Mess,	Chica	go pa	acki	ng										6 50
Bonel	ess, rui	mp bu	itts											.1	00 00
	SMOKE	D ME.	ATS-	Can	V8	188	ed	0	r	P	la	in			-
Hams.	avera	ge 20	lbs												914
66	66		lbs												
**	66	12 1	0 14 1	bs.											10
44	picnic														
44	best b	onele	88												814
Shoul	ders														
Break	fast Ba	con.	bone	ess											81/4
Dried	beef, h	am n	rices						• •	• •			• •	•	814
Long	Clears,	hoon	7							٠.			*		61/
DIISK	ets, me														
31	11g	nt								٠.					. 7

## CUTS for BOOM EDITIONS

### **PAMPHLETS**

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

### CANDIES, FRUITS and NUTS.

	_			
The Putnam		Co. quotes as	s follow	s:
	Full	Weight.	Bbls.	Pails.
Standard, per				7
" Н.Н			6	7
				7
Boston Cream		20 lb. cas	es	81/2
Cut Loaf				8
Extra H. H			ses 7	8
		Weight.		
			ols.	Pails.
Standard			5	7
Leader				7
Royal				71/2
Nobby			7	8

1	Full Weight.		
		Bbls.	Pails.
Standard		6	7
Leader		6	7
			71/2
			8
			8
Conserves		7	8
Broken Taffy.	bask	ets	8
Peanut Square	S '	6 8	9
French Creams	S		10
	8		13
Midget 30 lb b	baskets		
Modern Solb	"		8
modern, com.	FANCY-In bull		
	Full Weight.		Pails.
Lozenges, plai			10
" prin	ted		11
	p8		
CHOCOLUCE DIO			

Chocolate Monumentals	. 13
Gum Drops	. 51/2
Moss Drops	. 8
Sour Drops	. 81/2
Imperials	. 10
FANCY-In 5 lb, boxes. Per	Box.
Lemon Drops	55
Sour Drops	55
Peppermint Drops	
Chocolate Drops	
H. M. Chocolate Drops	90
Gum Drops40	@50

Л	Chocolate Drops
ł	H. M. Chocolate Drops90
1	Gum Drops40@50
ł	Licorice Drops
1	A. B. Licorice Drops80
1	Lozenges, plain60
1	" printed
1	Imperials60
1	Mottoes70
1	Cream Bar55
	Molasses Bar55
	Hand Made Creams85@95
۱	Plain Creams80@90
9	Decorated Creams
	String Rock65
ı	Burnt Almonds
Л	Wintergreen Berries60

			ARAME										
No. 1. W	rappe	d, 2 lb.	boxes		 		 				. 3	4	
No. 1,		3	66								. 5	1	
No. 2,	44	2	"								. 2	8	
No. 3,	66	3	44			 					. 4	2	
Stand u	p, 5 lb	. boxes									. 9	0	
			BANGI	18.									
Florida	s. fan	cv							2	7	5@3	a	04
66		ce									002		50

1	" russets	@2
1	" Tangerines	3
1	Californias, Riverside	9
1		0
1	" Navals	4
1	Messinas, choice 200	2
1	" " 300	2
		~
	LEMONS.	
1	Messina, choice, 360	@4
	" fancy, 360	@4
	1ancy, 500	
	" choice 300,	@4
	" fancy 390	@4
	OTHER FOREIGN FRUITS.	-
	Figs, fancy layers, 6tb	@14
	" " 10tb	@15
	" extra " 141b	@16
	" " 201b	@17
	D-1 713 40 11 ham	COLL
1	Dates, Fard, 10-lb. box	6 8

Dates, Fard, 10-lb. box	@ 8
" " 50-lb. "	@ 8
" Persian, 50-lb, box	@ 5
NUTS.	
Almonds, Tarragona	@17
" Ivaca	0
" California	216
Brazils, new 75	60 8
Filberts	@13
Walnuts, Grenoble	@14
" Marbot	0
" Chili	@10
Table Nuts, fancy	@13
" choice11	@12
Pecans, Texas, H. P.,14	@16

	Cocoanuts, full sacks	@4 0
	PEANUTS.	
8	Fancy, H. P., Suns	Ø 54
	Fancy, H. P., Flags	Ø 51
	Choice, H. P., Extras	@ 44

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



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which is affixed to every cake of our Yeast, and which serves TO DISTINGUISH Our Goods from worthless Imitations.

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THE BEST ON THE MARKET.

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

### The Reclamation of Waste Lands in Michigan.

In all extensive tracts of territory there is great variation of soil, timber and conditions, varying from mountain heights to level plains; from the most productive to the most barren soil; from timber of great value to the most scrubby and scant vegetation; from perfect conditions of exposure, moisture and convenience to those of a deficiency or excess of water, inaccessibility, unhealthfulness of climate and the thousand circumstances that make a country more or less habitable and desirable.

The growth of population and the natural laws of development, until recently unaided by science and law, have arranged the territories of the Old World as we now find them, in many cases probably to the best general good of those countries. The civilization of the present day and the onward march of progress can hardly wait for a similar determination of the relations of these territories in our own land, and we find everywhere great interest in the subjects of forestry, drainage and irrigation,

Without going into a history of what has been and is being done in other countries and states, or discussing the general subjects, it is sufficient to say that Michigan has her own problems on these lines, and it is to their consideration I invite your attention.

In the nature of things the individual can consider only his own interests or, at most, those of his children or grandchildren; hence, his plans must be but limited and temporary. On the other hand, the life of the state, in some forn. or other, is perpetual, and the state may well, and should, study the problems relating to its conditions in the distant future and care for, plant and protect for conditions that will exist at a time beyond the life of the present generation. For that reason it supports schools, erects permanent buildings for its capitol, builds its asylums, its universities. fosters railroads, builds canals and undertakes enterprises that are beyond the scope of individuals or corporations, frequently taxing the future by the issuance of bonds to be paid by the coming generations.

The study of the question before us and the adoption of some plan or system in relation to its stump and plains land are surely subjects that should interest ing out crops that may be grown to some the state. It is not only for the future, however, that these questions should be studied. If, as I think, it is a fact that the present system, or rather, want of system, is expensive, extravagant and the cause of an annual and continuous waste of money in considerable amount, besides inducing conditions that may be still more detrimental, it would seem that the time is ripe for a thorough study of the subject and the adoption of such a system as will save this annual waste of money and lay the foundation for the future advantage of the state.

It is probably a fact that Michigan was originally timbered with a greater amount ranges. In visiting the stock ranges of and more valuable timber than any other area of the same size in the Union. This timber has mostly been removed, giving place in many sections to our particularly of the pine lands, the timber has been removed, the lands abandoned, no taxes paid, although annually assessed, advertised and returned to the State as unpaid and unsold. The ex- that, if they are at all adapted to the pur-) which to our fathers was a burden, and

sale are paid by the State at a large annual outlay. This is a part of the problem before us. The fact that some of these lands have been occupied and made into farms and others will be, does not affect the general statement, for no one of observation deems it possible that the greater part of these lands will, within reasonable time, be other than waste lands. There are other large tracts of plains, of such character that they are conceded to be worthless under any known or practicable system of husbandry. Many acres attractive in appearance, and in some ways resembling the valuable "oak openings," were settled upon by the homesteader or cash purchaser and, after weary years of unrequited labor, were abandoned and through fruitless taxation became an expense to the State. The primary school system and the Agricultural College, both in the trusteeship of the State, are holders of considerable areas of these lands. Many sections are held by the land grant railroads, and, although nominally held at prices that would indicate good land, they are practically out of the market, as they are covered by the mortgages on the roads and could not be disposed of at less than the listed price, if there were buyers at any price, which there

The marshes in the State are generally not so extensive as to call for especial study and have, besides, been the subject of considerable legislation and improvement, and ordinary questions of drainage are, very properly, relegated to municipalitles in which they are located. In the consideration of the general subject, however, they should not be overlooked. There is little doubt but that the stump lands, with proper care, could generally be rehabitated with valuable timber. The present owners cannot enter it. The length of time required to mature a crop, the expense of planting, of watching and caring for the same, the constant annual assessment for taxes, at a rate likely to increase as the lands become more valuable by the growth of the new timber, preclude their taking any practical interest in the project.

The experiments being made by the State through the Agricultural College as to the "plains" are of great interest, and it is to be hoped will result in pointpurpose on some of these lands; but it is quite too much to expect them to become desirable homes for our people. There are, however, possible uses to which they may be put that are worth considering. These lands are annually visited by numbers of hunters and sportsmen, and the quantity of game taken is considerable. It is noticed, too, that the venison obtained is uniformly in good condition, from feeding on the natural grasses and herbage growing on them, and this leads one to think that, perhaps, these lands have an adaption for the purpose of game preserves and stock the West one observes that only in very rare instances the feed compares with the pastures of our farms, and he naturally concludes that their great value is finest farms. In many cases, however, due to the great extent of the ranges.

While the character of our winters precludes the use of these lands in exactly the same manner as the great ranges of the West, we are possibly so situated

penses of this assessing, advertising and poses of a summer range, they can be well utilized.

> In the other portions of the State the lands are almost entirely devoted to the raising of grain, corn and grass, and there is frequently a large surplus of hay, straw and corn fodder that the stock kept is unable to consume. It seems that a good business might be done by summering the surplus and growing stock on the ranges of these plains and stump lands, and driving them back to cultivated lands after the season is over, to consume the surplus hay, straw and fodder. The summer ranges would constantly be increasing in fertility by the manure dropped in the season, while the older lands would also be kept in their present condition, if even their fertility were not increased, by the manure made during the period of consumption of these fodders, thus adding to the wealth of the country, by the increase of the quantity of stock grown and fitted for market, and the increased fertility of these now worthless plains. Probably this could not be profitably done on a small scale, but the selection of a suitable range and the gathering from a neighborhood of the surplus stock in the spring, to be driven to the ranges for summer pasturage, and the returning of the stock at the end of the season, would seem entirely practicable.

I have indicated some of the possible uses for these lands; others will doubtless occur, and surely the whole subject is deserving of very careful and thorough study and consideration. For this study and consideration, I would suggest an act of the Legislature appointing a commission with considerable powers, say a commission of five men-men who are broad viewed, fair minded, enterprising and, at the same time, wisely conservative, -to take this whole subject into consideration. I should say that this commission should consist of a farmer, a lumberman, a scientist, a lawyer and a business man. The commission should be authorized to have all the information and help needed from the Auditor General's office in the study of the question of the taxes and tax sales, and from the office of the Secretary of State such information as has been there accumulated. The county records and the services of the county surveyors of the different counties should be at the command of the commission for such assistance as might be needed from them. The commission should be authorized to confer with the land grant railroads, should there seem to be occasion in the prosecution of their studies, and, in fact, should have every facility for making a thorough and exhaustive study of the whole subject.

It should make a report to the Legislature embodying the results of its studies, and should formulate such bills for the consideration of the Legislature as would seem desirable in the endeavor to make the most of the situations observed. It seems more than likely that the commission might arrive at the conclusion that the State should reacquire the title to the abandoned stump and plains land, thereby saving the annual waste of the assessment, advertising and sale of these lands. Possibly it might discover that certain of them were adapted to the growth of timber, and devise plans whereby the State might wisely plan for the coming generations a supply of that commodity

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which we, perhaps, have wasted with a lavish prodigality. It might discover that certain of these lands would be adapted, within a reasonable time, to the occupation of settlers, and would be the making of good homes and farms. It might conclude that, by the inducement of exemption from taxation for a series of years, under proper regulations, the owners would, in some cases, undertake the retimbering of certain tracts. It might find that many tracts were adapted to summer pasturage, but that the individual could not make the necessary outlays to carry on the business success fully, on account of the constant recurrence of the annual tax, but that, if owned by the State, the lands might be leased in suitable tracts, the State receive a revenue, the lands be kept under control and every interest thereby be benefitted. It might appear that the setting aside of and caring for considerable tracts as State parks and game preserves. and the protection of the timber and game with license to hunt and fish at certain times for a reasonable fee, would be a desirable and for the State a wise investment. Possibly, too, such a commission might look into the tenure of the marshes bordering some of the streams, looking forward to the time when the press of population and the accumulation of wealth would warrant the dyking and drainage of these lands. The utilization of some of these lands has been suggested as possible, if the water from some of the streams could be used for irrigation, and the consideration of this subject, too, would come within the scope of the commission.

There is another subject quite akin to these which is worthy of thorough thought and study-I refer to the sand dunes and encroaching sands on our coasts. Michigan has a more extensive coast line than any other state, and has great cause to carefully study this subject. I am not prepared with sufficient data to estimate these encroaching sands, but I believe that a survey with reference to their extent would reveal a startling condition and much greater damage than even a thoughtful person would imagine. As the timber along the shore is taken off, the evil is extended. growing timber serving as a wind break and largely preventing the blowing of the sand.

The subsidence of the waters in the lakes now rapidly going on, whether caused by a deficiency of rainfall, the deepening of the channels (as in the St. Clair Flats and Detroit river), a gradual geological upheaval of the earth's surface or the seeping and drainage of the waters of the lakes into the subterranean voids made by the vents of the innumerable gas and oil wells in adjacent territories, has added many feet and rods even of open beach around almost the entire This widened shore exposes a State. new and wide surface of sand which, as it dries out, becomes the plaything of the wind, to be blown inland by every gale.

Should the commission find some feasable method of keeping these encroachments in check, and suggest effective legislation to that end, they would deserve the gratitude of the State; and any expenses that the commission might have made would be trivial in comparison with the benefits rendered.

I am aware that the Legislature of

pendent Forestry Commission, which gave much time and labor to the consideration of some of these subjects. Their single report is a document of very great interest and value and will be indispensable in the further study of these subjects. Subsequent Legislatures were fully occupied with the consideration of other subjects, and the interest seems to have lapsed. Let us hope it only slumbers, to be revived at an early day and brought to practical results.

These suggestions seem to carry the subject farther than was contemplated under the original act and, while I would commend in the highest terms the work of the Independent Forestry Commission, I still think the constitution of a new commission about as has been pointed out, and a prosecution of the work as suggested, broadening it into the lines indicated, with sufficient means for its thorough prosecution, would commend itself to all classes of our people, and they would be interested in it as likely to produce tangible and valuable S. S. WALKER.

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From Kalamazoo and Chicago.	8:35 p m	
Train arriving at 9:20 daily; except Sunday.	all other	trains daily
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At	rive from	Leavegoing
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For Cincinnati	6:20 a m	7:00 a m
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No. 0 Sun, crimp top. 2 2 No. 1 " " 2 4 No. 2 " " 3 4	0			
No. 2 " "	0			
No. 0 Sun, crimp top. 2 6 No. 1 " " 2 8 No. 2 " " 3 8	0			
No 9 " " " " " 2 8	.0			
No. 1 Sun, wrapped and labeled. 37 No. 2 " " " 47 No. 2 Hinge, " " 47 Le Reetle. 47	0			
No. 2 " " " " " 4 7	n			
No. 2 Hinge. " " "	0			
No. 1 Sun, plain bulb, per doz. 1 2 No. 2 " " 1 5 No. 1 crimp, per doz 1 3 No. 2 " 1 6	5			
No. 2 " " " " 15	0			
No. 1 crimp, per doz	5			
No. 2 " " 16	0			
	0			
No. 2 " 160  LAMP WICKS. 23  No. 1, " 28  No. 1, " 28  No. 2, " 38  No. 3, " 57				
No. 0, per gross 2				
No. 1, " 2	8			
No 2, " 3	8			
No. 3, " 7	5			
mammoth, per doz 9	U			
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IoniaAr		11 25am	4 27pm	12 37am
St. JohnsAr	8 28am	12 17pm		1 55am
OwossoAr E. SaginawAr	9 03am	1 20pm		3 15am
Bay City Ar				8.45am 7.20am
FlintAr	10 05am	3 40pm	7 05pm	
Pt. HuronAr	11 55am	6 00pm	8 50pm	
PontiacAr	10 53am	3 05pm	8 25pm	
DetroitAr	11 50am	4 05pm	9 25pm	

WEST	WARD.
Trains Leave	*No. 81   †No. 11   †No. 13
G'd Rapids, Lv G'd Haven, Ar Milw'kee Str "	7 05am 1 00pm 5 10pm 8 35am 2 10pm 6 15pm
Chicago Str. "	

\*Daily. †Daily except Sunday.

\*Daily. †Daily except Sunday.

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