

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

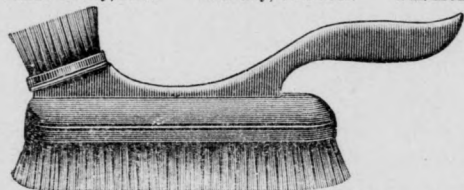
\$1 Per Year.

VOL. 10.

GRAND RAPIDS, OCTOBER 19, 1892.

NO. 474

Julius Berkey, Pres. S. S. Gay, Vice-Pres. Wm. McBain, Sec'y. J. D. M. Shirts, Treas.



Grand Rapids Brush Co.,
Manufacturers of

BRUSHES

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Wisconsin, Ohio and Michigan make,
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Limburger, Swiss, Fromage de Brie,
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Caprera. Also our XXXX Orchard.

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Three Medals, long Havana filler.....	35
Elk's Choice, Havana filler and binder....	55
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NO BRAND OF TEN CENT

CIGARS

COMPARES
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G. F. FAUDE, Sole Manufacturer, IONIA, MICH.

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If you have any beans and want to sell,
we want them, will give you full mar-
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Mail Orders Receive Prompt Attention.

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Teas, Coffees and Grocers' Sundries.

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Don't Forget when ordering

NUTS, FIGS, **CANDY** DATES, ETC.

To call on or address

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Special pains taken with fruit orders.

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FRUITS, SEEDS, BEANS AND PRODUCE,

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The Green Seal Cigar

Is the Most Desirable for Merchants to Handle because

It is Staple and will fit any Purchaser.

Retails for 10 cents, 3 for 25 cents.

Send Your Wholesaler an Order.

PEACHES! PEACHES! PEACHES!

Can Ship Them 1000 Miles

I make a specialty of them. Wire for prices. Am bound to please. Give me
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Fall Season 1892.

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FACTORY GOODS. *If you want the best wearing qualities, we make them.*

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We make an absolutely pure and unadulterated article, and it has the

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Our customers of previous years know whereof we speak and from others we solicit a trial order. Present price \$5 per bbl. in paper $\frac{1}{8}$ and 1-16 sacks.

THE WALSH-DEROO MILLING CO.,

Correspondence Solicited. HOLLAND, MICH.

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OYSTERS

SALT FISH

POULTRY & GAME

Mail Orders Receive Prompt Attention.

See quotations in another column

CONSIGNMENTS OF ALL KINDS OF POULTRY AND GAME SOLICITED

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The Public!

By splendid and expensive advertising the manufacturers create a demand, and only ask the trade to keep the goods in stock so as to supply the orders sent to them. Without effort on the grocer's part the goods sell themselves, bring purchasers to the store, and help sell less known goods.

Any Jobber will be Glad to Fill Your Orders.

MICHIGAN TRADESMAN.

VOL. 10.

GRAND RAPIDS, WEDNESDAY, OCTOBER 19, 1892.

NO. 474

ESTABLISHED 1841.

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

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Fall Specialties
School Supplies
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And embodying all the good features of both agencies.

Commercial reports and current collections receive prompt and careful attention. Your patronage respectfully solicited.

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BARLOW BRO'S BUILT BLANK BOOKS
WITH THE PHILA. PAT. FLAT OPENING BACK
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THE Grand Rapids FIRE INS. CO.
PROMPT, CONSERVATIVE, SAFE.
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Solid Brand Cans.

Selects \$ 28
Standards 20
E. F. 22

Daisy Brand.

Selects \$ 26
Standards 18
Favorites 16

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Large bbls. 6 1/2

40 lb pails. 7 1/2

10 lb " 7

1/4 bbls. 6 1/4

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

New Pickles in bbls, 1200 5 25

" " half bbls, 300 3 00

The above prices are made low to bid for trade. Let your orders come.

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LIME,

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CEMENTS,

Stucco and Hair, Sewer Pipe,

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Eyes tested for spectacles free of cost with latest improved methods. Glasses in every style at moderate prices. Artificial human eyes of every color. Sign of big spectacles.

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Wooden Bowls, Clothespins and Rolling Pins, Step Ladders, Washing Machines, Market, Bushel and Delivery Baskets, Building Paper, Wrapping Paper, Sacks, Twine and Stationery.

Manufacturers in lines allied to above, wishing to be represented in this market are requested to communicate with me.

125 COURT ST.,

GRAND RAPIDS, MICH.

LOVE'S REWARD.

Under the shadow of a great fig tree a young girl sat in a deep reverie. Such a tender light was in her eyes, such a sweet smile of full satisfaction on her face, that a stranger would certainly have said: "She is thinking of her lover." But no lover had Mabel Rae, and her pleasure sprang from a far less dangerous source—from the handful of tuberoses in her lap. Their spiritual, dreamy beauty and rare, rich perfume always held her as in a spell of measureless content. To breathe their odor was to fill her soul with holy and tender thoughts, and the lovely waxen flowers, pale, pure and white as moonshine, haunted her heart and imagination, and received from her a perpetual love and worship.

There she sat until the heat and stillness of the tropic noon drove her to the house, a grand old home hid among giant live-oaks gray with the solemn, waving Southern moss. She went first to the large, dim parlors, intending to put her favorites among the damp moss of the hanging baskets; but the dreamy languor of the darkened room overcame every desire but that of sleep, and she lay down on the nearest couch, holding her flowers in her hands.

Half an hour later, Mr. Rae opened the door and ushered in a gentleman who had accompanied him from New Orleans.

"Sit down, Allan," he said. "I will soon arouse the house. You see, it is the hour for siesta, and I believe all take it at the same time when I am away."

For a few minutes the young man believed himself alone. The subtle, powerful perfume—quite unknown, but delicious beyond expression—was his first sensation.

Then, as his eyes became accustomed to the dim light of the carefully closed *jalousies*, he saw a picture that he never more forgot—a most lovely girl, in the first bloom of maidenhood, fast asleep on the silken cushions piled on a low divan. Her white robe made a kind of glory in the darkened corner. One hand had fallen down, and the flowers gemmed the carpet at her side; the other lay across her breast, as if embracing the tuberoses which it had scattered there.

Never in all his native mountains, never in any dream of love or fancy, had Allan Monteith seen a woman half so fair. Almost entranced, he stood gazing on Mabel as if he had "seen a vision." There lay his destiny asleep; he knew it, and opened his whole soul to welcome "Love's young dream." But when Mr. Rae, followed by a negro valet, returned, and Mabel languidly opened her great pensive eyes and stretched out her arms for her father's embrace, Allan almost thought he should faint from excess of emotion; and it was with difficulty he controlled himself to receive the introduction and apologies necessary.

Allan Monteith was a young Scotchman, the only son of a gentleman with whom in early life Mr. Rae had formed a most ardent friendship. Allan was rich and by nature and birth equally noble; but he was utterly devoid as yet of any

experiences but such as his college and his mountain home had brought him. Nevertheless, he was not destitute of the traditional business capacity of his house, as some late transactions in cotton and sugar in New Orleans had proven to Mr. Rae. And partly because he liked the young man and partly as a matter of interest, he had invited him to his home among the woods and lagoons of the Evergreen Bayou. Mabel, in this transaction, had scarcely been properly considered; but to her father she was yet a child. True, he recognized her wonderful beauty and was very proud of it; he knew, too, that she possessed an exquisite voice and great skill in music, and the passing idea of showing his pearl of price to the foreigner rather flattered his vanity than alarmed his fears. He did not dream that he was introducing a new claimant far its possession.

Yet so it proved. Allan lingered as if in an enchanted castle, until he had no life, no will, no hopes but those which centered in Mabel Rae. And she, innocent and impressible, soon returned his passion with a love even more absorbing and far less selfish than her lover's.

O the sweet, warm, love-laden days in those solemnly shaded woods! O the blissful hours in the cool evenings, when the perfume of tuberoses and jasmine and oleanders filled the air! When the soft, calm moonlight glorified every lovely and every common thing! It was like a dream of those days when the old rustic gods reigned and to live was to love and to love was to be happy.

With the fall, however, there came imperative letters from Scotland, and Allan could no longer delay. Love has its business as well as its romance, and this side was not so satisfactory. Mr. Rae would hear of no engagement for two years, by which time he said he hoped to be able to give Mabel such a fortune as would make her acceptable in the eyes of Allan's father. But, for the present, he absolutely declined to look upon the young people's attachment as binding on either side.

"In less than two years, when the first tuberoses bloom, I will be here again, Mabel, darling!" were Allan's last whispered words, as he held her tenderly in his arms and kissed again and again the face dearer than all the world to him. And Mabel smiled through her tears and held the last tuberoses of the summer to his lips for a parting pledge.

But the two years brought many unexpected changes. That very winter the first war-cloud gathered, and long before Allan could redeem his promise the little island plantation was desolate and deserted. Mr. Rae had gone to the war, and Mabel boarded in a ladies' school in New Orleans. These were but the beginning of sorrows. Another year found her an orphan and cruelly embarrassed in money affairs. Claimants without number appeared against the Rae estate, and creditors forced the plantation into the market at the most unfavorable time. She was driven from her home, in strict accordance with the letter of the law,

but she felt and knew, though powerless to prevent it, that she had been shamefully wronged.

Poverty is a grand teacher, however, and has many learned disciples; and now, for the first time in all her life. Mabel thought for herself and dared to look the future in the face. She had promised her father never to write to Allan without his permission, but she considered that death annuls all contracts, and surely now, if ever, it was Allan's duty to befriend and care for her. So she sent him word in a few shy, timid sentences, of her sorrow and loneliness. But it was doubtful if ever the letter would reach him; mails in those days were not certainties; and even if it did reach Allan, it was still more uncertain whether he could reach Mabel.

And in the meantime she must work or starve—a blessed alternative in great sorrows, I say. People who have to fight "a sea of troubles" do not go mad. Work, the oldest of all preached evangels, is the consoler, and brings them through. And though Mabel Rae could command no higher position than that of a nursery governess, yet she found in it a higher life than ever the dreamy, luxurious selfishness of her father's home had given her.

Her employers were of the ordinary class. I can weave no romance out of them. They felt no special interest in Mabel, neither did they ill-use her. She was useful and unobtrusive, and asked neither for sympathy nor attention. No letter came from Allan Monteith, though she waited and hoped with failing heart and paling cheeks for more than a year. She had not the courage to write again, and her anxiety and distress began to tell very perceptibly on a naturally frail constitution. Then a physician advised her to try at once a more invigorating climate, and she not unwillingly agreed to accompany the invalid wife of an officer returning to her home in New York.

This was the dawn of a brighter day for Mabel. She found friends even if she did not find health, and her rare beauty and wonderful musical talents soon procured her the admiration of a large and influential circle. By the advice of her friend, she established herself in a fashionable locality and commenced the teaching of music. I think few women could have been more successful. Part of this was undoubtedly due to the social power of her friend; but neither this nor her own loveliness and winning manners would have been sufficient without the genuine knowledge of her art and that wonderful voice which charmed all who heard it.

So, in the second winter of Mabel's residence in New York, it became "the thing" to invite Miss Rae to preside over select social and musical entertainments. I have a friend who met her during this season frequently, and who describes her tact and influence as something extraordinary and magnetic. Her rare beauty was undiminished, though more thoughtful and *spirituelle* in character; her dress was uniformly the same—a pale-pink lusterless silk, with tuberose in her hair and at her breast, for her passion for these flowers was stronger than ever, and when they were to be procured at any trouble or cost, her little room was always full of their peculiar fragrance.

During this winter, Mabel had many lovers and, report said, more than one

excellent offer of marriage; but she quietly or else decidedly refused all advances. Her heart was still with the tall, fair mountaineer who had won it, amid the warmth and perfume of tropic noons and moonlit nights; and though twice two years had passed, she refused to believe him false.

And she was right. Allan deserved her fullest faith. Her letter had never reached him, and yet he had, with incredible difficulty, made his way to New Orleans, only to find the Rae plantation in the hands of strangers, his friend dead and Mabel gone, none knew whither. After a long and dispiriting search, he left Mabel's discovery in the hands of well-paid agents and returned to Scotland, almost broken-hearted at the destruction of all his hopes.

But he still loved her passionately, and often in stormy nights, when the winds tossed the tall pines like straws and mountain snows beat at barred doors and windows, he thought of the happy peace and the solemn silences in which he and his love had walked, listening only to the beating of their own hearts or the passionate undernotes of the mocking birds. Often, both in sleeping and waking dreams, he saw again that dim parlor and the beautiful girl sleeping on the silken couch; and with these memories there always came the same sensation of some delicate perfume in the air. Far away amid the heather and the broom and the strong fresh breezes of the North Sea, he still was visited by the breath of the tropic woods, and the fragrance of the tuberose and the memory of his lost Mabel were one and indivisible in his heart.

Thus two walked apart who should have walked hand in hand, and it seemed as if the years only widened that breach over which two souls looked longingly and called vainly. But there are ills which happen for good, and I think anyone who would have taken the trouble to analyze the gain in character which this separation and struggle produced would have said so.

For, after five years' battle with life, Mabel was no longer a lovely, impulsive, thoughtless child; she was a noble woman, beautiful in all the majesty of completed suffering; and Allan's whole nature had swelled under the influence of a mighty and unselfish love, as seas swell under the influence of the sun and moon.

If we wait, however, the harvest of the heart will come. One day, early in the winter, Mabel got a note from a friend, announcing her return from abroad and begging her to be present at a small, informal reunion at her house that evening. She went early in the day and spent the afternoon in that pleasant gossip which young and happy women enjoy. Her hostess rallied her a good deal upon her growing years, and laughingly advised her to secure a young Scotchman with whom they had had a pleasant acquaintance in their travels, and who was now in New York and going to spend the evening with them.

Did fate knock softly on Mabel's soul then? For she blushed violently, and instantly, as if by magic, there sprang up in her heart a happy refrain which she could not control, and which kept on singing, "He comes! He comes! My lover comes!"

She dressed herself with more than ordinary care, and was so impatient that

her toilet was completed before others had begun. So she sat down in the unlighted parlors, saying to herself:

"I must be still. I will be calm. For how should I bear disappointment, and what ground of hope have I? Absolutely none but that he comes from the same country. No, there is no hope!"

But still, above the doubt and fear, she could hear the same chiming undertone: "He comes! He comes! My lover comes!"

She became nervous and superstitious, and when the silence was broken by a quick ring and a rapid footstep, she rose involuntarily from her chair and stood, trembling and flushing with excitement, in the middle of the room. Ah, Mabel! Mabel! Your heart has seen further than your eyes. Allan has come at last.

"Ah, my darling! My darling! My fair, sweet flower, whose perfume has followed me o'er land and sea, I have found you again at last!" exclaimed Allan, as he clasped Mabel to his bosom.

And so Mabel's winter of discontent and sorrow was over. Never more did she have grief or pain unsoothed or uncomfited. I only wish I could close as the old fairy tales do, and say: "So they lived happy ever afterward." But, alas! Though a lovely Mabel Monteith, with her father's hair and her mother's eyes, makes light and gladness in Allan's home, the far dearer one has gone "to the abodes where the eternal are."

In a little country church-yard not twenty miles from New York, the beautiful Mabel Rae "sleeps the sleep that knows no waking." Half the year round you would know her grave by the delicate odor of the tuberose with which it is covered; and even when snow covers it, and wild winds and rains beat over its senseless turf, one noble heart offers there still the incense of an undying affection.

For be sure that a true love "strikes but one hour," and he or she has never loved at all who can say, I loved once. Was Mabel's short life a lost one? Oh, no! Life is perfect in small measures, and she left upon the mountain-tops of death a light that makes them lovely to those who shall follow her.

AMELIA E. BARR.

HEROLD-BERTSCH SHOE CO.,

JOBBERS OF



BOOTS AND SHOES

Agent for Wales-Goodyear Rubbers,
5 and 7 Pearl Street, GRAND RAPIDS.

SCHLOSS, ADLER & CO.,

MANUFACTURERS AND JOBBERS OF

Pants, Shirts, Overalls

—AND—

Gents' Furnishing Goods.

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23-25 Larned St., East
DETROIT, MICH.

Dealers wishing to look over our line are invited to address our Western Michigan representative Ed. Pike, 272 Fourth avenue, Grand Rapids.

"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.

TYPE FOR SALE.

TWO FULL CASES OF THIS TYPE (Nonpareil Roman), made by Barnhart Bros. & Spindler; well assorted as to caps, figures, fractions, leaders and quads. Will sell the entire lot for fifteen cents per pound, and the cases at \$1 per pair.

This is an excellent opportunity for any one wishing to secure enough type to set up tax sales, it being so abundantly supplied with just such sorts as are needed that it will be unnecessary to add a single thing, thus saving the annoyance so often experienced by being obliged to continually add special sorts.

We also have some newspaper display type which might be found to be very serviceable on a weekly paper. If you wish to make a few additions to your display outfit, consult us, you will undoubtedly find a very good bargain.

Also one full case of Brevier Roman.

THE TRADESMAN COMPANY,

100 Louis St., Grand Rapids, Mich.

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.

Reference—Bank of Commerce, Chicago.

WM. H. THOMPSON & CO.,

Commission Merchants,

166 So. Water St., Chicago.



STILL A SPHINX.

Dick Bassett Ironically Refuses to Divulge the Story of His Life.

One of the most unique characters in Michigan is Richard Bassett, the solitary inhabitant of No Man's Land, a small island in Grand Traverse Bay, located about a mile south of the Traverse Point resort. Mr. Bassett is a universal favorite in the Grand Traverse region, due to his genial good nature and droll manner of expression; but he delights in puzzling his friends by refusing to reveal any of the particulars relating to his early life. Thinking that Mr. Bassett might be prevailed upon to break the spell, the editor of THE TRADESMAN recently addressed him a letter of enquiry as follows:

I send you herewith a print from an engraving we have had made of you from a drawing executed by our designer, Miss Cora J. Cady. Since the portrait represents you exactly as you are, without the frills and setting of a photograph gallery, I think it would be a good idea to publish your biography on the same plan, under the heading, "Life of Dick Bassett, Told by Himself," and I suggest that you send us a sketch of your life, as you would like to have it read, to appear in connection with the picture. Of course, if you do not see fit to favor me in this manner, I shall be compelled to get up a sketch from such data as I can get, and, unintentionally, I might say some things that would not be acceptable to you.

In response to this request, Mr. Bassett made the following ironical reply.

ISLAND HOME, Oct. 2—Yours of Sept. 23 is before me as I write, and in reply I will say: About three years ago you wrote me up in THE TRADESMAN. You, of course, thought it would make me feel proud to see my name in print, but I was not proud; far from it, for I partly foresaw the storm that was coming, but I underestimated the severity of the gale. I refer to the newspaper storm that followed your short sketch. That sketch was taken up and strewn broadcast over the land by the newspapers. As it went, it gained in quantity and, in like ratio, was reduced in quality. I was made to appear as an illicit distiller of whisky, also as a manufacturer of counterfeit money, and many hints of worse things were thrown out. Result—many people came here to stare at me, ask me numerous absurd and impudent questions; and, at last, one detective came here, and, after thoroughly cross-examining me, made a minute search of my house and walked around my island and went through places where he actually had to crawl on his hands and knees. If I had served him right—and done myself justice—I would have doused him.

Besides all this, I got letters from all over the land—some decent, some foolish and some abusive; but for some time the

papers and people have been giving me a rest, and I had concluded that their anxiety over me had died out. Now, in the name of goodness, why is it that you wish to again tear this old sore open? What have I done that you should single me out to torment, torture and persecute?

Last August I went back to Iowa on a visit to my old army friends and I will state that I was not arrested for murder or any other bad act. One of my old comrades, who has known me for some thirty odd years, came home with me and stayed on my island over a month. He was thoroughly pumped by some of the inquisitive people of this region about my past life; but, bless the silly things, they didn't find out anything bad—consequently, they are not happy.

For forty years I have lived quite an active life, and just at present I haven't the time, inclination or paper sufficient to admit of my writing a history of my life—my hands are too sore and I have too much to do; and, much as I regret to disappoint you, if you get a "Life of Dick Bassett, Told by Himself," you will have to write it, for I will not undertake such a job at present. If it is positively necessary that you print my picture in your paper, do so; and I would suggest that you publish the following lines below it:

"The above is a perfect picture, drawn by our own artist, of Old Dick, the Hermit. It is suspected that he is, or has been, closely connected with all the train robberies that have been committed, during the past five years, in Washington, Idaho, Texas and New Mexico."

You had better not put in any safe blowing or bank robberies or murders—leave something to the dear people's imagination, and for the other papers to work on.

Mr. Stowe, suppose I should come into your place of business and say: Here, Stowe, you drop all business now and write me your life history. Now, get it out quick. It won't take you more than a year, and, if you don't write it, I will; and I may write something that won't be acceptable to you. You can't help yourself, for I am an editor, and you know by experience that editors don't always get things straight." What would you do? Kick me into the street, of course, and, as soon as I could gather my scattered senses, I would go away thinking you had done right.

I gave Miss Cady permission to print my picture, but there was nothing said about a sketch of my life. I think that when one is dead, it is time enough to write the biography. I object to any more newspaper notoriety. Give me a rest and abuse some of those fellows who are running for Congress. They like it—I don't.
DICK.

"Forewarned Is Forearmed."

Muir, Oct. 13—Having been led into purchasing a so-called "Bankrupt Clothing Stock" at 60 cents on the dollar, and through this same stock being "summer jobs," "odds and ends," "stickers," etc.—altogether different from representation—I was closed out of business at a severe loss to myself, therefore I feel like advising such of your readers as may be approached by this scheme (the salesman is the "Michigan Man" for a highly respectable (?) and wealthy clothing firm of Chicago), to thoroughly investigate before buying and to give this whole business a wide berth, as it will never benefit them.

I am creditably informed that last fall numerous other Michigan merchants bought a similar stock from the same salesman, and I would like to receive a letter from all such and am willing to answer anything in regard to the matter at any time, giving names and places, with other facts.

In hopes that this swindling firm may not injure any more of your readers, and that the wrong they have done me and my business may be in turn borne by themselves,
I am yours truly,
L. A. ELY.

Houghton—Lewis Lamora has removed his bakery, confectionery and grocery stock to Ewen.



See that this Label appears on every package, as it is a guarantee of the genuine article.



FERMENTUM

THE ONLY RELIABLE

COMPRESSED YEAST

Sold in this market for the past Fifteen Years.

Far Superior to any other.

Correspondence or Sample Order Solicited.

Endorsed Wherever Used.

JOHN SMYTH, Agent, Grand Rapids, Mich.

Telephone 566.

106 Kent St. ☐



See that this Label appears on every package, as it is a guarantee of the genuine article.



It Pays Dealers to sell FOSFON because there are but two sizes, Five Ounces at 10 cents, Sixteen at 25 cents and it pleases better than Baking Powders. See Grocery Price Current.

THE BREAD

RAISER

FOSFON

SUPLANTS BAKING POWDER

Fosfon Chemical Co., Detroit, Michigan.

SOLD BY ALL RELIABLE CROCCERS.

BARCUS BROS.,

MANUFACTURERS OF CIRCULAR



Equalled by few and excelled by none. All our saws are made of the best steel by the most skillful workmen, and all saws warranted. Burnt saws made good as new for one-fourth the list price of new saws. All kinds of

SAW REPAIRING

Done as cheap as can be done consistent with good work. Lumber saws fitted up ready for use without extra charge. No charge for boxing or drayage. Write for prices and discounts.

MUSKEGON,

MICHIGAN.

AMONG THE TRADE.

AROUND THE STATE.

Sebewa—P. F. Knapp succeeds Knapp & Bradley in general trade.

Shelbyville—N. W. Briggs succeeds Briggs & Duel in the elevator business.

Waldron—Ella A. (Mrs. A.) Kerr has removed her boot and shoe stock to Mendon.

Whitehall—O. A. Johnson is succeeded by C. A. Johnson in the grocery business.

Saginaw—Voss, Hearn & Co. succeed Albert E. Ballentine in the grocery business.

Clinton—Hogan & Co. have purchased the grocery and meat business of W. R. Muir.

Napoleon—F. E. Curtis has sold his drug and grocery stock to Paine & Parker.

Charlevoix—J. Z. Linton is succeeded by Linton & Denton in the confectionery business.

Hartford—G. L. Davenport has sold his bakery and restaurant business to Frank Stowell.

Greenville—The Anderson Packing Co. has dissolved, H. N. Anderson continuing the business.

Hopkins Station—Miss V. Suffill is succeeded by Miss M. McKinnon in the millinery business.

Farwell—A. W. Carpenter & Son, dealers in lumbermen's supplies, have been closed out on mortgage.

Pompeii—Bundy, Henderson & Co., general store dealers, have dissolved, Henderson & Payne succeeding.

Iron Mountain—Mrs. N. C. (Carl) Schuldes is succeeded by A. M. Oppenheim in the millinery and boot and shoe business.

Central Lake—Geo. W. Miller, the Charlevoix clothier, has put in a branch store here under the management of F. M. Sears.

Manton—Wm. Northrup has retired from the grocery firm of Northrup & Hartley. The business will be continued by the remaining partner under the style of Ernest Hartley.

Conklin—John Cazier, for the past two years clerk in the general store of Norman Morris, has begun the erection of a two-story frame store building, 24x50 feet in dimensions. He will occupy the building with a general stock, which he expects to put in about Jan. 1.

MANUFACTURING MATTERS

Ashley—B. F. Pease, grocer and manufacturer of hoops, has been closed by creditors.

Temple—A. P. Wait is manufacturing and shipping two or three car loads of bed slats a week.

Farwell—The shingle mill of James McLellan started last week, and it is expected it will run all winter.

Reed City—C. Rethweiler has sold his merchant tailoring business to Kaufman & Merner, late of Hamburg, Ont.

South Manistique—Hall & Buell's sawmill has closed down for the season, low water preventing the getting of logs to the mill.

Manistique—Whitney, Tuttle & Smith, who operate a band mill at Hunt's Spur, near this place, are building eight miles of logging railroad.

Central Lake—The saw mill of the Cameron Lumber Co. is rapidly approaching completion and will probably be in operation before snow flies.

Saginaw—Brand & Hardin's shingle mill here has cut out all its logs and shut down for the season. The output was about 5,000,000 and all have been sold.

Bay City—Jonathan Boyce is extending the branch railroad reaching into his timber in Clare and Roscommon counties. The logs are railed out on the Michigan Central.

Clare—The Clare Lumber Co., to manufacture lumber, timber, lath, shingles, etc., has been organized by Wm. S. Nelson, Cedar Lake; Wilbur Nelson and Alvedo S. Barber, Ithaca, Mich. Capital stock, \$10,000.

Big Rapids—The old McElwee mill plant, which has been idle some time, owing to financial difficulties of the parties operating it, will be made a branch of the Big Rapids Door & Blind Manufacturing Co.

Kenton—The Kenton Lumber Co., which has just erected a mill here, using the machinery formerly in the mill at Nestoria, expects to begin sawing this week. It has a contract to cut 2,000,000 feet from the Kroll tract.

Marquette—The Cleveland Sawmill Co.'s mill, at the mouth of Dead River, has been shut down for the past week, owing to a log shortage. A big raft is expected in from the Salmon Trout River this week, and as soon as the logs arrive the mill will be started again.

Manistee—The Manistee Manufacturing Co., which makes a medium grade of furniture, is so rushed with orders at present that it is working its force 12 hours daily, and if the rush continues will have to put on a night force. This concern has extended the limits of its factory three times since its conception, and it has recently put in an electric plant of its own.

Marquette—The car famine is becoming one of the most prominent features of life to lumbermen who move their product by rail. This is especially true of the interior mills along the Duluth, South Shore & Atlantic Railway. That corporation is at present building an extension from Iron River to Duluth, and using many of its cars in construction work.

Saginaw—Sibley & Beringer are bringing a raft of 3,000,000 feet down from Tawas to be manufactured on this river. This firm will cut about 20,000,000 feet in Georgian Bay, and will probably buy as many more, which will be manufactured here and at Tawas. J. W. Howry & Sons put in 21,000,000 feet in Canada last winter, and will cut about the same quantity the coming winter.

Au Sable—The H. M. Loud & Son Lumber Co. will operate its saw mills here this winter if the product which must necessarily be upon the docks in the spring is not assessed for taxes. If this is not done, it is understood, as a result they will close down for five months after Nov. 15th. The Louds have been complaining of excessive taxation for some time and at one time there was a rumor that they were considering a proposition to remove their extensive plants to East Tawas in consideration of exemption from taxation for a series of years.

Hirth, Krause & Co. are making a new departure in sending out their annual present to their customers and will send each of them a good sized standard thermometer this year.

Use Tradesman Coupon Books.

The Hardware Market.

General Trade—The large volume of business which October started off with still keeps up and every indication points to a continuance of same during the entire month. But very few changes have occurred to disturb the very even market which has prevailed for quite a while.

Barbed Wire—In this article the demand still continues light, and prices remain as they did in our last report. The present prices are lower than they have been for a long time.

Bar Iron—The conditions in the iron market remain without any change in values. All iron centers report a very large demand and higher prices may be the rule later on. Difficulty still exists to get orders filled with any degree of promptness. \$1.80 to \$1.90 are the ruling prices.

Potato Hooks and Forks—The unprecedented large crop of potatoes in Northern and Western Michigan has created an unusual demand for hooks and forks and jobbers find it impossible to keep a supply. One of our largest hardware jobbers reports having received orders for over 100 dozen in one day. The factories find it impossible to keep up with their orders.

Glass—The market remains firm at the last advance and, as the manufacturers have another meeting this week, it is presumed a further slight advance will be made. The fact is, but few makers are getting cost out of the goods at the present prices.

Wire Nails—In large demand, but no advance in price. Well assorted and good sized orders can get a shade lower figures. \$1.80 to \$1.90 is the market at present.

Stove Pipe and Elbows—The stove season being now well under way, the demand for pipe and elbows is quite active and ruling prices are as follows:

6 inch common elbows, per doz	75
6 " planished " " "	1 75
6 " stove pipe, per joint	11-12
6 " Russia " " "	35

Ammunition—Loaded shells, powder and shot are a part of all orders received from the trade. Everybody must be a hunter, as the demand was never as great as this fall. Prices on loaded shells and shot remain without change, but powder has taken another drop, which brings it pretty near the low water mark. A full list of the declines will be found in our advertising columns.

Rope—No change to note. The present quotations are 9c on sisal and 13c on manilla.

The Jacob Brown Failure.

The failure of Jacob Brown & Co., formerly engaged in the furnishing goods business at Detroit, but more recently located at West Pullman, Ill., is likely to be reviewed by the courts. So far as can be ascertained, the liabilities of the firm are at least \$150,000, while the assets, it is said, are not more than half that amount. The principal creditor is the Metropolitan National Bank of Chicago, whose claim is about \$70,000. Other creditors of the firm have petitioned the United States Court to have the acts of the firm declared a general assignment and have secured an injunction, restraining any disposal of the assets, pending the petition for a receiver.

Lakeview Items.

LAKEVIEW, Oct. 15—The Cato Novelty Works will erect a new factory building 45x60, three stories high.

John S. Weidman will rebuild his sawmill on the northwest bank of our lake. He has a six years' cut.

C. Newton Smith is trying to stimulate some of the farmers by offering them prizes for better crops.

The Grocery Market.

Sugar—The market is steady and the demand fair. If further lowering in price occurs, it is likely to come by degrees.

Coffee—The manufacturers of package brands have advanced their prices 1/2c.

Plug Tobacco—The P. J. Sorg Co. announces an advance of 1c. on Spearhead and Nobby Twist, to take effect Nov. 1.

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 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. 582

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 PHARMACEUTIST with eleven years' experience, position with retail druggist or traveling salesman for wholesale drugs or sundries. Address Druggist, 120 East Main street, Kalamazoo, Mich. 508

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

MERCHANTS: IF YOU DESIRE TO SELL or exchange your stock of merchandise, send full particulars to G. P. Nash, 361 Arcade, Cleveland, Ohio. 599

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

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, Widdicombe building. 597

GRAND RAPIDS GOSSIP.

Meeusen & Dupree have purchased the drug stock of W. A. Swarts & Son, at the corner of Hall and South Division streets.

Gilbert & Smith have opened a grocery and bakery store at 565 Cherry street. The Ball-Barnhart-Putman Co. furnished the groceries.

C. W. Hall and F. W. Folger have formed a copartnership under the style of Hall and Folger and opened a meat market at 298 West Fulton street.

There was received at the custom house last Thursday one carload of earthen ware from Liverpool and one carload of china from Carlsbad, Austria, for H. Leonard & Sons.

F. W. Folger has retired from the firm of Folger & Jenison, dealers in groceries and meat at 305 Broadway. The business will be continued by the remaining partner under the style of A. L. Jenison.

E. Fallas shipped a full carload of mince meat last week to the Twohy Mercantile Co., at West Superior, Wis. Mr. Fallas' factory has a capacity of 4,000 pounds per day and is now running to its full capacity.

Macfie, Son & Co., who have been lumbering near Remus for some time, have opened an office in this city, locating in the Michigan Trust Co. building. The firm is now lumbering a tract of ash and elm timber, six miles from Newaygo. The timber will be floated down the Muskegon River to the Sawdust City, where it will be cut on contract.

Purely Personal.

D. R. Thralls, the Walton general dealer, was in town Monday on his way to Detroit to attend the annual meeting of the Grand Lodge, I. O. O. F.

E. I. Harrington, of Holland, Chas. Althew, of Lowell, F. Widoe, of Hart, and Peter Dendall, of Hopkins, were in town last week, purchasing clothing lines.

W. D. Ballou, who has served Uncle Sam as postal clerk on the C. & W. M. Railway for several years, has resigned his position and will hereafter devote his entire attention to his two drug stores in this city.

John M. Moore, formerly of the firm of Spooner & Moore, at Cedar Springs, but more recently engaged in the dry goods business in Dakota, has returned to Cedar Springs to take the management of Spring & Company's store at that place.

Allen Baker, for the past three years receiving clerk for the Lemon & Wheeler Company, has purchased a grocery stock at Vassar and removed to that place. Mr. Baker is a young man of promise and will doubtless make his mark in his chosen field of operation.

Norman Harris, the Conklin general dealer, embarked in general trade at Big Springs twenty-seven years ago, remaining in that location until he removed to Conklin, about a year ago. Mr. Harris says he has been engaged in trade so long that he would not feel at home in any other avocation.

Gardner Bros. are erecting a brick store at North Star and will open a drug store therein about Nov. 1. The Hazeltine & Perkins Drug Co. has the order for the stock. The firm is composed of Dr. B. H. Gardner, a practicing physi-

cian, and Will Gardner, who is a graduate of the Michigan School of Pharmacy.

Albert C. Antrim has returned from a three months' trip through the South in the interest of the Alabastine Co. At Jacksonville, Fla., he met Arthur Meigs, who removed to that place from Grand Rapids about two years ago, and was pleased to learn that Arthur was rapidly climbing to the front, financially speaking, the company with which he is connected having made considerable money in lumbering operations, besides having recently discovered a valuable phosphate bed on one of its tracts of timber land.

Geo. H. Spencer, general dealer at Pomona, was in town a couple of days last week. He recently returned from New Mexico, where he spent three months for the purpose of regaining his health, in which he was successful to a marked degree. At Mitchell, N. M., he ran across H. C. McFarlan, who was formerly engaged in general trade at Manton. Mr. McFarlan was erecting a store building at Mitchell, but abandoned the enterprise when Mitchell Bros. shut down their mills for the winter, as the town lapsed into quietude as soon as the mills ceased operations.

Gripsack Brigade.

J. J. Gaskill, superintendent of the traveling force of Jas. S. Kirk & Co., Chicago, is in town for a day or two, interviewing his local representative, Geo. F. Peck.

J. H. Gibbons, formerly on the road for a Detroit cracker house, is now selling several lines of furniture, covering the trade of Michigan and adjoining states. He still continues to reside at Charlotte.

A member of the Knights of the Grip has filed a complaint against the landlord of a certain hotel in this State who has refused to pay a bill for merchandise amounting to about \$125, which was guaranteed by the traveling man, who has been compelled to pay the amount. Proper officers of the Association have concluded to give the landlord one more opportunity to pay the amount, and in default of same, they will probably issue a circular to the membership setting forth the facts in the case.

The Michigan Knights of the Grip will hold a two days' convention this year, meeting at Detroit on Dec. 27 and 28. The first day will be devoted entirely to business and the second day to business and pleasure combined. The organization is more prosperous than ever before in its history, having more money in the treasury and a paid membership of 970, which is about 200 more than it has ever been before. All of the meetings of the board of directors during the past year have been attended by a full board, which is a record unparalleled in the history of the association.

The Drug Market.

Arnica flowers are scarce and higher. Long buchu leaves are about out of market and extreme prices are asked.

Canary seed has advanced and, as stocks are small, higher prices are looked for.

Gum kino is in limited supply and higher.

White mustard seed has again advanced.

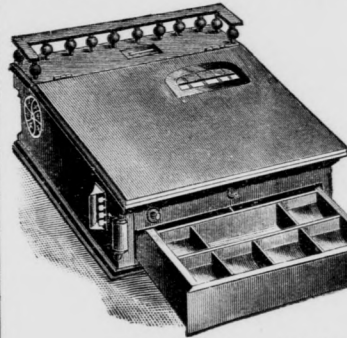
German quinine has advanced. Domestic brands are unchanged.

Short buchu leaves are higher.

Oil cloves has advanced.

The Standard Cash Register

(Patented in United States and Canada.)



Is a practical Machine, Appreciated by Practical Business Men.

It is a handsomely furnished Combination Desk, Money Drawer and Cashier, with Combination Lock and Registering Attachment. It records both cash and credit sales. It records disbursements. It itemizes money paid in on account. It enables you to trace transactions in dispute. It will keep different lines of goods separate. It shows the transactions of each clerk. It makes a careless man careful. It keeps an honest man honest and a thief will not stay where it is. It will save in convenience, time and money, enough to pay for itself many times over. Each machine, boxed separately and warranted for two years.

For full particulars address

THE STANDARD AGENCY,

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 27 and 28, 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 bespeak their excellence.



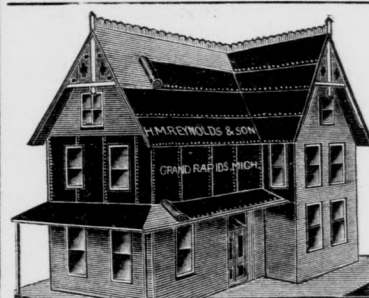
WILLIAM CONNOR,
Representative of Michael Kolb & Son,
Wholesale Clothiers, Rochester, N. Y.

SPECIAL DRIVE IN

Floor Oil Cloths & Oil Cloth Rugs

For the Stove Trade. Write us for Prices.

SMITH & SANFORD, 68 Monroe St.

ASPHALT
FIRE-PROOF ROOFING

This Roofing is guaranteed to stand in all places where Tin and Iron has failed; is superior to Shingles and much cheaper.

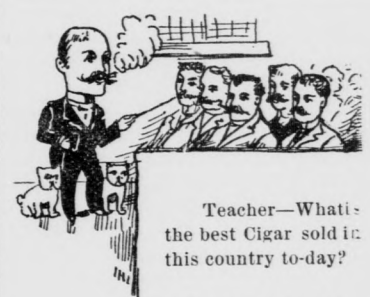
The best Roofing for covering over Shingles on old roofs of houses, barns, sheds, etc.; will not rot or pull loose, and when painted with our

FIRE-PROOF ROOF PAINT,

Will last longer than shingles. Write the undersigned for prices and circulars, relative to Roofing and for samples of Building Papers, etc.

H. M. REYNOLDS & SON,
Practical Roofers,

Cor. Louis and Campau Sts., Grand Rapids, Mich.



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.

PORT OF GRAND RAPIDS.

Water Communication for the Valley City.

THIRD PAPER.

Written for THE TRADESMAN.

"I never supposed the Grand River scheme was more than a 'will o' the wisp' which a few Grand Rapids visionaries were chasing after, until I read that article in THE TRADESMAN, and now I'll be hanged if it doesn't look as though it was feasible," remarked a business man from a Northern town the other day. "But, can it be true," said he, "that an open water way, with a minimum draft of ten feet, can be secured at the insignificant cost of \$670,000?" The writer assured him that no fact was ever based on more reliable evidence or more efficient engineering data, and that the estimates, low as they are, cover every possible contingency.

This gentleman voices the opinion of every intelligent man who has taken the pains to read Col. Ludlow's report of the specific examination made and who has given the subject a moment's serious consideration.

It may be asked, "What are the live business men of the Valley City doing to hasten the consummation of this great improvement?"

H. D. C. Van Asmus, Secretary of the Board of Trade, says: "We are pleased with the spirit manifested by THE TRADESMAN in taking up this river improvement matter, which is fraught with such glorious possibilities for the future commercial welfare of the city. Yes, some time has elapsed since Col. Ludlow's report of the specific examination was presented at Washington, accompanied with a recommendation for an appropriation of \$100,000 to begin the work, but it was too late for the last Congress to take action in the matter. True, we might have appealed to the Senate, but we concluded the wiser policy would be to wait for the next Congress. In the meantime we shall endeavor to organize a river transportation company with a paid-up capital of at least \$35,000, with a view of purchasing the two boats now on the river, and of making such improvements as may be necessary for the complete utilization of the four foot draft which nature has already supplied us with. The improvements necessary for this purpose consist, principally, of the removal of a few sand bars, which work can be effected at a nominal expense by using the proposed new city dredge. This is what we can do and it is what we propose to do, and, when accomplished, we shall be able to give the shippers of Grand Rapids rates which they have not had since the interstate commerce law took effect, and at the same time Congress and all the world will see that we are doing all that we possibly can to secure this great boon."

"Grand River drains 60,000 square miles of territory and I tell you it is a grand river, indeed," remarked Charles H. Leonard, of H. Leonard & Sons and the Grand Rapids Refrigerator Co. Mr. Leonard is a heavy shipper and is deeply interested in any movement which tends to the development of Grand River as a commercial outlet for the various industries of the city. He says: "As a preliminary step, the merchants and manufacturers of the city must organize a river transportation company, with a paid-up capital behind it sufficient for the purposes required. Our first effort

G. R. MAYHEW,

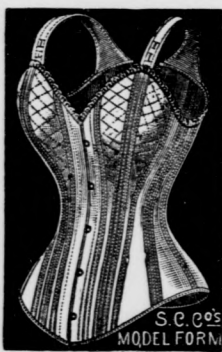
Grand Rapids, Mich.,

JOBBER OF



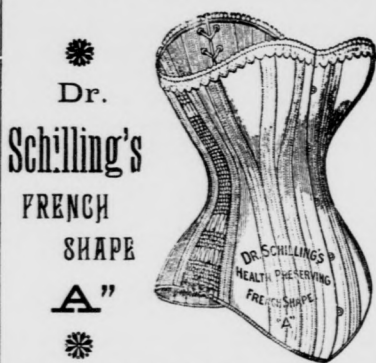
Wales Goodyear Rubbers,
Woonsocket Rubbers,
Felt Boots and Alaska Socks.

Schilling Corset Co.'s



CORSETS
THE
MODEL
(Trade Mark.)
FORM.

Greatest Seller on Earth!



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

SCHILLING CORSET CO.,

Detroit, Mich. and Chicago, Ill.

USE



Best Six Cord

— FOR —

Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods & Notions

Dry Goods Price Current.

UNBLEACHED COTTONS.		BLEACHED COTTONS.	
Adriatic	7	Geo. Washington	8
Argyle	6	Glen Mills	7
Atlanta A A	6	Gold Medal	7 1/2
Atlantic A	6 1/2	Green Ticker	8 1/2
" H	6 1/2	Great Falls	6 1/2
" P	5 1/2	Hope	7 1/2
" D	6	King Phillip	4 1/2 @ 5
" L L	5	" OP	7 1/2
Amory	6 1/2	Lonsdale Cambric	10
Archery Bunting	4	Lonsdale	@ 8 1/2
Beaver Dam A A	5 1/2	Middlesex	@ 5
Blackstone O. 32	5	No Name	7 1/2
Black Crow	6	Oak View	6
Black Rock	6	Our Own	5 1/2
Boot, A L	7	Pride of the West	12
Capital A	5 1/2	Roseland	7 1/2
Cavanah V	5 1/2	Sunlight	4 1/2
Chapman cheese cl.	3 1/2	Utica Mills	8 1/2
Clifton C R	5 1/2	" Nonpareil	10
Comet	6 1/2	Vinyard	8 1/2
Dwight Star	6 1/2	White Horse	6
Clifton C C C	6 1/2	" Rock	8 1/2
		Top of the Heap	7
HALF BLEACHED COTTONS.		CANTON FLANNEL.	
Cabot	7	Unbleached	8
Farwell	8	Housewife A	4 1/2
		" B	5
		" C	5 1/2
		" D	6
		" E	6 1/2
		" F	6 1/2
		" G	7
		" H	7 1/2
		" I	7 1/2
		" K	8 1/2
		" L	9 1/2
		" M	10
		" N	10 1/2
		" O	11 1/2
		" P	14
		CANTON WARP.	
		Peerless, white	17 1/2
		" colored	19 1/2
		Integrity	18 1/2
		DRESS GOODS.	
		Hamilton	8
		" "	9
		" "	10 1/2
		G G Cashmere	20
		Nameless	18
		CORSETS.	
		Coraline	\$9.50
		Schilling's	9.00
		Davis Waists	9.00
		Grand Rapids	4.50
		CORSET JEANS.	
		Armory	6 1/2
		Androsoggin	7 1/2
		Biddeford	6 1/2
		Brunswick	6 1/2
		PRINTS.	
		Allen turkey reds	6
		" robes	6
		" pink & purple	6
		" buffs	6
		" pink checks	6
		" staples	6
		" shirtings	4 1/2
		American fancy	5 1/2
		American indigo	6
		American shirtings	4 1/2
		Argentine Grays	6
		Anchor Shirtings	5
		Arnold	6 1/2
		Arnold Merino	6
		" long cloth B	10 1/2
		" C	8 1/2
		" century cloth	7
		" gold seal	10 1/2
		" green seal TR	10 1/2
		" yellow seal	10 1/2
		" serge	11 1/2
		" Turkey red	10 1/2
		Ballou solid black	5
		" colors	5 1/2
		Bengal blue, green	5 1/2
		red and orange	5 1/2
		Berlin solids	5 1/2
		" oil blue	6 1/2
		" green	6 1/2
		" Foulards	5 1/2
		" red & green	7
		" "	9 1/2
		" 44	10
		" 3-4 XXXX	12
		Cochecho fancy	6
		" madders	6
		" XX twills	6 1/2
		" solids	5 1/2
		TICKINGS.	
		Amoskeag A C A	12 1/2
		Hamilton N	7 1/2
		" D	8 1/2
		" Awning	11
		Farmer	8
		First Prize	11 1/2
		Lenox Mills	18
		COTTON DRILL.	
		Atlanta, D	6 1/2
		Boot	6 1/2
		Clifton, K	6 1/2
		Arrow Brand	5 1/2
		" World Wide	6 1/2
		" LI	4 1/2
		Full Yard Wide	6 1/2
		Georgia A	6 1/2
		Honest Width	6 1/2
		Hartford A	5
		Indian Head	7
		King A A	6 1/2
		King E C	5
		Lawrence L L	4 1/2
		Madras cheese cloth	6 1/2
		Newmarket G	5 1/2
		" B	5
		" N	6 1/2
		" DD	5 1/2
		" X	6 1/2
		Noibe R	5 1/2
		Our Level Best	6 1/2
		Oxford R	6
		Pequot	7
		Solar	6
		Top of the Heap	7

DEMINS.		GINGHAMS.	
Amoskeag	12 1/2	Columbian brown	12
" 9 oz	13 1/2	Everett, blue	12 1/2
" brown	13	" brown	12 1/2
Andover	11 1/2	Haymaker blue	7 1/2
Beaver Creek A A	10	" brown	7 1/2
" BB	9	Jaffrey	12 1/2
" CC	10	Lancaster	12 1/2
Boston Mfg Co. br.	7	Lawrence, 9 oz	13 1/2
" blue	8 1/2	" No. 220	13
" d & twist	10 1/2	" No. 250	11 1/2
Columbian XXX br.	10	" No. 280	10 1/2
" XXX bl	19		
GRAIN BAGS.		THREADS.	
Amoskeag	16 1/2	Valley City	15 1/2
Stark	19 1/2	Georgia	15 1/2
American	16	Pacific	13
KNITTING COTTON.		CAMBRICS.	
No. 6	33	Slater	4 1/2
" 8	34	White Star	4 1/2
" 10	35	Kid Glove	4 1/2
" 12	36	Newmarket	4 1/2
		RED FLANNEL.	
		Fireman	32 1/2
		Creedmore	27 1/2
		Talbot XXX	30
		Nameless	27 1/2
		MIXED FLANNEL.	
		Red & Blue, plaid	40
		Union R	22 1/2
		Windsor	18 1/2
		6 oz Western	30
		Union B	22 1/2
		DRESS FLANNEL.	
		Nameless	8 @ 9 1/2
		" 8 1/2 @ 10	12 1/2
		CANVASES AND PADDING.	
		Slater	9 1/2
		" Brown	9 1/2
		" Black	10 1/2
		" Slate	10 1/2
		" Brown	10 1/2
		" Black	10 1/2
		" 10 1/2	11 1/2
		" 11 1/2	12
		" 12 1/2	20
		DUCES.	
		Severin, 8 oz	10 1/2
		Mayland, 8 oz	10 1/2
		Greenwood, 7 1/2 oz	9 1/2
		Greenwood, 8 oz	11 1/2
		Boston, 8 oz	10 1/2
		WADDINGS.	
		White, doz	25
		Colored, doz	20
		SILKES.	
		Slater, Iron Cross	8
		" Red Cross	9
		" Best	10 1/2
		" Best AA	12 1/2
		" L	7 1/2
		" G	8 1/2
		SEWING SILK.	
		Corticelli, doz	75
		" twist, doz	37 1/2
		" 50 yd, doz	37 1/2
		HOOKS AND EYES—PER GROSS.	
		No 1 B'l & White	10
		" 2	12
		" 3	12
		No 2-20, M C	45
		" 3-18, S C	45
		COTTON TAPE.	
		No 2 White & B'l	12
		" 4	15
		" 6	18
		SAFETY PINS.	
		No 2	25
		No 3	25
		NEEDLES—PER M.	
		A. James	1.40
		Crowley's	1.35
		Marshall's	1.00
		TABLE OIL CLOTH.	
		5-4	2.25
		" 2 10	3.10
		COTTON TWINES.	
		Cotton Sail Twine	25
		Crown	12
		Domestic	18 1/2
		Anchor	16
		Bristol	13
		Cherry Valley	15
		I X L	18 1/2
		PLAID OSNABURGS.	
		Alabama	6 1/2
		Alamance	6 1/2
		Augusta	6 1/2
		Ar sapha	6
		Georgia	6 1/2
		Granite	5 1/2
		Haw River	5
		Haw J	5
		Mount Pleasant	6 1/2
		Oncida	6 1/2
		Prymont	5 1/2
		Randelman	6
		Riverside	5 1/2
		Sibley A	6 1/2
		Toledo	6 1/2

S. M. Lemon, of the Lemon & Wheeler Company, takes a broad and comprehensive view of the matter. He says: "This river navigation question is of more vital importance to the city of Grand Rapids than a good many of her people imagine. If the city is to maintain her prestige as a distributing trade center for Western Michigan and our rapidly developing upper country, in the face of Chicago and Detroit competition, then our light draft lake vessels must be brought to her docks. The growth and commercial development of Grand Rapids are phenomenal and if she is to preserve her present status, to say nothing of her anticipated future growth, she must secure the advantages of a lake port. This does not mean a breaking of bulk or a re-handling of freight at Grand Haven—it means the loading of a vessel at our own docks with a cargo of furniture for Buffalo and a return cargo of coal or general merchandise for Grand Rapids. Why, the loss in the rehandling of coal at Grand Haven would be about equal to a tax of a dollar per ton. I am not very enthusiastic in this matter of organizing a company among the merchants and manufacturers to purchase boats and embark in the transportation business. I am identified with the jobbing interests. You hear a great deal said about the furniture interests, but I want to say that so far as the shipping tonnage of Grand Rapids is concerned, the jobbing interest is double that of the furniture interest. We must have a draft of eight or ten feet, so that light draft lake vessels can come to us, and this is so vitally necessary that nothing short of it ought

to be entertained for a moment by the business men of the city. This idea of chartering a lake propeller to run between Grand Haven and Chicago, in connection with light draft boats on the river, would be of very little benefit to the jobbers of this city. Our goods come from the East. We do not buy in Chicago, except incidentally, aside from pork and its constituents—in fact, Chicago is our competitor and we profess to be able to meet her on an open field anywhere on territory tributary to the Valley City. I believe it would be entirely feasible to secure a sixteen foot draft, but we must have eight or ten anyway. Let us secure this and we will have no trouble about boats. We would not have to purchase or subsidize in order to bring boats to our docks. Clear the way, open up the river and you will see a Buffalo line of vessels steam into the harbor of Grand Haven, bound for the port of Grand Rapids, laden with coal, sugar and all kinds of merchandise, and return with cargoes of produce, furniture and the other manufactured products. It requires 2,400 barrels of sugar and fifteen carloads of other merchandise per week to supply the grocery jobbing houses of the city. Water communication gives Chicago about 300 miles the advantage over Grand Rapids on sugar rates, yet we are compelled to compete with her. For instance: Chicago is about 150 miles farther from Buffalo than Grand Rapids; yet, owing to the rate enjoyed by Chicago, a barrel of sugar can be carried to Chicago and reshipped to Grand Rapids territory at a cost which about equals the best Grand Rapids rates from Buffalo attainable under present circumstances. I am deeply interested in this matter and would like to see the prospective new city dredge put to work just as soon as possible. We may be counted on to do our level best, but I want every dollar of what I may contribute put where it will remove a dollar's worth of earth from the bed of Grand River, for by so doing it will count one dollar toward bringing about that which is an absolute necessity to the future prosperity of the city."

Other leading business men expressed similar opinions, but lack of space forbids their publication. Suffice it to say that those published are fairly expressive of the views held by the solid business men of the city, and we may safely predict that "the case will not rest" until the "Port of Grand Rapids" becomes an accomplished fact and water communication is secured to the Valley City.

E. A. OWEN.

Hardware Price Current.

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

AUGURS 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. S. Steel.....		8 50
" D. B. Steel.....		13 50
BARROWS.		dis.
Railroad.....		\$ 14 00
Garden.....		30 00 net
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&10
Wrought Narrow, bright fast joint.....		60&10

Wrought Loose Pin.....	60&10
Wrought Table.....	60&10
Wrought Inside Blind.....	60&10
Wrought Brass.....	75
Blind, Clark's.....	70&10
Blind, Parker's.....	70&10
Blind, Shepard's.....	70
BLOCKS.	
Ordinary Tackle, list April 1892.....	50
CRADLES.	
Grain.....	dis. 50&02
CROW BARS.	
Cast Steel.....	per lb 5
CAPS.	
Ely's 1-10.....	per m 65
Hick's C. F.....	" 60
G. D.....	" 35
Musket.....	" 60
CARTRIDGES.	
Rim Fire.....	50
Central Fire.....	dis. 25
CHISELS.	
Socket Firmer.....	70&10
Socket Framing.....	70&10
Socket Corner.....	70&10
Socket Slicks.....	70&10
Butchers' Tanged Firmer.....	40
COMBS.	
Curry, Lawrence's.....	40
Hotchkiss.....	25
CHALK.	
White Crayons, per gross.....	120 12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size.....	per pound 28
" 14x52, 14x56, 14x60.....	23
Cold Rolled, 14x56 and 14x60.....	23
Cold Rolled, 14x48.....	25
Bottoms.....	25
DRILLS.	
Morse's Bit Stocks.....	dis. 50
Taper and straight Shank.....	50
Morse's Taper Shank.....	50
DRIPPING PANS.	
Small sizes, per pound.....	07
Large sizes, per pound.....	64
ELBOWS.	
Com. 4 piece, 6 in.....	dos. net 70
Corrugated.....	dis 40
Adjustable.....	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26.....	30
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List.	
Disston's.....	60&10
New American.....	60&10
Nicholson's.....	60&10
Heller's.....	5
Heller's Horse Rasps.....	5
GALVANIZED IRON.	
Nos. 16 to 30; 22 and 24; 25 and 26; 27.....	2
List 12 13 14 15 16 17.....	1
Discount, 60.....	dis.
GAUGES.	
Stanley Rule and Level Co.'s.....	5
KNOBS—New List.	
Door, mineral, jap. trimmings.....	5
Door, porcelain, jap. trimmings.....	5
Door, porcelain, plated trimmings.....	5
Door, porcelain, trimmings.....	5
Drawer and Shutter, porcelain.....	7
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list.....	5
Mallory, Wheeler & Co.'s.....	5
Branford's.....	5
Norwalk's.....	5
MATTOCKS.	
Adze Eye.....	\$16.00 dis. 6
Hunt Eye.....	\$10.00 dis. 10
Hunt's.....	\$18.50 dis. 20&10
MAULS.	
Sperry & Co.'s, Post, handled.....	5
MILLS.	
Coffee, Parkers Co.'s.....	4
" P. S. & W. Mfg. Co.'s Malleables.....	4
" Landers, Ferry & Clark's.....	4
" Enterprise.....	3
MOLASSES GATES.	
Stebbin's Pattern.....	dis. 90&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	2
NAILS.	
Steel nails, base.....	1 8
Wire nails, base.....	1 9
Advance over base:	Steel. Wire.
60.....	Base Base
50.....	Base 10
40.....	10 5
30.....	15 3
20.....	15 2
16.....	15 4
12.....	15 4
10.....	20 5
8.....	25 6
7 & 6.....	40 7
4.....	60 8
3.....	1 00 10
2.....	1 50 12
Fine 3.....	1 60 14
Case 10.....	75 2
" 8.....	90 3
" 6.....	85 4
Finish 10.....	1 15 5
" 8.....	1 00 6
Clinch 10.....	85 7
" 8.....	1 00 8
" 6.....	1 15 9
Barrell 1/2.....	1 75 10
PLANES.	
Otto Tool Co.'s, fancy.....	dis. 20
Sciota Bench.....	20
Sandusky Tool Co.'s, fancy.....	20
Bench, first quality.....	20
Stanley Rule and Level Co.'s, wood.....	20
PANS.	
Fry, Acme.....	dis. 60-
Common, polished.....	dis.
RIVETS.	
Iron and Tinned.....	dis.
Copper Rivets and Burs.....	50-
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27 10.....	10
"B" Wood's pat. planished, Nos. 25 to 27.....	10
Broken packs 1/4 c per pound extra.....	10

HAMMERS.		
Maydole & Co.'s.....	dis.	25
Kip's.....	dis.	25
Yerkes & Plumb's.....	dis.	40&10
Mason's Solid Cast Steel.....	80c	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 1/4
Screw Hook and Eye, 1/4.....	net	10
" " " 3/8.....	net	8 1/4
" " " 1/2.....	net	7 1/4
" " " 3/4.....	net	7 1/4
Strap and T.....	dis.	50
RANGERS.		
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
Japanized 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
ROPES.		
Sisal, 1/4 inch and larger.....		9 1/4
Manilla.....		13
SQUARES.		
Steel and Iron.....		75
Try and Bevels.....		60
Mitre.....		20
SHEET IRON.		
Nos. 10 to 14.....	Com. Smooth.	Com.
Nos. 15 to 17.....	\$4 05	\$2 35
Nos. 18 to 19.....	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
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....		
SAND PAPER.		
List acct. 19, '86.....	dis.	50
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
SAWS.		
" Hand.....	dis.	
" Silver Steel Dia. X Cuts, per foot.....		20
" 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
TRAPS.		
Steel, Game.....		60&10
Oneida Community, Newhouse's.....		35
Oneida Community, Hawley & Norton's.....		70
Mouse, choker.....	15c per doz.	
Mouse, delusion.....	\$1.50 per doz.	
WIRE.		
Bright Market.....		65
Annealed Market.....		70-10
Coppered Market.....		60
Tinned Market.....		62 1/4
Coppered Spring Steel.....		50
Barbed Fence, galvanized.....		3 00
" palladium.....		2 55
HORSE WARE.		
Au Sable.....	dis.	40&10
Putnam.....		dis. 05
Northwestern.....		dis. 10&10
WRENCHES.		
Baxter's Adjustable, nickeled.....		30
Coe's Genuine.....		50
Coe's Patent Agricultural, wrought.....		75
Coe's Patent, malleable.....		75&10
MISCELLANEOUS.		
Bird Cages.....		50
Pumps, Cistern.....		75&10
Screws, New List.....		70&10
Casters, Bed a D Plate.....		50&10&10
Dampers, American.....		40
Forks, hoes, rakes and all steel goods.....		65&10
METALS.		
Pig TIN.		
Pig Large.....		360
Pig Bars.....		280
ZINC.		
Duty: Sheet, 2 1/2c per pound.		
600 pound casks.....		6 1/2
Per pound.....		7
SOLDER.		
1/20%.....		16
Extra Wiping.....		15
The prices of the many other quantities of solder in the market indicated by private brands vary according to composition.		
ANTIMONY.		
Cookson.....	per pound	
Hallett's.....	"	13
TIN-MELYN GRADE.		
10x14 IC, Charcoal.....		\$ 7 50
14x20 IC, ".....		7 10
10x14 IX, ".....		9 25
14x20 IX, ".....		9 25
Each additional X on this grade, \$1.75.		
TIN-ALLAWAY 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, " Worcester.....		6 50
14x20 IX, " ".....		8 50
20x28 IC, " ".....		13 50
14x20 IX, " Allaway Grade.....		6 00
14x20 IX, " ".....		7 50
20x28 IX, " ".....		12 50
20x28 IX, " ".....		15 50
BOILER SIZE TIN PLATE.		
14x28 IX.....		\$14 00
14x31 IX.....		15
14x36 IX, for No. 8 Boilers, 1 per pound.....		10
14x60 IX, " 9.....		10

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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When writing to any of our advertisers, please say that you saw their advertisement in THE MICHIGAN TRADESMAN.

E. A. STOWE, Editor.

WEDNESDAY, OCTOBER 19, 1892.

BEWARE OF THE CREAMERY SHARK.

THE TRADESMAN again feels called upon to warn its readers against the seductive wiles of the creamery shark, who is abroad in the land, advising the inauguration of factory creamery enterprises in localities which are not suited to the creamery business and charging prices therefor which are more than double what the plant and equipment are worth. More than a hundred such enterprises were started in Michigan a few years ago, and fully nine-tenths of them have since been offered for sale at about 10 cents on the dollar; in fact, a review of the business for the last half dozen years fails to disclose a single success, in the stock company creamery line, during all that time. On the other hand, several private individuals, who have started with well-equipped creameries, purchased at reasonable prices, and conducted business on economical methods, have made money for themselves and conferred positive benefit on the communities in which they did business.

THE TRADESMAN has positive knowledge that some of the new factory creameries are foisted upon the people by means of bribery and other reprehensible methods—two or more leading business men being given handsome bonuses to visit creameries in distant localities and present glowing reports to their townsmen for the purpose of inducing them to subscribe for stock. No business can succeed which owes its origin to such questionable practices, and THE TRADESMAN is certainly conferring a benefit on its patrons in advising them to beware of any man or set of men who resort to such methods to secure a foothold.

Estimates based on the September report of the Department of Agriculture make the total wheat crop for this year a little less than 500,000,000 bushels, the oats crop 600,000,000 bushels and the corn crop 1,600,000,000. Compared with the crop of last year, wheat has fallen off over 100,000,000 bushels, oats over 135,000,000 bushels and corn over 400,000,000 bushels.

AMERICA'S FINANCIAL VALUE.

The festivities attending the Columbus celebration completely absorbed public attention the greater part of last week, to the exclusion of everything except absolutely necessary business; and the exercises at Chicago this week will, in all probability, be equally absorbing. The direct cost of the amusement will be very great, but its indirect cost in loss of time to the participants and their personal expenses will be far greater. If men lived for the making of money alone and nothing more. I should deprecate this suspension of their efforts, but inasmuch as money is only a means to an end, and spending it is quite as important as getting it, I cannot find fault with them for giving up even a whole fortnight to enjoying themselves.

Besides, no expenditure, however great, which may be made in celebrating the discovery of America will bear any appreciable proportion to the financial value of the achievement to the world. Historians, essayists, and orators usually exhaust themselves in extolling the sagacity, enterprise, and perseverance of Columbus, and I do not say that he fails to deserve all the praise bestowed upon him. But, to my mind, his greatness is only comparative. What he did any one of his contemporaries might and should have done if they had not all been as stupid as owls. For centuries it had been known that the earth was a globe. Its dimensions had been approximately computed by the Greek astronomer, Eratosthenes, two hundred and fifty years before the Christian era. The area of the known portion of its surface showed conclusively that a vast region remained to be explored. The westward voyage from the coast of Spain was no more hazardous than the northward voyages which the ancient Phœnicians made continually from the Straits of Gibraltar to the British Isles without even the help of the mariner's compass. All this was known to thousands as well as to Columbus, and that nobody before him had undertaken to do what he did demonstrates the torpidity, in his time, of the human intellect. He was merely among the first to catch the inspiration of the new era which had been ushered in by the invention of printing, and which has since culminated in the numerous applications of steam and electricity characteristic of the present epoch. How blunderingly he groped his way, and how imperfectly he comprehended the immensity of his exploit is a matter of record. He thought he had merely found only a new road to a familiar country, whereas he had stumbled upon a hitherto unsuspected continent, and increased by one-half the accessible surface of the earth.

Considered in this aspect alone, the financial value of America defies computation. Here were presented suddenly to the eyes of Europe, as upon the lifting of a curtain, millions, not of acres, but of square miles, of fertile and well-watered land, rich mines, and endless quantities of game and fish. At first, indeed, the little accumulations of gold and silver which the unskilled labor of the aborigines had in the course of ages extracted from the earth monopolized the attention of the newcomers. It was only after these had all been gathered up and carried away across the ocean that the more permanent and remunerative riches of the land received the attention they deserved. Nevertheless, even the small supply of

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About December 1 we shall send a thermometer to each of our customers. Being desirous of adding to their number, we will send one to any dealer who is not now a customer and will send us an order before Jan. 1, 1893, providing he mentions seeing our advertisement in this paper.

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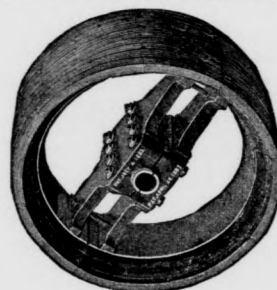
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the precious metals thus procured was immense in comparison with that which Europe already possessed, and the subsequent additions to it, resulting from a more thorough and efficient working of the mines by modern science and modern enterprise, have been, as we know, the most extensive in the history of the world.

The exaggerated reports of the importance of these metallic treasures awaiting the grasp of the hardy adventurer, served, no doubt, to stimulate the exploration of America much more powerfully than did its soberer and more lasting merits. In the search for gold and silver the Spaniards, deterred by no hardships, pushed across to the Pacific and down the western coast of South America. They were followed on the water by the English, most of whom, I am sorry to say, were more piratical than peaceful seamen, who robbed in their turn the robbers of the natives. Between the two the number of European ships multiplied amazingly. Columbus had difficulty in procuring from Spain three small vessels with which to prosecute his voyage of discovery. A century later the same country sent out from its harbors the great Armada of a hundred and sixty-five men-of-war destined for the conquest of England. The expedition miscarried, as we know; but that it was made at all demonstrates the naval strength of Spain, while that of England was equally demonstrated by her successful resistance. The ships and sailors thus brought into existence found occupation later in the carrying of emigrants and the planting on these shores of the European stock from which our present population is descended, and when we look at the vast multitudes which cover both North and South America and reflect that four hundred years ago the region they now occupy was nearly an uninhabited wilderness, the magnitude of the work of which the discovery of the country was the commencement overwhelms us.

While America has thus been to Europe a treasure-house to be plundered and a nursery in which to rear a numerous offspring, it has returned a millionfold the investments made upon its territory. Not to speak of the mass of gold and silver which it has in four centuries contributed to the general stock, it has in the humble potato alone added an article of enormous value to the supply of human food, besides annually raising millions of bushels of Indian corn and exporting it abroad. Tobacco, though it may be considered rather a luxury than a necessity, is another product exclusively of American origin, and to it the people not only of Europe but of the whole of Asia are indebted for a narcotic which, however detrimental it may be to their health, contributes immensely to their enjoyment. Cotton, too, which originated in Asia has become a characteristically American crop, while our petroleum has abundantly supplied the market with a new and cheap material for the production of artificial light.

These things, however, are rather the work of nature than of art. They were but fruits of the earth, which demanded only opportunity to come into use, and if America has contributed nothing else to the world's wealth its discovery would be entitled to be called only a lucky accident. But to this natural wealth its people, particularly those of the United States, have added that created by an inventiveness unparalleled in previous times.

The cotton gin has made the staple available for use and given to unnumbered millions cheap and comfortable clothing. An American first applied steam to the propulsion of vessels and started a series of improvements in water transportation of which the monster steamers now traversing the Atlantic Ocean are the latest result. Another American invented the electric telegraph, another the telephone, another the electric light, and if the railroad was received by us from England, we have made improvements on it and on cars and engines, which render it almost our own. Of the numerous less important inventions distinctively American which increase the productiveness of labor and the comfort of daily life it would be a waste of time to speak. The whole world recognizes their value and gives us the credit of them. It would be too much, perhaps, to claim that these achievements of human ingenuity could not have been accomplished if America had remained undiscovered, and yet it is certain that the conditions arising from the entirely new mode of life which is possible only in a newly settled country have been more favorable to them than those of the Old World.

However this may be, it is a fact too plain for dispute that the financial power of America has been steadily growing, until it is now a formidable rival to that of Europe, and may soon be a successful one. I can already see an immense advance toward this result since the days when every American banker and merchant constantly looked to Europe and regulated his business with reference to the European money market. We are still, it is true, greatly indebted to European capitalists for assistance in our business enterprises, but the debt is becoming smaller year by year. Within the last two years we have paid off a considerable amount of it with the product of our gold mines, and everything points to a continuance of the process until it is completed. Then, perhaps, we shall be a nation of capitalists, and lend money to the rest of the world instead of borrowing it. As it is, we have been able to supply an immense foreign demand for gold without inconvenience, and all the fantastic tricks which Congress has played with our currency have, as yet, owing to our solid financial strength, failed to do any serious mischief.

This may seem a base and sordid view to take of the event now being commemorated, but it is true as far as it goes, and should not be left unconsidered. The United States is pre-eminently a commercial nation, and matters of trade and finance are of more importance to its citizens than those of sentiment, art, or even politics. Bread and butter are prosaic elements of life, but they cannot be dispensed with, even by poets.

MATTHEW MARSHALL.

From Out of Town.

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

S. Martindale, McDonald.
F. E. Holt & Co., Hesperia.
G. M. Eldridge, Hesperia.
A. J. Felter, Stetson.
J. N. Covert, Carleton Center.
Geo. H. Spencer, Pomona.
Norman Harris, Conklin.
Macfie, Son & Co., Newaygo.
W. H. Hicks, Morley.
F. N. Cornell, Sebawa.
W. W. Watson, Parmelee.
Hannah & Lay Merc. Co., Traverse City.

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GRAND RAPIDS, MICH.

Drugs & Medicines.**State Board of Pharmacy.**

One Year—Jacob Jesson, Muskegon.
Two Years—James Vernor, Detroit.
Three Years—Ottmar Eberbach, Ann Arbor.
Four Years—George Gundrum, Ionia.
Five Years—C. A. Bugbee, Cheboygan.
President—Jacob Jesson, Muskegon.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. Gundrum, Ionia.
Meetings for 1892—Marquette, Aug. 31; Lansing, November 1.

Michigan State Pharmaceutical Ass'n.

President—Stanley E. Parkhill, Owosso.
Vice-Presidents—J. H. L. Dodd, Buchanan; F. W. R. Perry, Detroit; W. H. Hicks, Morley.
Treasurer—Wm. H. Dupont, Detroit.
Secretary—C. W. Parsons, Detroit.
Executive Committee—H. G. Coleman, Kalamazoo; Jacob Jesson, Muskegon; F. J. Wurzburg and John E. Peck, Grand Rapids; Arthur Bassett, Detroit.
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.

UNHEALTHY BUSINESS STIMULANTS.

Written for THE TRADESMAN.

In theory the law of supply and demand is supposed to control the exchanges of products throughout the whole country, so that they shall be carried on to the greatest mutual advantage. If the supply at any time exceeds the demand, it interrupts, to a certain degree, the flow of business, and the consumer gains at the expense of the producer. If, on the other hand, the demand should increase faster than the supply, the advantage is on the side of the producer. Neither condition is considered desirable, nor is it submitted to longer than necessity requires. When the condition of trade is such that demand and supply in any product are about equal, we call such a condition healthy; and if the majority of products move freely in harmony with the above mentioned law, times are considered good. Practically, this is the golden mean in business and indicates general prosperity.

But, when, impatient at the slow working of natural causes, the producer or distributor tries to create a demand beyond the actual needs of the consumer, the effect is felt in the same way as when one over feeds machinery of any kind—the advantage, at best, is but temporary, and is generally balanced by subsequent loss of time or money; still there are so many in the last decade or two who think that they can increase the flow of business by crowding the speed, that one can only wonder at their folly and deplore the evil results thereof, which fall mostly on those who are the least to blame. Much of this interference with the law of supply and demand involves no worse results than temporary stagnation of business, and the consequences are not shared to any great extent by the consumer.

There would be no occasion to criticize the stimulating methods that are so often applied to the distribution of manufactured products, if they resulted in no worse effects than a plethora of stock in the dealer's hands, or an occasional bad bargain on the part of the buyer. But, when these modern stimulants, in addition to demoralizing values, demoralize a large proportion of purchasers by ways that vary but slightly from those the law recognizes as misdemeanors, all who have the best interests of mankind at heart may well give the subject their careful attention.

It was well enough, perhaps, at first, for a retail dealer, in the heat of competition, to put in a make-sell in the shape of

a chromo, in order to turn the scale in his favor. It was only a temporary expedient, and it pleased customers, although it provoked reprisals in kind. The rivalry, however, proceeded until gifts of value were added to staple goods as temptations to buyers. Silver (?) spoons became necessary to make soap slip easier into popularity, various kinds of crockery stimulated the demand for tea and coffee; an elegant (?) glass sauce dish was the bait depended on to make baking powder go off. All sorts of shelf goods remained true to name unless each was paired with some article called a premium. Sometimes the premium and article were so nearly alike in value that one was often puzzled to know which was the purchase and which the premium.

Thus, in turn, all but a few staples have, from time to time, been pushed on the market by stimulants of various propelling power. Codfish, alas! (that luxurious product of old ocean apostrophized by Daniel Webster when, as he drew a fine specimen from its native element, he exclaimed, "Welcome, illustrious stranger, well beloved of two continents, welcome to our shores!") even codfish, as an item of stock, had to rely on its own merit, and appealed not to the cupidity of the public, but to its olfactories, for deserved recognition. Hardware, nails, soft soap, salt in bulk and pharmaceutical products also figure in the list of exceptions. But, as I said before, in many lines of goods some artificial special efforts are relied on to sell to reluctant buyers, the schemes reaching often from manufacturer to consumer. Those dealers who attempt to withstand the pressure by selling goods on their merit alone to supply evident wants, find themselves drawn at last, but much against their will, into the current, and accept the inevitable as the only way to hold their business.

The gift and premium scheme used to force sales, affects customers in two ways: First, they tend to unsettle the mind of the purchaser as to true values, for he reasons that, if the premium can be donated and still leave a good profit, it would be better and fairer to lessen the price, instead of throwing in what not one buyer in ten really needs or can profitably use; second, the practice of paying premiums is only another form of competition that is sure to end in debasing the quality of the goods, while the average consumer gets no proportionate benefit from such competition.

But a few producers and jobbers go still further and pander to a feeling in human nature that ignores the commercial element—I allude to the various schemes which appeal to that ever growing desire to get something at other people's expense, and which are put before the public and urged upon dealers with the most unblushing pretense as legitimate business. A traveling agent with one of these schemes, once upon a time, took three orders for baking powder in a certain country town. The first was for 50 one-pound cans, the second and third called for 25 cans each, and all were to be retailed for 50 cents per can, including the attachments. The first scheme was a music box to be raffled for, and fifty chances were soon taken; the second called for 25 cans and an equal number of queen's ware dishes of some value; the third order was for 25 cans and the same number of heavy pails fairly worth alone the price asked. Mark the sequel: The dealer with the raffle struck a bonan-

za and sold out first, with a fair stock of baking powder returned by disappointed speculators at a nominal price; the one who gave away dishes soon followed suit, but the one who had two articles of full value equal to the price was the last to dispose of his stock, although it was the only bargain of the lot.

In the store of the dealer who raffles his goods can often be seen scores of people, old and young, anxious to invest their spare change in one or another of the various schemes on which he depends to move his stock. One who neither smokes nor chews will often buy one package of tobacco after another, abstract the ticket and sell the contents at half price, in hopes to at last secure a ticket that wins the watch. Other prizes of different values tempt buyers of chances; but the goods are forgotten in the struggle to reach the coveted bait. It stimulates trade, for many a young man spends all the silver he can raise in a vain pursuit of the tempting prize. It pays the dealer—in money—and does not injure his standing in the community. But what a column of figures would there be to add on the opposite side of the ledger, were one to compute the loss in morals that is sure to roll up its geometrical ratio, during the many revolving years, into an appalling, damning total! There seems to be no lessening of this dangerous stimulation of trade. Every day sees hundreds of agents swarming through the highways and byways of commerce, each extolling the merits of some new tonic that promises to tone up the lagging appetite of public demand. The least harmful of them act as does a whip on an over-driven team, the worst are like strong intoxicants; and, although they only at first stimulate, the end is paralysis and exhaustion.

You may ask any canvasser working in the interest of such methods, "Is this straight business?" The answer will be, "It is mine, and it pays." But, in earnest, fellow dealers, let me ask you, "Does it pay you to do business in that way? Is an unnecessary and harmful stimulant of any kind to be used, or to be avoided?" If the latter, let us see that the life of our business be not endangered by such a destroying element. S. P. WHITMARSH.

Mollinger's Medicines.

Two druggists of Allegheny, Pa., are at law with one another over the right to make and sell the medicines used by the late famous physician priest, Father Mollinger. One is trying to get an injunction against the other to restrain him from using the prescriptions and the portrait and signature of the priest as a trade mark. He says that he bought the sole right to compound and sell the medicines from the priest's secretary, who was his legatee. Both parties have tried to register the portrait and signature as a trade mark, but the patent office declines to act until the courts have settled the question of right. Father Mollinger left hundreds of prescriptions, the chief virtue of many of which is thought to be their secrecy. This is likely to be lost during the present legal controversy.

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We offer one hundred dollars reward for any case of catarrh that cannot be cured by Hall's Catarrh Cure.

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WEST & TRUAX, WARDING, KINNAN & MARVIN, Wholesale Druggists, Toledo, O.

Hall's Catarrh Cure is taken internally, acting directly upon the blood and mucous surfaces of the system. Price 75c per bottle. Sold by all druggists. Testimonials free.

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Advanced—Arnica flowers, long buchu leaves, short buchu leaves, gum kino, white mustard seed, German quinine.

Morphia, S. P. & W.	1	60	21	85	Seidlitz Mixture.....	②	20	Lindseed, boiled....	47	50
" S. N. Y. Q. &					Sinapis.....	②	18	Neat's Foot, winter		
C. Co	1	50	21	75	" opt.....	②	30	strained.....	50	60
Moschell.....					Snuif, Macaboy, De			Spirits Turpentine....	34	40
Myristica, No. 1.....					" Voer.....	②	35			
Nux Vomica, (po 30).....					Snuif, Scotch, De Voës	②	35	PAINTS.	bbl.	lb.
Os. Sepia.....					Soda Boras, (po. 11).....	10	21	Red Venetian.....	13	20 1/2
Pepsin Isaac, H. & P. D.					Soda & Potass Tart.....	27	30	Ochre, yellow Mars.....	13	20 1/2
Co.....					Soda Carb.....	1 1/2	②	" Ber.....	13	20 1/2
Picls Liq. N.C., 1/4 gal					Soda, Bi-Carb.....	②	5	Putty, commercial.....	2 1/2	24 1/2 3/4
doz.....					Soda, Ash.....	3 1/4	②	" strictly pure.....	2 1/2	24 1/2 3/4
Picls Liq., quarts.....					Soda, Sulphas.....	②	2	Vermillion Prime Amer-		
" pints.....					Spts. Ether Co.....	50	55	ican.....	13	16 1/2
Pil Hydrarg, (po. 80)					" Myrcia Dom.....	②	25	Vermillon, English.....	65	70
Piper Nigra, (po. 25)					" Myrcia Imp.....	③	00	Green, Peninsular.....	70	75
Piper Alba, (po. 65)					" Vini Rect. bbl.			Lead, red.....	7	⑦ 1/4
Pil Purgans.....								" w.....	7	⑦ 1/4
Plumbi acet.....					Loss.....	2	25	Whiting, white Span.....	③	70
Pulvis Ipecac et opii.....					Strychnia Cryst.....	1	40	Whiting, Gliders.....	③	96
Pyrethrum, boxes H					Sulphur, Subl.....	2 1/4	③ 3/4	White, Paris American		1 0
& P. D. Co., doz.....					" Roll.....	2 1/4	③	Whiting, Paris Eng.		
Pyrethrum, pv.....					Tamarinds.....	③	10	cliff.....	1	40
Quassiae.....					Terebenth Venice.....	38	30	Pioneer Prepared Paint	20	21 1/2
Quinia, S. P. & W.					Theobromae.....	40	④ 45	Swiss Villa Prepared		
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Rubia Tinctorum.....					Zinci Sulph.....	7	② 8			
Saccharum Lactis pv.....								VARNISHES.		
Salicin.....								No. 1 Turp Coach.....	1	10
Sanguis Draconis.....					OILS.			Extra Turp.....	1	60
Sapo, W.....						Bbl.	Gal	Coach Body.....	2	75
" M.....					Whale, winter.....	70	70	No. 1 Turp Furn.....	1	00
" G.....					Lard, extra.....	64	68	Eutra Turk Damar.....	1	55
					Lard, No. 1.....	42	48	Japan Dryer, No. 1		
					Linsed, pure raw.....	44	47	Turp.....		70

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Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of

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**WHISKIES, BRANDIES,
GINS, WINES, RUMS.**

We sell Liquors for medicinal purposes only.


We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day we receive them. Send a trial order.

HAZELTINE & PERKINS DRUG CO.,

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GOLD MEDAL, PARIS, 1878.



W. BAKER & Co.'s
Breakfast
Cocoa

*Is Absolutely Pure
and it is Soluble.*

**Unlike the
Dutch Process**

*No alkalis or
other chemicals
or dyes are used
in its manufac-
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A description of the chocolate
plant, and of the various cocoa and
chocolate preparations manufac-
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Make a specialty of collections. Accounts
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BLENDED

DIAMOND
JAVA

NEW YORK.

IF YOU ENJOY A GOOD CUP OF COFFEE READ THIS.

THE fact that a coffee is a Java does not always imply that it will make a delicious beverage, for Javas differ very materially on account of the section of the island of Java on which they are grown and the method used in cultivating, some being grown by private planters, other under the government supervision. Some of these **JAVAS** are delicious, others rank and worthless.

The **DIAMOND JAVA** is a blend of those Javas which excel in any peculiar degree in fine flavor or full strength, and which mingling harmoniously together produce the perfection of a coffee.

The **DIAMOND JAVA** is packed in air-tight cans when taken hot from cylinders, and its fragrant aroma is thus preserved until used. This brand of Whole Roasted Coffee is intended for those that appreciate a fine article, and desire to use the best coffee that can be obtained.


ASK YOUR GROCER FOR IT.

If he cannot supply you send us his name.

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Order now and Save Money.


J. P. VISNER,
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AGENT FOR
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Campaign Chimneys.

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You can sell one to
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Combination Globe and Chimney.

Assorted in Barrel. Fits No. 2 Sun Burner.

1½ doz. Harrison Globe Chimneys, as shown, \$1 per doz.....	\$1 50
1½ “ Cleveland “ “ “ “ 1 “	1 50
Barrel.....	35
	\$3 25

Order 1 barrel as sample from any wholesale dealer in Grand Rapids or of

H. LEONARD & SONS,

134 to 140 Fulton St., Grand Rapids, Mich.

THE P & B BRAND

OYSTERS

Will again this year, as in the past, be the very best procurable and packed daily from the sweetest and best stock. Regular season opens Sept. 15. Start in with us and do the Oyster business of your town.

THE PUTNAM CANDY CO.

CLEANLINESS IS GODLINESS.

Written for THE TRADESMAN.

Cleanliness is not only next to godliness, but it is godliness itself. Ask any lady of refined manners and cultivated tastes to name some grocer or some meat dealer who, in her estimation, is the most godly man in his business. She will invariably name the man who is the most cleanly. It is perfectly natural for such a lady to associate everything that is unclean with the powers of darkness, and whenever and wherever she observes a lack of this godlike attribute, she at once charges the responsible party with lack of true godliness.

If the man who "lives to eat" would step into some of our grocery stores and meat markets and make a careful inspection of the premises, he would change his opinion as to the grand purpose of human existence, and would henceforth "eat to live." He would no longer take pleasure in eating; it would become a matter of serious concern to himself, and he would never indulge in the act except as a means of prolonging life.

The ladies (God bless them) are entrusted with the solemn duty of selecting, preparing and cooking the materials which are to be eaten by us, not for the purpose of tickling our palates only, but for the more serious purpose of supplying our systems with that which is best calculated to replenish the wasting tissues of the body and preserve vitality. They realize the fact that this food material, in order to accomplish its purpose, must not only suit the taste but must please the eye as well, and that all appearances in a grocery store, a meat market, a wagon or any other place where food material is exposed for sale or otherwise, which offend the eye, outrage the nostrils, or bring forth a vigorous protest from the stomach, are ungodly in the very nature of things and, in a measure, destructive of life and happiness.

That the mind exerts a powerful influence over the body is a scientific fact of which proof can be found in connection with the subject under discussion; for instance, a lady in this city bought all of her groceries and meat supplies from a certain dealer for a space of six months. She had never been in the store or meat market from which she obtained her supplies, having ordered her goods and received them at her own house through the agency of the firm's order and delivery clerk. She was so well satisfied with the quality and prices of the goods that she concluded one day to visit the establishment and make the acquaintance of the proprietors. She found the grocer busily engaged in picking nutshells and various other articles out of the lard can, while a sore-eyed, leaky-nosed boy with an old back alley hat drawn on the back of his uncombed head was trying to scrape the dirt off a piece of cheese which he had cut for a customer and which had accidentally fallen upon the floor. The boy, who was one of those quasi juvenile clerks too often found in suburban grocery stores, was clad in the customary enameled breeches supported at the top by one suspender, and encased at the bottom in a pair of old rubber boots. Two or three of his fingers were bandaged in bloody cotton rags, and the exposed portions of his hands were decorated with warts. Thus hindered with bandages, warts and a leaky nose, and being armed simply with

the butter paddle, the assistant clerk was laboring under discouraging circumstances in trying to remove the floor accumulations of many weeks from the unfortunate piece of cheese.

In the window, in one promiscuous mass, were a few sickly nubbins of corn, a few stalks of fly-blown celery and some bloated, yellow-complexioned cucumbers. Adjoining the window, a large, dirty, shaggy black dog was waving his bushy tail over the pickle keg. Passing through an arch into the meat market, the lady saw a sight which nearly paralyzed her. The meat cutter had just committed some horrid murder and was waiting for the next victim to approach the fatal block. His long apron was stained and streaked with blood; his shirt sleeves were coated with the refuse of the slaughterhouse; his face was so tattooed with the marks of bloody fingers that the smile which he put on for the occasion gave him the appearance of Satan gloating over lost souls, and his hands—well, what lady could contain herself after seeing those hands handle her meat? Old shanks and soup bones, purple with age and covered with flies, hung upon the walls, and through the back door came odors of decayed fat joining their forces with others of fishy oils and dog meat, and—but it was enough. From that day to this that lady has never bought a dollar's worth of stuff at that store. Can you blame her? Most assuredly not. Any lady who would not shrink with a feeling of disgust and wounded sensibilities from such a condition of things is certainly unfit to reign over the sacred precincts of home.

Refined natures demand the utmost cleanliness in all matters which relate to the care and well-being of the human body; and, when uncleanliness is observed in handling or preparing anything intended for food, there is something implanted in every civilized human breast which infuses into every fiber of the being a feeling of intense disgust. There may be a few whose souls are so calloused with brutality that they are entirely oblivious to filthy surroundings, but their number is so small that it would show a great lack of wisdom on the part of any grocery or meat dealer to rely upon them for support. It would be much better to cater to the tastes of the larger number by exercising a little godliness, and, by so doing, you will find that the ungodly few will not desert you.

Would you advance the interests of your business and elevate your personal standing in the community? Then go to work and clean up things. When you close your store to-night, commence operations by scrubbing the floor—your customers can't even tell how wide the boards are in that floor. You will find it very tenacious and unyielding at first, but, by dint of the free use of water and vigorous swinging of a good pickaxe and shovel, you will succeed in removing it. Before commencing, you will see the necessity, of course, of removing to the back yard all such useless and superfluous articles as empty boxes, old barrels, broken lamp chimneys, old rubbers, barrel hoops, decayed vegetables, cheese rinds, rags, rancid butter, dog meat—and dogs as well—old bones, stinking fish and every other useless thing that occupies valuable space and offends the eye, not even excepting the leaky-nosed quasi clerk of the kid persuasion above re-

ferred to. Do not let in daylight by washing your front windows until everything is renovated inside, for, by so doing, you will not suffer pain from a full realization of the condition of things. When you have finished your work, continue the transformation by washing your hands and face; then put on a white shirt and clean apron, and, instead of a hideous barbarian, you will present the appearance of a law-abiding and peace-loving gentleman. Do this and carefully guard against a relapse, and you will be surprised at the result; but, if you ever expose for sale any article intended for food that is decayed, tainted, putrid, mouldy, or otherwise filthy, your cleanliness in other respects will not save you from the charge of ungodliness.

E. A. OWEN.

PRODUCE MARKET.

Apples—Dealers are taking all offers of winter fruit, paying about \$1.75 per bbl. for fruit alone. The crop hereabouts is inadequate to the local demand, compelling dealers to look elsewhere for shipping supplies. One dealer is buying heavily in New York and another has purchased several carloads in Canada, paying \$1.25 for the fruit and barrel, 75 cents per bbl. duty and 25 cents freight, making the net cost here \$2.25 per bbl. This fruit is held at \$2.50 per bbl. Beans—Dry stock is without quotable change. Beets—50c per bu. Butter—Strong and firm. Dealers pay 18c for choice dairy and hold at 20c. Cabbages—35c and 45c per dozen, according to size. Celery—Choice home grown commands 20@25c per dozen bunches. Cranberries—Cape Cods are in ample supply at \$2.50@2.75 per bu. crate. Jersey and Michigan berries command \$2.75 per crate. The trade is taking very few berries in barrels, preferring the crates. Eggs—Strong and firm at an advance of 2c per doz. Dealers pay 20c and hold at 25c. Some of the dealers who have eggs in cold storage are holding their stock in anticipation of getting 25c per doz. Grapes—Concords command 18c per basket. Niagaras sell for 20c and Delawares command 25c per basket. Honey—Dealers pay 14@15c and hold at 15@16c. The crop is generally thought to be short. Onions—Red and Yellow Danvers command 90c@1 per bu. Peaches—About over for this year, a few stray lots of Smocks commanding \$1.75@2.25. Peppers—Green, 50c per bu. Potatoes—The market is without material change. Dealers pay 50c this week and hold at 60c. Quinces—42c per bu. Tomatoes—Choice stock commands 50@60c per bushel.

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			
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 1/2		
Ham Sausage.	9		
Tongue Sausage.	9		
Frankfort Sausage	7 1/2		
Blood Sausage.	5		
Bologna, straight.	5		
Bologna, thick.	5		
Head Cheese.	5		

LARD.			
Kettle	Rendered.	Granger.	Family.
50 lb. Tins.	9 1/4	9 1/4	6 1/4
30 lb. Pails.	9 1/4	9 1/4	6 1/4
10 lb. "	10 1/4	9 1/4	7 1/4
5 lb. "	10 1/4	9 1/4	7 1/4
3 lb. "	10 1/4	9 1/4	7 1/4

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 1/4
" " 16 lbs.	11 1/4
" " 12 to 14 lbs.	11 1/4
" picnic	8 1/4
" best boneless.	9 1/4
Shoulders.	8
Breakfast Bacon, boneless.	10
Dried beef, ham prices.	8
Long Cuts, heavy.	8 1/2
Briskets, medium.	8 1/2
" light	8 1/2

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
	Cases	Bbls.	Pails.
Standard, per lb.		6 1/4	7 1/4
" H. H.		6 1/4	7 1/4
" Twist		6 1/4	7 1/4
Boston Cream	8 1/4		
Cut Loaf.			8 1/4
Extra H. H.	8 1/4		

MIXED CANDY.			
	Bbls.	Pails.	
Standard.	6	7	
Leader.	6	7	
Royal.	6 1/4	7 1/4	
Nobby.	7	8	
English Rock.	7	8	
Conserves.	7	8	
Broken Taffy.	baskets	8	
Peanut Squares.	8	9	
French Creams.		10	
Valley Creams.		13	
Midget, 30 lb. baskets.		8	
Modern, 30 lb.		8	

FANCY—In bulk			
		Pails.	
Lozenges, plain.		10	
" printed.		11	
Chocolate Drops.		11 1/4	
Chocolate Monumentals.		13	
Gum Drops.		5 1/4	
Moss Drops.		8	
Sour Drops.		8 1/4	
Imperial.		10	

FANCY—In 5 lb. boxes. Per Box			
Lemon Drops.		55	
Sour Drops.		55	
Peppermint Drops.		60	
Chocolate Drops.		60	
H. M. Chocolate Drops.		90	
Gum Drops.		40@50	
Licorice Drops.		1.00	
A. B. Licorice Drops.		80	
Lozenges, plain.		60	
" printed.		65	
Imperial.		60	
Molasses.		70	
Cream Bar.		55	
Molasses Bar.		85@95	
Hand Made Creams.		80@90	
Platin Creams.		1.00	
Decorated Creams.		1.00	
String Rock.		65	
Burnt Almonds.		1.00	
Wintergreen Berries.		60	

CARAMELS.			
	No. 1, wrapped, 2 lb. boxes.	No. 2, " 3 " "	No. 3, " 3 " "
Small.	34	51	28
Medium.	1 50@1 75	28	42
Large.	2 00@2 25	42	90

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

ORANGES.			
	Californians, 96	" 126	" 150
	@	@	@
Messinas, choice 200.			@
" 160.			@

LEMONS.			
	Messina, choice, 360.	" fancy, 360.	" choice 300.
	@ 6 50	@ 7 00	@ 7 00
" fancy 360 Maloris.			8 00

OTHER FOREIGN FRUITS.			
	Figs, fancy layers, 6 lb.	" extra " 10 lb.	" " 14 lb.
	@	@ 17	@ 17
Dates, Fard, 10-lb. box.		@ 8 1/4	@ 8 1/4
" 50-lb.		@ 6 1/4	@ 6 1/4
" Persian, 50-lb. box.		@ 4 1/4	@ 4 1/4

NUTS.			
	Almonds, Tarragona.	" Ivaca.	" Californians.
	@ 19	@ 17	@ 18 1/4
Brazils, new.			@ 9 1/4
Filberts.			@ 11 1/4
Walnuts, Grenoble.			@ 15
" Marbot.			@
" Chilli.			@ 10

Table Nuts, fancy.			
	" choice.	" Pecans, Texas, H. P.,	" Cocoanuts, full sacks.
	@ 13 1/4	@ 12 1/4	@ 14
		12 1/4	@ 25

PEANUTS.			
	Fancy, H. P., Sun.	" Roasted.	" Roasted.
	@ 5 1/4	@ 7 1/4	@ 7 1/4
Fancy, H. P., Flags.		@ 7 1/4	@ 7 1/4
Choice, H. P., Extras.		@ 4 1/4	@ 4 1/4
California Walnuts		@ 12 1/4	@ 12 1/4

BUY THE PENINSULAR
Pants, Shirts, and Overalls

Once and You are our Customer
for life.

STANTON, MOREY & CO., Mfrs.

DETROIT, MICH.

GEO. F. OWEN, Salesman for Western Michigan.
Residence, 59 N. Union St., Grand Rapids.

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.

they can hand them out. These men are dressed in the uniform of the church, and they take in pennies by the bushel. I watched a couple of them for a long time at the entrance of the Kazan Cathedral in St. Petersburg, and in the course of half an hour I saw at least 300 men, women and children buy candles. The interior of this church is as large as the hall of the House of Congress. Its halls were hung with golden icons and there were jeweled icons on the pillars and set into the solid silver altar of the back of the church. Before each icon there was a silver candlestick with a stem as big around as Grover Cleveland's thigh and rising from the floor to about the height of the spot on which President Harrison's hat rests. The tops of these candlesticks were in the shape of a disc, and each top had a number of holes in which to stick candles. The worshippers trotted from one of these candelabra to another, lighting a candle before each and putting it up to burn before the picture.

There were probably 500 candles burning at one time in this one church, and when you remember that this goes on all over Russia every Sunday and every holiday and during most of the days of the week, you can see where the candles go to. A large part of the candles used are made in houses and not in large factories. It is estimated that there are 750,000 workmen in Russia who make things at their own homes, and one authority states that these people turn out \$750,000,000 worth of goods every year. These people, in many cases, peddle their goods themselves.

I bought a shawl in Moscow to-day which is so large that it would cover the biggest double bed in America and so fine that it will go through a lady's ring. It was made by the peasants of Orenburg and is of the kind known as ring shawls. It was made entirely by hand. The fine lace work of these Russian peasants is wonderful. The velvets made by them are noted all over Europe. Some of them bring \$5 a yard. They make carpets which are equal to those of Persia and Turkey. I met here at Moscow American buyers for Tiffany & Co., of New York, and Bailey, Banks & Biddle, of Philadelphia, sent to buy the wonderful Russian silver and the famous bronzes, which are finer than those of any other part of the world. There is a factory in Moscow which makes this gold and silver enamel ware which is so rare and so high priced, and the tea sets which were given by the Czar to the sea captains who brought over the famine supplies were made here. One of the curious sights of the Russian streets is the lock peddler, who walks about with his breast and back covered with locks, which are hung by strings over his shoulders. This making of locks is one of the great peasant industries. The locks are nearly all made by hand, and they are of all sorts and shapes and of all prices, from half a cent up to \$5. Some of them are so small that it takes a hundred of them to make a pound, and

all around the bazaar and not be affected by the weather. The interior of one of these vast buildings is made up of courts; the stores run from the arcades through to the courts, and there are hundreds upon hundreds of stores in every bazaar. These stores are of all kinds. You can find in one of these bazaars anything you wish, from a hairpin to a sealskin coat and from a toothpick to a set of furniture. The merchants, as a rule, are Russians in long coats with their pantaloons stuffed in their boots and their hair chopped off level with the neck so that it forms a sort of a brush as it hangs down from the crown. They part this hair in the middle and they are usually long-bearded. Some of the finest houses in Moscow belong to the merchants. The nobles look down on them. They are very superstitious and believe in signs and omens. Their hours of business are from 9 in the morning until about 5 in the afternoon, and though they are as anxious to make a good trade as our



A RUSSIAN FEED STORE.

merchants, they take more rest than we do and they will not open their stores during the holidays or on Sundays. Everything is closed on Sunday, and St. Petersburg and Moscow at this time look much more like Boston than Paris. It is interesting to watch one of these bazaar merchants close up for the night. In the first place he locks up everything in the store and seals it shut. He then comes outside and closes his windows and locks the front door of his shop with a great padlock. He then takes a string and ties the padlock to the staple and joins the two ends of the string together and puts some hot sealing wax on them. This he stamps with his own seal, so that it will be impossible to open the lock without breaking the seal. He then stands in front of his closed doors and crosses himself and says a prayer before he leaves for the night, and he will say another prayer when he opens up in the morning. This is done by every merchant.

The Russians do not advertise a great deal, and a Russian business advertisement looks queer to American eyes. There are thirty-six letters in the Russian alphabet, and these letters seem to be a combination of the Greek, Chinese and Arabic characters. A great majority of the lower classes cannot read them, and the result is that it hardly pays the merchant to advertise. You see few posters about the cities, and the sandwich man is absent from these Russian streets. Many of the peasants cannot read the signs on the stores, and for this reason nearly every store has painted on its walls pictures of the articles sold within. I saw a barber sign the other day here in Moscow which consisted of a barearmed man shaving a patient, who sat upright in one chair, while just opposite sat a lady who was holding out her arm, from which a stream of blood was spouting and upon which another barber was performing the operation of blood letting. In another part of the picture on a stool was a man having a tooth pulled. The sign intended to convey the fact that the barber within was a dentist, a shaver and a surgeon. A feed store will have a bundle of hay in a doorway and on the walls at the side of the door will be painted horses feeding and cows grazing.

The dairy signs are cows with maids or men milking them, and the tea signs are usually gaudy Chinamen who are sipping tea. FRANK G. CARPENTER.

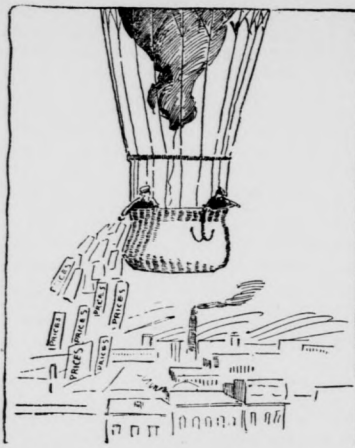
Lilley—C. H. Myers succeeds Myers & Dudley in the shingle mill business.



STREET MERCHANTS IN MOSCOW.

others so large that one would drown a cat if it was tied around its neck and thrown into a pond.

Every city in Russia has its grand bazaar. This is known as the Gostini Dvor, and consists of a vast building containing many acres and made up of all sorts of shops, which usually open out upon covered corridors, separated from the street by pillars, so that you can walk



FALLING PRICES.

See the prices! down they go,
To thrifty people there below;
Don't let your chance of gain go by,
Catch your profits as they fly;
Freely down to you they're tossed
Without the least regard to cost.
Whether it's the tariff, the weather,
The phase of the moon, or what not

Powder is on the
drop, and

DU PONT Gun Powder Leads the Race.

RIFLE.

Kegs, 25 lbs. each, Fg, FFg and FFFg	\$3 75
Half Kegs, 12½ lbs. each Fg, FFg and FFFg	2 15
Quar. " 6¼ " " " "	1 20
1 lb. Cans (25 in case)	30
½ lb. " " " " "	18

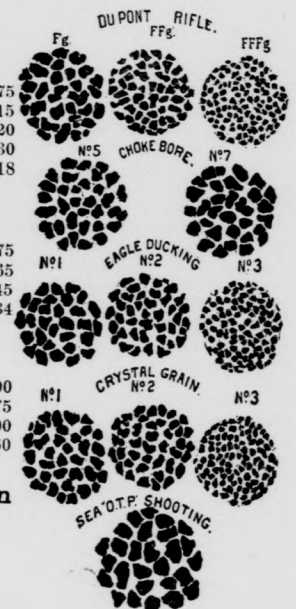
CHOKE BORE.

Kegs, 25 lbs. each, Nos. 5 and 7	\$4 75
Half Kegs, 12½ lbs. " " "	2 65
Quar. " 6¼ " " " "	1 45
1 lb. Cans (25 in case)	34

EAGLE DUCK.

Kegs, 25 lbs. each, Nos. 1, 2, 3 and 4	\$11 00
Half Kegs, 12½ lbs. each, Nos. 1, 2, 3 and 4	5 75
Quar. Kegs, 6¼ " " " " " 1, 2, 3 and 4	3 00
1 lb. Cans (25 in case)	60

Always specify "Du Pont" and then
you will get the best powder made.



FOSTER-STEVENSON

& CO.

MONROE ST.

Do You

Want to buy a well-assorted Case of Brevier or Nonpareil Roman? Write to us, we can give you a bargain.

THE TRADESMAN CO., 100 Louis St., Grand Rapids.

TRADE WINNERS

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

PUTNAM CANDY CO.

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

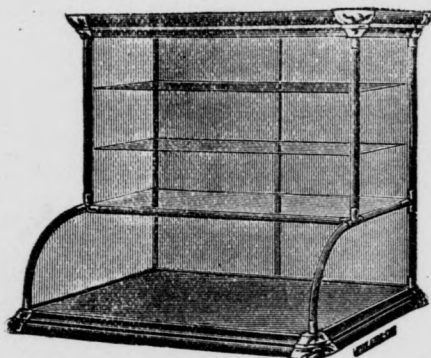
IN CHEVRONS, WHIPCORDS, BEDFORD CORDS,
STORM SERGE EFFECTS.

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

Correspondence receives our Personal Attention.

P. STEKETEE & SON.

Heyman & Company.



Manufacturers of

Show Cases

Of Every Description.

First-Class Work Only.

WRITE FOR PRICES.

63 and 65 Canal St., - GRAND RAPIDS.

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.

You can take your choice

OF TWO OF THE

Best Flat Opening Blank Books

In the Market. Cost no more than the Old Style Books. Write for prices.

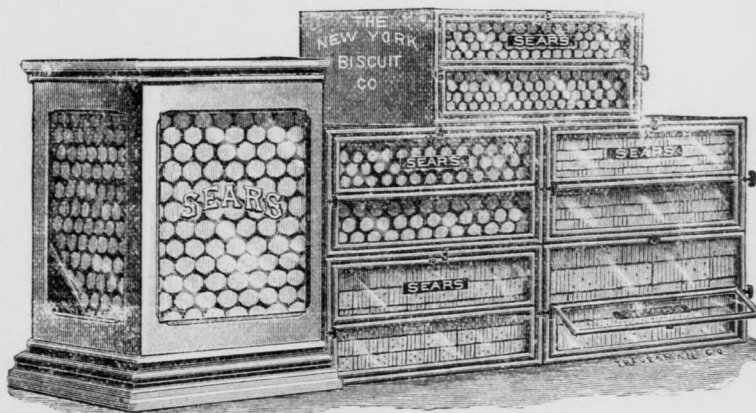
GRAND RAPIDS BOOK BINDING CO.,

29-31 Canal St.,

Grand Rapids, Mich.

Cracker Chests.

Glass Covers for Biscuits



THESE chests will soon
pay for themselves in the
breakage they avoid. Price \$4.

will save enough goods from flies, dirt and prying fingers in a short time to pay
for themselves. Try them and be convinced. Price, 50 cents each.

OUR new glass covers are by far the
handsomest ever offered to the
trade. They are made to fit any
of our boxes and can be changed from
one box to another in a moment. They

NEW NOVELTIES

We call the attention of the trade to the following new novelties:

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

NEWTON, a rich finger with fig filling. This is bound to be one of
the best selling cakes we ever made.

THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

HERCULES POWDER



HERCULES,
THE GREAT STUMP AND ROCK
ANNIHILATOR.

SEND
FOR
DESCRIPTIVE
PAMPHLET.



Stamp before a blast. | Fragments after a blast.

STRONGEST and SAFEST EXPLOSIVE

Known to the Arts.

POWDER, FUSE, CAPS,
Electric Mining Goods,

AND ALL TOOLS FOR STUMP BLASTING,

FOR SALE BY THE

HERCULES POWDER COMPANY,
40 Prospect Street, Cleveland, Ohio.
J. W. WILLARD, Manager.

Agents for

Western Michigan.

WRITE FOR PRICES

FOSTER
STEVENS
& CO.

H. LEONARD & SONS'

Complete Lines of Crockery, Glassware and House Furnishing
Goods, Store Lamps and Parlor Lamps in Every Variety.

Catalogue No. 108.

GRAND RAPIDS, MICH.

Free to Merchants.



PLUSH GOODS AND ALBUMS	We have a "pull" here. Our early orders insure low prices.
	Work Boxes, Dressing Cases Smoking Cases Manicure Sets Collar and Cuff Boxes Albums, Etc.

SAVE MONEY! SAVE TIME! SAVE FREIGHT!

If You are in the city please step in. No trouble
to show you through.

H. LEONARD & SONS,

134 to 142 East Fulton Street,

GRAND RAPIDS, MICH.

Limoges AND Carlsbad China.	Low Prices in
	Dinner Sets
	Tea Sets
	Ice Cream Sets
	Salad Sets
	Bone Dishes
	Fruit Plates,
	Etc.

D O L L S	ALL LEADERS.
	China Limb Dolls,
	Kid Dolls, Doll Heads,
	Dressed Dolls,
	Papa and Mama Dolls,
	Crying Babies,
	Patent Dolls in every
	Size
	ALL LEADERS.

TAKE A DAY OFF.
INSPECT OUR LINES.

NEW GOODS.
NEW DECORATIONS.
NEW EFFECTS.
PERSONAL SELECTIONS.

Austrian Glass Ware.	Water Sets
	Fancy Baskets
	New colors in vases
	Royal Worcester
	Decorations.
	Enormous
	Selections.
	Low Prices.

T O Y S	Wood Toys
	Iron Toys
	Tin Toys
	China Toys
	Penny Toys
	FIVE AND TEN CENT
	SPECIAL SELECTIONS

Direct Importations!
Lowest Prices!

OUR HOLIDAY CATALOGUE WILL BE READY IN ONE WEEK. PLEASE SEND
FOR IT. WE SHOW A LARGER ASSORTMENT THAN EVER BEFORE.

Our Salesmen:

Joe F. O. Reed
Frank W. Haddin
Wm. A. Townsend

Wm. B. Collins
Frank A. Stone
Geo. R. Rose

German China.	5, 10 and 25 ct. Leaders.
	Motto Coffee Cups
	and Saucers
	After Dinner Coffee
	Cups and Saucers
	Shaving Mugs
	Plate Sets
	Fruit Plates
	Fruits and Salads
	Cake Plates.