

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

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VOL. 10.

GRAND RAPIDS, OCTOBER 12, 1892.

NO. 473

BEANS

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MICHIGAN TRADESMAN.

VOL. 10.

GRAND RAPIDS, WEDNESDAY, OCTOBER 12, 1892.

NO. 473

OYSTERS!

Solid Brand Cans.	
Selects.....	28
Standards.....	20
E. F.....	22
Daisy Brand.	
Selects.....	26
Standards.....	18
Favorites.....	16
Mrs. Withey's Home-Made Mince Meat.	
Large bbls.....	6
40 lb pails.....	6 1/2
10 lb ".....	7
3 1/2 bbls.....	6 3/4
20 lb pails.....	6 3/4
2 lb cans, usual weight, per doz.....	\$1 50
4 lb ".....	3 50

Choice Dairy Butter.....	18
Pure Sweet Cider in bbls.....	16
" " Vinegar.....	10
Choice Lemons, 300 and 360.....	7 00
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" " half bbls, 300.....	3 00

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THE FALSE SUMMONS.

The red curtains were drawn, the fire blazed cheerily on the hearth, and the click of the sleety rain against the window-panes only seemed to heighten the enjoyment within, where a shaded lamp gave out its serene glow, and the pictured folds of an ancient Chinese screen shut all possible and impossible draughts away from the ruddy fire-side.

Doctor Fengrove sat on one side, with the newspaper in his lap; Mrs. Fengrove sat on the other, tranquilly occupied in darning stockings, while a chubby year-old lay asleep in its crib, just where the firelight touched its curls with fleeting glimpses of gold.

"Well," said the doctor, letting the newspaper slip down to the floor, "this is comfortable. I don't often get an evening at home since—Hello! What's that? Some one knocking at the kitchen door?"

Mrs. Fengrove rose and answered the summons. Presently, she came back.

"It's Milo York, doctor," said she.

"Milo York, eh?" Doctor Fengrove's countenance darkened as he spoke. "Didn't I tell Milo York never to darken my door again?"

"But he's hungry, my dear," pleaded the gentle-hearted woman, "and homeless. Mr. Evarton has turned him away, and—"

"I don't blame Mr. Evarton!" tartly interrupted her husband. "A miserable drunken loafer, who—"

"I don't think he has been drinking to-night, doctor," said Mrs. Fengrove. "He looks pale and tired. He says he has had nothing to eat since noon and has no place to sleep."

"That's no affair of mine!" retorted Doctor Fengrove, who, though free-hearted and hospitably inclined in general, had hardened his heart like a flint against this particular instance of humanity.

Mrs. Fengrove still hesitated.

"What shall I tell him?" asked she.

"Tell him to go about his business," returned the doctor, energetically stirring the fire until a red stream of sparks flew up the chimney.

Mrs. Fengrove closed the door, and went back to the kitchen porch.

"Milo," said she, "my husband will have nothing to say to you."

"I don't blame him much," dejectedly responded Milo York, who was, indeed, an unpromising looking subject enough, with his unkempt hair hanging over his brow, his garments in rags and the end of his nose chilled and purpled with the bitter night air.

"But it's a dreadful night," softly added Mrs. Fengrove. "Wait out here—the porch will shelter you from the rain. The coffee-pot is on the stove yet, and I'll bring you a plate of bread and cold meat and a bowl of coffee."

"Thankee, ma'am," said the tramp, gathering himself like a heap of rags into the corner, to wait.

He drank his coffee and ate his supper like a famished hound, and then Mrs.

Fengrove gave him a tattered old shawl, long since cast aside by her husband.

"Take this," she said, "and lie down in the barn loft; there's plenty of good sweet hay there. But be sure you're off before the doctor comes out in the morning."

"Thankee, ma'am," again uttered the man; and he disappeared like a shadow into the howling tempest.

"Where have you been all this time?" suspiciously queried the doctor, as his wife came into the softly illuminated arch of the Chinese screen again. Mrs. Fengrove turned scarlet under his penetrating glance.

"I—only gave Milo a little—something to eat and drink," she faltered. "You know the Good Book says: 'Turn not away thy face from any poor man!'"

"Yes," dryly coughed the doctor, "but I guess the Good Book didn't make any allowance for tramps. And I tell you what, Dolly, it isn't safe to harbor these miserable wretches, with Aunt Dorothy's silver teaset in the house, let alone your own spoons and forks, especially as I am obliged to be so much from home."

Mrs. Fengrove sewed on in silence; she was almost sorry that she had told poor Milo York about that snug corner in the hay-loft, but she lacked courage to confess the whole truth to her husband.

"It will be all right, I dare say," she told herself. "But Milo York mustn't come hanging around here any more."

In the dead of the tempestuous night, there came a ring at the doctor's night-bell. Old Mr. Castleton was very ill—dying, perhaps. The doctor was wanted at once!

With a yawn, our good Esculapius rose out of his warm bed, dressed himself and, saddling old Roan, set out for his midnight ride of six long miles. But when he reached Castleton Court, all was still and dark. He rang two or three times before a night-capped head popped out of the window—that of the old squire himself.

"Dear, dear?" said Squire Castleton. "What's the matter? Nobody ill, I hope."

"Why, you are, aren't you?" testily demanded Doctor Fengrove.

"I? Not a bit of it!" said the squire, in surprise.

"Didn't you send for me?"

"No, I didn't!" said the squire. "And if you've got anything more to say, you'd better come in out of this sleet-storm and say it."

"No," said Doctor Fengrove, setting his teeth together. "I'll not come in, thank you."

"It ain't a joke, is it?" questioned Squire Castleton.

"I'm afraid it's something more serious than a joke," said Doctor Fengrove. "Good night."

And, turning old Roan's head, he set spurs to him and trotted rapidly away. Evidently, the night call was a concerted plan—a plan devised to leave his home unprotected—and his mind turned with keen distrust, to Milo York and his tale of distress.

"God keep Dolly and the little one safe

until I get home again!" he muttered between his closed lips. "Faster, Roan, faster!" with a touch of the whip, which was scarcely needed, so thoroughly did the good horse enter into the spirit of his rider. "You know not how much may depend upon your speed to-night!"

Meanwhile, Mrs. Fengrove, who had just fallen into a restless slumber, after locking the door behind her husband, was unwontedly startled once again by a low, steadily continuous sound like the rasping of some hard instrument. She sat up in bed and listened a minute. Under her window the sound of muffled and subdued voices was audible, even above the rattle and roar of the wintry storm.

"Burglars!" she gasped to herself. "And my husband is gone—and—Oh, Milo York is at the bottom of this! How wrong it was of me to give him shelter in the barn!"

Springing to her feet, she threw on a blue flannel dressing gown, and hurried to the cupboard, where her few simple treasures were kept, besides the square morocco case containing Aunt Dorothy's service of solid, old-fashioned silver. She turned the key and was just dropping it into her pocket, when a rude grasp fell on her arm.

"No, you don't!" muttered a gruff voice. "Give that here!"

Mrs. Fengrove's heart turned chill as death as she found herself face to face with a tall, ruffianly man, whose face was half hidden by a sort of visor or mask of black leather, while another man was busily engaged in ransacking the bureau-drawers opposite.

"Give it here!" he uttered savagely. "Or," grasping the throat of the sleeping baby who had awakened, with a cry of infant terror, "I'll wring the brat's neck as if it were a chicken's."

Mrs. Fengrove gave a shriek of affright, but, at the same second, a stunning blow from a spade-handle felled the man opposite, like a log, to the floor, and a strong hand, twisting itself, vice-like, in the neckerchief of the nearest villian, compelled him to loose his hold of the child.

"You will, all you?" thundered Milo York. "Not if I know it, I guess!"

And suddenly closing with the burglar, there ensued a desperate struggle for a minute or two, during which Mrs. Fengrove's blood seemed turning to ice within her veins. It was brief, however. Milo flung his opponent heavily to the ground, and, tearing one of the sheets from the bed, he twisted it around and above him, knotting it here and there, until the cowardly burglar lay helpless and pinioned at his feet.

"I'd oughter cut yer throat," said Milo, "a-fightin' babies and women, you mean skunk, you! But I won't; I'll leave you to the law, and if that don't grip you tight enough, I ain't no good guesser!"

And, with equal rapidity, he tied the hands and feet of the other man, who still lay insensible on the floor.

"Is—is he dead?" gasped poor Mrs. Fengrove, scarcely daring to look in that direction.

"No—he ain't got his deserts," Milo answered, wiping the sweat from his brow. "He'll be hanged yet, ma'am, never fear."

And at this moment the sound of old Roan's gallop on the half-frozen road struck like welcome music on Mrs. Fengrove's ears.

"My husband!" she cried out hysterically. "My husband!"

Milo York went down and unfastened the door—the burglars had effected their nefarious entrance through the parlor window—and Doctor Fengrove found himself face to face with the tramp.

"York!" he exclaimed.

"Yes, sir, 'York,'" nodded Milo. "And if it hadn't been 'York,' your wife and the little un would have been in a bad fix."

"Oh, husband!" shrieked Mrs. Fengrove, flinging herself into his arms. "Milo York has saved our lives!"

"I ain't altogether sartin about that," added Milo, "but I guess I've saved your money and valuables."

"But how came you here?" questioned Doctor Fengrove.

"I was a-sleepin' out in the barn," said Milo. "She told me I could. She give me a blanket and food and drink when I was 'most ready to drop. God bless her! And I heerd their footsteps just arter you had gone out, and I sus-picioned as all wasn't right. So I just got up and crept arter 'em, and here they is," with a nod toward the two captives on the floor. "And if you'll just lend a hand, doctor, we'll h'ist 'em out into the hall, where they won't interfere with folks, and then I'll go over to the village for the constable and the handcuffs."

"How can I ever reward you for this, Milo?" said Doctor Fengrove, in tones stifled by grateful emotion.

"I don't want no reward," said Milo, stoutly. "I'd 'a' done more nor that for her," with a twitch of his head toward Mrs. Fengrove. "Ah, sir, you don't know the sort o' feelin' a man has for the only person in all the world as holds out a helpin' hand when he's ready to drop with hunger and faintness! And now," more briskly, "I'll go."

"Dolly," said the doctor, as the honest fellow vanished, "what would have become of us all this night if you had not been more merciful and tender-hearted than I! God be praised that your sweet woman-nature gained the victory!"

That was the last midnight alarm that our doctor's family ever sustained. The two burglars, discovered to be old and experienced hands at the business, were safely lodged in State Prison for the longest practicable term; the gang was effectually broken up, and the neighborhood was at peace again.

And Milo York is an objectless, despised tramp no longer. He is Doctor Fengrove's "hired man" now, as much a friend as a servant, and you may see him, any sunny day, at work in the garden, with the baby playing around him.

"All I wanted was a chance," Milo York says.

AMY RANDOLPH.

From an Ohio Standpoint.

From the Toledo Business World.

That sterling publication, THE MICHIGAN TRADESMAN, of Grand Rapids, has just entered upon its tenth year under circumstances of continued prosperity and usefulness which ought to be particularly gratifying to its editor, Mr. E. A. Stowe. When Mr. Stowe, alone and unaided, began the issue of THE TRADESMAN in the fall of 1883, there were not a few of his friends who cheerfully prophesied its early demise; yet in spite of these reassuring predictions, THE TRADESMAN has become so deeply rooted in the confidence and regard of the retail merchants of Michigan that nothing but the grossest mismanagement could kill it. And that mismanagement, it is safe to say, will never occur under the present ownership.

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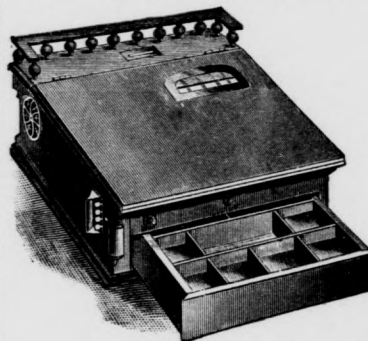


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Sole Agents for Michigan, AUGUSTA, WIS.

At the suggestion of several merchants I announce that the dates on which I shall be at Sweet's Hotel, Grand Rapids, will always appear in this advertisement.

I shall be at Sweet's Hotel on Thursday and Friday, October 13 and 14, to close out Ulsters and Overcoats at close prices, and shall have my regular line of suitings. Any of the trade desiring to see me before above dates, kindly drop me a line at my permanent address

Box 346, Marshall Mich.

And I will soon be with you, and if I haven't got what you want, thank you for sending for me.

The many mail orders sent in to the house from all parts of the country for Prince Albert Coats and Vests bespeaks their excellence.



WILLIAM CONNOR,
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PORT OF GRAND RAPIDS.

Water Communication for the Valley City.

SECOND PAPER.

Written for THE TRADESMAN.

The importance to Grand Rapids of becoming a lake port, by improving Grand River, was dwelt upon in a former article. This paper will be a review of what has been done, showing, conclusively, that the utilization of Grand River as a means of water transportation for the varied industries of our city is no idle dream, but a real, substantial advantage, to acquire which we have but to put forth united effort.

Congress has repeatedly recognized the status and importance of Grand River from its mouth to Grand Rapids as a national water way. Surveys and examinations of the river were first authorized in 1880. As a result of this survey the following appropriations were made: 1881, \$10,000; 1882, \$15,000, and 1884, \$25,000. These sums were mostly expended in deepening the upper portion of the navigable section, in the vicinity of Grand Rapids, by dredging, but the contract price was excessive and reduced the net results. A further examination was authorized in 1886, and again in 1888, when, for the first time, "a channel of navigable width and minimum depth of 10 feet" was called for. It is from this report, made March 22, 1890, by Col. Ludlow, Major Corps of Engineers, that the facts and figures quoted in these articles are obtained. In his report Col. Ludlow bore strongly on the great importance of making a thorough examination of the river, in view of making an accurate estimate of the cost of the needed improvement. The Grand Rapids Board of Trade had made a survey of the river, at a cost of \$3,000, and this survey, together with a large amount of valuable data, showing the value of the proposed improvement to the city, added weight to Col. Ludlow's report. The Board of Engineers in New York declared the river "worthy of improvement," and an appropriation of \$4,000 was, accordingly, allotted to perfect the examination. Col. Ludlow estimated the cost of making this specific examination at \$8,000, but afterward it was decided that \$4,000 would be sufficient, in connection with the survey made by the Board of Trade, showing that the Board made the best possible use of every dollar of the \$3,000 expended.

It must be remembered that this special survey and examination of the river between Grand Rapids and the harbor was accomplished by the best engineering skill and was exhaustive in its nature, specific information being called for in the Act, without reference to what the progress of the survey might show to be actually necessary. A thorough exploration of the river valley was made and every topographical feature was ascertained; also, the quantity and valuation of such lands as might be subject to overflow, in case a dam were constructed, were determined. The details of this specific survey and the projects and estimates made thereon may be seen in Assistant Engineer Fred Morley's report, made in pursuance of Col. Ludlow's instructions. In relation to this report, Col. Ludlow says: "The volume of the stream is ascertained at a time when, from prolonged annual deficiency in precipitation, the lake level has fallen 2½ feet since 1886, until it has reached a

point lower than the low level of 1872, the lowest heretofore recorded. The discharge and low water elevation of the river were employed as a basis of computation. Furthermore, it may be observed that, as the project provides for a 10-foot navigation at the minimum stage, the foot and a half additional depth found during several months of the navigation season correspondingly increases the practicable draft."

Mr. Morley commenced work at Fulton street bridge, on July 1, 1891, assisted by a recorder, three stadimans and one axman. It was completed on Sept. 10, 1891. No rock or other difficulty was discovered which would in any way act as a barrier to the undertaking. No materials were found in the river bed which would interfere with the ease and permanency of the work of dredging. Indeed, there exist, at the present time, in the bed of the stream, not far removed from the channel, dredge dumps, placed there six or seven years ago, which have remained without any effort having been made to confine the material behind training dykes. Some of them are from two to four feet above low water and have young willows growing upon them. The total fall from Grand Rapids to Grand Haven is only about six feet, practicably confined to the first nineteen miles, being from Grand Rapids to Lamont. The lower twenty miles, from Lamont to Grand Haven, is practically on a level with Lake Michigan. We have a 4-foot draft at low water elevation, to begin with, which is one foot more than the draft for which the Cumberland is striving at an expenditure of millions.

We can secure twelve and one-half feet during several months of the year, with a ten-foot minimum, at a cost of less than \$750,000. Col. Ludlow says that \$670,500 will secure to Grand Rapids this great boon. This includes \$169,000 for wing dams, etc., which may possibly, he says, be found to be unnecessary.

In this total cost of making Grand Rapids a lake port, provision is made for every possible contingency. It is time that these projects were contemplated and estimates made accordingly, but Col. Ludlow recommends the adoption of the open 10-foot channel, and the granting of an appropriation of \$100,000 for beginning the work.

In the next, which will be the last paper of this series, will be embodied the views of the Board of Trade, the Improvement Board, the Transportation Company and other factors in the city's future prosperity, as to what has been done, what is being done and what is proposed to be done, to bring about the dawn of this new era of prosperity for the Valley City.

Who shall say that the loading and unloading of lake vessels at the docks in Grand Rapids is a chimera?

E. A. OWEN.

The Attributes of a Merchant.

Chief among these is to note what a community is most in need of, and to supply the need most capably, without resort to trickery of any kind.

The cunning man is less clever than he thinks, and is not the one to win confidence in the long run.

The art of buying and selling goods at retail requires at least as much study as any one of the handicrafts or professions, and he who would come to the front must count among his attributes at least a smattering of philosophy into the bargain.

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THE BREAD RAISER
FOSFON
SUPPLANTS BAKING POWDER

Fosfon Chemical Co., Detroit, Michigan.

SOLD BY ALL RELIABLE GROCERS.

AMONG THE TRADE.

AROUND THE STATE.

Detroit—Fred E. Platte succeeds F. Petz & Co. in the jewelry business.

Red Jacket—John D. Monroe has removed his grocery stock to Hancock.

Saginaw—Wm. A. Rose succeeds Wm. A. Rose & Son in the grocery and meat business.

Battle Creek—Geo. Eggleston & Co. are succeeded by M. E. Brown in the jewelry business.

Hudson—Richards & Habran are succeeded by Pierce & Briggs in the boot and shoe business.

Hancock—J. C. Ley & Co., general dealers, have dissolved, John Cliff retiring from the business.

St. Johns—Norman S. Kuhn has purchased the bakery and confectionery business of J. M. Frisbie.

Menominee—It is reported that the lumber firm of Wright Bros. & Rice will remove to Ft. Howard, Wis., Nov. 1.

Shelby—The mortgage on the general stock of Benjamin Morse has been foreclosed by G. B. Getty, trustee for the mortgage creditors.

Woodland—C. C. Deane will open a branch clothing store at Freeport. It will be under the personal management of Harmon J. Grant.

Manistee—J. P. Williams, late of Whitehall, has purchased the City Drug Store stock and will continue the business at the same location.

Kendall—Saul Frank has sold his general stock to F. W. Nort and Wm. Hay, who will continue the business under the style of F. W. Nort & Co.

Chesaning—Albert B. Clough writes THE TRADESMAN, denying the report that he is succeeded by Clough & Walker in the grocery, drug and implement business.

Stanton—H. H. Howe and Geo. Prevette have purchased the furniture stock of A. J. Barber and will continue the business under the style of Howe & Prevette.

Detroit—Jacob Brown & Co., who conducted a wholesale notion and men's furnishing goods business in this city for twenty years, but were attracted to West Pullman, Ill., last spring by virtue of a handsome bonus, have failed. Their liabilities are given at \$147,000 and their assets at \$136,000. The firm found much trouble in getting its building completed, and further delay in getting its machinery placed. When ready to do business, there was trouble in getting help. These drawbacks used up the firm's assets and impelled a surrender. It is reported that the members of the firm will return to Detroit and resume business on a small scale, having already leased floor space and power.

MANUFACTURING MATTERS.

Evart—George B. Ehrencrook & Co., who have operated a shingle mill near this place, have removed it to Beechwood.

Menominee—The Lumbermen's Mining Co. has been re-organized by the election of Hon. S. M. Stephenson as president. The Kimberlys have purchased the Carpenter interest. The new company will begin work at once.

Spring Lake—The Cutler & Savidge Lumber Co. is building a sawmill at Bristow, at the mouth of Serpent River, Ont., tributary to which the company has 50,000 acres of timber limits. The

mill will cut 30,000,000 feet of lumber a year.

Marquette—W. H. Sawyer will finish cutting the tract on which J. C. Brown began operations for him last winter, putting about 5,000,000 feet into Iron River. It is very large, fine timber. He has also 2,000,000 feet of logs in Lake Michigamme, which will be sawed for him by F. W. Read & Co. this fall.

Gaylord—George Fiege, who built a hoop and sawmill here last spring, is cutting maple and birch lumber, and is putting in machinery to manufacture staves. He says maple and birch are selling slowly, although birch is fine lumber for house furnishing. Elm, oak and ash are the varieties chiefly called for.

Cheboygan—The Pfister & Vogel Leather Co., of Milwaukee, has purchased a controlling interest in the tannery of Chas. S. Shaw & Son, and a new company will be organized to continue the business. Chas. O. Shaw, who inaugurated the business, will be manager of the tannery and hopes to be able to be in full operation by Dec. 1.

Sault Ste. Marie—S. G. M. Gates, of Bay City, has established two lumber camps tributary to this place. One camp is eight miles north of Eckerman, where Mr. Gates has 7,000,000 feet of pine, half of which will be cut this winter. The other camp is near Kennedy, on the "Soo" line. Here Mr. Gates has 10,000,000 feet, 5,000,000 feet of which will be cut this season.

Detour—Work on the new mill of the Island Cedar Co. is being pushed, and it will be ready for operations early in the spring. It will be remembered that the Moiles Bros. mill was spirited away from Detour to Georgian Bay two years ago, and has been idle nearly all the time since, while the locality it vacated is to be occupied by one of the finest mills in the State.

Alpena—Work on the extension of the Loon Lake branch of the Alpena railroad began last week. The road will be extended about nine miles, the northern terminus to be at Rosetown, Iosco county. The line traverses a large area of fine hard wood timber purchased by the French Land & Lumbering Co., and the timber will be railed to East Tawas, where it will be manufactured.

Whitehall—The flour mill and grocery firm of Oleson, Degen & Co. has been dissolved by the retirement of Christian Degen, who has been connected with the business from the start. H. H. Oleson and Abraham Youngquist, the other partners, have bought out his entire interest and will continue the business as heretofore. Mr. Degen will rest for a while and then engage in the wood yard business in Wisconsin.

Farwell—The latest novelty is a steam stump sawer, operated by Clute and TerBush, of this place. The machine receives its power from a portable engine, to which is attached 100 feet of hose, so all stumps within a radius of 100 feet can be cut without moving the engine. They have also a large bolting and cut-off saw, which cuts the stumps into convenient sized bolts. Six average pine stumps will make a cord of shingle bolts, and, as there are thousands of stumps in Clare county, a profitable industry in utilizing timber for shingle manufacture will doubtless be developed. Ten years ago the idea would have been laughed to scorn.

The Unknown.

There floweth once in the life of all
Some chancing streamlet full of glee,
Whose waters taken with the fall
Would lead us onward to the sea.

Unplucked, the blossoms change to brown,
The autumn leaves fall one by one;
Ungathered chances flutter down
Or vanish with each setting sun.

Untouched are chords that would unfold
Sweet music rolling on the air;
Unfound, the brightest gems of gold
Lie hidden round us everywhere.

Unknown, the golden way to win
Is ever nigh, yet fading fast;
Unseen, the thing that might have been
Is lost forever in the past.

Not every rose that bloometh fair
Is warmed by beauty's smile, I trow—
Not every one has for his share
To wear a star upon the brow.

Yet this is truth that all should know:
There is some honor for each state,
And should we rule or plow or sow,
'Tis doing duty makes us great.

—W. A. HAVENER.

The Grocery Market.

Sugar—A portion of the anticipated decline in sugar occurred last week, the Trust having reduced hard grades $\frac{1}{8}$ @ 3-16 cents and some of the soft grades $\frac{1}{4}$. As refined sugars are still relatively higher than raw material, the refiners can well afford to go still lower, but the indications favor a steady situation for a while.

Spices—Singapore pepper is higher and firm. The same is true of Zanzibar cloves. Cassia, Penang mace, Sumatra pepper and white and Penang pepper are stronger in sympathy.

Fish—Cod continues scarce and firm. Box herring are steady. Barrel herring are unchanged.

Oranges—Remain scarce, with no good stock to be had. Louisiana will soon be in fair condition, but no really good fruit can be had until Floridas are ripe—about Dec. 1.

Lemons—Remain scarce and high—Malagas are the first to come in, but not very desirable lemons can be looked for until the big Messina crop comes—about the middle of November.

Bananas—More plenty. Prices are low, with light demand.

Oysters—Unusually fine this season and prices very reasonable.

Foreign Nuts—Remain steady and firm with prices unchanged.

Peanuts—Prices have ruled very firm and steady the entire year with no prospects of a change at present.

Chestnuts—Ohio and New York dealers report the crop as light, but the nuts are large and fine. The first shipments are now due.

Candy—The holidays are near at hand and the large buyers are placing their orders, which, together with the advanced prices of material, makes prices firm at quotations.

Figs—New are in market. The quality is excellent.

The Dry Goods Market.

The market still remains firm on prints and cottons. The lower grades of prints range from 4 $\frac{1}{2}$ to 5 $\frac{1}{2}$ and full standard count command 6c. Several jobs are in the market, such as Bedford cords, Stirring cords and Edinboro's, ranging from 6 $\frac{1}{2}$ @ 7c. Former prices, 8 $\frac{1}{2}$ @ 10 $\frac{1}{2}$ c. Banockburns, formerly 12 $\frac{1}{2}$ c, are now being sold as low as 6 $\frac{1}{2}$ c.

In ticks Conostogas have been shown in skirting and light stripes and a good trade has been done in them.

Beech & Booth have decided that an European hotel is not suited to the wants of the Grand Rapids market and have, accordingly, changed the Kent to the American plan, placing the rates at \$2 per day flat.

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 advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE OR WILL EXCHANGE FOR grocery stock—New house, barn and store building in Kalamazoo; lot 4x8; buildings are worth price asked for entire place. Address A B C. Kalamazoo, Mich. 589

FOR RENT—A NEW STORE IN ONE OF the best locations in the city fitted up for dry goods or boots and shoes. Address 590, care Michigan Tradesman. 590

I WANT TO QUIT WORK, BUT CAN'T DO IT because I have a first-class stock of drugs on my hands. If there is a man in Michigan who wants to buy I can give him a bargain. Address "Quinine," care Michigan Tradesman, Grand Rapids. 591

FOR SALE—CLEAN NEW STOCK OF DRY goods, notions, clothing, furnishing goods, shoes, groceries, cigars, tobaccos and confectionery, located in one of the best business towns in Michigan. Doing over \$2,500 per month spot cash business. Not a dollar of credit. Stock will invoice about \$5,000. Address No. 594, care Michigan Tradesman. 594

A GOOD CHANCE FOR AN A. NO. 1 GROCERY business. Reason of selling, poor health. W. L. Mead, Ionia, Mich. 576

FOR SALE—A STOCK OF GENERAL MERCHANDISE in LeRoy, Michigan. Stock will invoice \$10,000, but we will reduce to any desired amount. We court a thorough investigation, as we offer an established trade and a profitable investment. Will rent or sell the building. M. V. Gundrum & Co. 589

FOR SALE—STOCK OF DRUGS AND FIXTURES, about \$1,300, in good location with low rent. Established trade. Part cash and easy terms on balance to right party. Fine opening for a physician. Satisfactory reasons for selling. Fred Brundage, Muskegon, Mich. 595

EXCELLENT OPPORTUNITY FOR A BUSINESS man with \$5,000 to \$10,000 ready money to embark in the wholesale business in Grand Rapids and take the management of same. House well established. Investigation solicited from persons who mean business. No others need apply. No. 556, care Michigan Tradesman. 556

FOR SALE—A FINE AND WELL ASSORTED stock of dry goods, boots, shoes, hats, caps and gent's furnishing goods, in live railroad and manufacturing town of from 500 to 600 inhabitants. Only business of the kind in the locality. Other and more important business requires the attention of the proprietor. We court a thorough investigation and will guarantee a profitable investment. Address No. 571, care Michigan Tradesman. 571

SITUATIONS WANTED.

WANTED—BY REGISTERED PHARMACIST with eleven years' experience, position with retail druggist or traveling salesman for wholesale drugs or sundries. Address Druggist, 120 East Main street, Kalamazoo, Mich. 598

WANTED—A POSITION OF TRUST, AS manager or clerk in dry goods, general or wall paper store by man of 17 years' experience. Give full particulars. L. A. Ely, Muir, Mich. 592

WANTED—A FIRST-CLASS WALL PAPER hanger is looking for position in large town where steady hanging by roll can be had. Connection with large retail house preferred. Full information desired. "E," care of L. A. Ely, Muir, Michigan. 593

MISCELLANEOUS.

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

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

FOR SALE—BEST RESIDENCE LOT IN Grand Rapids, 7x175 feet, beautifully shaded with native oaks, situated in good residence locality, only 200 feet from electric street car line. Will sell for \$2,500 cash, or part cash, payments to suit. E. A. Stowe, 100 Louis St. 354

TWO RESIDENCE LOTS IN VILLAGE OF Belding to exchange for grocery stock worth \$1,000 to \$1,500. Will pay difference in cash. Address No. 470, care Michigan Tradesman. 570

WANTED—COMPETENT REGULAR PHYSICIAN to locate at Wacousta. Only one physician in place, which is center of good farming community. Address No. 535, care Michigan Tradesman. 588

GRAND CHANCE—TO RENT—A FINE DRY goods store, with all fixtures, in a town of about 4,000 inhabitants; not an exclusive dry goods store in the town; no large towns within 25 miles; a splendid opportunity for a dry goods man. For particulars address H. F. Marsh, Marsh block, Allegan, Mich. 596

FOR RENT—MEAT MARKET—FULLY equipped with good ice box, hooks, blocks, etc., in good location for meat business. Must be a good meat cutter to cater to first-class trade. Rent \$300 per year. For particulars apply to J. C. Dunton, Widdicombs building. 597

WOOD WANTED!

We will pay cash for dry Beech and Maple Wood delivered on cars within 150 miles of Grand Rapids. Correspondence solicited.

S. P. BENNETT FUEL & ICE CO.,
Grand Rapids.

GRAND RAPIDS GOSSIP.

Chas. F. Heyer has opened a grocery store at 626 Broadway. The Lemon & Wheeler Company furnished the stock.

Valdemar, Thomsen & Co. have decided to open a grocery store at Trufant and have given the Lemon & Wheeler Company their order for the stock.

The Herold-Bertsch Shoe Co. has leased the fourth floor of the Norman & Wilmarth building, finding the ground floor and basement inadequate to accommodate all the goods carried in stock.

F. Gardner, who was formerly engaged in the grocery business at Boyne City and more recently at Traverse City, has re-engaged in business at that place. The Ball-Barnhart-Putman Co. will furnish the stock.

The Grand Rapids Packing & Provision Co. is putting in a steam tanking apparatus and a couple of power sausage machines, which will enable the corporation to utilize all of the waste products incident to the slaughtering season.

L. W. Sprague, the Greenville hardware merchant, was in town a couple of days last week attending meetings of the State Board which has charge of the Michigan Soldiers' Home. He says that a movement is on foot looking toward the converting of the potato starch factory at Greenville into a refrigerator factory, which movement is in no way a reflection on the potato starch business, as the enterprise was badly managed from the start, having been handicapped by experimental machinery and a visionary superintendent. So sanguine is Mr. Sprague that the manufacture of potato starch can be made successful in Michigan that he still offers to take stock in a company organized for that purpose, providing the number of stockholders is not so great as to become cumbersome and the enterprise has the benefit of competent and experienced management.

As will be noted by the proceedings of the last meeting of the Retail Grocers' Association, a lease of Protective Brotherhood hall, on Pearl street, has been executed, so that the Association is sure of comfortable and commodious quarters for the year to come. The membership of the Association is increasing with every meeting, and from present indications it will not be many weeks before every grocer in the city will be enrolled on the list.

Gripsack Brigade.

Russell W. Bertsch, A. C. Wenzel and Fred E. Walther have started out on the road for the new house of the Herold-Bertsch Shoe Co.

Thos. Ferguson has been obliged to resign his position as traveling representative for the J. M. Bour Co., owing to the precarious condition of his wife's health.

Willis P. Townsend, formerly with the former firm of S. K. Bolles & Co., has engaged to travel for M. E. Christenson, taking the territory formerly covered by Frank Green.

Geo. W. Kalmbach takes the territory formerly covered by Fred Walther for the shoe house of Rindge, Kalmbach & Co. Mr. Kalmbach is a son of J. G. Kalmbach, who is in charge of the mechanical department of Rindge, Kalmbach & Co., and formerly traveled for Geo. H. Reeder & Co.

Frank R. Miles fell asleep on a stone at the Lawton depot a few days ago and the train came along without arousing him. A half hour later he awoke and remarked that the train must be late; and all reports from Lawton agree that the air in that vicinity was decidedly blue for some time, as the failure to make the train knocked him out of half a day's time.

A Chicago man says, in all seriousness, that he was once living in a hotel in the Windy City where the custom was chiefly that of traveling salesmen who were accustomed to being called at all sorts of hours. One night he had just reached his room when a terrific storm burst over the city and three distinct claps of thunder sounded close to the hotel. Said he: "Every man in the house sat up, yawned and shouted, 'I hear you. All right.'"

Purely Personal.

J. W. Califf, State Agent for the Catlin Tobacco Co., of St. Louis, was in town Monday.

Wm. Logie is expected home from Boston and the other shoe centers of Massachusetts the latter part of the week.

Wm. Widdicombe has returned from the East, where he spent a month, mostly in New York, Philadelphia, Washington and Baltimore. He was accompanied by his family.

Wm. H. Spayde, of the drug firm of Harrison & Spayde, at Bloomingdale, visited Grand Rapids during fair week and was very much surprised at the manner in which the heat annoyed him. On retiring for the night, he was dumbfounded to see that, in his haste to make the train on leaving home, he had put a couple of shirts over those already on. The matter somehow reached the ears of his Bloomingdale friends and it is now in order for them to enquire if four shirts are the regulation number to wear when visiting the Grand Rapids fair.

Selfish Salesmen.

In many retail stores there exists an evil which many good merchants complain of and a few possibly have not discovered—the habit of some salesmen for purely personal and selfish motives attempting to monopolize the trade of customers by deceiving them into the belief that he or she, as the case may be, can do better by them than by other salesmen in the same store, and customers so deceived and prejudiced will sit and wait for hours in some offices for their favorite salesman. Other and better salesmen in the meantime may offer to serve them, but they invariably receive the reply, "I will wait for Mr. Jones," and in some cases Salesman Jones has so thoroughly prejudiced customers that they will go to another store to do their shopping rather than allow another salesman or even the proprietor to serve them, which is very discouraging to an honestly aspiring salesman and a great loss to the proprietor. This very bad state of affairs is brought about by Salesman Jones, who quietly and slyly said to customers who chance to fall into his hands, "When you come again call for me and I will do better by you than others can," etc.

The many bad results of such a practice are very apparent and should be corrected at once. Such a salesman is an unprofitable and a dangerous element and should be discharged if found necessary to the correction of the evil.

Customers should be made to feel that they will be served alike by all salesmen, and that the proprietor alone is responsible for all transactions. This will encourage salesmen, promote harmony among them and increase their sales.

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

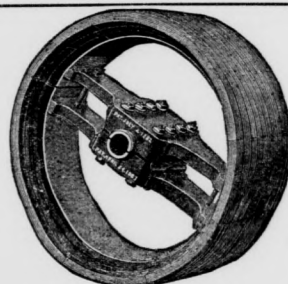
THE TRADESMAN COMPANY,
Grand Rapids, Mich.

"The Kent."

HAVING conducted the above named hotel two months on the European plan, and come to the conclusion that we can better serve our patrons by conducting same on the American plan, we take pleasure in announcing that our rates will hereafter be \$2 per day. As the hotel is new and handsomely furnished, with steam heat and electric bells, we are confident we are in a position to give the traveling public satisfactory service.

Remember the location, opposite Union Depot. Free baggage transfer from union depot.

BEACH & BOOTH, Props.



DODGE

Independence Wood Split Pulley.

THE LIGHTEST!
THE STRONGEST!
THE BEST!

HESTER MACHINERY CO.,

45 So. Division St., GRAND RAPIDS.

Chase & Sanborn,

THE BOSTON

TEA AND COFFEE

IMPORTERS,

Are now receiving by every incoming steamer and Overland,

New Crop Teas

of their own importations, which means that in purchasing from them you get Teas of special character and at only one reasonable profit above actual cost of importation.

You are surely paying two or more profits in buying of the average wholesaler.

Chase & Sanborn,

IMPORTERS,

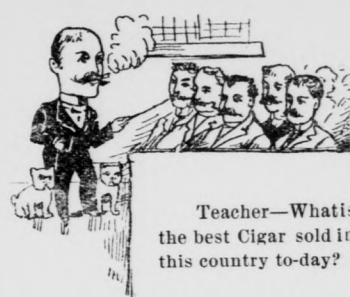
BOSTON. CHICAGO.

MICHIGAN

Fire & Marine Insurance Co.

Organized 1881.

DETROIT, MICHIGAN.



Teacher—What is the best Cigar sold in this country to-day?

Class (in chorus)—

Ben Hur!

10c or 3 for 25c.

Made on Honor!

Sold on Merit!

ORDER FROM YOUR DEALER.

GEO. MOEBS & CO.,

Manufacturers,

DETROIT. CHICAGO.

Established 1868.

H. M. REYNOLDS & SON,

WHOLESALE DEALERS IN

Building Papers, Carpet Linings, Asphalt Ready Roofing, Tarred Roofing, Felt, Coal Tar, Roofing and Paving Pitch, Resin Asphalt Roof Paints, Mineral Wool for deadening purposes, Asbestos products, Pipe covering, car, bridge and roof paints, Elastic roofing Cement, Etc.

Practical Roofers

In Felt, Composition and Gravel,

Warehouse and Office

Cor. LOUIS and CAMPAU Sts.,

Grand Rapids, - Mich.

Flags,
Banners
and
Streamers.

Of all kinds and made to order.

We Make a Specialty of Campaign Banners and Streamers.

Portraits of Candidates on Cloth or Paper.

CHAS. A. COYE,

11 PEARL ST.

GRAND RAPIDS, MICH.

The Most Profitable Lines.

From the American Grocer.

Naturally the retailer devotes the most time and attention to the sale of such goods as he believes pay the best profit. A majority of dealers conclude that goods affording a handsome profit, such as tea, spice, syrup, fancy shelf goods, are the more profitable. They may or may not be. The question which will decide the matter is the number of times the stock of each article can be turned within a year. This is a question to which all grocers do not give proper consideration. In our last issue a city grocer stated it as his belief that canned goods are to-day the most profitable stock that a retailer handles. He says:

"Tea, spices, wines and liquors pay a larger profit, but are not as much used nor quickly turned. Canned goods certainly pay a much better profit than imported fancy shelf goods, and as much as glass domestic fancy goods. There is no drawback from breakage; they take up less room than bottles, and are an ornament in any store."

Is not the city grocer correct? Canned goods are in daily request, being in season the year around, particularly in large cities. Therefore, it is wisdom to keep the stock moving rapidly at such a margin of profit as will induce free buying, for that means free or increased consumption.

Ten per cent. on canned goods is really a better profit than 30 to 50 per cent. on other lines which are in general demand during only a portion of each year. If a grocer can turn over \$1,000 worth of canned goods every month at 10 per cent. on their cost he makes \$900 per annum; whereas on \$1,000 worth of spice sold in one year at 50 per cent. advance on cost he makes \$334. Well directed effort would lead to an increased demand for spices, but the results would be far out of proportion to those obtained by devoting the same amount of labor and attention to other goods. In one case the demand is limited and in the other it is capable of indefinite expansion.

For instance, the amount of stove polish, matches, salt, pepper, tea, coffee and flour that a family uses is well defined. In every well-regulated household there will be scarcely any variation from year to year in the quantity of certain articles furnished, providing the size of the family remains unchanged. There is, however, no limit to their purchasing power, so far as it concerns goods that please the appetite and are of a character to be used every day without risk of satiety. What are these goods? Different articles in different places; hence every grocer must study and determine for himself what lines will pay best to sell at a low profit in order to turn the stock quickly and often. Consideration must be given to the expense of handling. It costs more to put in stock, take care of, sell and deliver one line of goods than another. In glass goods breakage plays an important part; in canned goods, swells, if they are cheap brands; in meats, evaporation or shrinkage; in flour, the expense of delivery; in butter, the loss in weighing out small lots and waste; in cheese, the same as butter, with the expense of nibbling and crumbs thrown in.

These are all minor details, yet all have important bearing upon the result of the business. That grocer who best masters the little things connected with his work, who learns how to adjust profits, knows the relation which the sale of any one line of goods bears to the total sales, is the one who will tell you that the "grocery business pays." It pays because he is master of his avocation.

A novel spectacle of a steam vessel being stoked with bank notes was witnessed recently at a Mediterranean port. Forty-five sacks of the apparently valuable paper were forced into the furnace of the vessel's boiler under the eyes of the stokers, who seemed to desire to possess themselves of at least a handful of what they somewhat inelegantly styled "rum fuel." The notes were cancelled documents of the Bank of Algiers, whose manager watched the combustion.

Use Tradesman Coupon Books.



Best Six Cord

— FOR —

Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods & Notions

G. R. MAYHEW,

Grand Rapids, Mich.,

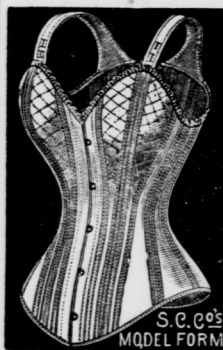
JOBBER OF

Wales Goodyear Rubbers,

Felt Boots and Alaska Socks.



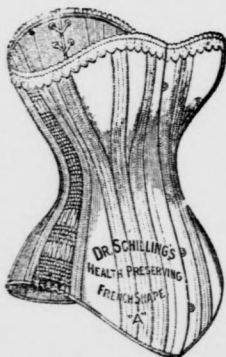
Schilling Corset Co.'s



CORSETS

THE
MODEL
(Trade Mark.)
FORM.

Greatest Seller on Earth!

Dr.
Schilling's
FRENCH
SHAPE
A"SCHILLING CORSET CO.,
Detroit, Mich. and Chicago, Ill.

Dry Goods Price Current.

UNBLEACHED COTTONS.		
Adriatic	7	" Arrow Brand 54
Argyle	6	" World Wide. 6
Atlanta AA.	6	" LL. 4 1/2
Atlantic A.	6 1/2	Full Yard Wide. 6 1/2
" H.	6 1/2	Georgia A. 6 1/2
" P.	5 1/2	Honest Width. 6 1/2
" D.	6	Hartford A. 5
" LL.	5	Indian Head. 7
Amory	5 1/2	King A. A. 6 1/2
Archery Bunting.	6 1/2	King E. C. 5 1/2
Beaver Dam A A.	5 1/2	Lawrence L L. 4 1/2
Blackstone O, 32.	5	Madras cheese cloth 6 1/2
Black Crow.	6	Newmarket G. 5 1/2
Black Rock.	6	" B. 5 1/2
Boot, AL.	7	" N. 6 1/2
Capital A.	5 1/2	" DD. 5 1/2
Cavanat V.	5 1/2	" X. 6 1/2
Chapman cheese cl.	3 1/2	Nolbe R. 5
Clifton C R.	5 1/2	Our Level Best. 6 1/2
Comet.	6 1/2	Oxford R. 6
Dwight Star.	6 1/2	Pequot. 7
Clifton C C C.	6 1/2	Solar. 7
		Top of the Heap. 7
BLEACHED COTTONS.		
A B C.	8 1/2	Geo. Washington. 8
Amazon.	8	Glen Mills. 7
Amberg.	7	Gold Medal. 7 1/2
Art Cambric.	10	Green Ticket. 8 1/2
Blackstone A A.	7	Great Falls. 6 1/2
Beats All.	4 1/2	Hope. 7 1/2
Boston.	12	Just Out. 4 1/2 @ 5
Cabot.	7	King Phillip. 7 1/2
Cabot, %	6 1/2	" OP. 7 1/2
Charter Oak.	5 1/2	Lonsdale Cambric. 10
Conway W.	7 1/2	Lonsdale. @ 8 1/2
Cleveland.	7	Middlesex. @ 5
Dwight Anchor.	8 1/2	No Name. 7 1/2
" shorts.	8	Oak View. 6
Edwards.	6	Our Own. 5 1/2
Empire.	7	Pride of the West. 12
Farwell.	7 1/2	Rosalind. 7 1/2
Fruit of the Loom.	8 1/2	Sunlight. 4 1/2
Pitchville.	7	Utica Mills. 8 1/2
First Prize.	7	Vineyard. Nonpareil 10
Fruit of the Loom %.	7 1/2	Vineyard. 8 1/2
Fairmount.	4 1/2	White Horse. 6
Full Value.	6 1/2	" Rock. 8 1/2
HALF BLEACHED COTTONS.		
Cabot.	7	Dwight Anchor. 8 1/2
Farwell.	8	
CANTON FLANNEL.		
Unbleached.		Bleached.
Housewife A.	4 1/2	Housewife Q. 5 1/2
" B.	5	" R. 6
" C.	5 1/2	" S. 7 1/2
" D.	6	" T. 8
" E.	6 1/2	" U. 8 1/2
" F.	6 1/2	" V. 9 1/2
" G.	7	" W. 10 1/2
" H.	7 1/2	" X. 11
" I.	7 1/2	" Y. 12
" J.	8	" Z. 13
" K.	8 1/2	
" L.	9 1/2	
" M.	10	
" N.	10 1/2	
" O.	11 1/2	
" P.	14	
CARPET WARP.		
Peerless, white.	17 1/2	Integrity colored. 20
" colored.	19 1/2	White Star. 18
Integrity.	18 1/2	" colored. 20
DRESS GOODS.		
Hamilton.	8	Nameless. 20
"	9	" 25
"	10 1/2	" 30
G G Cashmere.	20	" 37 1/2
Nameless.	16	" 32 1/2
"	18	" 35
CORSETS.		
Coraline.	\$9.50	Wonderful. \$1.50
Schilling's.	9.00	Brighton. 4.75
Davis Waists.	9.00	Bortree's. 9.00
Grand Rapids.	4.50	Abdominal. 15.00
CORSET JEANS.		
Armory.	6 1/2	Naumkeag satteen. 6 1/2
Androsoggin.	7 1/2	Rockport. 6 1/2
Bideford.	6	Conestoga. 6 1/2
Brunswick.	6 1/2	Walworth. 6 1/2
PRINTS.		
Allen turkey reds.	6	Berwick fancies. 5 1/2
" robes.	6	Clyde Robes. 5 1/2
" pink & purple	6	Charter Oak fancies. 4 1/2
" buffs.	6	DeiMarine cashm's. 6
" pink checks.	6	" mott'n'g. 6
" staples.	6	Eddystone fancy. 6
" shirtings.	4 1/2	" chocola. 6
American fancy.	5 1/2	" rober. 6
American indigo.	6	" sateens. 6
American shirtings.	4 1/2	Hamilton fancy. 6
Argentine Grays.	6	" staple. 6
Anchor Shirtings.	5	Manchester fancy. 6
Arnold.	6 1/2	" new era. 6
Arnold Merino.	6	Merrimack D fancy. 6
" long cloth B. 10 1/2	6	Merrim'g shirtings. 4 1/2
" C. 8 1/2	6	" Repp furn. 8 1/2
" century cloth.	7	Pacific fancy. 6
" gold seal.	10 1/2	" robes. 6 1/2
" green seal TR 10 1/2	10 1/2	Portsmouth robes. 6
" yellow seal. 10 1/2	10 1/2	Simpson mourning. 6
" serge.	11 1/2	" greys. 6
" Turkey red. 10 1/2	10 1/2	" solid black. 6
Ballou solid black.	5	Washington indigo. 6
" colors.	5 1/2	" Turkey robes. 7 1/2
Bengal blue, green, red and orange.	5 1/2	" India robes. 7 1/2
Berlin solids.	5 1/2	" plain tick. X 5 1/2
" oil blue.	6 1/2	" X. 10.
" green.	6 1/2	" Ottoman Tur. 6
" foulards.	5 1/2	key red. 6
" red & %.	7	Martha Washington. 7 1/2
" %.	9 1/2	Turkey red %.
" 4 & 10.	12	Martha Washington. 9 1/2
" 3-4 XXXX.	10	Turkey red. 9 1/2
Cocheco fancy.	6	Riverport robes. 5 1/2
" madders.	6	Windsor fancy. 6 1/2
" XX twills.	6 1/2	" gold ticket. 6 1/2
" solids.	5 1/2	indigo blue. 10 1/2
		Harmony. 4 1/2
TICKINGS.		
Amoskeag A C A.	12 1/2	A C A. 12 1/2
Hamilton N.	7 1/2	Pemberton AAA. 16
" D.	8 1/2	York. 10 1/2
" Awning.	11	Swift River. 7 1/2
Farmer.	8	River. 12
First Prize.	11 1/2	Warren. 13
Lenox Mills.	18	Conestoga. 16
COTTON DRILL.		
Atlanta, D.	6 1/2	Stark A. 8
Boot.	6 1/2	No Name. 7 1/2
Clifton, K.	6 1/2	Top of Heap. 9

Have You Ever Noticed That?

Have you ever noticed when you're buying berries by the peck,
That those on top are large and ripe without a spot or speck?
While those beneath are small and green—not worth the looking at,
And almost worthless—have you ever noticed that?

Have you ever noticed in the winter, when the days are cold,
The ice man leaves a larger chunk than what your box will hold;
But when the days are scorching hot and nearly fry your fat,
He leaves the merest trifle—have you ever noticed that?

Have you ever noticed that the man who's always telling you
About the wondrous things he's done and what he's going to do,
Is loafing at the present time—his purse is busted flat,
And "won't you loan a fiver?"—have you ever noticed that?

Have you ever noticed fishermen all have such awful luck?
The mammoth fish they nearly got fell back into the brook,
And while of great fresh water whales they ever wildly chat,
They bring home tiny minnows—have you ever noticed that?

Have you ever noticed office seekers, ere election day,
Grasp everybody's hand and something kind and fetching say,
And who, when safe in office, with a salary big and fat,
Forget the humble voter—have you ever noticed that?

A Chapter on Clerks.

From "On the Road to Riches."

In selecting clerks for a retail store as much care must be observed as if the business was of the largest proportions. Every person who steps into a store does not come in with his mind made up to purchase. Some of the customers come in merely by accident; some of the callers are on a tour of enquiry; some come in without any intention of buying then or thereafter, but merely to pass away time, or to post themselves, so that their regular dealer may not take advantage of them.

And the clerk who will take trade of this kind and turn it into purchasing customers, must be something more than a wooden-headed young man. It does not do to take every man's word for it that he does not intend to buy. This is a question you can decide better after you have tried, and you ought to have some men around you whom you would be willing to turn over one of these questioners to, with the feeling that the clerk will get an order from him, if one is to be had. The first important requisite of a good clerk is that he shall understand his business. I know of nothing more unsatisfactory than to trade with a man who knows no more about his goods than is told on the label. I would rather twice over attempt to sell a bill at wholesale to the ordinary merchant than to wait on the best class of consumers, unless I knew my business from A to Z. The merchant's knowledge of an article is often merely a selling knowledge, but the consumer is a practical man, knows what he wants, may have posted himself among his neighbors about their experience, and he is an expert to all intents and purposes in the line of goods he asks for. If I make a mistake he is abundantly able to correct me, and if he sees I am not well posted in the article I am selling he can easily confuse me. We all like to deal with a man who knows his trade, and we have more confidence in the goods you are commending when we have found you are well posted about other brands known to us.

I think it a sure sign of ability in a young man to see him constantly learning points about the goods he is handling and who has an eager interest in everything concerning his trade. I go into stores daily where clerks have only the most superficial knowledge about their wares, and I am surprised that they are kept in employ. There are enough young men who will eagerly grasp at a chance to work up, and no clerk can work up without at the same time helping his employer. It is the best test of the value of a clerk to know if he is working towards a higher goal or not; if he does not care for his own future he certainly will not strain himself in your behalf.

Then the clerk with knowledge should have a pleasant manner. There are a

great many ways of being pleasant; but one can be affable and yet need not sit down and tell stories to one man while others are standing around with no one to wait on them. The clerk who can sell a bill the quickest is the best clerk in a large retail store where time is money. Yet there are men who can hurry trade and at the same time appear to be taking it very leisurely. One does not need to rush at a customer with a "What is it you want?" as if you wanted him to buy like lightning and then clear out. One of the most disagreeable men to me in a store when I buy goods is a clerk who dives at me the moment I come in the store with "Something you wish?" and I always think he is going to add, "because if there isn't we have no room for loafers." I know him so well that I know it is only his way, but it is a very disagreeable way to me.

A very unpleasant habit permitted in many stores is that of allowing clerks to carry on chat with each other while they are waiting on customers. I know of nothing more exasperating than to have a man ask you "what next?" and when he begins to cut or weigh the article out see him turn to a brother clerk at his left and pick up the thread of his story about what "I said" and "he said," and more especially what "she said." This ought not to be permitted for a moment. A clerk has all he can attend to properly in waiting on the customer before him, and if he is anxious to talk let him talk about the goods he wants to sell.

It is a great mistake when you have several clerks to pay them all the same salary. It does not encourage a good man to do better to find he is paid no more than a dunce who stands near him; and the shiftless man will not improve any the sooner when he is now paid as much as the best men. Clerks are good judges of each other; they watch each other closely, and if one man does less than another, or is slower witted, they soon find it out. Pay your best man the best price, and have it understood that every other man who will do as well shall have the same pay. Good retail clerks can be hired at \$35 per month, and boys can be had at almost any price.

He Took It Literally.

An implement jobber who was formerly in the hardware business had in his employ a young Englishman who always accepted in its truest, literal meaning, every statement made or instruction given him. One day the proprietor said: "John, if we happen to be out of any certain article that is called for, always try to sell the party the next thing to it."

A few days later a lady came into the store and asked for a coffee mill. Now it happened that the proprietor had sold the last mill on hand that morning. John knew this, and when the woman made known her wants he replied:

"We are out of coffee mills, mum, but," glancing up at the shelf on which the mills were kept, "could ye not use a cow bell instead?"

Some people live to be old without finding out that one of the great elements of success in life is minding one's own business. Wise men see this from the start and succeed. Others never see it and fail.

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's	60	
Cook's	40	
Jennings, genuine	25	
Jennings, imitation	50&10	
AXES.		
First Quality, S. B. Bronze	\$ 7 50	
" D. B. Bronze	12 00	
" S. B. Steel	8 50	
" D. B. Steel	13 50	
BARROWS.		dis.
Railroad	\$ 14 00	
Garden	net 30 00	
BOLTS.		dis.
Stove	50&10	
Carriage new list	75&10	
Plow	40&10	
Sleigh shoe	70	
BUCKETS.		
Well, plain	\$ 3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	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

BLOCKS.
Ordinary Tackle, list April 1892

CRADLES.
Grain

CROW BARS.
Cast Steel

CAPS.
Ely's 1-10

Hick's C. F.
G. D.

Musket
CARTRIDGES.

Rim Fire
Central Fire

CHISELS.
Socket Firmer

Socket Framing
Socket Corner

Socket Slicks
Butcher's Tanged Firmer

COMBS.
Curry, Lawrence's

Hotchkiss
CHALK.

White Crayons, per gross
COPPER.

Planished, 14 oz cut to size
14x52, 14x56, 14x60

Cold Rolled, 14x56 and 14x60
Cold Rolled, 14x48

Bottoms
DRILLS.

Morse's Bit Stocks
Taper and straight Shank

Morse's Taper Shank
DRIPPING PANS.

Small sizes, ser pound
Large sizes, per pound

ELBOWS.
Com. 4 piece, 6 in

Corrugated
Adjustable

EXPANSIVE BITS.
Clark's, small, \$18; large, \$25

Ives', 1, \$18; 2, \$34; 3, \$30
FILES—New List.

Disston's
New American

Nicholson's
Heller's

Heller's Horse Rasps
GALVANIZED IRON.

Nos. 16 to 30; 22 and 24; 25 and 26; 27 28
List 12 13 14 15 16 17

Discount, 60
GAUGES.

Stanley Rule and Level Co.'s
KNOBBS—New List.

Door, mineral, jap. trimmings
Door, porcelain, jap. trimmings

Door, porcelain, plated trimmings
Door, porcelain, trimmings

Drawer and Shutter, porcelain
LOCKS—DOOR.

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

Brantford's
Norwalk's

MATTOCKS.
Adze Eye

Hunt Eye
Hunt's

MAULS.
Sperry & Co.'s, Post, handled

MILLS.
Coffee, Parkers Co.'s

P. S. & W. Mfg. Co.'s Malleables
Coe's, Perry & Co.'s

Enterprise
MOLASSES GATES.

Stebbin's Pattern
Stebbin's Genuine

Enterprise, self-measuring
NAILS

Steel nails, base
Wire nails, base

Advance over base
Base

Base
60

50
40

30
20

10
16

12
10

8
7 & 6

4
3

2
Fine 3

Case 10
" 8

Finish 10
" 5

" 6
Clinch 10

" 8
Barrell 10

Ohio Tool Co.'s, fancy
Scotch Bench

Sandusky Tool Co.'s, fancy
Bench, first quality

Stanley Rule and Level Co.'s, wood
PANS.

Fry, Acme
Common, polished

RIVETS.
Iron and Tinned

Copper Rivets and Butts
PATENT PLANISHED IRON.

"A" Wood's patent planished, Nos. 24 to 27
"B" Wood's pat. planished, Nos. 25 to 27

Broken packs 1/2 c per pound extra

HAMMERS.

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

HINGES.

Gate, Clark's, 1, 2, 3	dis.	60&10
State	per doz, net	2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer	3/4	
Screw Hook and Eye, 1/2	net	10
" " " 3/4	net	8 1/2
" " " 1	net	7 1/2
Strap and T	dis.	50

HANGERS.

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

HOLLOW WARE.

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

HOUSE FURNISHING GOODS.

Stamped Tin Ware	new list	70
Japanned Tin Ware		25
Granite Iron Ware	new list	33 1/4 & 10

WIRE GOODS.

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

LEVELS.

Stanley Rule and Level Co.'s	dis.	70
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ROPES.

Sisal, 1/2 inch and larger	9 1/4
Manilla	13

SQUARES.

Steel and Iron	dis.	75
Try and Bevels		60
Mitre		20

SHEET IRON.

Nos. 10 to 14	Com. Smooth.	Com.
Nos. 15 to 17	4 05	3 05
Nos. 18 to 21	4 05	3 05
Nos. 22 to 24	4 05	3 15
Nos. 25 to 26	4 25	3 25
No. 27	4 45	3 35

wide not less than 2-10 extra

SAND PAPER.

List acct. 19, '86	dis.	50
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SASH CORD.

Silver Lake, White A	list	50
" Drab A	"	55
" White B	"	50
" Drab B	"	55
" White C	"	35

Discount, 10.

SASH WEIGHTS.

Solid Eyes	per ton	\$25
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SAWS.

" Hand	dis.	20
" Silver Steel Dia. X Cuts, per foot		70
" Special Steel Dex X Cuts, per foot		50
" Special Steel Dia. X Cuts, per foot		30
" Champion and Electric Tooth X Cuts, per foot		30

TEARS.

Steel, Game	dis.	60&10
Oneida Community, Newhouse's		35
Oneida Community, Hawley & Norton's		70
Mouse, choker	18c per doz	
Mouse, delusion	\$1.50 per doz.	

WIRE.

Bright Market	dis.	65
Annealed Market		70-10
Coppered Market		60
Tinned Market		62 1/2
Coppered Spring Steel		62 1/2
Barbed Fence, galvanized		3 00
" painted		2 55

HORSE NAILS.

Au Sable	dis.	40&10
Putnam	dis.	05
Northwestern	dis.	10&10

WRENCHES.

Baxter's Adjustable, nickeled	dis.	30
Coe's Genuine		50
Coe's Patent Agricultural, wrought		75
Coe's Patent, malleable		75&10

MISCELLANEOUS.

Bird Cages	dis.	50
Pumps, Cistern		7 1/2
Screws, New 1st		70&10
Castors, Bed a d Plate		50&10&10
Dampers, American		40
Forks, hoes, rakes and all steel goods		6 1/2

METALS.

Pig Large	25c
Pig Bars	25c

ZINC.

Duty: Sheet, 2 1/2 c per pound.	6 1/2
60 pound casks	7
Per pound	16

SOLDER.

1/2 @ 1/4	15
Extra Wiping	15

The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

ANTIMONY.

Cookson's	per pound	13
Hallett's		13

TIN—MELT GRADE.

10x14 IC, Charcoal	\$ 7 50
14x20 IC, "	7 50
10x14 IX, "	9 25
14x20 IX, "	9 25

Each additional X on this grade, \$1.75.

TIN—ALLWAY GRADE.

10x14 IC, Charcoal	\$ 6 75
14x20 IC, "	6 75
10x14 IX, "	8 25
14x20 IX, "	9 25

Each additional X on this grade \$1.50.

ROOFING PLATES.

14x20 IC, "	6 50
14x20 IX, "	8 50
20x28 IC, "	13 50
14x20 IC, "	6 00
14x20 IX, "	7 50
20x28 IC, "	12 50
20x28 IX, "	15 50

BOILER SIZE TIN PLATE.

0	14x20 IX,	"	"	8 50
	20x28 IC,	"	"	18 50
0	14x20 IC,	"	Allaway Grade	6 00

Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE
Retail Trade of the Wolverine State.Published at
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— BY —

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E. A. STOWE, Editor.

WEDNESDAY, OCTOBER 12, 1892.

GERMANY JEALOUS OF THIS COUNTRY.

Although Germany has not met with particularly brilliant success as a colonizing power, she has achieved no small degree of distinction in the commerce of the world. The Germans control no great empires like India and Australia, but wherever a lucrative trade is carried on, no matter how remote the region, the German trader is found, and he is commonly successful. Until within a few years the vast trade of the Latin-American countries, particularly those of South America, was divided between Great Britain and Germany, the United States, which, by reason of geographical position, should have enjoyed the lion's share of the business, capturing but an infinitesimal portion of the whole.

The reciprocity treaty system inaugurated two years ago by Ex-Secretary Blaine placed this country in a much more favored position towards the Latin-American countries than it had previously held, and although the results have not yet reached the expectations of the more sanguine, they seem, nevertheless, encouraging and have excited no small degree of apprehension among the British and German merchants who have hitherto enjoyed a practical monopoly of the trade of those countries now affected by reciprocity treaties with us.

Realizing the power of the weapon employed by the United States, Germany has lost no time in seeking a method of preventing its successful use in Latin-America and Great Britain, though less open in the antagonism displayed, has, nevertheless, left no effort untried to counteract the effects of reciprocity. Both the powers mentioned immediately served notice on all the countries accepting reciprocity treaties with the United States that they would be held to a strict interpretation of the favored nation clause present in nearly all commercial treaties, by which it is agreed to accord to the party to the treaty the same treatment granted to the most favored nation. This was notification to the different Latin-American countries that Germany and Great Britain would demand the same concessions to their trade that

were granted to the United States under reciprocity treaties.

Not satisfied with this move, Germany went further and sought to forestall us with a number of South American countries by negotiating reciprocity treaties on her own part. She has already succeeded with Columbia, Uruguay and Hayti, and, it is believed, is only awaiting the termination of hostilities in Venezuela to open negotiations with that country. Chili has also been approached, but with what result is not known.

The latest move of Germany in her efforts to offset the effect of the reciprocity treaties of this country is the reported action in San Domingo, where, it is said, attempts have been made to induce the President of the little Republic to abrogate the treaty with this country. Notice was served some time since on the Dominican Government of an intention on the part of both Germany and Great Britain to exact a strict compliance with the terms of the favored nation clause existing in the treaties between San Domingo and the two powers.

If this is a sample of the course that is to be pursued in all the Latin-American countries there is likely to be trouble ahead, but the animus of the German Government clearly proves that the reciprocity system inaugurated by this country is already telling upon the profits hitherto reaped by the merchants of Europe in the Latin-American trade, and points to a greater growth of American influence in Central and South America than even our own statesmen appear to credit.

SECRET OF THE NORTH POLE.

The mystery of the poles of our planet is as far from being solved as ever. The recent expedition of Lieutenant Peary, of the army, made specially interesting by the fact that his devoted and pretty wife shared with her husband all his dangers and difficulties, has actually added nothing to our knowledge of what has long been the objective goal of Arctic explorers—the North Pole itself.

Perhaps if this knowledge were attained it would be quite disappointing as to its revelations, but nevertheless we want to know what are the actual conditions at the northernmost point of our earth. The original object of Arctic adventurers was to discover a north-west passage for ships which would be shorter than the voyage around the Horn and the Cape of Good Hope. This was finally discovered. In 1850 Captain McClure, of the British navy, entered the Arctic Sea at Behring Straits and passed out at Davis Straits, between America and Greenland.

Twenty-nine years later the Danish scientist, Nordenskjold, sailed along the entire coast of Norway, Russia and Siberia, from the Atlantic to the Pacific, thus proving the existence of water communication by way of the north between the east and the west. But these discoveries are of little practical use for navigation, since a voyage through the Arctic seas is attended with incredible peril. The only northern land which has never been circumnavigated is Greenland. It projects into the Polar Sea far beyond any point ever reached by man, and it is entirely possible that it reaches to the mysterious pole itself.

The most northern point reached by civilized man was by Lockwood, of

the Greenly expedition, in 1882, when he went within 450 miles of the coveted goal. Greenland is a high, mountainous region, rising to a height of 10,000 feet above the sea, inclusive of the ice and snow which cover it. It contains coal and several other valuable minerals, and its gigantic granite shoulders project out of the ice wherever it is exposed to the rays of the long summer of nearly six months.

The Peary expedition gives confirmation to the declaration of Nansen, the Swedish explorer, that its interior can be traversed with sledges without serious difficulty. Greenland would seem to offer the most practicable route to the pole. Stone houses as supply stations could be constructed and stored with food and other necessities at sufficient intervals in the heart of the Greenland continent, and in this way the pole could be reached and its magic and magnetic mysteries unlocked. It is the last grand secret that the surface of our earth conceals, and it is not in the nature of men in this advanced and daring age to permit such a secret to be much longer withheld. We are convinced that the pole can never be reached by ships. Greenland projects as an enormous tongue of granite far into the Polar Sea and perhaps with a craggy peak marks the site of the pole. Who will be the daring explorer to attain it?

SENTIMENTAL TREATMENT OF CRIMINALS.

It is becoming constantly more difficult to secure adequate punishment for criminals. What with the numerous delays and pitfalls of the law and the too frequent unreliability of juries, the most flagrant criminals often escape free or with inadequate punishment; but should they be carried beyond all the contingencies of new trials, appeals and other methods of wearing out the prosecution, and be actually condemned to punishment, then too often the weakness or sentimentalism or other deficiencies of executives and pardon boards are too often availed of to secure the partial or entire defeat of justice.

Probably the worst enemy of social order is the excessive sentimentalism which seeks to excuse criminals on the score that crime is a disease, mental, moral or physical, and that criminals are not responsible for their acts, and, at the worst, they ought to be subjected to reformatory treatment instead of punitive severities. They make too loud pretenses of the importance of rooting out instead of punishing criminals. Ages of experience have shown that it is impossible to root out criminal tendencies in human nature.

Some sorts of offenses against the laws may come by education and vicious training, but others are only the outbreak of passions which may exist in every bosom, only slumbering until they are aroused. Forgery and the counterfeiting of money require for their prosecution a certain skill in writing, engraving and in working with metals. The successful burglar must be an expert mechanic and well acquainted with the use of tools and of explosives not commonly known to mechanics generally. The people who carry on these criminal trades require a special sort of education, and they are professionals.

Murder is not a professional crime. Any person, without regard to age, sex,

condition, social rank or any other circumstance, may become a murderer. It is only necessary that the individual become intensely excited by jealousy, fear or some other powerful passion, and a person otherwise law-abiding, peaceable and generally estimable may become a murderer. In order to extirpate all tendency to murder it would be necessary to change human nature, which is impossible. Some good in the way of lessening the number of the degraded criminal classes might be done by rescuing from their evil associations children living in the slums of crime and vice, and by bringing them up in an atmosphere of virtue to the practice of honest industry. But the adults of the vicious classes are seldom reformed and are usually out of reach of reformatory treatment.

There has recently grown up a school of theorists in which it is proposed to prevent the propagation of the criminal classes by the enacting of severe statutes forbidding them under pains and penalties to marry. It hoped by these means to secure the gradual extinction of criminality as well as of idiocy, insanity, epilepsy and all vicious or weak hereditary taints. A little consideration would show that even if marriage in all such cases could be prevented, the propagation of the worst classes would be little interfered with, since the lower the moral tone the, smaller the regard for the marriage tie.

The impossibility of changing human nature is obvious enough. Tendencies to crime cannot be extirpated. The only course to pursue is to visit on criminals such prompt and severe punishments as to deter others who are so commonly encouraged to evil ways by a confidence in their exemption or ability to escape the penalty. Make men afraid to do evil. If this does not deter them, then let the perpetrators suffer to the full extent and without delay all the disabilities they have wantonly incurred.

Farming is a business, and the man who would make a real success of it nowadays must be a good business man. He must be an all-around good business manager. Besides buying and selling and the enjoyment of labor, there are the planting, cultivating and harvesting of crops, the breeding, feeding and care of live stock, the use of machinery, and a hundred other important things that require intelligence, skill and executive ability of a high order. There are a thousand little details of the business to be carefully looked after to make the farm do its best. Taking everything into consideration, the wonder is that there are not more failures on the farm than there are. No business in the city would long stand under the easy-going management of the average farmer.

Don't laugh at your neighbor's errors
Teach him to do better.

To Be Sold Under the Hammer.

CONKLIN, Oct. 5—The Conklin flour mill, built by the Patrons of Industry in 1890 at a cost of about \$9,000, will be sold at the front door of the court house in Grand Haven Oct. 17 to satisfy a mortgage of \$1,200.

J. H. H.

PAMPHLETS.

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Native vs. Foreign Born.

The *American Artisan* reproduces an article from a recent issue of THE TRADESMAN, comparing the methods of native and foreign born people in the struggle for wealth, commenting on same in the following manner:

The above is from a thoughtful article entitled "The Struggle for Power," and is so well-timed, veracious and suggestive that we print it for the general benefit. It certainly does not err upon the side of patriotism of the "hurrah" order, but we are compelled to agree that the arraignment of the native American, who lags behind in the race for wealth and honors, appears to be deserved. We think it will not be disputed that a majority of the leading business men in our large cities, who have conducted successful enterprises and become wealthy by dint of steady, persevering effort extended over a long series of years, were born in other lands. The naturalized foreigner seems to be endowed with the genius of "stick," if we may so define his peculiar quality, which is lacking in the native-born American. The latter becomes weary if success and wealth do not come with a turn of the hand, and a change of occupation follows. The old proverb in regard to the impossibility of a rolling stone accumulating a great deal of moss is too often illustrated in his business career. The native American is ambitious to succeed at a bound; he would be a millionaire, but he does not want to be one if it is necessary to climb the height step by step. Speculation is his forte rather than an aptitude for overcoming obstacles and winning success by the slow but sure method of adding one dollar to another and taking care of both. The naturalized citizens have usually been brought up in lands where the value of money is well ascertained. A dollar or its equivalent does not grow upon the wayside in the old lands. Most of the people who get hold of money there have first learned its value by hard knocks. When they come to a country where the opportunities for accumulating wealth are immeasurably greater than in their native lands they do not forget the lessons of their youth. With the native it is different. Disregard for the small savings idea has generally been encouraged by precept and example on the part of his associates. If the son of people fairly well off in life, he has been taught to realize upon all the pleasures within sight at the quickest possible moment and to hold nothing over for a future day. There may possibly be something worthy of commendation in the spirit which is superior to the practice of accumulating stray dimes and nickels, but the man who would make a successful trader or who ever expects to be anybody, if he comes into the world without an assured future, must learn the distinction between thrift and miserliness as well as to practice the former even while he abjures the latter.

The native American fails where the naturalized foreigner succeeds because the old-fashioned maxims and methods of the latter's progenitors have had the effect of forming and developing racial characteristics in many ways in contrast and in some ways superior to those which mark the native. The foreigner may be slow, if not absolutely dull as compared with the quick-witted native, but he possesses the all-compensating gift of steadiness of purpose which in the long run discounts any amount of meretricious "smartness."

The variableness of the native character is illustrated by the frequent change of occupation which usually marks the career of the native-born young man, who starts out to get rich by short methods. To-day he is projecting a trans-continental railroad upon a capital of magnificent self-confidence and iridescent hope. To-morrow you will probably find him peddling a patent nutmeg grater and the next day he is beating the record with a phenomenal trotting horse. The foreigner who comes here to make his home has a more settled purpose. He denies himself pleasures because they are too costly. He gives his attention strictly to business, content to sell nails over the counter or to follow any

regular calling until by slow degrees he can save enough money to start for himself in the particular business which he is competent to conduct.

There is this to be said by way of apology, if such be needed, for the lagging behind of the native, to which our contemporary calls attention. The great inrush of foreign population has swamped him. Figuratively speaking he has been crowded out of house and home as well as out of business and politics. Every new arrival knows that coming here without hope of assistance in life's battle and without ties his success or failure depends entirely upon his own exertions. He crowds to the front by the superior force born of a fixed purpose, before which the native gives way.

To sum up the case, both have their good qualities; neither is perfect. A future generation may develop the better traits of the amalgamated stock and then perhaps the race will be more even and the results more satisfactory.

The Lucky Five Per Cent.

It is said that only five in every hundred make a success of life. Ninety-five fall by the way, give out before the goal of a sufficiency is reached. This being true it would seem that the odds are largely against us for some reason or other. This is said of those who try merchandising for a living, but, if we look into other departments of human activity, do we not find the same sad results? Mediocrity and failure are found everywhere. Here and there only are found an eminent doctor, a lawyer or a minister. Going into the country we find the schoolmaster and the farmer in the same plight—struggling hard against the stream, not making a big success in the ir business, hard lines and poor picking almost universally. What a good thing it is that in the face of these discouraging facts there is always a growing crowd filled with the idea that they can work the oracle! They go in and stir things for a while, only to find out at the end that all is vanity, disappointment and vexation of spirit.

All honor to the fellows who have tried and failed! Suppose they had folded their arms and never made an effort, what should be thought of them? No respect or praise would be accorded them by God or men. The farmer ploughs and harrows, digs and hopes, but the season comes in too wet or too hot, and so he is out the cash he paid for help, and little to show for his own early rising and daily sweat. But he sings "Try again" and keeps at it, doing his best and leaving the rest to luck and the Almighty. If you are in the favored circle—one in five—be good and grateful; don't run away with the idea that you are any more deserving than others who have fallen by the way. Every good worker is earning food, raiment and shelter for five. Taking into account the young, the sick and the old, that is the estimate. It is probably correct. All the supported ones should see that the noble fellow is well fed, and has an easy bed. Suppose he has well cared for five through forty years, is he not entitled to worthy mention and a crown? Indeed, he is. He will get his reward, for he has "well done." GEO. R. SCOTT.

Barnes, Reeves & Co., who have conducted the Monroe County Bank at Dundee for several years, have concluded to merge the business into a State bank, with a capital stock of \$15,000. The officers of the corporation will be as follows: President, W. C. Reeves; Vice-President, C. F. E. Long; Cashier, T. W. Barnes.

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 Local Secretary—James Vernor.
 Next place of meeting—Some resort on St. Clair River; time to be designated by Executive Committee.

Grand Rapids Pharmaceutical Society.

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

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

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

BOOTS OR BALLOONS IN BUSINESS.

It is one of the characteristics of modern business that everyone is in a hurry to squeeze the lemon before it is grown. Ambition is impatient, and if we cannot get the moon by crying for it, we do not want it at all. It is with this childish and whimsical idea that too many of our adult juveniles rush into business with more faith in balloons than boots. We map out success in a personal and purely imaginative atlas, and in this picturesque geography we leave out the hills we have to climb and the swamps we have to wade. It is, therefore, by no means surprising that so many make a start for the business Canaan and leave their anatomy and satchels on the wrong side of Jordan. This sentiment in business is of the evaporative kind, and cannot stand the stress of time and facts. It falls as a cobweb does in keeping the wind out of a fence, and subsides into invisibility as a snowflake in a stovepipe. Time tries men as it does shingles, and the success or failure of any business is decided by rule not of the thumb, but of law. There is no getting away from this kind of constable, nor of dodging the subpoena to trial. No advantage can discount inefficiency or the violation of business principles. We are all familiar with instances in which everything seemed favorable to success both in money, location and established trade, where the end has been *vice versa* of the advantages. It is not supposable that the man whose bankrupted anatomy was carried out on a debtor's bier had any premeditation as to his own financial suicide; he simply made the mistake of thinking he could reach the top floor without climbing the stairway. The fact is, that though we have improved in our methods of rapid transit, both in baggage and business, we have made no change in the laws of success. They are as old as the grandsons of Adam, and as unchangeable as the poles of the planet, and the man who thinks he can dodge the issue is as blind as Balaam, whose donkey saw more than his rider. Success in business is not deposited ready-made, like a hen's egg in a barnyard nest. It is a product and not a programme, and has as many elements in its make-up as are found in a potato or a locomotive. There may be instances of success where the man who eats the butter does none of the churning; but in these cases it will be found that the virtues missing in the man are located in his deputy. It is none the less a fact

that if absent in a business, success in everything but making a first-class failure is impossible. The idea that a falling apple will always find its way to an open mouth never yet gave a man his dinner, and it is equally as disappointing in a business as in an orchard. As a rule, the men who prosper do so at an equivalent of labor; it may be manual or executive, but the results are as exacting as is a dollar or a hundred cents for its change. Everything has its price, from a rat-trap to a railway, or a coal mine to a post hole, and in the economies of business the insistence on an equivalent is beyond escape. It was never more imperative than it is to-day. Competition is making mince-meat of margins, and the pressure of industrial conditions is such that no trifling with business is exempt from a fine. Intelligence, industry, prudence and unsleeping vigilance are indispensable to success. There may be old-fashioned virtues, but these have never suffered from old age or too much familiarity. They may not be as popular as they were when men were slow but sure, and trusted more in boots than in balloons; but they count just the same in the arithmetic of business success. We can travel round a city nowadays without infringing on the good-nature of shoe leather; we can reach the upper rooms of a hotel or a sky scraper without climbing the stairs, and illuminate a township by the touch of an electric button, but we cannot make success as we can a corn cake, or order it as we can a restaurant pie. The business successes of to-day, yesterday and to-morrow are all founded on the bed-rock of hard work and hard sense, and though a man may have more than the law allows him of both, and yet fail in securing the golden apple, it will be found an invariable rule that permanent success in business is due to the virtues we have named. It is a misfortune that so many of our adolescent aspirants for business honors prefer balloons to boots, and believe in catapultic ledgers. Time and the sheriff may eventually eradicate this kind of insanity, but while the future penitents will be religiously devoted to repentance and the auctioneer, the sensible worker and the true believer in the gospel of hard work will be constantly adding to finance and security to his business.

FRED WOODROW.

The Drug Market.

Gum kino is very scarce and higher.
 Bromides of potash, soda and ammonium have all advanced on account of an advance in bromine. Higher prices are looked for.
 Ipecac root is scarce and advancing.
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 Strychnia has again advanced.
 Linseed oil is very firm and another advance is looked for.

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She measured out the butter with a very solemn air;
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Oxalicum	10 12	" Co	60
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Barosma	22 30		
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Aloe, Barb. (po 60)	50 60		
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16	55 60		
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Camphore	54 57		
Euphorbium po	35 40		
Galbanum	25 30		
Gamboge, po	70 75		
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" S. N. Y. Q. &	1 50 1 75	Sinapis	18	Neat's Foot, winter	50	60
C. Co	1 50 1 75	" opt.	30	strained	34	40
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Myristica, No. 1	65 70	" Voes	35	PAINTS, bbl. lb.		
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Os. Sepia	20 22	Soda Boras, (po 11)	10 11	Soda et Potass Tart.	1 1/2 2 1/2	
Pepsin Saac, H. & P. D.	20 22	Soda Carb.	1 1/2 2	" Ber	1 1/2 2 1/2	
" Co	20 22	Soda, Bi-Carb.	1 1/2 2	Putty, commercial	2 1/2 3 1/2	
Picls Liq, N. C., 1/2 gal	20 22	Soda, Ash	3 1/2 4	" strictly pure	2 1/2 3 1/2	
doz	20 22	Soda, Sulphas	2 2	Vermilion Prime Amer-	13 16	
Picls Liq, quarts	20 22	Spts, Ether Co	50 55	ican	65 70	
" pints	20 22	" Myrcia Dom	2 25	Vermilion, English	70 75	
Pil Hydrarg, (po 80)	20 22	" Myrcia Imp	2 30	Green, Peninsular	70 75	
Piper Nigra, (po 32)	20 22	" Vin Rect. bbl	2 25 3 35	Lead, red	7 7 1/2	
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Grocery Price Current.

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

AXLE GREASE. doz. STOS Aurora. 55 6 00 Castor Oil. 75 9 00 Diamond. 50 5 50 Frazer's. 89 9 00 Mica. 75 8 00 Paragon. 55 6 00 BAKING POWDER. Acme. 1 lb. cans, 3 doz. 45 1 lb. " 2 " 1 00 Bulk. 1 " 1 00 Arctic. 1 lb. cans. 60 1 lb. " 1 20 1 lb. " 2 00 5 oz. cans, 4 doz. in case. 80 16 " 2 " 2 00 Dr. Price's. FULL WEIGHT PURE  Dime cans. 90 4-oz. " 1 33 6-oz. " 1 90 8-oz. " 2 47 12-oz. " 3 75 16-oz. " 4 75 2 1/2-lb. " 11 40 4-lb. " 18 25 5-lb. " 21 60 10-lb. " 41 80 Red Star, 1/2 lb. cans. 40 1 lb. " 50 1 lb. " 1 50 Telfer's, 1/2 lb. cans, doz. 45 1 lb. " 85 1 lb. " 1 50 BATH BRICK. 2 dozen in case. English. 90 Bristol. 80 Domestic. 70 BLUING. Gross Arctic, 4 oz. ovals. 4 00 8 oz. " 7 00 " plums, round. 10 50 " No. 2, sifting box. 2 75 " No. 3, " 4 00 " No. 5, " 8 00 1 oz. ball. 4 50 BROOMS. No. 2 Hurl. 2 00 No. 1 " 2 25 No. 2 Carpet. 2 25 No. 1 " 2 75 Parlor Gem. 3 00 Common Whisk. 1 00 Fancy " 1 25 Warehouse. 3 50 BRUSHES. Stove, No. 1. 1 25 " 10 " 1 50 " 15 " 1 75 Rice Root Scrub, 2 row. 85 Rice Root Scrub, 3 row. 1 25 Palmetto, goose. 1 50 CANDLES. Hotel, 40 lb. boxes. 10 Star 40 " 9 Paraffine. 11 Wickling. 24 CANNED GOODS. FISH. Little Neck, 1 lb. 1 15 " 2 lb. 1 90 Clam Chowder. Standard, 3 lb. 2 00 Cove Oysters. Standard, 1 lb. 90 2 lb. 1 70 Lobsters. Star, 1 lb. 2 40 " 2 lb. 3 30 Picnic, 1 lb. 2 00 2 lb. 2 90 Mackerel. Standard, 1 lb. 1 65 " 2 lb. 1 90 Mustard, 2 lb. 2 25 Tomato Sauce, 2 lb. 2 25 Soused, 2 lb. 2 25 Salmon. Columbia River, flat. 1 85 " tails. 1 75 Alaska, 1 lb. 1 40 2 lb. 1 90 Sardines. American, 1/4 s. 4 1/2 @ 5 " 1/2 s. 6 1/2 @ 7 Importe. 1/4 s. 11 @ 12 " 1/2 s. 15 @ 16 Mus'rd 1/4 s. 7 @ 8 Boneless. 20 Trout. Brook, 3 lb. 2 50 FRUITS. Apples. 3 lb. standard. 3 60 York State gallons. 2 75 Hamburg. 2 75 Apricots. Live oak. 2 00 Santa Cruz. 2 00 Lusk's. 2 00 Overland. 1 90 Blackberries. B. & W. 95 Cherries. d. 1 90 Pitted Hamburg. 1 75 White. 1 30 Erie. 1 20 Damsons, Egg Plums and Green		Gages. Erie. @ 1 25 California. 1 70 Common Gooseberries. 1 20 Peaches. Pie. 1 30 Maxwell. 2 00 Shepard's. 1 85 California. 2 10 Monitor. 1 85 Oxford. 1 85 Pears. Domestic. 1 20 Riverside. 2 10 Pineapples. Common. 1 30 Johnson's sliced. 2 50 " grated. 2 75 Common Quinces. 1 10 Raspberries. Red. 1 30 Black Hamburg. 1 50 Erie black. 1 25 Strawberries. Lawrence. 1 25 Hamburg. 1 25 Erie. 1 30 Terrapin. 1 25 Whortleberries. Common. 1 10 P. & W. 1 15 Blueberries. 1 10 MEATS. Corned beef, Libby's. 1 90 Roast beef, Armour's. 1 75 Potted ham, 1/2 lb. 1 30 " 1 lb. 80 " tongue, 1/2 lb. 1 35 " chicken, 1/2 lb. 85 " 1 lb. 95 VEGETABLES. Beans. Hamburg stringless. 1 25 French style. 2 25 Lima. 1 40 Lima, green. 1 25 soaked. 1 80 Lewis Boston Baked. 1 35 Bay State Baked. 1 35 World's Fair Baked. 1 35 Picnic Baked. 1 00 Corn. Hamburg. 1 30 Livingston Eden. 1 30 Purdy. 1 50 Honey Dew. 1 50 Morning Glory. 1 50 Soaked. 1 15 Peas. Hamburg marrowfat. 1 35 " early June. 85 " Champion Eng. 1 50 Hamburg petit pois. 1 75 " fancy sifted. 1 90 Soaked. 65 Harris standard. 75 Van Camp's Marrofat. 1 30 " Early June. 1 30 Archer's Early Blossom. 1 35 French. 1 80 Mushrooms. 15 @ 20 Pumpkin. 90 Squash. Hubbard. 1 20 Succotash. 1 40 Hamburg. 1 40 Soaked. 80 Honey Dew. 1 60 Erie. 1 35 Tomatoes. Hancock. 1 05 Excelsior. 1 10 Eclipse. 1 10 Hamburg. 1 30 Gallon. 2 60 CHOCOLATE-BAKER'S. German Sweet. 22 Premium. 38 Pure. 38 Breakfast Cocoa. 40 CHEESE. Amboy. @ 11 1/2 Acme. @ 11 1/2 Riverside. @ 12 Gold Medal. @ 11 Skim. 6 @ 9 Brick. 10 Edam. 1 00 Leiden. 23 Limburger. @ 11 Pineapple. @ 25 Roquefort. @ 25 Sap Sago. @ 22 Schweizer Imported. @ 24 " domestic. @ 14 CATSUP. Half pint, 25 bottles. 2 75 Pint. 4 50 Quart 1 doz bottles. 3 50 CLOTHES PINS. 5 gross boxes. 40 COCOA SHELLS. 35 lb. bags. @ 3 Less quantity. @ 3 1/2 Pound packages. 6 1/2 @ 7		COFFEE. GREEN. Rio. Fair. 16 Good. 17 Prime. 18 Golden. 20 Peaberry. 30 Santos. Fair. 16 Good. 17 Prime. 18 Peaberry. 30 Mexican and Guatemala. Fair. 20 Good. 31 Fancy. 23 Maracaibo. Prime. 19 Milled. 20 Java. Interior. 25 Private Growth. 27 Mandehling. 28 Mocha. Imitation. 23 Arabian. 26 ROASTED. To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15 per cent. for shrinkage. PACKAGE. Arbuckle's Ariosa. 21.30 McLaughlin's XXXX. 21.30 Bunola. 20.80 Lion, 60 or 100 lb. case. 2.30 Cabinets containing 120 lb. packages sold at case price, with additional charge of 90 cents for c. inet. EXTRACT. Valley City 1/2 gross. 75 Feltz. 1 15 Hummel's, 1/2 gross. 1 50 " tin. 2 50 CHICORY. Bulk. 5 Red. 7 CLOTHES LINES. Cotton, 40 ft. per doz. 1 25 " 50 ft. " 1 40 " 60 ft. " 1 60 " 70 ft. " 1 75 " 80 ft. " 1 90 Jute. 80 ft. 90 72 ft. " 1 00 CONDENSED MILK. 4 doz. in case. Eagle. 7 40 Crown. 6 25 Genuine Swiss. 8 00 American Swiss. 7 00 CRACKERS. Butter. Seymour XXX. 6 Seymour XXX, cartoon. 6 1/2 Family XXX. 6 Family XXX, cartoon. 6 1/2 Salted XXX. 6 Kenosha. 7 1/2 Boston. 8 Butter biscuit. 6 1/2 Soda. 6 Soda, City. 7 1/2 Soda, Duchess. 8 1/2 Crystal Wafer. 10 Long Island Wafers. 11 Oyster. 6 S. Oyster XXX. 6 City Oyster, XXX. 6 Farina Oyster. 6 CREAM TARTAR. Strictly pure. 30 Telfer's Absolute. 35 Grocers'. 20 @ 25 DRIED FRUITS. Domestic. Apples. Sundried, sliced in bbls. 6 " quartered. 5 Evaporated, 50 lb. boxes. @ 8 1/2 APRICOTS. California in bags. 10 1/2 Evaporated in boxes. 10 1/2 BLACKBERRIES. 4 1/2 In boxes. 4 1/2 70 lb. bags. 25 lb. boxes. PEACHES. Peeled, in boxes. 19 Cal. evap. 14 " in bags. 13 PEARS. California in bags.		PITTED CHERRIES. Barrels. 20 50 lb. boxes. 22 25 " " 22 PRUNELLES. 30 lb. boxes. 10 1/2 RASPBERRIES. In barrels. 21 1/2 50 lb. boxes. 22 25 lb. " 23 Foreign. Patras, in barrels. @ 4 " in 1/4 bbls. @ 4 1/2 " in less quantity. @ 4 1/2 PEEL. Citron, Leghorn, 25 lb. boxes. 30 Lemon. 25 " 10 Orange. 25 " 11 RAISINS. Domestic. London layers, 2 crown. 1 65 " 3 " 1 85 " fancy. 2 00 Loose Muscatels, boxes. 1 69 Foreign. Ondura, 20 lb. boxes. @ 9 1/2 Sultana, 30 " @ 8 1/2 Valencia, 30 " @ 8 1/2 PRUNES. Bosnia. @ California. 100-130 " 80x80 25 lb. bxs. @ " 70x80 " @ " 60x70 " @ Turkey. 8 Silver. 8 ENVELOPES. XX rag, white. No. 1, 6 1/2. \$1 75 No. 2, 6 1/2. 1 60 No. 1, 6. 1 65 No. 2, 6. 1 50 XX wood, white. No. 1, 6 1/2. 1 35 No. 2, 6 1/2. 1 25 Manila, white. 6 1/2. 1 00 6. 95 Coin. 1 00 Mill No. 4. 1 00 FARINACEOUS GOODS. Farina. 100 lb. kegs. 3 1/2 Hominy. Barrels. 3 00 Grits. 3 50 Lima Beans. Macaroni and Vermicelli. Domestic, 12 lb. box. 55 Imported. 10 1/2 @ 11 1/2 Pearl Barley. Kegs. @ 2 1/2 Peas. Green, bu. 1 75 Split per lb. 2 1/2 Sago. German. 4 East India. 5 Wheat. Cracked. 5 FISH-Salt. Bloaters. Yarmouth. 4 Cod. Pollock, Grand Bank. @ 25 Boneless, bricks. 6 1/2 @ 8 Boneless, strips. 6 1/2 @ 8 Halibut. Smoked. 12 Herring. Gibbed, 1/2 bbl. 3 25 Holland, bbl. 9 00 " 65 Round Shore, 1/2 bbl. 2 75 " 1/4 " 1 55 Scaled. 16 Mackerel. No. 1, 40 lbs. 4 25 No. 1, kits, 10 lbs. 1 25 No. 2, 40 lbs. 3 50 No. 2, 10 lbs. 1 05 Family, 1/2 bbls., 100 lbs. 5 00 " kits, 10 lbs. 65 Sardines. Russian, kegs. 45 Trout. No. 1, 1/2 bbls., 100 lbs. 6 50 No. 1, kits, 10 lbs. 6 50 No. 1, 1/2 bbls., 100 lbs. 7 50 No. 1, kits, 10 lbs. 95 Family, 1/2 bbls., 100 lbs. 3 00 " kits, 10 lbs. 40 FLAVORING EXTRACTS. Jennings' D. C. 2 oz folding box. 75 1 25 3 oz " 1 00 1 50 4 oz " 1 50 2 00 6 oz " 2 00 3 00 8 oz " 3 00 4 00 Gunpowder. Austin's Rifle, kegs. 4 50 " 1/4 kegs. 2 50 " Crack Shot, kegs. 4 50 " 1/2 kegs. 2 50 " Club Sporting. 6 00 " 1/4 " 3 25		HERBS. Sage. 15 Hops. 15 INDIGO. Madras, 5 lb. boxes. 55 S. F., 2, 3 and 5 lb. boxes. 50 JELLY. 17 lb. pails. 85 30 " 1 20 LICORICE. Pure. 30 Calabria. 25 Sicily. 12 LYE. Condensed, 2 doz. 1 25 " 4 doz. 2 25 MATCHES. No. 9 sulphur. 1 25 Anchor parlor. 1 70 No. 2 home. 1 10 Export parlor. 4 00 MINCE MEAT  3 or 6 doz. in case per doz. 95 MEASURES. Tin, per dozen. 1 gallon. \$1 75 Half gallon. 1 40 Quart. 70 Pint. 45 Half pint. 40 Wooden, for vinegar, per doz. 1 gallon. 7 00 Half gallon. 4 75 Quart. 3 75 Pint. 2 25 MOLASSES. Blackstrap. Sugar house. 14 Cuba Baking. 16 Ordinary. 16 Porto Rico. Prime. 20 Fancy. 30 New Orleans. Fair. 18 Good. 20 Extra good. 25 Choice. 30 Fancy. 40 One-half barrels, 3c extra OATMEAL. Barrels 200. @ 5 60 Half barrels 100. @ 2 95 ROLLED OATS. Barrels 150. @ 5 60 Half bbls 90. @ 2 95 PICKLES. Medium. Barrels, 1,200 count. 3 00 Half barrels, 600 count. 3 50 Small. Barrels, 2,400 count. 7 00 Half bbls, 1,200 count. 4 00 PIPES. Clay, No. 216. 1 75 " T. D. full count. 75 Cob, No. 3. 1 25 POTASH. 48 cans in case. Babbitt's. 4 00 Penna Salt Co.'s. 3 25 ROOT BEER. Williams, per doz. 1 75 " 3 doz. case. 5 00 RICE. Domestic. Carolina head. 6 No. 1. 5 No. 2. @ 4 1/2 Broken. 3 1/2 Imported. Japan, No. 1. 6 " No. 2. 5 1/2 Java. 5 Patna. 5 SPICES. Whole Sifted. Allspice. 10 Cassia, China in mats. 8 " Batavia in bund. 15 " Saigon in rolls. 35 Cloves, Amboyna. 22 " Zanzibar. 13 Mace Batavia. 80 Nutmegs, fancy. 80 " No. 1. 75 " No. 2. 65 Pepper, Singapore, black. 15 " white. 25 " shot. 19 Pure Ground in Bulk. Allspice. 1 Cassia, Batavia. 20 " and Saigon. 35 " Saigon. 35 Cloves, Amboyna. 30 Zanzibar. 30 Ginger, African. 15 " Jamaic. 18 Mace Batavia. 28 Mustard, Eng. and Trieste. 27 Trieste. 27 Nutmegs, No. 2. 65		Pepper, Singapore, black. 30 " white. 30 Cayenne. 35 Sage. 30 "Absolute" in Packages. Allspice. 1/4 s. 1/4 s Cinnamon. 84 1 55 Cloves. 84 1 55 Ginger, Jam. 84 1 55 " Af. 84 1 55 Mustard. 84 1 55 Pepper. 84 1 55 Sage. 84 SAL SODA. Kegs. 1 1/4 Granulated, boxes. 1 1/4 SEEDS. Anise. @ 12 1/2 Canary, Smyrna. 6 Caraway. 8 Cardamon, Malabar. 90 Hemp, Russian. 4 1/2 Mixed Bird. 4 1/2 Mustard, white. 6 Poppy. 9 Rape. 6 Cattle bone. 30 STARCH. Corn. 20-lb boxes. 6 40-lb " 5 1/2 Gloss. 1-lb packages. 5 1/2 3-lb " 5 1/2 6-lb " 6 40 and 50 lb. boxes. 4 1/2 Barrels. 5 1/2 SNUFF. Scotch, in bladders. 37 Maccaboy, in jars. 35 French Rappee, in jars. 43 SODA. Boxes. 5 1/2 Kegs, English. 4 1/2 SALT. 100 3-lb. sacks. @ 2 25 60 5-lb. " 2 00 28 10-lb. sacks. 1 85 20 14-lb. " 2 25 24 3-lb. cases. 1 50 56 lb. dairy in linen bags. 32 28 lb. " drill " 18 Warsaw. 56 lb. dairy in drill bags. 32 28 lb. " " 18 Ashton. 56 lb. dairy in linen sacks. 75 Higgins. 56 lb. dairy in linen sacks. 75 Solar Rock. 56 lb. sacks. 27 Common Fine. 27 Saginaw. 80 Manitow. 85 SALEBRATS. Packed 60 lbs. in box. Church's. 83 30 DeLand's. 3 15 Dwight's. 3 30 Taylor's. 3 00 SOAP. LAUNDRY. Allen B. Wisley's Brands. Old Country, 80 1-lb. 3 20 Good Cheer, 60 1-lb. 3 90 White Borax, 100 1/2-lb. 3 60 Proctor & Gamble. Concord. 2 80 Ivory, 10 oz. 6 75 " 5 oz. 4 00 Lenox. 3 65 Mottled German. 3 15 Town Talk. 3 00 SCOURING AND POLISHING. Sapallo, kitchen, 3 doz. 2 50 " hand, 3 doz. 2 50 SUGAR. Cut Leaf. @ 5 1/2 Cubes. @ 5 1/2 Powdered XXXX. @ 5 1/2 Standard. @ 5 1/2 Granulated, medium. 5 19 @ 5 1/2 " Fine. 5 19 @ 5 1/2 Confectioners' A. 5 06 @ 5 1/2 Soft A. 4 35 White Extra C. @ 4 1/2 Extra C. @ 4 1/2 C. @ 4 Golden @ 3 1/2 Yellow @ 3 1/2 Less than bbls. 1/4c advance SYRUPS. Corn. Barrels. 26 Half bbls. 23 Fair. Pure Can. 19 Good. 25 Choice. 30 SWEET GOODS. Ginger Snaps. 8 Sugar Creams. 8 Frosted Creams. 9 Graham Crackers. 8 1/2 Oatmeal Crackers. 8 1/2 VINEGAR. 40 gr. 7 @ 8 50 gr. 8 @ 9 \$1 for barrel. WET MUSTARD. Bulk, per gal. 30 Beer mug, 2 doz in case. 1 75 YEAST. Magic, per box. 1 00 Warner's " 1 00 Yeast Foam, per box. 1 00	
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Hiawatha.....	40
Valley City	34
Finzer's Brands.	
Old Honesty.....	40
Jolly Tar.....	32

Car lots.....	38
Less than car lots.....	40
New oats, 1c less.	

HAY.	
No. 1 Timothy, car lots....	10 00
No. 1 " ton lots.....	11 50

Turkeys.....		@12
Ducks		@12
LIVE.		
Chickens,.....	7	@ 8
Fowls.....	7	@ 8
Turkeys.....	11	@12
Spring Duck.....	10	@11

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EDWIN J. GINN & CO.,
New York.

Farming is a failure, we have tried it for 20 years in this county.

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Can Ship Them 1000 Miles

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POTATOES.

We have made the handling of Potatoes a "specialty" for many years and have a large trade. Can take care of all that can be shipped us. We give the best service—sixteen years experience—first-class salesmen.

Ship your stock to us and get full Chicago market value.

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Commission Merchants,
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TRADE WINNERS

*All Goods Manufactured by Us.
Quality the Best! Purity Guaranteed!*

PUTNAM CANDY CO.

JIM ALLSPICE.

Then and Now--Reminiscences of the Grocery Business.

Written for THE TRADESMAN.

The grocery traveling man of to-day, with his cost book in his hand, looking over the stock of a well-kept wholesale grocery house, as he looks at the purchases of the new fall and summer pack of canned goods in fruits, vegetables and condiments, with all the numerous varieties, little thinks how things used to be.

Imagine a brisk and thriving lumbering town on the shore of Lake Michigan, and the date a few years after the late war. Wheat was \$3 per bushel; cull lumber \$6 and mill run \$12 per thousand; pork \$30 to \$40 per barrel; wages were big and business was booming, and traveling men were scarce as hens' teeth; no railroads; stages and steamboat lines occasionally to suit travel and freight in sight. Those were the good old times when money was made easily and was plentiful. Canned goods, baking powders, prize schemes and gift enterprises were unheard of. Soap came in plain, unwrapped three-pound bars, coffee all green in the berry. Ground spices were not very salable, with, perhaps, the exception of pepper, everybody, as a rule, buying their spices whole and grinding their own. In those days bluing was indigo and sold by weight. Very few articles in canned fish, with the exception of sardines, were heard of.

Well do I remember my first purchase of baking powder, and how hard I worked to introduce it in our village, for I had taken the agency and signed a contract to sell only at 75c per pound. "Ludlams" was the brand. Price's and Royal were unknown. Our plug tobaccos were pigtail, nail rod, fig leaf and black squares. There were no cutters. Fine cut and smoking came in kegs and half barrels and were weighed out, the package and revenue stamp act not then being in vogue. Nothing was known of curly cut, plug cut, cut cavendish or any of the fancy smoking or plug tobaccos.

I recall my first purchase of 10 barrels light yellow C sugar at 11c, and its very quick sale at 12½c. Granulated sugar and As sold 15c to 18c per pound. In syrups we had straight sugar syrup, West India molasses or "Demerara" in original hogsheads, corn or grape syrups, fancy table and so-called Vermont maples, in cans or otherwise, being unheard of. The canning business was in its infancy, with popular feeling against all goods in tin. Very few fruits and vegetables were offered in that shape. Barrel pickles, catsups and prepared mustards, along with canned goods, but very slowly found a foothold in the retail stores; after a time, however, the attractive packages and labels, with the dealer advocating their sale, made the good housewife a convert to the new and progressive order of things. To-day the canned goods department of a first-class family grocery store forms a large share of the stock. The well-stocked shelves make an inviting appearance of bottled pickles, sauces, catsups, fine fruits in glass and fancy labeled tins. What a contrast to the old way of plain packages, kegs, barrels and sacks, old-style "squat" cans filled with candy or whole spices; kerosene, or "coal oil," selling at 75c per gallon, with candles the light of the times; codfish plain and unadorned, no blocks or tablets—just codfish "wid de

skin on." Armour, with his fancy ways of putting up meats and lard, was just entering the field, to the great consternation of the home butcher, the packing of meats in tin or glass working its way into the public favor, along with canned goods.

Store fixtures, such as paper bag holders, paper rolls and cutters, dried beef cutters, fancy cheese safes with patent cutters, fancy floor cans for the display of coffees, have grown into use only in late years. Many old storekeepers will remember the old way of tapping a barrel of molasses with a 2-inch auger, all the help being then called in to set up the barrel. Nowadays with a patent truck one man can do the same work, without extra effort. Instead of putting a common iron faucet into a barrel of kerosene and taking the chances of losing half the contents by leakage, this is done away with, and we have the patent can and pump. Another thing with which we had to contend and which was one of the worst features of the old-time village or crossroad store, was the keeping open nights until the last man had left town or gone to bed, or the tobacco in the free box had given out. Early daylight found the clerks and the store all slicked up for the day's business.

The store fixtures of a well-regulated, well-stocked grocery at the present time represent, on an average, one-third the cost of the stock, whereas, in the olden time, a 2-inch auger, a hammer, a hand or buck saw and a big box stove and iron poker about composed the outfit.

There is a very large item of expense, nowadays, in any town or city of importance, in the soliciting of goods and the free delivery service, which is steadily growing worse. Those old days were on the Ben Franklin system—everybody lugged and wheeled their own—but who would want to "swap back?" Telephones, electric lights and cars make business and keep us Yankees on the alert and pushing ahead for the big \$\$\$s of our daddies and other folks' good coin.

JIM ALLSPICE.

Meeting of the Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Protective Brotherhood hall, Monday evening, Oct. 3, the minutes of last meeting were read and approved.

Three applications for membership were received and the applicants accepted—Julius J. Wagner, Geo. H. Cobb and H. J. Vinkemulder & Bro.

On motion of Daniel Viergiver, the President was given one month's further time in which to select and announce the standing committees.

A proposition was received from the Protective Brotherhood, relative to the rental of their hall. The organization proposed to give the Association the use of the hall the first and third Mondays of each month, including heat, light and janitor, for \$50 per year. The proposition was accepted and the President and Secretary were authorized to execute a lease for the time named by the Association.

E. J. Herrick moved that the Association hold two meetings a month while getting into running order, which was adopted.

Messrs. Odell, Walbridge and Viergiver were appointed a special committee to investigate the flour matter and report at a subsequent meeting.

The Secretary was instructed to procure a question box and place same in a conspicuous position at each meeting of the Association.

On motion of E. J. Herrick, the President and Secretary were instructed to procure suitable signs to hang in the stairway of the place of meeting, and advertise the next meeting in the daily papers.

The meeting then adjourned.

Use Tradesman Coupon Books.

Observations of the Philosophic Grocer.

If you don't want to fill a bier don't let beer fill you.

Better far be poor in purse than poor in principles.

The most promising candidate is not always the one who makes the most promises.

More men have been injured by the premature discharge of their mouths than of their guns.

Don't growl about the world being so bad. It wouldn't be quite so bad if you were a little better.

Don't concern yourself too much about your neighbor's affairs. Those of your neighbor's neighbor may better need your attention.

If you keep a bank account long enough it will reciprocate by keeping you.

The bone of contention is not a funny bone when it leads to a lawsuit.

A man with loose habits doesn't improve them by getting tight.

If you are not sure of heaven, it will not hurt you to live in such a manner as to deserve it.

Silence is more eloquent than words when you have nothing to say.

Do not write long love letters. They consume valuable time when they are read to the jury.

Rice paper is not made from rice nor from rice stalks, nor has it any connection whatever with rice. It is of Chinese manufacture, and is made from the pith of a certain tree resembling the elder.

PROVISIONS

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

PORK IN BARRELS.			
Mess, new.	12	50	
Short cut.	14	50	
Extra clear pig, short cut.	15	50	
Extra clear, heavy.	15	50	
Clear, fat back.	15	50	
Boston clear, short cut.	15	50	
Clear back, short cut.	15	50	
Standard clear, short cut, best.	15	50	
SAUSAGE—Fresh and Smoked.			
Pork Sausage.	7	½	
Ham Sausage.	9		
Tongue Sausage.	9		
Frankfort Sausage.	7	½	
Blood Sausage.	5		
Bologna, straight.	5		
Bologna, thick.	5		
Head Cheese.	5		

LARD.			
Kettle			
Rendered.	Granger.	Family.	Com.
5 lb. Tins.	9	6	6
50 lb. Tins.	9	6	6
20 lb. Pails.	9	6	6
10 lb. "	9	6	6
5 lb. "	10	7	7
3 lb. "	10	7	7

BEEF IN BARRELS.			
Extra Mess, warranted 200 lbs.	6	50	
Extra Mess, Chicago packing.	6	50	
Boneless, rump butts.	8	75	
SMOKED MEATS—Canned or Plain.			
Hams, average 20 lbs.	11	½	
" " 16 lbs.	11	½	
" " 12 to 14 lbs.	1	½	
" picnic.	8	½	
" best boneless.	9	½	
Shoulders.	8		
Breakfast Bacon, boneless.	10		
Dried beef, ham prices.	10		
Long Cuts, heavy.	8		
Briskets, medium.	8	½	
" light.	8	½	

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
Standard, per lb.	Cases	Bbls.	Palls.
" H. H.	6	7	7
" Twist.	6	7	7
Boston Cream.	8		
Cut Loaf.	8		
Extra H. H.	8		
MIXED CANDY.			
Standard.	Bbls.	Palls.	
Leader.	6	7	
Royal.	6	7	
Nobby.	7	8	
English Rock.	7	8	
Conserves.	7	8	
Broken Taffy.	8	9	
Peanut Squares.	8	9	
French Creams.	10		
Valley Creams.	13		
Midget, 30 lb. baskets.	8		
Modern, 30 lb. "	8		

FANCY—In bulk

	Palls.
Lozenges, plain.	10
" printed.	11
Chocolate Drops.	11
Chocolate Monumentals.	11
Gum Drops.	5
Moss Drops.	8
Sour Drops.	8
Imperials.	10
FANCY—In 5 lb. boxes. Per Box	
Lemon Drops.	55
Sour Drops.	55
Peppermint Drops.	55
Chocolate Drops.	55
H. M. Chocolate Drops.	90
Gum Drops.	40
Licorice Drops.	1
A. B. Licorice Drops.	50
Lozenges, plain.	60
" printed.	65
Imperials.	60
Mottoes.	70
Cream Bar.	55
Molasses Bar.	55
Plain Creams.	85
Decorated Creams.	1
String Rock.	65
Burnt Almonds.	1
Wintergreen Berries.	60

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

BANANAS.	
Small.	1 50 @ 1 75
Medium.	1 50 @ 1 75
Large.	2 00 @ 2 25

ORANGES.	
Californias, 96.	@
" 126.	@
" 150.	@
Messinas, choice 300.	@
" 160.	@

LEMONS.	
Messina, choice, 360.	26 50
" fancy, 360.	27 00
" choice 300.	27 00
" fancy 300 Majoris.	8 00

OTHER FOREIGN FRUITS.	
Figs, fancy layers, 6 lb.	@
" " 10 lb.	@
" extra " 14 lb.	@ 17
" " 20 lb.	@
Dates, Fard, 10-lb. box.	@ 8
" 50-lb. "	@ 6
" Persian, 50-lb. box.	@ 4

NUTS.	
Almonds, Tarragona.	@ 19
" Ivaca.	@ 17
" California.	@ 18
Brazil, new.	@ 9
Filberts.	@ 11
Walnuts, Grenoble.	@ 15
" Marbot.	@
" Chili.	@ 10
Table Nuts, fancy.	@ 13
" choice.	@ 12
Pecans, Texas, H. P.	12 ½ @ 14
Cocoanuts, full sacks.	@ 25
PEANUTS.	
Fancy, H. P., Suns.	@ 5
" Roasted.	@ 7
Fancy, H. P., Flags.	@ 5
" Roasted.	@ 7
Choice, H. P., Extras.	@ 4
" Roasted.	@ 6
California Walnuts.	12 ½

Crockery & Glassware

FRUIT JARS.	
Pints.	\$ 6 75
Quarts.	7 00
Half Gallons.	9 00
Cups.	2 75
Rubbers.	40

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

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

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

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

Pearl top.	
No. 1 Sun, wrapped and labeled.	3 70
No. 2 " "	4 70
No. 2 Hinge, " "	4 88

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

LAMP WICKS.	
No. 0, per gross.	23
No. 1, " "	28
No. 2, " "	38
No. 3, " "	35
Mammoth, per doz.	75

STONEWARE—AKRON.	
Butter Crock, 1 and 6 gal.	06 ½
Jugs, ½ gal., per doz.	75
" 2 " "	90
Milk Pans, ½ gal., per doz.	1 80
" " 1 " "	85
" " 1 " "	75
" " 1 " "	90

TELEGRAPHIC MESSAGES.

Advice to Merchants in Regard to Using the Wire.

From the Shoe and Leather Gazette.

The law imposes upon a contract of carriage by which a telegraph company transmits a message, many liabilities which the express contract between the parties does not contain.

The ordinary conditions attached to the contract of telegraph delivery, are briefly as follows: that in order to guard against mistakes or delays the sender of a message shall order it repeated for which one-half of the regular rate is charged in addition; it is agreed between the sender of a message and the telegraph company that the company shall not be liable for mistakes in the transmission or delivery, or for the non-delivery of any unrepeated message beyond the amount received for sending the same, nor for mistakes or delays in the transmission or delivery, or for the non-delivery of any repeated message beyond fifty times or other specified multiple of the sum received for sending the same, unless specially insured, nor in any case for delays arising from unavoidable interruptions in the working of the telegraph line or for errors in cipher or obscure messages.

Under such a contract as this, it is apparently clear that unless the sender of a message has insured by the company, and pays the premium for their assumption of the liability, he is limited in his recovery for any danger which may result to the amount specified by the condition upon the contract.

This is not strictly true.

A telegraph company, in the eye of the law, is a common carrier and there are certain liabilities against which a common carrier cannot contract.

Notwithstanding such a contract as this the telegraph company for instance will be held absolutely liable for all damages without limit which may result from its negligence or the negligence of its employees.

The telegraph company by operating its line assumes to do its work with a reasonable degree of care, and against the consequences of neglect of that duty the law will not permit it to contract.

The measure of damages for the delay, non-transmission or mis-sending of a telegraphic message is the actual proximate damages which result from the neglect or fault of the company. This is, under the rule of damages, such injury as might reasonably be expected to result from the error complained of.

The rule for the recovery of damages, as was stated in the leading cases upon that subject in this country in one of the early New York decisions, is in the following language: "The party injured is entitled to recover all his damages, including gains prevented as well as losses sustained; and this rule is subject to but two conditions—the damages must be such as may fairly be supposed to have entered into the contemplation of the parties when they made the contract—that is, they must be such as might naturally be expected to follow its violation) and they must be certain, both in their nature and in respect to the cause from which they were produced."

Under this rule, only nominal damages or the price paid for transmitting the message can be recovered for neglecting to transmit or to deliver it, if its purpose is not explained to the agent of the company or its operator, or is wholly unintelligible to him; for no other damages in such a case could be within the contemplation of the parties.

The operator who receives and who represents the company, and may for this purpose be said to be the other party to the contract, cannot be said to look upon such a message as one pertaining to transactions of pecuniary value and importance, and in respect to which pecuniary loss or damages will naturally arise in case of his failure or omission to send it.

If ignorant of its real nature and importance, it cannot be said to have been in his contemplation at the time of making the contract that any particular damage or injury would be the probable result of a breach of the contract on his part.

It will therefore be seen that it is of importance to the business man in send-

ing telegraph messages which are of grave concern to him to take the trouble when he sends the message to call the attention of the receiving clerk or the representative of the company, whichever it may be who receives the message, that it is a message of importance and must be handled with care.

While it is true that the fact that a merchant resorts to the telegraph of itself indicates that the matter involved is of enough importance to justify the expenditure of the increased cost of telegraphy over that of postage, the fact imports no more and therefore is notice only to the company that it is of importance to the sender to the amount of the expense which he incurs in sending it.

It is for this reason that in the absence of any notice of further liability than this the law holds the company only to liability for the price of the message.

But if the contents of the message itself are such as without explanation convey to the operator or any intelligent person upon reading it sufficient notice of its importance to charge him with knowledge that breach of his duty with regard to it would result in pecuniary loss, then the message itself is of sufficient notice, but as a rule with telegraph messages they themselves do not contain the information which would put a person ignorant of the contemporaneous circumstances upon his guard.

Nor can the company, upon receiving notice that pecuniary responsibility of a specified amount is involved in the transaction of the message, refuse to transmit it unless it is insured and an additional fee charged for that insurance.

It is the legal duty of the company to transmit the message and transmit it without negligence on its part and, if notified of the results which may naturally follow from neglect in respect to the message, although the company might refuse to send the message unless insured and state upon receiving it that it would be liable for no damages beyond the amount of the message unless insured, it would still be liable as a matter of law for any damages resulting from the negligence of its servants, as this it cannot contract away if properly notified of the probable result of negligence should it occur.

The Barometer of Business.

The accepted barometer of mercantile business in the United States is the record of failures compiled and verified by the established commercial agencies. It is, therefore, extremely gratifying to observe that the general prosperity, of which there are accumulating evidences on every side, is reflected in the agency reports of the nine months of 1892, ending on Saturday, Oct. 1. These are the figures for nine months of each of the years following:

Year.	Failures.	Liabilities.
1890	7,578	\$ 92,471,000
1891	8,866	138,871,000
1892	7,733	76,971,000

The volume of business is constantly increasing in the United States. New fields for the development of industrial activity are being opened; corporations are multiplying; capital, greater in amount than at any previous time or in any country, seeks profitable investment, and the newer motors and agencies, electricity and natural gas, furnish entirely new fields for enterprise. The population of the country is increasing. The profits and the savings of the people find, almost exclusively, employment here, while a steady current of foreign capital comes to American industrial stock companies, breweries, mines, ranches, and mercantile establishments. Under these circumstances, the increase of failures and of liabilities resulting therefrom should naturally keep pace with the growth of population, business and material wealth. Such does not appear to be the case at present, as these figures show, estimating the remaining three months of 1892 on the basis of the nine months for which figures are at hand:

Year.	Failures.	Liabilities.
1888	10,679	\$123,829,973
1889	10,882	148,784,337
1890	10,907	189,856,954
1891	12,394	190,868,638
1892	10,628	102,628,000

In other words, failures are fewer than

before, while business is larger. It is an encouraging, gratifying and significant exhibit. This is a great country, and evidences of this fact abound everywhere.

What is Money?

London *Tid Bits* lately offered a prize for the best definition of "money." The prize was awarded to Henry E. Baggs, of Sheffield. His definition was:

"An article which may be used as an universal passport to everywhere except heaven, and as an universal provider of everything except happiness."

The following is a selection of some of the best definitions submitted:

"The reward that sweetens labor."

"The balance that adjusts the scales in well nigh every transaction of human life."

"The recognized measure of value and medium of exchange."

"Money is an idol, worshipped in every clime without a single temple."

"The best microscope for finding relationship with."

"'Tis a bee that stores honey, if you know how to use it; but it stings and then wings, if you only abuse it."

"The only commodity that remains in fashion from generation to generation."

"The father's independence, the mother's satisfaction, the son's snare and the daughter's blessing."

"The guerdon of industry, the will-o'-the-wisp of indolence, the servitor of love, the sinews of war, the good man's portion and the bad man's idol."

"Money is next to religious faith, the mightiest comfort in life, whose value, however, can only be fully appreciated by those who have both possessed and felt its wants."

"That which every one desires to obtain in order to have the pleasure of parting with it."

"The 'counters' used in the game of life."

"Money to a man is like water to a plant, only useful as long as it promotes and facilitates growth; like water in the fountain or water in the tank, keep it flowing and it blesses, keep it stagnant and it injures."

MICHIGAN CENTRAL
"The Niagara Falls Route."

	DETROIT	DEPART	ARRIVE
Detroit Express	7:00 a.m.	10:00 p.m.	
Mixed	7:05 a.m.	4:30 p.m.	
Day Express	1:20 p.m.	10:00 a.m.	
*Atlantic & Pacific Express	1:00 p.m.	6:00 a.m.	
New York Express	5:40 p.m.	10:45 p.m.	

*Daily. All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit. Elegant parlor cars leave Grand Rapids on Detroit Express at 7 a. m., returning leave Detroit 4:45 p. m. arrive in Grand Rapids 10 p. m. 35 Monroe St. FRED M. BAGGS, Gen'l Agent, Union Depot. A. ALQUEST, Ticket Agent, Union Depot. GEO. W. MURSON, Union Ticket Office, 67 Monroe St. O. W. RUGGLES G. P. & T. Agent, Chicago.

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

EASTWARD.				
Trains Leave	*No. 14	*No. 16	*No. 18	*No. 82
Lv. Chicago	7:30pm			
Lv. Milwaukee	8:30pm			
G'd Rapids, Lv	6:50am	10:20am	3:25pm	11:00pm
Ionla	7:45am	11:25am	4:27pm	12:42am
St. Johns	8:00am	12:00pm	5:20pm	2:00am
Owosso	9:05am	1:20pm	6:05pm	3:16am
E. Saginaw	10:45am	3:45pm	8:00pm	6:4am
Bay City	11:30am	4:35pm	8:45pm	7:15am
Flint	10:05am	3:40pm	7:50pm	5:40am
Pt. Huron	12:05pm	6:00pm	8:50pm	7:30am
Pontiac	10:53am	3:05pm	8:25pm	5:23am
Detroit	11:50am	4:05pm	9:25pm	6:45am

WESTWARD.				
Trains Leave	*No. 81	*No. 11	*No. 13	*No. 15
Lv. Detroit	10:45pm	6:50am	10:50am	4:05pm
G'd Rapids, Lv	7:05am	1:00pm	5:10pm	1:20pm
G'd Haven	8:35am	2:10pm	6:15pm	11:20pm
Milwaukee Str			6:30am	6:30am
Chicago Str			6:00am	

*Daily. +Daily except Sunday.

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

Trains arrive from the west, 6:45 a. m., 10:10 a. m., 3:15 p. m. and 10:30 p. m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 82 Wagner Sleeper. Westward—No. 81 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffet car.

JOHN W. LOUD, Traffic Manager. BEN FLETCHER, Trav. Pass. Agent. JAS. CAMPBELL, City Ticket Agent. 23 Monroe Street.

Grand Rapids & Indiana.

Schedule in effect September 25, 1892.

TRAINS GOING NORTH.

Trains	Leave	Arrive
For Cadillac and Saginaw	6:15 a.m.	7:30 a.m.
For Traverse City & Mackinaw	9:00 a.m.	1:10 p.m.
For Cadillac and Saginaw	1:50 p.m.	4:15 p.m.
For Petoskey & Mackinaw	8:10 p.m.	10:10 p.m.
From Chicago and Kalamazoo	8:35 p.m.	
Train arriving from south at 6:15 a.m. and 9:00 a.m. daily. Others trains daily except Sunday.		

TRAINS GOING SOUTH.

Trains	Leave	Arrive
For Cincinnati	6:30 a.m.	7:00 a.m.
For Kalamazoo and Chicago	10:05 a.m.	10:05 a.m.
For Port Wayne and the East	11:50 a.m.	2:00 p.m.
For Cincinnati	5:15 p.m.	6:00 p.m.
For Kalamazoo & Chicago	11:00 p.m.	11:20 p.m.
From Saginaw	11:50 a.m.	
From Saginaw	11:00 p.m.	
Train leaving south at 11:20 p. m. runs daily; all other trains daily except Sunday.		

SLEEPING & PARLOR CAR SERVICE.

NORTH 1:10 p.m. train has parlor car Grand Rapids to Petoskey and Mackinaw. 10:10 p.m. train—Sleeping car Grand Rapids to Petoskey and Mackinaw.

SOUTH—7:00 a.m. train—Parlor chair car Grand Rapids to Cincinnati. 10:05 a.m. train—Wagner Parlor Car Grand Rapids to Chicago. 6:00 p.m. train—Wagner Sleeping Car Grand Rapids to Cincinnati. 11:20 p.m. train—Wagner Sleeping Car Grand Rapids to Chicago.

Chicago via G. R. & I. R. R.

Trains	Leave	Arrive
Lv Grand Rapids	10:05 a.m.	2:00 p.m.
Arr Chicago	3:35 p.m.	9:00 p.m.
10:05 a.m. train through Wagner Parlor Car.		
11:20 p.m. train daily, through Wagner Sleeping Car.		
Lv Chicago	7:55 a.m.	3:10 p.m.
Arr Grand Rapids	1:50 p.m.	8:35 p.m.
3:10 p.m. train through Wagner Parlor Car.		
10:10 p.m. train daily, through Wagner Sleeping Car.		

Muskegon, Grand Rapids & Indiana.	
For Muskegon—Leave.	From Muskegon—Arrive.
6:55 a.m.	10:00 a.m.
11:25 a.m.	4:40 p.m.
5:30 p.m.	9:05 p.m.

Dundey train leaves for Muskegon at 9:05 a.m., arriving at 10:20 a.m. Returning train leaves Muskegon at 4:30 p.m., arriving at Grand Rapids at 5:45 p.m.

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

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

CHICAGO
SEPT. 11, 1892.
AND WEST MICHIGAN RY.

GOING TO CHICAGO.

Lv. G.R.D. RAPIDS	8:50am	1:25pm	*11:55pm
Ar. CHICAGO	3:3pm	4:45pm	*7:05am

RETURNING FROM CHICAGO.

Lv. CHICAGO	9:00am	5:25pm	*11:15pm
Ar. G.R.D. RAPIDS	3:55pm	10:4pm	*7:05am
TO AND FROM BENTON HARBOR, ST JOSEPH AND INDIANAPOLIS.			
Lv. G. R.	8:50am	1:25pm	*11:35pm
Ar. G. R.	*6:10am	3:55pm	10:45pm

TO AND FROM MUSKEGON.

Lv. G. R.	8:50am	1:25pm	5:35pm	6:30pm
Ar. G. R.	10:45am	10:45am	3:55pm	5:20pm

TRAVERSE CITY, MANISTEE & PETOSKEY.

Lv. G. R.	7:30am	7:30am	5:35pm
Ar. Manistee	12:20pm	10:24pm	
Ar. Traverse City	12:35pm	10:50pm	
Ar. Charlevoix	2:55pm		
Ar. Petoskey	3:30pm		
Ar. from Petoskey, etc., 10:00 p. m.; from Traverse City 11:50 a. m., 10:00 p. m.			

THROUGH CAR SERVICE.

Wagner Parlor Cars Leave Grand Rapids 1:25 pm, leave Chicago 5:25 p.m.

Wagner Sleepers—Leave Grand Rapids *11:35 pm, leave Chicago *11:15 p.m.

Free Chair Car for Manistee 5:35 p.m.

*Every day. +Except Saturday. Other trains week days only.

DETROIT,
SEPT 11, 1892.
LANSING & NORTHERN R. R.

GOING TO DETROIT.

Lv. G. R.	7:00am	*1:25pm	5:40pm	*11:30pm
Ar. DET.	1:50am	*5:25pm	10:35pm	*7:30am

RETURNING FROM DETROIT.

Lv. DETR.	7:50am	*1:35pm	5:15pm	*11:00pm
Ar. G. R.	12:55pm	*5:25pm	10:30pm	*7:0am

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. GR 7:30am	4:15pm	Ar. GR 11:50am	10:40pm
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TO LOWELL VIA LOWELL & HASTINGS R. R.

Lv. Grand Rapids	7:00am	1:25pm	5:40pm
Ar. from Lowell	1:55pm	5:25pm	

THROUGH CAR SERVICE.

Parlor Cars on all day trains between Grand Rapids and Detroit. Wagner Sleepers on night trains. Parlor cars to Saginaw on morning train. *Every day. +Other trains week days only.

GEO. DELHAVEN, Gen. Pass't Agent.

Toledo, Ann Arbor & North Michigan Railway.

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

VIA D. L. & N.

Lv. Grand Rapids	7:15 a.m.	and 1:00 p. m.
Ar. Toledo	12:25 p. m.	and 10:20 p. m.

VIA D. G. H. & M.

Lv. Grand Rapids	6:50 a. m.	and 3:25 p. m.
Ar. Toledo	12:55 p. m.	and 10:20 p. m.

Return connections equally as good. W. H. BENNETT, General Pass. Agent, Toledo, Ohio.

THE COUNTRY'S CROPS.

Summarized Statement of Their Condition and Prospects.

Potatoes—Reports to the Agricultural Department indicate the lowest September condition ever reported. This showing is due chiefly to excessive rains causing rot, and blight also exists in many sections; but in Aroostook county, Me., drouth was the prime cause. In Ohio early planting gave best results but only a light crop, but Michigan, Indiana, Iowa and Illinois early crops suffered from an excess of moisture, and drouth affected the late plantings. The mountain states have a good condition, and the Pacific coast only medium. The September condition of 74.8 as compared with 94.8 a year ago, together with the reduced area, are ample proof that potatoes will return more money to farmers this year than last.

Sweet Potatoes—Not doing so well this year as last, the general average condition, Sept. 1, being 88.6 as compared with 93.5 a year ago.

Onions—Supplies have not been coming forward so freely to market and choice lots are scarce. This indicates that the poor stuff has been about rushed off, while growers are holding on to their good onions for the better prices to come later in the season.

Cranberries—Coming to market rather slowly and prices have ruled from \$6 to \$8 per barrel, according to quality. The total shortage in the crop will be about 50,000 barrels as compared with 1891, and 100,000 bbls. less than '90, but the fruit is larger and of better quality than last year. A determined effort is being made to enlarge the export trade in cranberries, thereby preventing any surplus at home and giving a firm tone to the market.

Honey—Generally short, especially in California, New York and Wisconsin while some Southern and Western sections have a slightly larger crop than usual.

Poultry—Has ruled higher than usual throughout the summer months, choice stock always selling well. The fall and winter season opens with a strong demand and good prices, especially for good fowls.

Wool—The market has continued steady for several months with no notable change in prices. Eastern markets are amply supplied, and manufacturers have, as a rule, been buying only for immediate requirements, but the actual consumption in American factories has been enormous, with every indication of its continuing. Foreign wools are somewhat firmer, especially European carpet grades, owing to the existence of cholera in Europe and the check put upon their importations. If this prohibition continues, and Australian wools coming from London should be stopped, the value of domestic wool should certainly increase.

Butter—Will rule high from now on. The season has been a good one for butter and prices have held their ground and steadily advanced. The great producing centers of Iowa, Wisconsin and Illinois report decreased production, which has materially affected the quantity of butter in cold storage. Pasturage is now falling off and good prices for butter must continue to rule from now until next season. The English market is also suffering from a short supply, to-

gether with a very small hay crop, which will enhance the price of feeds and, consequently, of butter.

The Hardware Market.

Trade in General—The opening week of the month has been no exception to the last week in September. The volume of business keeps up and there is every indication of a good trade. In the matter of prices, there have been but few changes, and the majority of them have been in the nature of a downward movement.

Cut Nails—But few moving in this market, and no change in price.

Wire Nails—The demand is very large, notwithstanding which prices are going down. Jobbers are quoting from \$1.75 to \$1.85, according to size and assortment.

Barbed Wire—But little moving. Prices are now lower than ever before known. When the bottom will be reached no one can tell. Quotations are still \$2.40 for painted and 45c advance for galvanized.

Annealed Wire—The demand for this time of the year seems quite large, but more especially in the smaller sizes, which are mostly used for bailing hay. Jobbers are quoting the following prices:

No. 9		\$2 10
Nos. 10 and 11		2 20
No. 12		2 30
No. 13		2 50
No. 14		2 60
Nos. 15 and 16		3 00

For large orders these prices might be shaded.

Window Glass—Manufacturers are trying to advance prices a little, claiming the figures they are now getting are below the cost of production. How well they will succeed, time alone can tell. 80 and 10 by the box, with an advance of 10 per cent. by the light, are the ruling prices in this market.

Builder's Hardware—As is usually the case at this time of the year, everything in builders' hardware is in great demand. The finishing of houses and blocks which were begun in the spring create a great demand for locks, knobs, etc. Prices in this class of goods change but little, as bed rock was reached long ago.

Sheet Iron—Very scarce, but no change in price.

Sheet Zinc—The demand is so great, it takes several weeks to get an order filled. Prices quoted by sheet are 7c; full casks (600 lbs.) $\frac{1}{2}$ c less.

Rope—An advance in sisal rope is expected daily, owing to an advance in sisal hemp.

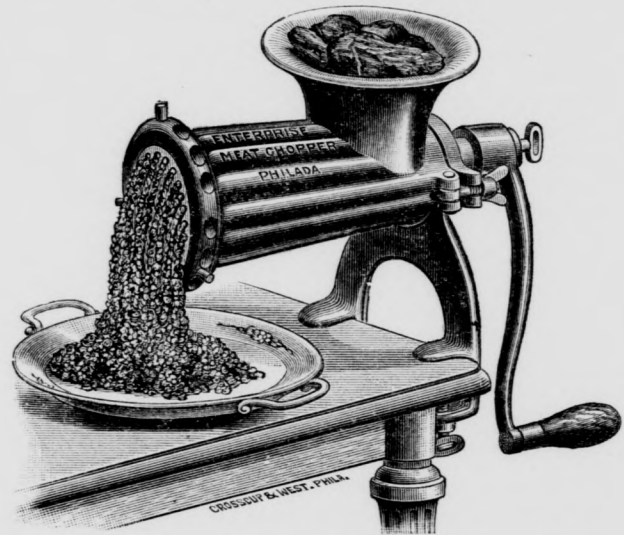
A Partnership of Forty-two Years' Duration.

The death of Chas. Price, the veteran baker of Boston, recalls the remarkable partnership which existed between him and his partner, Richard Pease, who died April 20, 1872. Pease & Price were a firm of bakers, and they were in partnership forty-two years, the business relations being severed only by the death of Mr. Pease. The two men were the closest of friends during their minority, went into partnership on attaining their majority, married sisters and made one family, and lived together in one household, which they shared in common. Their relations were of the most harmonious and brotherly nature, and not until Mr. Pease was nearing his end was there a division of profits. Mr. Pease's first son was named for Mr. Price, and Mr. Price's first son for Mr. Pease. Both partners dressed alike to a considerable extent, their relaxations from business were enjoyed jointly, household furniture was owned in common, a second house (furnished) was kept and used for the entertainment of friends, and even the old doorplate on their home bore the inscription, Pease & Price.

"There's a Destiny that shapes our ends,
Rough hew them as we will."

There's a Meat Chopper that cuts our meat fine,
No matter in what shape it is found.

The one referred to is that manufactured by the Enterprise Manufacturing Co., and are the only kind on the market worthy of mention.



They are coated with pure tin, and thus are rendered impervious to rust or discoloration. They are unaffected by acids, are very easily cleaned and very desirable in every way. The choppers are simple, easily taken apart and will last a lifetime with moderate care. The process of cutting is as follows: The meat is fed into the hopper and carried forward by the screw until it reaches the drilled plate, the pressure of the screw forcing it into each of the small holes in the plate, at which it is chopped off by the revolving knife, which makes four cuts for each hole with every revolution of the crank, the small pieces thus cut being forced out by the next pieces so cut. The simplicity of this ingenious machine makes it particularly desirable for family use.

FOSTER-STEVENS
& CO. MONROE ST.

BANANAS!

If you want large bunches of the best quality, send your order to

THE PUTNAM CANDY CO.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

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

VOIGT, HERPOLSHEIMER & CO.

WHOLESALE

Dry Goods, Carpets and Cloaks

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

Mackinaw Shirts and Lumbermen's Socks.

OVERALLS OF OUR OWN MANUFACTURE.

Voigt, Herpolsheimer & Co., 48, 50, 52 Ottawa St.
Grand Rapids

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.

New Prints

Received in all the Best Well Known Brands.

Also Fine Line of Robes

OUTINGS, WIDE BLUES, FANCY SHIRTINGS, DRESS
GINGHAMS, SATINES.

Dress Goods

IN CHEVRONS, WHIPCORDS, BEDFORD CORDS,
STORM SERGE EFFECTS.

Yarns, Blankets, Comforts, Underwear. Overshirts,
Pants and Overalls.

Correspondence receives our Personal Attention.

P. STEKETEE & SON.

Heyman & Company,

Manufacturers of

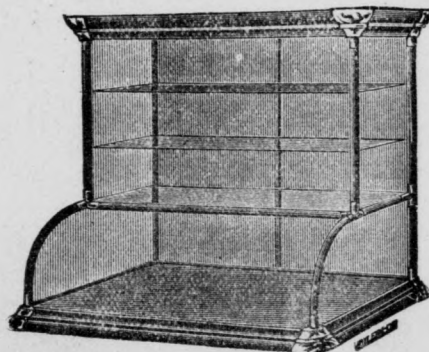
Show Cases

First-Class Work Only.

Of Every Description.

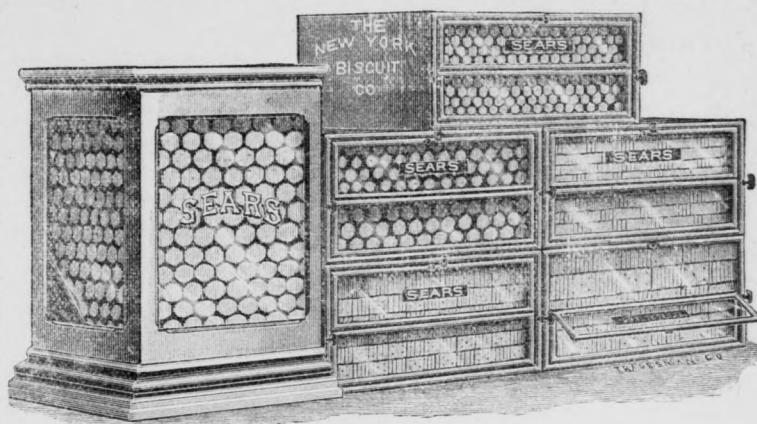
WRITE FOR PRICES.

63 and 65 Canal St., - GRAND RAPIDS.



Cracker Chests.

Glass Covers for Biscuits.



THESE chests will soon
pay for themselves in the
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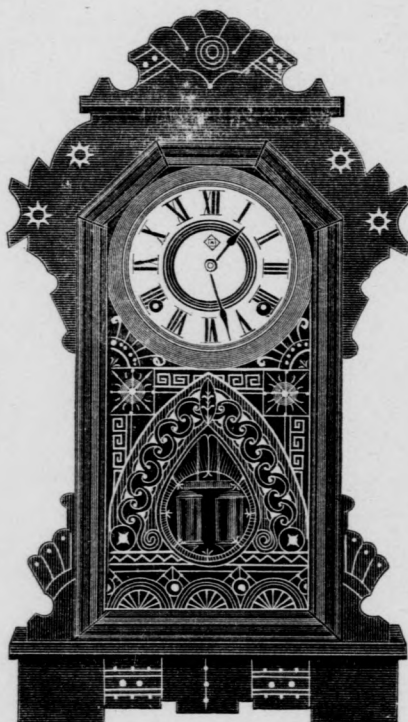
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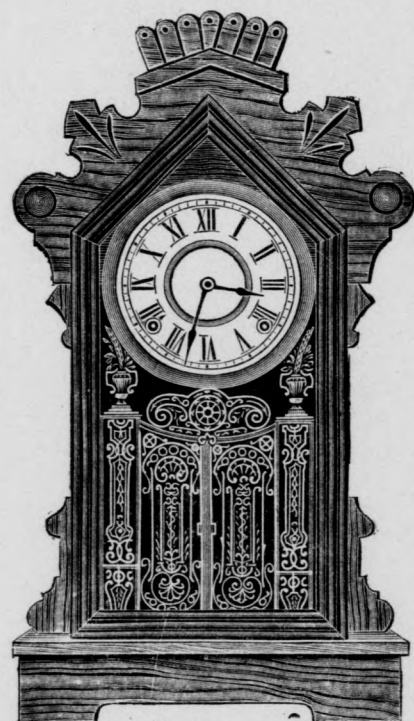
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ALASKA Black walnut, eight day strike.
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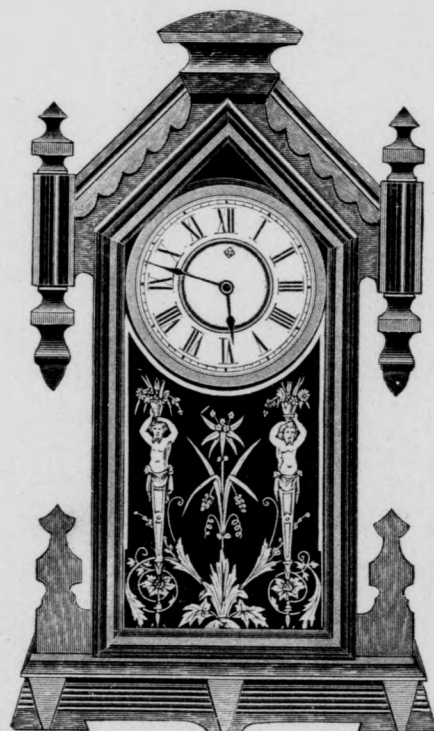
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