

Michigan Tradesman.

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THE TRADESMAN COMPANY, PUBLISHERS.

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VOL. 10.

GRAND RAPIDS, NOVEMBER 9, 1892.

NO. 477

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HARRY FOX, Manager.

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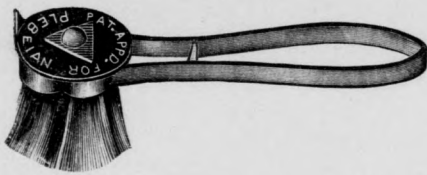
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OYSTERS

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POULTRY & GAME



Mail Orders Receive Prompt Attention.

See quotations in another column

CONSIGNMENTS OF ALL KINDS OF POULTRY AND GAME SOLICITED

MICHIGAN TRADESMAN.

VOL. 10.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 9, 1892.

NO. 477

OYSTERS!

Solid Brand Cans.	
Selects.....	\$ 26
E. F.....	20
Standards.....	18
Daisy Brand.	
Selects.....	\$ 24
Favorites.....	14
Standards.....	16
Standards in bulk.....	1 10
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Large bbls.....	5 50
4 bbls.....	6 1/2
40 lb pails.....	6 1/2
20 lb pails.....	6 1/2
10 lb ".....	6 1/2
2 lb cans, usual weight, per doz.....	\$1 50
5 lb ".....	3 50
Choice Dairy Butter.....	18
Fresh Eggs.....	21
Pure Sweet Cider in bbls.....	15
" " Vinegar.....	10
Choice Lemons 300 and 360.....	7 00
New Pickles in bbls, 1200.....	6 50
" " half bbls, 600.....	3 75
Peach preserves, 20 lb. pails.....	07
Pickled peaches, 20 lb. ".....	05

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FIRE BRICK AND CLAY.
Write for Prices.
10 LYON ST., - GRAND RAPIDS.

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WITH THE PHILA. PAT. FLAT OPENING BACK
SEND FOR PRICES GRAND RAPIDS, MICH.

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Fifty pounds of this brevier, containing
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Will sell font and one pair cases for ten
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Eight hundred pounds of the brevier type
now used on the "Tradesman." It is of
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Will sell entire font for 18c per pound, or
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We also have a choice assortment of second
hand job and advertising type, proof sheets
of which will be forwarded on application.

THE TRADESMAN CO.,
GRAND RAPIDS, MICH.

About December 1 we shall send a thermome-
ter 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.

Send in your order now for
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Children's Footwear, Overgaiters, Lambs-
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every color. Sign of big spectacles.

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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.

AN IRISH URCHIN.

His Tribulations and Final Victory Over
Fate.

Written for THE TRADESMAN.

Michael O'Brien, or Mike, as he was
familiarly called, came to the "land of
the free" in hobnailed brogans and cordu-
roy. In appearance he was a typical
Irish lad with crisp black hair, wide
mouth, a nose commonly called "turn
up," and keen blue eyes. He possessed
the ready wit of the simon pure Irish
who have no taint of red in their hair,
and believe implicitly in Saint Patrick
and his banishment of all frogs from the
Emerald Isle.

Like his fellow-countryman in the
song, he

"sailed from dear Cork
For the port of New York,
And was six days in crossing
over the sea."

This transatlantic voyage was his first
—in fact, about all the journeys under-
taken by him previously had been on
foot. His landsman's stomach, perfectly
familiar with the ups and downs of a
frugal diet, wrestled vainly with the ups
and downs of the "sad sea wave," and
their wild playfulness soon forced him
to make the usual contribution to Nep-
tune.

The vessel in which he took passage
sailed on a pleasant morning in early
fall. The sea was clear and the exhilar-
ating salt breeze proved to be an appet-
izer which enabled him to do justice
to the substantial dinner provided in the
steerage. He passed the afternoon on
deck, "discoursin'" with a group of his
countrymen. (This consists in a general
exchange of views and speculations con-
cerning things past, present and future,
and is a form of sociability ever dear to
the Irish heart.) At supper he did his
share toward clearing the table of eat-
ables, and, returning to the deck, enjoyed
the novelty of his first evening at sea,
listening to the inspiring strains of a
bagpipe played by a piper from the
"ould sod" who chanced to be going to
"Ameriky." Mike had too recently left
his native land to be made homesick by
the piper's music, and he was in good
spirits when he climbed into his berth
that night. But, as the immortal Burns
has said, "Man was made to mourn,"
and our young friend's experience during
the next twenty-four hours was no ex-
ception to the rule. The wind freshened
during the night, and the rolling and
pitching of the vessel on a rough sea
waked him some hours before the time de-
scribed by the poet as

"Morn on the water, purple and bright."

There was a dizzy feeling in
his head, and he had a sense of heav-
iness in that part of his anatomy which
would have been covered by the front of
his vest had he been wearing that gar-
ment. He soon felt certain that he
ought not to be where he was, but,
rather, in close proximity to some prop-
er receptacle for the contents of his
stomach, with which he began to be sure
he should soon part. In this crisis the
young Hibernian exhibited one of the
distinguishing qualities of the truly

great—the courage to act up to his con-
victions. He, therefore, no sooner felt
it imperative that he betake himself to
another place, than he started thither-
ward with the utmost dispatch. His
berth was the upper one. He had just
come to a sitting posture, and had
dropped his legs over its side prepara-
tory to descending, when the contribu-
tion to which reference has already been
made was delivered. Grasping the berth's
edge, to prevent his body from following
the contribution to the stateroom floor,
he laid down again and spent the hours
until daylight in restless misery. The
time seemed like years as he laid on his
back for fear of further gastric disturb-
ances, wishing, he hardly knew which
the most, that he felt better, or had staid
in Ireland, or that to-morrow would only
come, and wondering if he should feel
this way during the whole of the voyage.

Soon after daylight he climbed down
from his berth, staggered into his clothes
and out on deck, which at that hour was
deserted, save for a few sleepless ones
like himself, and the officers and crew on
duty. The motion of the vessel made
walking or standing difficult and he was
glad to take the nearest seat. His spirits
were at a very low ebb as he sat gazing
in the direction where the land had faded
from view. The awful feeling inside
was beginning to make him afraid that
it wasn't sea sickness, but that he had
been poisoned, when a sailor, seeing no
officer in sight, gave him a sledge ham-
mer slap on the back and rallied him on
his doleful appearance. He didn't seem
to long for breakfast and moped about
the deck for some time, but, as he grew
no better, toward noon he applied to the
ship's doctor, who, after prescribing,
sent the patient to his berth, where he
remained until supper time, when, feel-
ing a little more comfortable, he was
able to eat, but wisely returned to his
berth, where he succeeded in staying un-
til next morning.

The wind went down with the sun and
day dawned bright and cloudless.
Mike felt weak and rose late, but he was
beginning to get his "sea legs" and so
felt more like himself. After a light
breakfast he went on deck. He had
been walking slowly up and down but a
short time, enjoying the sunshine after
his enforced confinement of the day be-
fore, when he met the fellow-passenger
who occupied the lower berth of the
same stateroom with him. He was a
Frenchman who, with his only child
Marie, a bright miss of sixteen, was emi-
grating to America. Neptune had been
quite as stern to them as to Mike, but
they, too, were convalescent and had
come out for a little exercise. As Marie
moved gracefully along, leaning on her
father's arm, her pretty face, lighted by
lustrous dark eyes, and her trim figure,
becomingly dressed, attracted many an
admiring glance and made her a very en-
gaging invalid. Mike had formed their
acquaintance the first day out and now
joined them. After the usual salutation,
the promenade was continued. The three
were in good spirits over their recovery

from seasickness and enjoyed a good laugh over their late discomfiture. After a few turns the father took a seat to enjoy his pipe, but, as is usual in such cases, he wasn't seriously missed by the young people who, noticing a school of flying fish, stood leaning on the rail, watching their short flight from crest to crest of the waves that concealed the enemies which forced them to leave their natural element. The weather was delightful—one of those typical autumn days when the sky is blue and cloudless, a delicious softness pervades the air, and the peaceful ocean is so perfectly at rest that it seems hard to believe that its shimmering depths will soon blacken under the storm rack, and be tossed mountain high by the fury of equinoctial gales. Mike, on this pleasant morning, did precisely what any true son of Erin would have done had he found himself tete-a-tete with an attractive bit of femininity willing to be sociable—made himself as entertaining as he could and succeeded so well that the forenoon was gone before either thought of the flight of time.

The sea was calm and the sky was blue during the rest of the voyage. Our young friends saw a great deal of each other and enjoyed life as only light-hearted youth can, making the bright days follow each other in pleasant succession. During the second twenty-four hours of this first marine experience of Mike's, he had feared that his latter end would antedate that of the voyage. This fear was particularly oppressive on the windy morning when the jolly tar so roughly joked him, but now, at the close of the sixth day when land is sighted and a few short hours will see him safely at his destination, instead of joy at the favorable closing of the voyage, the voyager feels as though a pleasant holiday is drawing to its close. It may be surmised that Marie's bright eyes had something to do with Mike's feelings, but he wouldn't have admitted anything of the sort—in fact, he probably not so much as suspected it.

In due time the steamer reached her pier and he, bundle in hand, joined the crowd that slowly moved down the gang plank to await the usual formalities attendant on disembarking. He had heard the liberty enjoyed by people as soon as they reached the United States, enlarged upon considerably, but his first experience after landing did not quite coincide with his ideas of liberty. "The powers that be" at the barge office, finally satisfying themselves that he was an Irish lad about seventeen years of age, had a little money, a few clothes, and no infectious diseases, had not been assisted to emigrate, etc., etc., turned him loose.

Mike, left a friendless orphan at a tender age, was accustomed to rough life in a great city; but the street Arab, like his prototype of the desert, has haunts to which he is accustomed and, when absent from them, feels a sense of strangeness: so, as he made his way along the unfamiliar streets, jostled by strangers and with no particular place to go, he felt as lonely and forlorn as though he had been miles from human beings or their dwellings. He was too manly, however, to yield to such a feeling, and proceeded to find a cheap boarding house, where he left his bundle. It being too late for dinner, he bought a few buns at a bakery with which to fortify the inner

man, and then started to look for a job.

His object in coming to the New World was to better his condition, and he had indulged in the dreams common to youth in which everything pertaining to themselves is rose tinted. Thus far Paddy had met with no serious obstacles and could say, like the illustrious Roman of antiquity, "I came, I saw," but here the analogy ended for some time. When finally he was entitled to add, "I conquered," the conquest was another illustration of the old adage, "There's no royal road to fortune."

As above stated, he grew up among that class of unfortunates called "street Arabs;" but he had always wished for something better, and about two years before this story opens he had succeeded in securing a place as messenger boy for a wholesale house in Cork. Their failure had again set him adrift, but the small amount of money saved while employed by them enabled him to come to America.

He was diligent in searching for work, but his brogue, peculiar dress and lack of city references seemed to handicap every effort. Although he found vacancies, exhibited the letter of recommendation given him by his former employer, wrote his name in a legible hand when asked for a specimen of his chirography, offered to work cheap and begged hard to be taken on trial, other applicants always seemed to be more acceptable. Some turned him away unceremoniously, more courteous people said that perhaps he could have the next place at their disposal and invited him to call again. He readily understood that this invitation to "call again" meant that they wished the present interview ended, which hint he always acted upon promptly. These disappointments were bitter pills to swallow; of course, the sugar-coated ones were more pleasant to take, but each of the medicines had the same effect—he was kept out of work, and the little money he possessed slowly shrank until a return to the old life of paper selling, boot blacking and odd jobs seemed inevitable.

As he stood one afternoon on a North River pier watching the stevedores unloading a cargo, and wishing that he was old and strong enough to "dock wallop," a clerk with a letter in his hand came out of the office of a large warehouse near by and looked around as though he hoped to see someone. He was evidently disappointed and turned to go back, with an exclamation not at all complimentary to the person for whom he was looking, when Mike, seeing his opportunity, ran to him and, taking off his hat, said, "Plaise, sor, anything I can do?" The clerk looked at him sharply, but, as the letter contained nothing that would tempt theft and must be delivered at once, he handed it to Mike who, by his former experience as a messenger, expecting to be asked if he could read the address, did so aloud, adding, "Want an answer?" The young man had hardly said, "Yes," when he was off on a dead run.

The firm addressed happened to be one of those to whom he had applied for work a few days before. Their treatment of him at that time was particularly gruff and he remembered them perfectly. Having arrived there in a few minutes and breathlessly delivered the letter, he took a seat to await the reply, which was soon put into his hand. The

Use Silver Soap.

The shades of night were falling fast,
As up and down the country passed
A "Kid" who bore, all lettered nice,
A banner bearing this device,
USE SILVER SOAP!

His brow was hid; his eye beneath
Gazed on a cake between his teeth,
And like a cut-glass goblet rung,
The accents of that urchin's tongue,
USE SILVER SOAP!

In billiard halls he saw the light;
In drug stores all the bottles bright;
He loafed around the Merchant's door,
While hundreds read the sign he bore,
USE SILVER SOAP!

Oh stay, the young clerk said, "and here
Partake" of bread and cheese to cheer!
He raised his arm and pointed high,
And he looked up and made reply,
USE SILVER SOAP!

"Beware, some certain brands, beware;
They're made for show, and fool you
there,"

He heard the merchant's last "good
night,"
But still he kept that sign in sight,
USE SILVER SOAP!

At break of day, with shoeless feet,
The "Kid" was found on Summit street;
Beside him lay the well-known sign,
Besmeared with mud—but not the line,
USE SILVER SOAP!

There in the morning, cold and gray,
Enwrapped in sleep the urchin lay,
And from the crowd that loitered near,
Escaped a voice that all could hear,
USE SILVER SOAP!

Established 1868.

H. M. REYNOLDS & SON, WHOLESALE DEALERS IN

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

Practical Roofers

In Felt, Composition and Gravel,

Warehouse and Office

Cor. LOUIS and CAMPAU Sts.,

Grand Rapids, - Mich

FOURTH NATIONAL BANK

Grand Rapids, Mich.

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SCHLOSS, ADLER & CO.,

MANUFACTURERS AND JOBBERS OF

Pants, Shirts, Overalls

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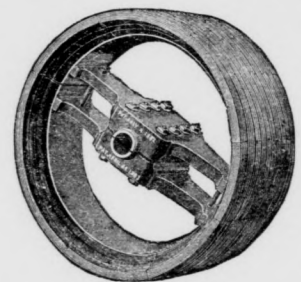
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THE STRONGEST!

THE BEST!

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FRANK H. WHITE,

Manufacturer's Agent and Jobber of

Brooms, Washboards, Wooden

AND

Indurated Pails & Tubs,

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.

return trip being accomplished at a break-neck pace, he was able to surprise, by his quickness, the clerk who sent him. That young man seemed about to end their business relations by tendering a small coin for the service rendered and large praise for the expedition with which it had been accomplished, when Mike, thinking that he might venture to follow up so favorable an impression, respectfully said that he was looking for a place, at the same time producing his letter of recommendation.

This letter, when first given him, had seemed to be a wonderful document, and he had expected that it would prove a veritable "open sesame;" but his numerous failures to secure work inclined him to think the favorable mention of himself therein contained rather impotent. His conceit and his confidence in the letter had altogether departed, and he was beginning to fear that employment of the kind sought was not to be had. However, he proceeded, as you have seen, to make the best of the situation. The appeal for work was all the better for being simple, and he put the letter in because, like an expletive, it helped to "fill up" and he wished to do everything that could possibly aid him in securing the place. Mike had another recommendation of which he was unconscious, and this was doing him more good now than any words which he could say or his friends could write. It was what his new acquaintance had been studying and the thing which impressed that person favorably when Mike accosted him in the street—his honest face with its look of quiet resolution.

The clerk now asked Mike to write his name, age and address and, taking the paper on which it was written, together with his letter of recommendation, disappeared into the sanctum of a superior, to whom he told of the prompt execution of the errand. It happened that the boy to whose place Mike aspired had, for some time, by his slovenly work, been trying to convince his employers that they could dispense with his services, and his efforts in that direction were about to be crowned with the success which they deserved. The writing and letter of recommendation having been examined, Mike was called into the chief clerk's private office where he was closely questioned. His answers being satisfactory, he was told to come in the morning and begin on a week's trial.

The next morning was cold and a drizzling rain added to the general discomfort, but Mike reached the warehouse of his new employers in good season. Finding the doors locked, he sought the shelter of a neighboring stairway to wait until they were opened. He had been standing a short time looking at the various craft on the river and occasionally shuffling his feet, partly to keep up the circulation and partly for want of some better employment, when the janitor of the office in which he was to go to work made his appearance. Mike followed him into the office and, after explaining that he was the new messenger boy, offered to assist in the sweeping. No objection being made to this proposition, he took a broom and went to work. Bringing to bear the knowledge of other humble accomplishments tending to make things tidy, he exerted himself with such a will that that part of the day's work was soon finished. This enabled the janitor to get through much easier than usual,

greatly to that functionary's satisfaction. The clerks now began to arrive and the regular routine of the day's work was soon going forward. Mike found the place no sinecure, but there were short intervals during the day when he was not busy, and he had read a little in a daily paper before time to close the office. Among other things, he saw in the paper a notice of a free evening school, and this he determined to attend; so after supper he found the address and was duly enrolled as a pupil.

At the close of his week's trial in the office, he was permanently engaged, and life settled into what, to him, was a very satisfactory round of duties. He made fair progress at the night school and, by attending to business faithfully, soon won the confidence of his superiors. His duties in the office gradually increased in responsibility until, at the end of ten months, a vacancy occurring just above him, he very naturally dropped into the place. His pay, which before only kept him in the bare necessities, was now doubled and he felt quite rich.

* * *

A year has passed since Mike's first promotion. Attention to business, hard study and frugality have enabled him to prosper far beyond what anyone would have predicted for the little Paddy who, two years ago, stood shivering in the stairway waiting for the office to open. It is Monday morning and a hot day in July. Mike has just started for a little trip up the Hudson to Nyack where he expects to pass his vacation week. This is his first rest after entering the office of his present employers, and he is looking a little worn. Schooling and other advantages open to all in our great cities have wrought a great improvement in him and he will make a good American if nothing miscarries.

After a pleasant ride up the river—named for the redoubtable Hendrick, he found himself at Nyack and went at once to one of the summer hotels. After securing a room, he strolled out upon the veranda, and, having comfortably seated himself, was enjoying the magnificent view afforded by the broad river and pleasant landscape beyond, dotted with peaceful farmsteads along roads which wound among cultivated fields and green woodlands, when a female figure came down the street. This was Mike's first visit at a summer resort, and he was not looking for the far-famed "summer girl"—she, like many other of the delightful evolutions of modern progress, is an acquired taste, and he was not educated to the enjoyment of such luxuries. But something about this person attracted his attention. As the lady came near, she proved to be both young and pretty. Mike was on his feet by this time and hurrying to meet her. Raising his hat and extending his hand, he exclaimed, "Why, how do you do, Marie!" Marie, for it was no other, though greatly surprised, greeted him cordially, and they were soon walking toward her home enjoying each others' society as much as of old.

Her father had established himself in a small business at Nyack, and they were living comfortably; with Marie installed as housekeeper, and Mike must, of course, stay to tea and "meet father again," which arrangement, to tell the truth, was entirely to his taste, as it assured him of Marie's company during the evening. He went to his hotel that night

feeling as all young men do who are yielding to the charms of the girl whom they are learning to prize above all their earthly possessions.

Mike's vacation of a week was all too short, and it was a regretful boy who went back to work at the end of what seemed to him the shortest seven sunny days and moonlit evenings he had ever spent.

During the remainder of the summer he was a frequent patron of Sunday excursions to Nyack, and he is known to have invested in numerous packages of confections and other trifles supposed to be more or less dear to the heart of a man's "best girl," which packages are believed to have accompanied him on his pilgrimages to the Nyack Mecca.

* * *

Ten years have passed since our emigrant left the Emerald Isle. He has been junior partner for five of them in the firm who first employed him. Marie is now Mrs. O'Brien, and there is a wee Mike O'Brien to make sunshine for their happy home. Mike considers himself the happiest Irish-American alive.

HENRY ROYCE.

Geo. H. Reeder & Co.,

JOBBERS OF

BOOTS & SHOES

Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St., Grand Rapids.

C & S. BRAND JAPANS

**CHASE & SANBORN'S
SPECIAL COFFEES**



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.



OYSTERS!

THE P. & B. BRAND WILL PLEASE YOUR CUSTOMERS—INCREASE YOUR TRADE—AND MAKE YOU MONEY—THREE FEATURES THAT COMMEND THEM TO YOUR NOTICE. SOLD BY ALL GRAND RAPIDS JOBBERS—PACKED BY

THE PUTNAM CANDY CO.

AMONG THE TRADE.

AROUND THE STATE.

Holland—J. Donker has opened a meat market.

Newark—W. H. Sower succeeds S. E. Sower in general trade.

Brice—S. E. Sower succeeds J. B. Gardner in general trade.

Roseburg—T. H. Moore succeeds J. F. Umphrey in general trade.

Moorland—Smith & Beers succeed Porter & Beers in general trade.

Kalamazoo—Barrett & Gerow, crockery and groceries, are closing out.

Wayne—W. R. Corlett is succeeded by S. B. Coleman in general trade.

Maple Rapids—H. S. Frisbie has sold his grocery stock to J. P. Roberts.

Litchfield—D. H. Mills succeeds Mills & Derby in the hardware business.

Roscommon—Price & Chase succeed Jas. E. Price in the grocery business.

Ingalls—Ira Carley is to succeed Ira Carley & Co. in the sawmill business.

Saginaw—Voss & Hearn succeeds A. E. Ballentine in the grocery business.

Constantine—Jonas Wolf succeeds Norman W. Haas in the lumber business.

Port Huron—Thos. Davis has sold his fancy grocery stock to Geo. P. Parsons.

Kalamazoo—Wilkes & Brown succeed Austin C. Odell in the grocery business.

Fremont—Hangstafer Bros. have opened a meat market in the Hilton building.

Bay City—H. G. Wendland & Co. succeeded C. Wendland in the dry goods business.

Kalamazoo—Geo. Otto succeeds Bauman & Otto in the boot and shoe business.

Bellevue—W. K. Armstrong succeeds F. L. Mulvany & Co. in the jewelry business.

Reading—A. Walls succeeds Walls & Mead in the agricultural implement business.

Ypsilanti—Byron H. Edwards succeeds Robbins & Edwards in the hardware business.

Cannonsburg—Geo. M. Hartwell is succeeded by J. A. Baker & Co. in general trade.

Marine City—Scott, Sackett & Co. have purchased the grocery stock of Frank Smith.

Kalamazoo—F. B. Kliphouse succeeds Sonke & Kliphouse in the wall paper business.

Battle Creek—Redner Bros. succeed Geo. B. Jenkins in the grocery and meat business.

Waldron—W. M. Robinson & Co. will remove their general stock to Pawnee City, Neb.

Wayne—F. B. Coleman succeeds W. R. Corlett in general trade and the furniture business.

Cheboygan—The boot and shoe stock of Chambers & Co. has been turned over to the creditors.

West Branch—Daniel Jacobs succeeds Chas. Woods & Co. in the grocery and provision business.

Saginaw—Wm. Newmann succeeds Newmann & Schrems in the saloon and bottling business.

Croswell—Arnot, Miles & Co. succeed C. E. Pettys in general trade and in the hardware business.

Mendon—E. J. (Mrs. A. J.) Kerr has removed her harness business from Waldron to this place.

Kalamazoo—Wm. C. & H. H. Mershon succeed Woodhams & Mershon in the flour and feed business.

Harrisville—D. C. Emory has sold his stock of hardware and agricultural implements to Chas. Conklin.

Reed City—Robert F. Armstrong proposes to add a line of men's shoes to his clothing and furnishing goods business.

Traverse City—J. L. Immegetat has sold his grocery stock and meat business to Rinaldo Fuller, formerly engaged in the drug business at Shelby and Manton.

Manton—Ira Kibbe has retired from the firm of Kibbe Bros. The business will be continued by the remaining partner under the style of Hiram Kibbe & Co.

Boyne Falls—Wm. Mears and L. S. Judd have formed a copartnership under the style of Mears & Judd and will engage in general trade and the shingle mill business.

Cadillac—John Olson and Frank H. Goodman, both dealers in boots and shoes, have consolidated their stocks and will do business hereafter under the firm name of Olson & Goodman.

Reed City—Henry Seymour, who has conducted the general merchandise business in the McClellan building for about eight years, is closing out his stock and will retire from business entirely on Jan. 1.

Shelby—H. L. Andrus has purchased the general stock formerly owned by Benj. Morse and re-engaged in trade. The business and location are both familiar to him, as it was in the same store that Paton & Andrus did a successful business for a number of years.

Richland—J. M. Rankin has sold his drug and grocery stock to L. M. Beall and E. J. Peck, who will continue the business under the style of Beall & Peck. Mr. Beall has been connected with the establishment five years in the capacity of clerk and Mr. Peck is an old resident of the place, occupying the position of postmaster.

Port Huron—W. J. K. Martin, member of the general firm of Martin Bros. & Co., died some time ago, and the widow moved to Detroit. Before the death of Mr. Martin the firm had bought a \$10,000 corner lot in the city, the deed being made out to Mr. Martin and his brother, Abraham, and the firm advancing the money. On the death of Mr. Martin the property went to his heirs. The firm brought suit to have the deed set aside and the property turned over to them. The Circuit Court has entered a decree to that effect.

MANUFACTURING MATTERS.

Northville—B. A. Parmenter succeeds Parmenter & Odell in the manufacture of vinegar.

Marquette—John T. Burke and George Oatman will get out 1,000,000 feet of logs near Clowry this winter, putting in their camp at once.

Marquette—Geo. L. Burtis has a raft of 2,000,000 feet of fine large logs on the way from Sturgeon River here, which he expects to manufacture yet this fall.

East Tawas—G. H. Chamberlain, W. G. Richards, F. F. French and W. Gardner have purchased the English mill here and will cut hardwood lumber. The new concern will be known as the Ottawa Hardwood Co.

Saginaw—Britton & Barber, of Ohio, purchased the Owen-Hutchinson mill site several months ago, and have erected a stove mill which will be ready for operations in three weeks, but it will not be started until a stock of timber has been secured.

Alpena—The Alpena Spool Co. is one of our successful industries. An entire car load of spools was shipped to New Jersey last week, and a thread company in England has invited prices on spools to be delivered at the thread factory on the other side of the Atlantic.

Muskegon—The Muskegon Booming Co. has practically concluded its season's work and all that is being done is rafting from the store booms. The company brought down the river about 168,000,000 feet, and according to present indications the drive of next season will not fall but a very little short of this.

"Accuracy in Spelling."

Written for THE TRADESMAN.

The above was the heading of a short sketch in your issue of Nov. 2, and it at once brought to my mind the firmly settled conviction which I have long held, that in very many cases good spellers, and for that matter, bad spellers, also, are "born, not made." You will often run across an unfortunate individual who cannot sing, or whistle, or even hum a tune. It is just the same in many cases with spelling. There are "born spellers," just the same as "born musicians," and, for that reason, a person should not be judged too harshly who occasionally "makes a break" in the spelling of some common word. The writer does not remember of ever studying a lesson of spelling in his life, yet he invariably stood at the head, or very near it, in all spelling contests; and in making this statement the writer takes no credit whatever to himself—it was simply a case of could not help it; it just came natural. When a poser in the shape of an unpronounceable word was given out, I would think for a moment of how the word should look when written and could generally give the proper spelling of "teasers" in orthography, and vice versa. A classmate and, in fact, a seatmate in the old stone Union School building, who was my peer in some other studies, would pore hard and faithfully over his spelling lessons and would go straight to the recitation room and make some of the most wonderful and wholly unlooked-for mistakes imaginable. This same schoolmate to-day holds a very responsible office in the government of this city and within the last month, in a short business note, addressed to the writer, from his office in the gray stone building on Lyon street, I was amused to find a common everyday word twisted as no one but he could twist it. So I say, good spellers are born, not made, and they have no right to find fault or make-light of what, in many cases, may be what might be called a physical misfortune in their friends.

J. B. B.

Ellsworth Increasing in Importance.

ELLSWORTH, Nov. 4—Fred J. Meech is now pleasantly settled in the well-stocked general store established here by the Pine Lake Iron Co. The store is heated with a furnace and contains all the modern conveniences.

Ezra Meech has opened a grocery and provision store here.

Sleeper & Co. have removed their grocery stock from Norwood to this place.

Jackson Grocers to Tackle Scheme Goods.

JACKSON, Nov. 5—At the next meeting of the Retail Grocers' Association, the following subject will be discussed in all its bearings:

"Is it a good principle of business and an honest policy, for grocers to handle scheme or prize goods and thereby run a lottery in connection with the store?"

We have our questions for discussion arranged for some two or three meetings ahead.

N. H. BRANCH, Sec'y.

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—LARGE PACKING BUSINESS and meat market with tools and fixtures, including horse and wagons, brick block 22 feet front on main street, ice house and 2½ acres of land, with slaughter house. This business and property is in Ovid, Mich. Address L. C. Townsend, Allen Bennett Block, Jackson Mich. 6-6

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

NO. 1 CHANCE TO STEP INTO A BUSINESS of \$18,000 to \$20,000 per year; dry goods and fine shoes; will invoice \$7,000; small investment down, balance on time to suit purchaser. Lock box 1, Belding, Ionia Co. Mich. 603

FOR SALE—A GOOD CLEAN STOCK OF hardware in a booming city of 5,000, in the center of the finest farming country in the State. Stock will invoice about \$9,000. Can reduce on short notice. Reason for selling, other business. Address No. 601, care Michigan Tradesman. 604

FOR SALE—SAWMILL, YARD, DOCKS AND timber land. Entire plant. Capacity 30,000 per day. Good condition. Stock secured for winter season. Must be sold. Address No. 601, care of Michigan Tradesman. 601

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

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 per ones 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 gents' 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

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

WANTED—PRACTICAL PRINTER WHO IS familiar with job work and capable of editing a country weekly, to start a new paper in a live town. No competition. Applicant must have at least \$500 cash or its equivalent. If you mean business, address No. 605, care Michigan Tradesman. 6-5

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

WANT GENERAL AGENT TO BUY EX-clusive rights, Michigan or Wisconsin, with large stock "Excelsior Tailor System of Dress Cutting" for families. Perfect fits, large profits—otherwise engaged, must sacrifice. "Excelsior," Davison Mich. 607

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. 510

MICHIGAN MINING SCHOOL.

A State School of Mining Engineering, giving practical instruction in mining and allied subjects. Has summer schools in surveying, shop practice and field geology. Laboratories, shops and stamp mill well equipped. Tuition free. For catalogues apply to the Director, Houghton, Michigan.

Christmas Window Dressing

A HOLIDAY PREMIUM OFFER.

For \$2.25 I will mail post-paid, The "300 Ways," a book of 250 pages and 150 illustrations, devoted to trimming windows and adapted to all lines of business, price \$1.50—Harmann's Christmas Pamphlet, devoted to displays for that special occasion price 75 cents, and the new improved window dressing hammer, price 50 cents. (Each mailed separate if desired). Purchasers of the outfit receive FREE my pamphlet of catchy ideas.

HARRY HARMAN,
Window Dressing Supplies,
Room 1204 The Temple, Chicago, Ill.

C&S BRAND ENGLISH BREAKFASTS

BUFFALO CHOP FORMOSAS

GRAND RAPIDS GOSSIP.

C. L. Gold has opened a drug store at Athens. The Hazeltine & Perkins Drug furnished the stock.

J. Dwarhouse has opened a bakery and grocery store at 252 Alpine avenue. The Ball-Barnhart-Putman Co. furnished the stock.

Will Huyge has purchased Mrs. Mary Grady's grocery stock at the corner of Spring and Island streets and will continue the business.

W. A. Swarts & Son have removed their drug stock from 198 West Bridge street to the southwest corner of Jefferson and Wealthy avenues.

The Putnam Candy Co. shut down Saturday night for three or four days, in order that necessary repairs on the machinery may be effected.

N. Jonker has opened a grocery store at the corner of Carrier street and North College avenue. The Olney & Judson Grocer Co. furnished the stock.

F. & H. Stevenson have engaged in general trade at Holstein. The Lemon & Wheeler Company furnished the groceries and P. Steketee & Sons supplied the dry goods.

Church & Snyder have sold the Zeeland Brick Co., of Zeeland, three 100 horse power boilers and a 125 horse power engine, together with the necessary equipment for brick making.

Wm. Brink will shortly retire from the firm of Brink Bros., general dealers at 34 Grandville avenue. The business will be continued by the remaining partner under the style of Adrian Brink.

The W. T. Lamoreaux Co. has caused a sidetrack to be built on the east side of its warehouse on West Bridge street, so that shipping can now be done from one side of the building and receiving on the other.

A. J. Beardsley, general dealer at Boyne City, has opened a branch store at Thumb Lake, where he and his brother have purchased a tract of timber and will operate a sawmill. The Lemon & Wheeler Company furnish the grocery stock.

W. A. Stowe, formerly Secretary and Treasurer of the Tradesman Company, has leased the vacant store at 22 South Ionia street, formerly occupied by M. H. Treusch & Bro., and will open a wholesale paper establishment therein about Nov. 15.

John Feringa has moved his grocery stock from his old location on the southwest corner of Carrier street and College avenue to his own building on the northeast corner of the same streets. The new building is 44x45 feet in dimensions and two stories high, and contains many modern conveniences. Mr. Feringa has put in a dry goods stock, furnished by P. Steketee & Sons, and a boot and shoe stock, supplied by H. S. Robinson & Co., of Detroit. He has also added flour, feed, hay and straw to his line.

Purely Personal.

Peter Prins, the Holland City grocer, will be married to-day to Miss Lizzie Van Dommelen, of East Holland.

Wm. H. White, senior member of the firm of Wm. H. White & Co., hardwood lumber manufacturers, and White & Fairchild, general dealers at Boyne City,

was in town Saturday on his way home from Chicago. The lumbering firm is spending nearly \$4,000 in the rebuilding of its sawmill, having put in new engines and boilers, increasing its capacity from 40,000 to 60,000 per day. The firm is also stocking the Thompson mill at Boyne Falls.

Frank A. Stone has been granted a two months' vacation by H. Leonard & Sons and will spend the time in England and on the continent. Mr. Stone has been identified with H. Leonard & Sons seventeen years, beginning as boy of all work and gradually working his way upward to his present position as house salesman and assistant buyer. He has been a faithful employe and richly deserves the vacation so generously accorded him.

Gripsack Brigade.

C. T. Hurd, representing L. B. Gibson, a wholesale grocer of Peoria, Ill., has been spending several days in the city, in the interest of the re-organized T. P. A.

In speaking of the invasion of women salesmen, a well-known traveling man recently remarked: "The ladies are invading our domain more and more every year. It is now no unusual thing to meet a lady drummer, and most of them appear to be quite successful. I know a young lady who three years ago was acting as saleslady in a dry goods store at a salary of \$8 a week who now gets \$2,500 a year and expenses from a Boston wholesale millinery firm. But it is not every pretty woman who can succeed as a drummer. To do so she must not only possess a thorough knowledge of her business, but must be able to win the friendship and retain the respect of the men with whom she deals. The fact that she is a woman cuts no figure. In the matter of securing orders, there is precious little sentiment in business."

"The commercial travelers of to-day are a different class of men from what they were ten or fifteen years ago," said Maj. C. C. Rainwater to a reporter recently, "and they occupy a very different position. They command salaries as high as \$5,000 and \$6,000 a year. No small number of men traveling for wholesale houses in the largest cities get \$5,000 a year, the pay of a member of Congress. Ten or fifteen years ago a drummer advertised his business by getting drunk and painting the town. A drummer can't go into town, get drunk and keep his trade there now. The standard is improving all of the time. The drummer must be a gentleman, and a smart one, or he is a failure. As vacancies occur through death or otherwise, the very best of our young men are becoming commercial travelers. It is a work that calls for the highest order of natural business talent, and it is a great training school. The travelers are the coming business men of the country. It is getting to be more and more the case that the wholesale house is what its representatives on the road make it. Competition is close, and the place of the drummer grows better and more important every year."

The Potato Crop.

The October report of the Statistician of the Department of Agriculture contains the following details concerning the potato crop:

The condition of the potato crop, which has been low throughout the whole

season, shows a further heavy falling off during the past month, the September average of 74.8 declining to 67.7 for the present return. In but two years in the history of crop reporting by the Department—1887 and 1890—has the final report been lower. The last report of the season usually foreshadows the final yield quite closely. This last return and the estimated yield made after digging have been as follows since 1889:

Year.	October Condition.	Yield per acre. Bushels.
1889.....	77.9	56.4
1890.....	61.7	57.5
1891.....	91.3	93.9
1892.....	67.7	.....

The season has been distinctly unfavorable almost from the beginning, especially in the districts of heaviest production. Excessive rainfall throughout the Central West at time of planting interfered with germination, causing some rotting of seed. In some districts this was followed by local drouths, which further reduced the vitality of the already enfeebled plants. The early season was more favorable east of the Alleghanies, but unfavorable weather during the latter part of July and August resulted in low conditions.

The Grocery Market.

Sugar—The market is a little easier and lower, the refiners having announced an additional discount of 1-16c on most of the grades sold in this market. Local jobbers have accordingly reduced their quotations to conform to the changed condition of the market.

Oranges—On or about Nov. 15 the first shipments will begin to arrive, when prices will probably drop to about \$3.50 per box for the best grades.

Lemons—Spot goods are scarce, but the new crop—mention of which has been made heretofore—is beginning to land and will soon reach us. The quality will be an improvement over earlier arrivals and prices will be lower.

Bananas—Little doing.

Nuts—The market is steady and firm. The demand is strong and there is no prospect of lower prices until after the holiday season.

Plug Tobacco—The P. J. Sorg Co. announces an advance of 3c a pound on Joker to take effect Nov. 21, at which time the size of the plugs will be changed from 18 ounces, 8 cut, to 16 ounces, 8 cut.

The Dry Goods Market.

The market on bleached and brown cotton is very firm on account of the price and limited quantity of raw cotton. Still jobbers sell at old figures until stocks are exchanged. Silesias find a ready sale, many retailers not selling jeans as much as before, as silesias are so much wider, being 36 inches wide. Cambrics keep up well in price. Manufacturers are asking an 1/8c. more this week. Jobbers generally are getting 4 1/2c. for best brands and 4 1/4c. for the coarser threads. Sewing and dress silks have advanced about 5 per cent. Staple ginghams have declined 1/4c. Dress ginghams are very cheap, all the stocks at the mills being cleaned up. Black dress satines have been large sellers this fall, all the best brands being sold way ahead of the product of the mills. Simpson's range from 10 1/2c. to 22c. per yard. Bates' mills have added a large line of new styles in their damasks, which retail at 50c. per yard. They are beautiful goods.

Use Tradesman Coupons.

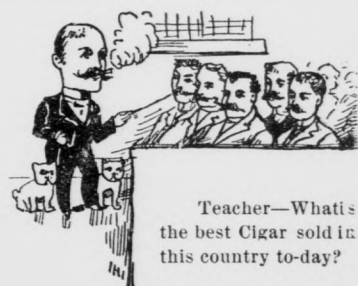
WALTER HOUSE

Central Lake, Mich., E. Walter, Prop.
Fourteen warm rooms, all newly furnished. Good table. Rates, \$1.50 per day. The patronage of traveling men especially solicited.

"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.



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.

MICHIGAN
Fire & Marine Insurance Co.

Organized 1881.

DETROIT, MICHIGAN.

Our Fancy Goods Trade

Has been larger than ever before in the history of our house.

Come in and see our samples of

Albums,

Comb and Brush Sets,

Dolls, Books, Etc.

EATON, LYON & CO.

CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists, GRAND RAPIDS

THE GROCER'S IMPEDIMENTS.

Combined Effort Will Remove Them.
Written for THE TRADESMAN.

Webster tells us that the word grocer is derived from "grosser," one who sells by the gross, or a wholesaler, and that the modern term means a dealer in tea, sugar, spices, coffee, fruits, etc. But, so far as the purpose of this article is concerned, I shall define the term to suit myself. If you were to ask me to define the term carpenter and joiner, I would say that it meant one who knew how to erect an edifice. It would not be sufficient to say that one who owns a kit of tools and can bore a hole or saw a board in two is a carpenter and joiner. And so a man who buys and sells codfish and pumpkins is not thereby constituted a grocer. It is the *knowing how* to buy, sell and handle tea, sugar, spices, coffee, fruits, etc., that properly constitutes one a grocer, and that means knowledge and experience. With this definition of the term I shall proceed with my subject.

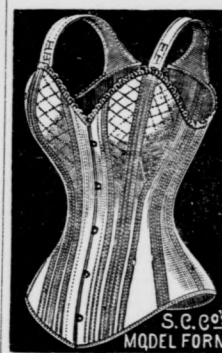
The grocer's path, at the best, is a rough and rugged one, beset with many obstacles. One of the greatest impediments that confront him on every side is the ignorance and incompetency, not of his fellow grocers, but of the numerous nincompoops who set themselves up to buy and sell goods and wares similar to those which the grocer handles. These quacks in trade come from the byways and hedges and their name is legion. Every jackanapes who can repeat the multiplication table as far as five times twelve, and can distinguish between canned goods and sole leather, and who is too everlastingly lazy to "watch gap" in harvest time, somehow gets the idea into his small cranium that the Almighty designed him for a grocer. This fellow—you find him on every side street and in every back alley—is a serious impediment to the progress of the grocer. Were it not for their self-conceit and the greed of the jobber, these fellows might be saved for usefulness in other fields for which they are especially adapted by nature, and the legitimate trade be spared this annoyance. It only takes about six months, on an average, for one of these fellows to drop his "little wad" and bid adieu to the mercantile world. He enters the arena of trade and traffic with some means and a large amount of conceit. He thinks the old war horses in trade charged exorbitant prices for goods and so he will run his "soft snap" more in accordance with the wishes of the dear people—result, the jobber gobbles up his means; his "soft snap" gets so soft that it melts away, and his conceit goes where "the woodbine twineth." If this were the end of him, all would be well; but he no sooner vacates to look up a job by the day somewhere, than two other noodles rush up to take his place, and so this impediment to legitimate trade is perpetual.

Another difficulty in the way of legitimate trade is the disreputable habit which some dealers have of catering to the gullibility of the public. These fellows are shrewd, keen and know how to run a legitimate business, but, being so imbued with the spirit of gain and disregarding the dictates of conscience, they play on the gullibility of the people by making use of all sorts of means to attract attention and catch trade. They succeed to quite an extent in making the public believe that they are giving something for nothing, or selling goods at

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
Atlantic	6	Green Ticket	7
"H.	6	Great Falls	6
"P.	5	Hope	7
"D.	5	Just Out	4 1/2
"LL.	5	King Philip	7
Amory	6	"OP.	7
Archery Bunting	4	Lonsdale Cambric	10
Beaver Dam A.A.	5	Lonsdale	8
Blackstone O. 32	6	Middlesex	7
Black Rock	6	No Name	7 1/2
Boot, A.L.	7	Oak View	6
Capital A.	5 1/2	Our Own	5 1/2
Cavanat V.	5 1/2	Pride of the West	12
Chapman cheese cl.	3 1/2	Rosalind	7 1/2
Clifton C.R.	5 1/2	Sunlight	4 1/2
Comet	6 1/2	Utica Mills	8 1/2
Dwight Star	6 1/2	"Nonpareil	10
Clifton C.C.C.	6 1/2	Vinyard	8 1/2
		White Horse	6
		Rock	8 1/2
HALF BLEACHED COTTONS.		CAMBRIES.	
Cabot	7	Slater	4 1/2
Farwell	8	White Star	4 1/2
CANTON FLANNEL.		Kid Glove	4 1/2
Unbleached	4 1/2	Newmarket	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		
"J.	8		
"K.	8 1/2		
"L.	9 1/2		
"M.	10		
"N.	10 1/2		
"O.	11 1/2		
"P.	14		
DRESS GOODS.		CORSETS.	
Hamilton	20	Schilling's	9 50
G.G. Cashmere	20	Davis Waists	9 00
Nameless	18	Grand Rapids	4 50
CORSET JEANS.			
Armory	6 1/2	Naumkeag satteen	6 1/2
Androsoggin	7 1/2	Rockport	6 1/2
Biddeford	6	Conestoga	6 1/2
Brunswick	5 1/2	Walworth	6 1/2
FANCIES.			
Allen turkey reds	6	Berwick fancies	5 1/2
"robes	6	Clyde Robes	5 1/2
"pink & purple	6	Charter Oak fancies	4 1/2
"buffs	6	DelMarine cashm's	6
"pink checks	6	mour'n's	6
"staples	6	Eddystone fancy	6
"shirtings	4 1/2	"chocolat	6
American fancy	5 1/2	"rober	6
American indigo	5 1/2	"sateens	6
American shirtings	4 1/2	Hamilton fancy	6
Argentine Grays	5	"staple	6
Anchor Shirtings	5	Manchester fancy	6
Arnold	6 1/2	"new era	6
Arnold Merino	6	Merrimack D fancy	6
"long cloth B.	10 1/2	Merrim'ck shirtings	4 1/2
"C.	8 1/2	Repp furn	4 1/2
"century cloth	7	Pacific fancy	6
"gold seal	10 1/2	"robes	6 1/2
"green seal TR	10 1/2	Fortsmouth robes	6
"yellow seal	11 1/2	Simpson mourning	6
"serge	11 1/2	"greys	6
"Turkey red	10 1/2	"solid black	6
Ballou solid black	5	Washington indigo	6
"colors	5 1/2	"Turkey robes	7 1/2
Bengal blue, green	7 1/2	"India robes	7 1/2
red and orange	5 1/2	"plain T'ky X	8 1/2
Berlin solids	5 1/2	"X	10
"oil blue	6 1/2	"Ottoman Tur	6
"green	6 1/2	key red	6
"Foulards	5 1/2	Martha Washington	7 1/2
"red & blue	9	Turkey red	7 1/2
"4	10	Martha Washington	9 1/2
"3-4XXXX	12	Riverpoint robes	5 1/2
Cochecho fancy	6	Windsor fancy	6 1/2
"madders	6	"gold ticket	6 1/2
"XX twills	5 1/2	Indigo blue	10 1/2
"solids	5 1/2	Harmony	4 1/2
TICKINGS.			
Amoskeag A.C.A.	12 1/2	A.C.A.	12 1/2
Hamilton N.	7 1/2	Burberton AAA	16
"D.	8 1/2	York	10 1/2
"Awning	11	Swift River	7 1/2
Farmer	8	Pearl River	12
First Prize	11 1/2	Warren	13
Lenox Mills	18	Conostoga	16
COTTON DRILL.			
Atlanta, D.	6 1/2	Stark A	8
Boot	6 1/2	No Name	7 1/2
Clifton, K.	6 1/2	Top of Heap	9

Schilling Corset Co.'s



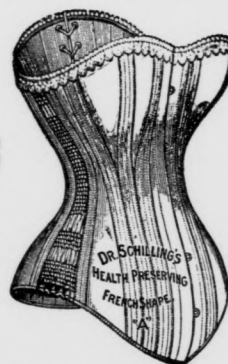
CORSETS

THE
MODEL
(Trade Mark.)
FORM.

Greatest Seller on Earth!

Dr.

Schilling's
FRENCH
SHAPE
A"



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

SCHILLING CORSET CO.,

Detroit, Mich. and Chicago, Ill.

G. R. MAYHEW,

Grand Rapids, Mich.,
JOBBER OF

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

USE



Best Six Cord

— FOR —

Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods & Notions

less than cost. They work prize gift schemes and advertise leaders at cost and less than cost, as a means of deceiving the people and leading them into the belief that they not only can, but do sell goods cheaper than anybody else. These schemers are the anarchists of trade; they are disruptionists and recognize no authority or business code of honor. Instead of educating the people to a proper standard of doing business, they practice duplicity by pandering to their cupidity and playing on their ignorance, which is very annoying to the trade.

Another obstacle in the way of improvement in the life of the grocer is the dealer who persists in having everything his own way. Rather than conform to the wishes of his brother grocers, he will sacrifice his own comfort and add to his own burdens. If one of these fellows be requested to sign an agreement for early closing, he will forthwith keep his store open an hour later than usual, and squander fifty cents in fuel and gas to catch seventeen cents in additional trade. Ask him to close his store on a holiday, he will forego the pleasure of the occasion just to be obstinate and keep his store open. Request him to join a movement for his own benefit, he will prate about his independence and his intention to run his own business. He would prefer to run his own business into the earth and drag his neighbors after him, than to agree to do or not to do a thing in common with his neighbors. It is a pity that a fellow of this kind should ever get into the grocery business. Probably he would not if there was any meaner business on the face of the earth for him.

Another obstruction in the path of success is the huckster nuisance. It is certainly very discouraging to a grocer who pays high rent for a suitable place in which to keep his stock of fruits, vegetables, etc., besides the other expenses to which he is subjected, including a delivery outfit, when his customers all over the neighborhood are serenaded every morning by some old huckster with his soul-agonizing cries of "t-a-toes," "c-a-bitch," "t-u-r-n-ups," etc. This movable stock is hauled around by a twenty-five dollar horse, in a fifteen dollar wagon, and the fifteen cent driver pays for this privilege less than the average storekeeper pays out for charitable purposes. This nuisance is a thorn in the side of the grocer and an annoyance to the people.

The jobber who sells to small hotels, restaurants, boarding houses, etc., at cut rates, is another hindrance to the welfare of the retail trade, and any jobber who persists in so doing should be severely "sat down upon" by the trade.

Is there a way to cure these evils? Yes, by concerted action, and in no other way. A man might as well beat the wind in an attempt to change its course as try to heal these abuses by acting singly. Grocers of Grand Rapids, do you wish to escape from these impediments and place the trade on a firm, legitimate basis? Then organize. Throw aside your jealousies and your suspicions, remembering that your brother grocer is just as honorable as you are, and that he does not place any more dependence on your integrity than you do on his. Cultivate a little charity—it will do your soul good; you need it more than any other class of tradesmen in the universe. Take each other by the hand and make the acquain-

tance of your brother in trade and agree to disagree. If you can't do this, don't try to perfect an organization—you would make a dismal failure of it. Attend the meetings regularly, and be careful what you do, and then stick to it if it takes the hair off the top of your head. If a brother grocer happens to backslide, don't get mad and kick over the traces—remember that it is but human to err. Pick up the erring one and labor with him. If he prove incorrigible, "sit down on him hard;" the jobbers will help you and he will soon repent and return to the fold. If a jobber undertakes to play "shenanagan," order him to quit; he will do so for his own interest if not for yours. In union you will have strength to fortify and protect your interests; to educate the trade; to secure legitimate profits; to find more time for recreation and rest. You will command respect and more careful attention from the jobbers; you will avoid imposition on the part of common carriers, and will compel the huckster and the peddler to either retire from business or assume their share of the common burdens. All this can be brought about by concerted action, and without it nothing can be done. Will you embrace the opportunity?

E. A. OWEN.

Just Like a Boy.

Boy (to baker)—Do you sell pies?
Baker—Yes, my little man.
Boy—My mamma said you sold pies. How much are they?
Baker—Ten cents apiece.
Boy—Give me a peach pie.
Baker (looking over his wares)—I'm all out of peach pies. However, I have some nice mince pies.
Boy—I want a peach pie.
Baker—Well, I'm all out.
Boy—My mamma said you kept peach pies.
Baker—So I do; but just now I'm out of them.
Boy—I'm willing to pay you for one.
Baker—Yes, I know; but I haven't any.
Boy—My mamma said if I gave you ten cents you would give me a peach pie.
Baker—So I would if I had any.
Boy—Any what?
Baker—Peach pies.
Boy—That's what I want.
Baker—Yes, but I haven't one. I haven't anything but mince pies left.
Boy—Well, she said to get a peach pie, an' I want one.

A curious yet profitable business is the exportation and reimportation of quicksilver that has sprung up in California. Quicksilver for export is sold at \$5 less per flask of seventy-six and a half pounds than that for home consumption, and shrewd dealers have not been slow to take advantage of this rebate of over 6 cents per pound. They have cheerfully paid the freight to Australia and back again, and have cleared nearly 5 cents per pound on the transaction.

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's	60	
Cook's	40	
Jennings' genuine	25	
Jennings' imitation	50&10	
AXES.		
First Quality, S. B. Bronze	\$ 7 40	
" " D. B. Bronze	12 00	
" " S. B. Steel	8 00	
" " D. B. Steel	13 50	
BARROWS.		dis.
Railroad	\$ 14 00	
Garden	net 30 00	
BOLTS.		dis.
Stove	50&10	
Carriage new list	75&10	
Plow	40&10	
Sleigh shoe	70	
BUCKETS.		
Well, plain	\$ 3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70&10	
Wrought Narrow, bright 5ast joint	60&10	

Wrought Loose Pin	60&10
Wrought Table	60&10
Wrought Inside Blind	60&10
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	50
CRADLES.	
Grain	dis. 50&10
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1 10	per m 65
G. D. C. F.	60
Musket	60
CARTRIDGES.	
Rim Fire	50
Central Fire	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 38
" 14x52, 14x56, 14x60	38
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	25
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, per pound	07
Large sizes, per pound	6 1/2
ELBOWS.	
Com. 4 pieces, 6 in.	dis. net 75
Corrugated	dis 40
Adjustable	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$25	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	50
Heller's Horse Rasps	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16 17	
Discount, 60	17
GAUGES.	
Stanley Rule and Level Co.'s	dis. 50
KNOBS—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Mailly, Wheeler & Co.'s	55
Brantford's	55
Norwalk's	55
MATTOKES.	
Adze Eye	\$16.00, dis. 60
Hunt Eye	\$15.00, dis. 60
Hunt's	\$18.50, dis. 20&10
MAULS.	
Sperry & Co.'s, Post, handled	50
MILLS.	
Coiffe, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	30
MOLASSES GATES.	
Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	25
NAILS.	
Steel nails, base	1 85
Wire nails, base	1 80&10
Advance over base:	
60	Base 10
50	Base 10
40	Base 10
30	Base 10
20	Base 10
16	Base 10
12	Base 10
10	Base 10
8	Base 10
7 & 6	Base 10
4	Base 10
3	Base 10
2	Base 10
Fine 3	Base 10
Case 10	Base 10
" 8	Base 10
" 6	Base 10
Finish 10	Base 10
" 8	Base 10
" 6	Base 10
Cinch 10	Base 10
" 8	Base 10
" 6	Base 10
Barrell 10	Base 10
PLANES.	
Ohio Tool Co.'s, fancy	dis. 2 40
Scotia Bench	2 40
Sandusky Tool Co.'s, fancy	2 40
Bench, first quality	2 40
Stanley Rule and Level Co.'s, wood	40
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	dis. 40
Copper Rivets and Burs	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 30
"B" Wood's pat. planished, Nos. 25 to 27	9 30
Broken packs 1/4c per pound extra.	

HAMMERS.		dis.
Maydole & Co.'s	35	
Kip's	35	
Verkes & Plumb's	40&10	
Mason's Solid Cast Steel	30c list 60	
Blacksmith's Solid Cast Steel, Hand	30c 40&10	
HINGES.		
Gate, Clark's, 1, 2, 3	dis. 60&10	
State	per doz. net, 2 50	
Screw Hook and Strap, to 12 in. 4 1/4 and longer	3 1/4	
Screw Hook and Eye, 1/2	net 10	
" " " 3/4	net 8 1/4	
" " " 1	net 7 1/4	
" " " 1 1/4	net 7 1/4	
Strap and T.	dis. 50	
HANGERS.		dis.
Barn Door Kidder Mfg. Co., Wood track	50&10	
Champion, anti-friction	60&10	
Kidder, wood track	40	
HOLLOW WARE.		
Pots	60&10	
Kettles	60&10	
Spiders	60&10	
Gray enameled	40&10	
HOUSE FURNISHING GOODS.		
Stamped Tin Ware	new list 70	
Japanned Tin Ware	25	
Granite Iron Ware	new list 33 1/4&10	
WIRE GOODS.		dis.
Bright	70&10&10	
Screw Eyes	70&10&10	
Hook's	70&10&10	
Gate Hooks and Eyes	70&10&10	
LEVELS.		dis.
Stanley Rule and Level Co.'s	70	
ROPS.		
Sisal, 1/4 inch and larger	9	
Manilla	13	
SQUARES.		dis.
Steel and Iron	75	
Try and Bevels	60	
Mitre	20	
SHEET IRON.		
Nos. 10 to 14	Com. Smooth. Com. \$4 05 \$2 35	
Nos. 15 to 17	4 05 3 05	
Nos. 18 to 21	4 05 3 05	
Nos. 22 to 24	4 05 3 15	
Nos. 25 to 26	4 25 3 25	
No. 27	4 45 3 35	
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra		
SAND PAPER.		dis.
List acct. 19, '86	50	
SASH CORD.		
Silver Lake, White A	list 50	
" " " " " " "	55	
" " " " " " "	50	
" " " " " " "	55	
" " " " " " "	35	
Discount, 10		
SASH WEIGHTS.		per ton \$25
Solid Eyes	dis.	
SAWS.		dis.
" " Hand	30	
" " Silver Steel Dia. X Cuts, per foot	70	
" " Special Steel Dia. X Cuts, per foot	50	
" " Special Steel Dia. X Cuts, per foot	30	
" " Champion and Electric Tooth X		
Cuts, per foot	30	
TRAPS.		dis.
Steel, Game	60&10	
Onelda Community, Newhouse's	35	
Onelda Community, Hawley & Norton's	70	
Mouse, choker	15c per doz	
Mouse, delusion	\$1.50 per doz.	
WIRE.		dis.
Bright Market	65	
Annealed Market	70-10	
Coppered Market	60	
Tinned Market	62 1/2	
Coppered Spring Steel	50	
Barbed Fence, galvanized	2 85	
" " painted	2 40	
HORSE NAILS.		dis.
Au Sable	40&10	
Putnam	dis. 05	
Northwestern	dis. 10&10	
WRENCHES.		dis.
Baxter's Adjustable, nickeled	30	
Coe's Genuine	50	
Coe's Patent Agricultural, wrought	75	
Coe's Patent, malleable	75&10	
MISCELLANEOUS.		dis.
Bird Cages	50	
Pumps, Clister	75&10	
Screws, New 1st	70&10	
Casters, Bed a d Plate	50&10&10	
Dampers, American	40	
Forks, hoes, rakes and all steel goods	87&10	
METALS.		
PIG TIN.		
Pig Large	28c	
Pig Bars	28c	
ZINC.		
Duty: Sheet, 2 1/4c per pound.		
600 pound casks	6 1/2	
Per pound	7	
SOLDER.		
1/4 1/4	16	
Extra Wiping	15	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		
ANTIMONY.		per pound
Cookson	13	
Hallett's	13	
TIN—MELYN GRADE.		
10x14 IC, Charcoal	\$ 7 50	
14x20 IC, " "	7 10	
10x14 IC, " "	9 25	
14x20 IC, " "	9 25	
Each additional X on this grade, \$1.75.		
TIN—ALLWAY GRADE.		
10x14 IC, Charcoal	\$ 6 75	
14x20 IC, " "	6 75	
10x14 IC, " "	8 25	
14x20 IC, " "	9 25	
Each additional X on this grade \$1.50.		
ROOFING PLATES.		
14x20 IC, " "	6 50	
14x20 IC, " "	8 50	
20x28 IC, " "	13 50	
14x20 IC, " "	6 00	
14x20 IC, " "	7 50	
20x28 IC, " "	12 50	
20x28 IC, " "	15 50	
BOILER SIZE TIN PLATE.		
14x28 IC	\$14 00	
14x31 IC	15	
14x56 IC, for No. 8 Boilers, per pound	10	
14x60 IC, " " 9 " "	10	

Michigan Tradesman

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at

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— BY THE —

TRADESMAN COMPANY.

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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, NOVEMBER 9, 1892.

As the interval before the reassembling of Congress grows shorter, the interest in prospective legislation begins to quicken. Among the important bills laid over for action during the coming winter by the last session was the Hatch anti-option measure, which attracted such widespread attention during the closing days of the first session of the present Congress. The bill actually passed the House of Representatives under a suspension of the rules, and practically without discussion; but when it reached the Senate it was literally talked to death, and at the last moment consideration was postponed until December, when the short session of the Fifty-second Congress commences. Whether or not the advocates of this radical measure will be as anxious to take it up as soon as Congress reassembles and their successors have been elected there is no means of knowing, but it is very certain that the opposition to the bill on the part of the business interests will be more active and aggressive.

Out With a New Line.

F. A. Cadwell is now on the road for the well-known shoe manufacturers, Snedcor & Hathaway, of Detroit. This firm manufactures a full line of women's shoes and slippers in hand and Goodyear turned, McKay sewed and standard screw, misses and children. In men's shoes they also make a full line of hand sewed Goodyear welt, McKay sewed and standard screw, besides boys' and youths'. In jobbing goods their line is complete. Mr. Cadwell has been out with spring samples for two weeks and reports trade good. Grand Rapids will be his residence.

Crooked Statements.

She—"Where were you last night so late that you couldn't get home until after midnight?"

He—"I was down at Jack Barney's office, helping him make out some statements."

She—"Oh, you were, eh? Well, let me tell you this. If Mr. Barney's statements aren't any more reliable than the one you have just made, there will be some tall kicking among his customers."

A TRUE STORY.

A Reminiscence of Primeval Times.

Written for THE TRADESMAN.

If the pessimistic calamity prophet, who imagines that everything is going to the "demnition bow-wow," would study the history of man and carefully trace his intellectual development from the base, senseless, selfish, arbitrary and combative animal that he once was, through the various stages of development, up to the high standard of moral excellence, refined intelligence and unselfish and amiable disposition to which he has attained to-day, he would cease his doleful croakings, and would, no doubt, be ashamed of himself.

The incidents depicted in the following tale, as viewed from our enlightened standpoint, do not seem credible, but it must be remembered that all this happened a long, long time ago, before the dawn of reason and human intelligence, and when the judgment of the individual, meager as it was, was overruled by beastly tyrants and despots.

THE NARRATIVE.

In the dark ages, in the most enlightened country of that time, and in one of the principal cities, there dwelt a class of traders much given to buying and selling merchandise consisting of such articles of food and provisions as were needed by the dwellers in the city. Unlike the wise and good merchants of our day, those early, uncultivated traders, guided by the dim light of pristine times, actually told lies about each other, and each vied with the other in concocting divers schemes to lead the people to believe that all of the other dealers were dangerous subjects of the king, and that their goods and wares were poorer in quality and higher in price than their own. So far did these barbarous venders carry their schemes, that the people of the city demanded of them that they give some proof of their pretensions, and the ancient historian informs us that one Non Compos Mentis was the first to accede to this demand. To show how impenetrable was the ignorance, and how exceedingly crude was the stage of mental development at that early period of the world's history, it is but necessary to say that Non Compos Mentis—and the fact is well authenticated—actually believed that, if he offered sugar to the people of the city at cost, or less than cost, it would be sufficient proof that his sugar was cheaper, and, at the same time, the people would be hoodwinked into a belief that all of his goods were proportionately cheaper. Think of a merchant getting such an idiotic idea into his head in our day! And yet there are cranks who go about proclaiming that the world is not getting better every day.

Now, Non Compos Mentis was too shortsighted to realize that the adoption of his scheme would afford him but a temporary advantage. He overlooked the fact that he was not only robbing himself of his legitimate profit on sugar, and attempting a base and wicked fraud on the people, but he was forcing his brother dealers into a like channel; and not only so, but, by arousing their ugly natures, they would be driven into still more disreputable methods. The result of this foolish action on the part of Non Compos Mentis was like throwing a bomb among those heathen buyers and sellers. The food and provision trade of the city was thrown into utter confusion, and

some of the more ferocious and immoral among the dealers, being worked up to a state of desperation, actually attempted to make the poor, deluded sojourners in that city believe that they were getting something for nothing, by means of various prize-gift and lottery schemes which were adopted.

In those days, a person whose mental equilibrium was destroyed, was supposed to be possessed with an evil spirit, and so it came to pass that the dealers of that city were looked upon as those who were possessed of the devil. But, while the dealers were thus preying upon each others' substance, the people took advantage of the situation. They went from mart to mart, buying leaders that were thrown out as baits at cost and less than cost. In due course of time, Non Compos Mentis gave up the ghost, and his large stock of merchandise was distributed among the people at prices of their own naming. All of the authorities agree that Non Compos Mentis, after his downfall, passed without the gates of the city and took up his abode in the tombs, among kindred spirits, and that passers-by, for years afterward, were wont to hear his voice in the clefts of the rocks proclaiming: "It was I who committed the fatal blunder. It was I who knifed the profits, killed the trade, and enkindled a spirit of contention, hate and revenge in the breasts of my brother dealers. Oh, that I had been strangled ere I had decided to make such an incomprehensible fool of myself!"

Shortly after the disappearance of Non Compos Mentis, a dealer by the name of Boniface (which means a benefactor), conceived the idea of healing the difficulties by means of organization. He saw that, by united action on the part of the dealers, profit could be restored and maintained, and all the other evils removed. Boniface, like many others of the world's illustrious reformers, appeared many generations before his time. His theory, which was founded on charity and fraternal considerations, was out of joint in those heathen times. It was too practical and belonged to our own Christian Age, after men should have acquired a sufficient amount of intelligence to discriminate as to what pertained to their own interests, and also be guided in their actions, to some extent, at least, by a desire to avoid doing an injury to their fellow-men. Boniface, however, preached the new gospel to his brother dealers, and called upon them to lay aside their petty jealousies and bitter animosities, join hands in the common bonds of friendship and good-will, and regulate their actions in a union of peace and harmony, thereby securing mutual benefits and protection. He pointed out to them that in no other way could these great benefits be secured, and these evils which had demoralized the trade be removed.

It does not seem credible that a dealer in merchandise, even in that remote, idolatrous age, could be so blinded to his own interests and so utterly oblivious to the common good as to stand out in opposition to a movement of this kind; but such was the fact, and it proves two things to my mind: first, that Darwin's theory is correct; second, that Christianity exerts a tremendous influence on the actions of grocers in our modern Christian times. Boniface succeeded in persuading a few to join the movement, but, owing to their coarse natures, they did so

only under protest. They openly declared a lack of faith in the integrity of their fellow-members, and some of them positively asserted that, at the first visible sign of any dodging or hedging on the part of any member, they would kick it all over at once. The star of liberty had not yet risen, and the only idea some of those crude people had of liberty was the liberty to sell their goods and wares for less than they cost, if they chose to do so; and so they would not join the movement and surrender the only idea of liberty they entertained. Boniface and a few of his more enlightened assistants had ordained a set of oracles as a code for the regulation of the association, and a certain night each month was set apart for deliberative work. Some would not join because they could not attend the meetings on that certain night, and they were afraid that their fellow-traders would, in their absence, enact an ordinance to have them beheaded, and they would not be there to defend themselves.

I hope that my readers will not too harshly judge these poor, deluded barbarians. Please remember that these people lived long before the dawn of our Christian Era, at a time when, according to Darwin, mankind was not yet many generations removed from the baboon, and while the brain was crowded out to make room for the ears. Let us feel thankful that we live in Grand Rapids, in the latter part of this nineteenth century.

E. A. OWEN.

What Cash Sales Would Do.

If the time ever arrives in which all pay for their purchases in *spot cash*, when the consumers live within their incomes, none asking for credit, and the capitalists and wholesale men not tempting any to become a debtor by offering credit, then would the world have taken one bold and important step towards the ushering in of the millennium.

Let us consider some of the advantages accruing from a cash business. It would be economical as it requires only about half the help, all told, to do the same business. The dealer could then dispense with some of his clerks. He would require no bookkeeper. No time would then be lost in the keeping of accounts, making out accounts or mailing bills to customers, or suing delinquent debtors. The time now spent in investigating the commercial standing of those requiring credit would be a great gain. The proprietor could then attend to his own business instead of watching the financial affairs of his customers, to calculate their ability to pay, leaving their willingness entirely out of the question. This would soon usher in and inaugurate a better and happier state of society. There would be fewer feuds existing between neighbors, less capital would be needed to do business with, and last but not least, the cash business is to be recommended because of its absolute safety.

He spends his money for goods of more intrinsic worth to him than his money, and when his goods go out of his store the purchase money is in his possession, and he is in no danger of losing his capital by evil, designing and dishonest men, and this relief to the dealer's mind would weigh heavily in the scale of profits. A smaller number would become ruined by drink or fill a suicidal grave as the result of trouble and bankruptcy.

From Out of Town.

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

Den Herder & Tannis, Vriesland.
Frank Smith, Leroy.
G. Herschberg, Bailey.
C. B. Lovejoy, Big Rapids.
Geo. F. Sibley, Whitehall.
Bates & Troutman, Moline.
White & Fairchild, Boyne City.

How a Traveler Took a Prize.

The Boston *Sunday Globe* recently offered four cash prizes for the four best short stories told by drummers. The first prize was \$50 in gold; the second, \$25 in gold; the third, \$15 in gold. Every drummer in the United States was entitled to compete.

The first prize was won by John H. Craine, of Tennessee, who thus described to a party of traveling associates how he secured the prize:

"My most formidable competitor was a man by the name of T. C. Leech, Jr., of Paducah, Ky."

"Is he much of a hustler?" inquired a hardware pilgrim.

"He's a hustler from Hustlerville," replied the shirt man, "and one of the biggest-hearted men in the world; besides, he's as handsome as a picture, bright as a new silver dollar, and possesses manners that would make a Chesterfield green with envy."

"Pretty strong competitor," suggested a grocery representative.

"He is; but I downed the dude, and since I put the trade onto the joke I have gained a little notoriety at Tom's expense, and am now selling trade that I couldn't touch before with a ten-foot pole."

"It was about the first of last April that I met Leech in Memphis. I had his route down pretty fine, and was satisfied that Bolivar was the next town he would make—just one man there in our line—both sold him, but, everything being equal, he would give Tom the preference. I left on the Tennessee Midland, expecting to go via Jackson and reach Bolivar three hours ahead of my competitor, whom I supposed would go over the Memphis & Charleston. Imagine my surprise when I boarded the car and found Leech in the smoker, quietly enjoying a cigarette. My only hope now was to get off at Whiteville and drive through the country to Bolivar, so when we slowed in to that point I jumped off the rear car and struck a bee line for the livery stable, but, as I went in the door, I heard someone say, 'Hurry and give me the best team you have in the stable.' I looked around and discovered Tom Leech."

"Well, it's a stand-off so far, Jack," he said, as he extended his hand. "We are certainly onto each other and if you say so we will make the drive together."

"Good as wheat," I replied, "but let's get dinner before we start. It's now 11 o'clock."

"To thunder with dinner!" he exclaimed. "I am not hungry, and if we get hungry we can get dinner at a farm house."

"This is our only chance," I contended, "and if we leave here without it I'll bet you a box of cigars we don't get a bite before supper."

"Agreed—the cigars go," and he emphasized his acceptance of the wager with a hearty shake of my hand.

"In a few minutes we were spinning over a good country road behind a pair of fine steppers. At 12 o'clock we stopped at a granger-looking structure and asked for a bite to eat—woman was sick and couldn't accommodate us; next place the woman of the house was off on a visit; next place dinner was over and cook gone. It was now 2 o'clock and no dinner, and we were within two miles of Bolivar."

"I've got the cigars on you, old boy, and you had just as well make up your mind to pay 'em."

"Does look that way," he acknowledged, not a little disconcerted; "but we haven't got to Bolivar yet—say, driver, what big building is that on the hill?"

"Dat's de new West Tennessee Insane Asylum, boss."

"Who are those people in that grove this side of the hill?"

"It's a Sunday-school picnic from Bolivar," he replied."

"That's good," shouted the Paducah dandy. At the same time he reached under his seat and brought forth a strong leather hitch rein. "We will have a good dinner and a bushel of fun besides," and throwing off his coat and rolling up his sleeves he presented his shapely white wrists and requested me to bind them securely with the leather strap."

"Your idea is a novel one," I observed as I caught onto his scheme, "and if you carry it out successfully I will pay the cigars cheerfully."

"In the meantime I had his arms in leather shackles and our team had stopped within a dozen yards of the picnicers. Leech was raving like a genuine madman and I was trying to hold him in the vehicle. 'Come to my assistance, gentlemen,' I cried, as I appealed to the male members of the party; 'this is a crazy man I am carrying to the asylum. He has an idea that the dinner you have there on the ground was prepared for him—come at once—if he gets away he may kill the ladies.'

"Just then Tom jumped over the wheel, but, as his hands were tied, he lost his balance and fell sprawling on his back in a hog wallow. I looked for the picnicers, but they had gone to the bushes like a covey of young quail."

"Well, to make a long story short, I pulled my companion out of the mud and led him to the delicious viands, where we had a royal feast. After making a short talk to the picnicers, who were still in the bushes, nothing being visible but their heads, in which I begged their pardon for the unfortunate affair, I conducted my insane friend to the carriage and left in a hurry."

"For God's sake cut this strap, it's sawing my hand off," cried poor Tom."

"Drive through the gate and up the hill," and I placed a shining silver dollar in the driver's itching palm."

"Asylum the dickens!" exclaimed Tom. "Who wants to go by that horrid place? Say, cut this string."

"We were now through the gate. I shall never forget the look Leech gave me. 'Cut this string or I will cut your throat!'"

"I paid no attention to his threat, and as our vehicle stopped in front of the main entrance the superintendent came out to meet us. I took him to one side and explained that the patient was very unruly, wanted him put in a cell at once, would go to Bolivar and return in two hours with patient's brother, who had just come in on train, and who had papers of committal and physician's certificate of insanity."

"Well, you should have seen Leech and heard him swear; the superintendent tried his powers of persuasion at first, but seeing that he was wasting words on a madman he called four attendants who picked him up bodily and carried him to a cell. After seeing him in an iron cage, I assured the superintendent that I would be back in two hours and arrange matters in detail. I jumped into my carriage and flew to Bolivar."

"In less than two hours I had taken a big order from our customer, written a letter to the superintendent, in which I explained the joke, gave it to a couple of Tom's friends with a request that they deliver it, was aboard the cannon ball and speeding to New Orleans."

"I heard afterwards that the two young men to whom I explained the joke, accompanied by a couple of Tom's lady friends, went at once to the asylum, where they found him as mad as a March hare. I heard that when the girls looked in on him he was cursing like a sailor, and had, in his desperation, torn his garments until he didn't have enough clothing on his person to pad a crutch. But I did the square thing with Tom, and"—

"Did the square thing?" exclaimed the crowd. "What in the name of goodness do you call the square thing?"

"Why, I paid him the cigars, of course."

The lumbering town of Ewen, which has sprung into prominence lately as the location of three mills, and the center of heavy logging operations, is to have a bank. Wm. H. Gardner, formerly the proprietor of the Edmore Exchange Bank, will open the doors of the Ewen Exchange Bank Nov. 10.

The man who is ashamed of his politics is of as little moral use in a community as is the man who is ashamed of his religion.

HENRY S. ROBINSON.

CHAS. E. SMITH.

RICHARD G. ELLIOTT.

H. S. ROBINSON AND COMPANY.

Manufacturers and Wholesale Dealers in

Boots, Shoes *and* Rubbers,

99, 101, 103, 105 Jefferson Ave.,

DETROIT, MICH.

State Agents for the Candee Rubber Co.

DO YOU HANDLE

Buffalo



Soap?

IF NOT, WHY NOT?

It is the Best Laundry Soap on Earth.



I. M. CLARK GROCERY CO.

SOLE AGENTS.

You are in want
of Rapid Selling Clothing.

JUST WHAT YOU REQUIRE FOR

- Winter Trade. -

HEAVENRICH BROS., MAKERS - -
- - SELLERS
Tasty Tailor-Made Clothing.

138-140 Jefferson Ave., - - DETROIT, MICH.

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

One Year—James Vernor, Detroit.
Two Years—Ottmar Eberbach, Ann Arbor.
Three Years—George Gundrum, Ionia.
Four Years—C. A. Bugbee, Cheboygan.
Expiring Jan 1—Jacob Jesson, Muskegon.
President—Ottmar Eberbach, Ann Arbor.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. Gundrum, Ionia.
Next meeting—Saginaw, Jan. 11.

Michigan State Pharmaceutical Ass'n.

President—Stanley E. Parkill, Owosso.
Vice-Presidents—L. 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.

Eighty-one Out of Ninety-nine.

At the November meeting of the Michigan Board of Pharmacy, held at Lansing November 1 and 2, there were ninety-nine applicants for examination, of whom forty-nine were granted certificates as registered pharmacists, and thirty-three certificates as registered assistant pharmacists, eighteen failing to receive either. The names of the successful candidates are as follows:

Registered Pharmacists—Charles E. Abell, South Haven; Frank Baggott, Ludington; George F. Barbarin, Mason; Frank E. Beard, Battle Creek; Anson Bennett, Pottsville; John B. Boyle, Detroit; Wade B. Camburn, Hanover; Lewis Chamberlain, Grand Rapids; John Eppley, Constantine; Paul Fitzgerald, Yale; Wilder A. Gleason, Newaygo; Ross Haffey, Detroit; Albert L. Hawk, Remus; Elvin K. Huddle, Bloomville, O.; Ernest R. A. Hunt, Lowell; Chas. I. Jewell, Pontiac; Lucius Judson, Clayton; Adam L. Klemm, Saginaw; Samuel C. Lawrence, Detroit; Guy Lockwood, Benton Harbor; Alfred P. Lower, Hicksville, O.; Levi A. McDermitt, Detroit; Allen J. McLaughlin, Detroit; Herman R. Marwinske, Saginaw; Ernest D. Matthew, Ypsilanti; Richard E. Mercer, Kalamazoo; William L. Newton, Richmond; Frederick E. North, Stockbridge; Abel Olson, Ludington; Emory E. Palmer, Pottsville; Marius C. Preysz, Big Rapids; William H. Quigley, Benton Harbor; Louis F. Rice, Chester; Henry C. Richardson, Ada, O.; Charles A. Robertson, Grand Rapids; Edwin C. Rolfs, Detroit; Fred J. Rothacher, Detroit; Oscar Ryburg, Muskegon; Will R. Setchfield, Fenton; Peter I. Sauer, Detroit; Garrett J. Schrouder, Grand Rapids; William Sharp, Detroit; George S. Sharrard, Yale; Robert W. Shaw, Port Huron; John Staley, Yale; Peter Stewart, Hadley; George F. Walker, Detroit; Alton W. Grandy, Rives Junction.

Registered Assistant Pharmacists—Ernest Anschultz, Alpena; Walter Beck, Charlotte; Fred Burke, Richmond; Clarence A. Cameron, Flushing; Lewis Chapell, Grand Rapids; David A. Cornell, Copemish; Albert M. Edwards, Jr., Detroit; Burt B. Fish, Edwardsburg; Fred A. Forsyth, Carsonville; Orrin H. Freeland, Mason; Albert F. Gladhill, Petrolia, Ont.; Edward B. Hamlyn, Battle Creek; Theodore A. Jamison, South Boardman; Fred H. Kelley, Detroit; John Kennedy, South Lyon; Walter E. Le Fevre, Muskegon; John W. Leininger, Gladwin; Lester A. Newark, Brookfield; Charles Niendorf, Colon; Harlan A. Main, Tekonsha; George J. Menold, Oscoda; William R. Murray, Detroit; William F. Osterle, Grand Rapids; Ralph Pinckney, Ypsilanti; Elon A. Richards, Saranac; Harry D. Robson, Williamston; Franck C. Schmitz, Pontiac; Jay Nelson Swift, Eaton Rapids; Harry D. Tisdale, Stanton; Edmon C. Waltersdorf, Charlotte; Edward C. Warren, Standish; Glenn L. Williams, Lapeer; William Zergenhagen, Muskegon.

The next meeting of the Board will be held at Saginaw on January 11, 1893.

The man who goes into politics honest and upright will take a tumble before he gets out.

Central Lake on a Boom.

CENTRAL LAKE, Nov. 5.—There is no denying the fact that Central Lake is experiencing a genuine business boom. Sixty-five new buildings, large and small, have been erected during the present season and half as many more are now in contemplation.

E. Walter has sold his hardware stock to Thos. Gould & Co., late of Breedsville, who will add to the stock and conduct the buying and shipping of potatoes in connection therewith.

Mr. Walter has leased the east store in his new building to E. Davison, a Detroit Hebrew, who will shortly occupy the store with a stock of dry goods and men's furnishing goods.

Geo. W. Miller has erected a two-story frame store building, 22x44 feet in dimensions and will occupy the lower floor with a clothing and furnishing goods stock as a branch of his Charlevoix establishment. The business here will be managed by F. M. Sears, who has been identified with the Charlevoix house for several years.

L. E. Bockes has moved his drug stock into his new building.

C. S. Ramsey contemplates adding a line of boots and shoes to his grocery stock.

C. H. Whittington, who conducts a furniture store at East Jordan, is erecting a two-story frame building, 24x40 feet in dimensions, and will put in a furniture and undertaking stock.

Henry Sissons is erecting a two-story frame building, 22x50 feet in dimensions, which he will occupy with his general stock as soon as completed.

Thurston & Co. contemplate the erection of a two or three-story brick block on their corner another season. Such an improvement would be a fitting climax to the business career of the house, which has done business in Central Lake about fifteen years and has acquired a reputation of which any firm might well be proud.

E. Walter has decided to conduct a hotel in the second story of his block and will style the hostelry the Walter House. He will cater particularly to the traveling men.

To Detect Counterfeits.

An expert gives the following rule for detecting counterfeit United States paper money. "The rule is not strictly infallible, but is so practically. He says: 'The check letter which the United States notes and certificates have in the corners diagonally opposite to the note number are made this way: The notes are four on one sheet, A, B, C, D, from the top. Of course, as the notes are numbered consecutively, notes 1, 5, 9, 13, etc., would be A, and 2, 6, 10, 14, etc., B, and so on. So to get the check letter for a note the rule is to divide by 4; if 1 is left over the check letter should be A; if 2, it should be B, if 3, C, and if there is no remainder it will, of course, be D. The counterfeiters use but one plate, and print all their notes alike, so that three out of every four are sure to be wrong.'"

The Drug Market.

There are few changes to note this week.

Linseed oil has advanced 1c per gallon.

Lycopodium is lower.

Lupulin is scarce and higher.

Quinine is steady.

Opium and morphia are unchanged.

Use Tradesman or Superior Coupons.**HOW'S THIS?**

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

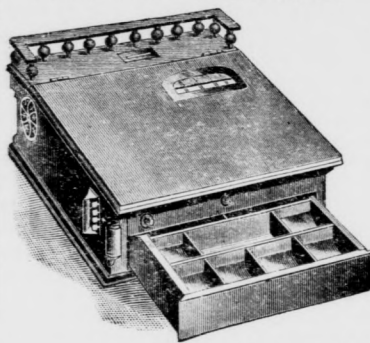
F. J. CHENEY & CO., Props., Toledo, O. We the undersigned, have known F. J. Cheney for the last 15 years, and believe him perfectly honorable in all business transactions and financially able to carry out any obligation made by their firm.

WEST & TRUAX,
WALDING, 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.

The Standard Cash Register

(Patented in United States and Canada.)



Is a practical Machine, Appreciated by Practical Business Men.

It is 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.

CONFECTIONERY.

THERE'S MONEY IN IT PROVIDING YOU BUY THE BEST AND AT THE LOWEST FIGURE. OUR TRADE IS BOOMING, WHICH IS PROOF THAT THE TRADE THROUGHOUT MICHIGAN AND ADJOINING STATES KNOW FROM WHOM TO BUY. WE MANUFACTURE A COMPLETE LINE OF FIRST-CLASS GOODS AND EXECUTE ORDERS PROMPTLY.

THE PUTNAM CANDY CO.

75 Cents on the Dollar.

Michael Kolb & Son, wholesale clothiers, Rochester, N. Y., have instructed me to close out balance fall stock, with few exceptions, at above named reductions. I always argued that instead of giving one or two big houses benefit of these bargains, same should be thrown into whole market.

I shall be at Sweet's Hotel, Grand Rapids, for the last time this season on Friday, November 12. Thanking trade for many mail orders sent in to the house from all parts of the country for Prince Albert coats and vests, it bespeaks their excellence. They receive prompt attention. Any of the trade desiring to see me before above date, 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.



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

OUR HOLIDAY CATALOGUE NOW READY.

Send for it!

**Rugs, Hassocks, Blacking Cases, Foot Rests
Carpet Sweepers.
SMITH & SANFORD, 68 Monroe St.**

FLORIDA ORANGES.

We have made arrangements to receive regular shipments direct from the groves and shall be in a position to make close prices. We have the exclusive agency of the favorite "Sampson" brand and will handle the "Bell" brand largely, which will be packed in extra large boxes and every orange will be wrapped in printed tissue.

PUTNAM CANDY CO.

HAVE AN ORIGINAL DESIGN Printed on your Commercial Stationery. It don't cost much.

Write to **THE TRADESMAN COMPANY, They Do It.**

Wholesale Price Current.

Advanced—Linseed oil, lupulin.
Declined—Lycopodium.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzolium German.	65 75	Aloe	50
Boric	30	Arnica and myrrh	60
Carbolicum	25 38	Asafoetida	50
Citricum	50 52	Atropa Belladonna	60
Hydrochloric	30 5	Benzoin	60
Nitricum	100 12	Co.	50
Oxalicum	100 12	Sanguinaria	50
Phosphoricum dil.	20	Barosma	50
Sulphuric	1 30 70	Cantharides	75
Tannic	1 40 21 60	Capicum	50
Tartaric	33 35	Ca damon	75
AMMONIA.		POTASSIUM.	
Aqua, 16 deg.	3 4 5	Ri Carb.	15 18
20 deg.	5 4 7	Bichromate	13 14
Carbonas	13 14	Bromide	33 35
Chloridum	12 14	Carb.	13 15
ANILINE.		Chlorate (po 23)	3 22
Black	2 00 2 25	Cyanide	50 55
Brown	80 21 00	Iodide	90 2 3
Red	45 50	Potassa, Bitart. pure.	27 30
Yellow	2 50 2 3 00	Potassa, Bitart. com.	8 10
BACCAR.		Potass Nitras, opt.	7 9
Cubeae (po 60)	50 60	Potass Nitras	28 30
Juniperus	80 10	Prussiate	15 18
Xanthoxylum	25 30	RADIX.	
BALSAMUM.		Aconitum	20 25
Copaiba	45 50	Althae.	20 25
Peru	21 30	Anchusa	12 15
Terabin, Canada	35 40	Arum, po.	20 25
Tolutan	35 50	Calamus	20 40
CORTEX.		Gentiana (po 12)	8 10
Abies, Canadian	18	Glycyrrhiza (pv. 15)	16 18
Cassia	11	Hydrastis Canaden.	30 35
Cinchona Flava	18	(po 35)	20 30
Euonymus atropurp.	30	Hellebore, Ala. po.	15 20
Myrica Cerifera, po.	20	Inula, po.	15 20
Prunus Virgin.	12	Ipecac, po.	2 50 2 60
Quillaia, grd.	10	Iris plox (po. 35 38)	35 40
Sassafras	12	Jalapra, pr.	50 55
Ulmus Po (Ground 15)	15	Maranta, 4s.	2 35
EXTRACTUM.		Podophyllum, po.	15 18
Glycyrrhiza Glabra.	24 25	Rhei.	75 80
" po.	33 35	" cut.	75 80
Haematox, 15 lb. box.	13 14	" pv.	75 80
" 15 lb.	13 14	Spigelia	35 38
" 1/2 lb.	14 15	Sanguinaria, (po 25)	20 25
" 1/4 lb.	16 17	Serpentaria	30 32
FERRUM.		Senega	65 70
Carbonate Precip.	2 15	Similax, Officialis, H	2 40
Citrate and Quinia	2 30 50	" M	10 12
Citrate Soluble	2 80	Scilla, (po. 35)	10 12
Ferrocyanidum Sol.	2 50	Symplocarpus, Feti-	2 35
Solut Chloride	2 15	cus, po.	2 35
Sulphate, com'l.	2 12	Valeriana, Eng. (po. 30)	2 25
" pure.	2 7	" German.	15 20
FLORA.		Ingiber a.	13 15
Arnica	18 20	Zingiber j.	18 22
Antemils	3 2 35	SEMIN.	
Matricaria	40 45	Anisum, (po. 20)	2 15
FOLIA.		Apium (graveleons)	13 15
Barosma	30 21 00	Bird, Is.	4 6
Cassia Acutifol.	25 28	Carni, (po. 18)	8 12
" Alx.	35 50	Cardamon	1 00 2 25
Salvia officinalis, 4s	12 15	Coriandrum	10 12
and 1/2 s.	12 15	Cannabis Sativa	3 4 24
Ura Ursi.	8 10	Cydonium	75 100
GUMMI.		Chenopodium	10 12
Acacia, 1st picked	2 75	Dipteris Odorata	3 00 3 25
" 2d	2 50	Foeniculum	2 15
" 3d	2 40	Foenugreek, po.	6 8
" sifted sorts.	2 25	Lini	4 4 4 4
" po.	60 80	Lini, grd. (bbl. 3 4)	4 4 4 4
Aloe, Barb. (po. 60)	50 60	Lobelia	35 40
" Cape, (po. 20)	2 12	Pharlaris Canarian.	6 6 6 4
Socotri, (po. 60)	2 50	Kapa	6 7
Catechu, 1s, 1/2 s, 1 1/2 s.	2 1	Sinapis Albu.	10 12
16)	2 1	Nigra.	11 12
Ammoniac	55 60	SPIRITUS.	
Asafoetida, (po. 35)	3 35	Fruentil, W. D. Co.	2 00 2 50
Benzoinum	54 57	" D. F. R.	1 75 2 50
Camphora	54 57	" 1 00 21 50	1 00 21 50
Euphorbium po	35 40	Juniperis Co. O. T.	1 75 21 50
Galbanum	23 50	Rhei Arom.	1 75 21 50
Gamboge, po.	70 75	Saacharum N. E.	1 75 21 50
Guaiacum, (po 30)	2 25	Spt. Vini Galli.	1 75 21 50
Kino, (po 50)	2 45	Vini Oporto	1 25 21 50
Mastic	2 80	Vini Alba.	1 25 21 50
Myrrh, (po 45)	2 40	SPONGES.	
Opil. (po 2 60)	1 75 21 50	Florida sheeps' wool	2 25 2 50
Shellac	2 35	Nassau sheeps' wool	2 00
" bleached	30 35	Velvet extra sheeps'	1 10
Tragacanth	30 75	wool carriage	85
HERBA—In ounce packages.		Extra yellow sheeps'	65
Absinthium	25	carriage	75
Eupatorium	20	Hard for slate use	1 40
Lobelia	25	Yellow Reef, for slate	
Majorum	25	use	
Mentha Piperita	23	SYRUPS.	
Rue	30	Accacia	50
Tanacetum, V.	22	Zingiber	50
Thymus, V.	25	Ipecac.	60
MAGNESIA.		Ferri Iod.	50
Calcined, Pat	55 60	Aurant Cortes.	50
Carbonate, Pat	20 22	Rhei Arom.	50
Carbonate, K. & M.	20 25	Similax Officialis	50
Carbonate, Jennings	35 36	" Co.	50
OLEUM.		Senega	50
Absinthium	3 50 2 4 00	Scilla	50
Amygdalae, Dulc.	45 75	" Co.	50
Amygdalae, Amarae	8 00 2 5	Tolutan	50
Anisi	1 80 21 50	Prunus virg.	50
Aurant Cortes.	2 75 21 50	SYRUPS.	
Bergamot	3 25 21 50	Accacia	50
Capivi	60 85	Zingiber	50
Caryophylli	75 80	Ipecac.	60
Cedar	35 60	Ferri Iod.	50
Chenopodii	61 60	Aurant Cortes.	50
Cinnamomi	1 10 21 15	Rhei Arom.	50
Citronella	45	Similax Officialis	50
Conium Mac.	45 65	" Co.	50
Copaiba	90 21 00	Senega	50

Morphia, S. P. & W.	1 60 21 85	Setiditz Mixture.	20	Lindseed, bottled	50	53
" S. N. Y. Q. &	1 50 21 75	Sinapis.	18	Neat's Foot, winter		
Moschus Casion.	2 40	" opt.	30	strained	50	60
Myristica, No. 1.	65 70	Snuff, Maccaboy, De	35	Spirits Turpentine	37	40
Nux Vomica, (po 20)	2 10	Voes	35	PAINTS.		bbl. lb.
Os. Sepia	20 22	Snuff, Scotch, De, Voes	35	Red Venetian	1 1/2	2 3/4
Pepsin Saac, H. & P. D.	20 22	Soda Boras, (po. 11)	10 11	Soda et Potass Tart.	1 1/2	2 3/4
Co.	2 00	Soda Carb.	1 1/2 2	" Ber.	1 1/2	2 3/4
Pleis Liq. N. C., 1/4 gal	2 00	Soda, Bi-Carb.	2 1/2	Putty, commercial	2 1/2	2 3/4
doz	2 00	Soda, Ash	3 1/2 4	" strictly pure	2 1/2	2 3/4
Pleis Liq., quart	2 00	Soda, Sulphas.	2 1/2	Vermillion Prime Amer-		
Pleis Liq., pint	2 00	Sps. Ether Co.	50 25	ican	13 21 6	
Pil Hydrag, (po. 80)	2 00	" Myrcia Dom.	2 25	Vermillon, English	65 70	
Piper Nigra, (po. 23)	2 00	" Myrcia Imp.	2 30	Green, Peninsular	70 75	
Piper Alba, (po. 23)	2 00	" Vini Rect. bbl	2 25 2 35	Lead, red	7	2 1/4
Pix Burgun.	2 00	Less 5c gal., cash ten days.	2 25 2 35	" white	7	2 1/4
Plumbi Acet.	14 15	Strychnia Crystal	1 40 1 45	Whiting, white Span.	20	
Pulvis Ipecac et opil.	10 21 20	Sulphur, Subl.	2 1/2 3 1/2	Whiting, Gilders	20	
Pyrethrum, boxes H	2 1 25	" Roll	2 1/2 3 1/2	White, Paris American	1 0	
" P. D. Co., doz	2 1 25	Vanilla	9 00 21 60	Whiting, Paris Eng.		
Pyrethrum, pv.	30 35	Zinci Sulph.	7 8	VARNISHES.		
Quassia	80 10	OILS.		No. 1 Turp Coach	1 10 21 20	
Quinia, S. P. & W.	27 32	Whale, winter	Bbl. Gal	Extra Turp.	1 00 21 70	
Rubia Tinctum	12 14	Lard, extra	71 75	Coach Body	2 75 2 30	
Saccharum Lactis pv.	23 25	Lard, No. 1	42 45	No. 1 Turp Furn.	1 00 21 10	
Salacin	1 75 21 80	Linseed, pure raw	47 50	Eutra Turk Damar	1 55 21 60	
Sanguis Draconis	40 50			Turp.	70 21 75	
Sapo, W.	12 14					
" M.	10 12					
" G.	2 15					

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES,
GINS, WINES, RUMS.

We sell Liquors for medicinal purposes only.

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

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

The prices quoted in this list are for the trade only, in such quantities as are usually purchased by retail dealers. They are prepared just before going to press and are an accurate index of the local market. It is impossible to give quotations suitable for all conditions of purchase, and those below are given as representing average prices for average conditions of purchase. Cash buyers or those of strong credit usually buy closer than those who have poor credit. Subscribers are earnestly requested to point out any errors or omissions, as it is our aim to make this feature of the greatest possible use to dealers.

AXLE GREASE. doz gross Aurora 55 6 00 Castor Oil 75 9 10 Diamond 50 5 50 Praxer's 81 9 00 Mica 75 8 00 Paragon 55 6 00		BAKING POWDER. Acme 1/4 lb. cans, 3 doz. 45 1/4 lb. " 2 " 85 1 lb. " 1 " 1 00 Bulk 10 Arctic. 1/4 lb. cans. 60 1/4 lb. " 1 20 1/4 lb. " 2 00 1/4 lb. " 9 60 Fosfon. 5 oz. cans, 1 doz. in case. 80 16 " 2 " 2 00 Dr. Price's.		BAKING POWDER. Dime cans. per doz 4-oz 1 33 6-oz 1 90 8-oz 2 47 12-oz 3 75 16-oz 4 75 2 1/2-lb 11 40 4-lb 18 25 5-lb 21 60 10-lb 41 80 Red Star, 1/4 lb. cans. 40 " 1/2 lb. " 80 " 1 lb. " 1 50 Teifer's, 1/4 lb. cans, doz. 45 " 1/2 lb. " 85 " 1 lb. " 1 50		BATH BRICK. 2 dozen in case. English 90 Bristol 80 Domestic 70 BLUING. Gross Arctic, 4 oz ovals 4 00 " 8 oz 7 00 " pints, round 10 50 " No. 2, sifting box 2 75 " No. 3, " 4 00 " No. 5, " 8 00 " 1 oz ball 4 50 BROOMS. No. 2 Hurl 1 75 No. 1 " 2 00 No. 2 Carpet 2 25 No. 1 " 2 50 Parlor Gem 2 75 Common Whisk 90 Fancy 1 15 Warehouse 3 25 BRUSHES. Stove, No. 1 1 25 " 10 1 50 " 15 1 75 Rice Root Scrub, 2 row. 85 Rice Root Scrub, 3 row. 1 25 Palmetto, goose 1 50 BUCKWHEAT  Quick Rising KING'S BRAND Buck Wheat FLOUR 100 lb. cases, 2 & 5 lb. pkgs \$5 00 Hotel, 40 lb. boxes 10 Star 40 9 Paraffine 11 Wicking 1 lb 24 CANNED GOODS. Fish. Clams. Little Neck, 1 lb 1 15 " 2 lb 1 90 Clam Chowder. Standard, 3 lb. 2 00 Cove Oysters. Standard, 1 lb. 90 " 2 lb. 1 70 Lobsters. Star, 1 lb. 2 40 " 2 lb. 3 30 Picnic, 1 lb. 2 00 " 2 lb. 2 90 Mackerel. Standard, 1 lb. 1 05 " 2 lb. 1 90 Mustard, 2 lb. 2 25 Tomato Sauce, 2 lb. 2 25 " 2 lb. 2 25 Salmon. Columbia River, flat 1 85 " talls 1 75 Alaska, 1 lb. 1 40 " 2 lb. 1 90		Sardines. American 1/4s 4 1/2 @ 5 " 1/2s 6 1/2 @ 7 Imports 1/4s 11 @ 12 " 1/2s 15 @ 16 Wm 1st 1/4s 7 @ 8 Boneless 20 Brook, 3 lb Trout 2 50 Fruits. Apples. 3 lb. standard 3 60 York State gallons 2 75 Hamburg 2 75 Apricots. Live oak 2 00 Santa Cruz 2 00 Lusk's 2 00 Overland 1 90 Blackberries. B. & W 95 Cherries. d 1 20 Pitted Hamburg 1 75 White 1 30 Erie 1 20 Damsons, Egg Plums and Green Gages 1 20 Erie 1 25 California 1 70 Common Gooseberries. 1 20 Peaches. Pie 1 30 Maxwell 2 00 Shepherd's 1 85 California 2 10 Monitor 1 85 Oxford Pears. Domestic 1 20 Riverside 2 10 Pineapples. Common 1 30 Johnson's sliced 2 50 " grated 2 75 Quinces. Common 1 10 Raspberries. Red 1 30 Black Hamburg 1 50 Erie black 1 25 Strawberries. Lawrence 1 25 Hamburg 1 25 Erie 1 30 Terrapin 1 25 Whortleberries. Common 1 10 F. & W. 1 15 Blueberries 1 10 Meats. Corned beef, Libby's 1 90 Roast beef, Armour's 1 75 Potted ham, 1/4 lb 1 30 " 1/2 lb 80 " tongue, 1/4 lb 85 " 1/2 lb 85 " chicken, 1/4 lb 95 Vegetables. Beans. Hamburg stringless 1 25 " French style 2 25 " Lima 1 40 Lima, green 1 25 " soaked 80 Lewis Boston Baked 1 35 Bay State Baked 1 35 World's Fair Baked 1 35 Picnic Baked 1 00 Corn. Hamburg 1 30 Livingston Eden 1 30 Purity 1 50 Honey Dew 1 50 Morning Glory 1 15 Soaked 1 15 Peas. Hamburg marrofat 1 35 " early June 1 35 " Champion Eng. 1 50 " petit pois 1 75 " fancy sifted 1 90 Soaked 65 Harris standard 75 VanCamp's marrofat 1 10 " early June 1 30 Archer's Early Blossom 1 35 French 1 80 Mushrooms. French 1 50 Pumpkin. Erie 90 Hubbard 1 30 Succotash. Hamburg 1 40 Soaked 80 Honey Dew 1 60 Erie 1 35 Tomatoes. Hancock 1 05 Excelsior 1 10 Eclipse 1 10 Hamburg 1 30 Gallon 2 60		CHOCOLATE. Baker's. German Sweet. 23 Premium 37 Breakfast Cocoa 42 CHEESE. Amboy 12 @ 12 1/2 Acme @ 12 Riverside @ 12 1/2 Gold Medal @ 11 1/4 Skim 6 @ 9 Brick 11 Edam 1 00 Leiden 23 Limburger @ 10 Pineapple @ 25 Roquefort @ 25 Sap Sago @ 22 Schweitzer Imported @ 24 domestic @ 24 CATSUP. Blue Label Brand. Half pint, 25 bottles 2 75 Pint 4 50 Quart 1 doz bottles 3 50 CLOTHES PINS. 5 gross boxes 40 COCOA SHELLS. 35 lb bags. @ 3 Less quantity @ 3 1/2 Pound packages. 6 1/2 @ 7 COFFEE. Green. Rio. Fair 16 Good 17 Prime 18 Golden 20 Peaberry 20 Santos. Fair 16 Good 17 Prime 18 Peaberry 20 Mexican and Guatemala. Fair 30 Good 31 Fancy 23 Maracalbo. Prime 19 Milled 20 Java. Interior 25 Private Growth 27 Mandehling 28 Mocha. Imitation 23 Arabian 26 Roasted. To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15 per cent. for shrinkage. Package. McLaughlin's XXXX 22 30 Bunola 21 80 Lion, 60 or 100 lb. case 22 30 Extract. Valley City 1/2 gross 75 Felix 1 15 Hummel's, foll, gross 1 50 " tin 2 50 CHICORY. Bulk 5 Red 7 CLOTHES LINES. Cotton, 40 ft. per doz. 1 25 " 50 ft. " 1 40 " 60 ft. " 1 60 " 70 ft. " 1 80 " 80 ft. " 1 90 Jute 60 ft. " 90 " 72 ft. " 1 00 CONDENSED MILK. 4 doz. in case. Eagle 7 40 Crown 6 25 Genuine Swiss 8 00 American Swiss 7 00 COUPON BOOKS.   "Tradesman," \$1, per hundred 2 00 " 2 25 " 3 30 " 4 40 " 5 50 " 6 60 " 7 70 " 8 80 " 9 90 " 10 1 00 " 11 1 10 " 12 1 20 " 13 1 30 " 14 1 40 " 15 1 50 " 16 1 60 " 17 1 70 " 18 1 80 " 19 1 90 " 20 2 00 " 21 2 10 " 22 2 20 " 23 2 30 " 24 2 40 " 25 2 50 " 26 2 60 " 27 2 70 " 28 2 80 " 29 2 90 " 30 3	
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Nutmegs, No. 2	60
Pepper, Singapore, black	16
" " white	24
" Cayenne	18
Sage	14
"Absolute" in Packages.	
Allspice	84 1 55
Cinnamon	84 1 55
Cloves	84 1 55
Ginger, Jam	84 1 55
" Af	84 1 55
Mustard	84 1 55
Pepper	84 1 55
Sage	84

SAL SODA.	
Kegs	1 1/4
Granulated, boxes	1 1/2

SEEDS.	
Anise	@12 1/2
Canary, Smyrna	8
Caraway	8
Cardamom, Malabar	90
Hemp, Russian	4 1/2
Mixed Bird	4 1/2
Mustard, white	6
Poppy	9
Rape	6
Cattle bone	30

STARCH.	
Corn	
20-lb boxes	6
40-lb "	5 1/2
Gloss.	
1-lb packages	5 1/2
3-lb "	6 1/2
6-lb "	6 1/2
40 and 50 lb. boxes	4 1/2
Barrels	5 1/2

SNUFF.	
Scotch, in bladders	37
Maccaboy, in jars	35
French Kappie, in jars	43

SODA.	
Boxes	5 1/2
Kegs, English	4 1/2

SALT.	
100 3-lb. sacks	\$2 25
60 5-lb. "	2 00
28 10-lb. sacks	1 85
20 14-lb. "	2 25
24 3-lb. cases	1 50
56 lb. dairy in linen bags	32
28 lb. " drill	18
Warsaw.	
56 lb. dairy in drill bags	32
28 lb. " Ashton.	18

56 lb. dairy in linen sacks	75
Higgins.	
56 lb. dairy in linen sacks	75
Solar Rock.	
56 lb. sacks	27
Common Fine.	
Saginaw	80
Manistee	85

SALERATUS.	
Packed 60 lbs. in box	
Church's	\$3 30
DeLand's	3 15
Dwight's	3 30
Taylor's	3 00

SOAP.	
Laundry.	
Allen B. Wrisley's Brands.	
Old Country, 80 1-lb.	3 30
Good Cheer, 60 1-lb.	3 30
White Borax, 100 1/2-lb.	3 60
Proctor & Gamble.	
Concord	2 80
Ivory, 10 oz.	6 75
" 6 oz.	4 00
Lenox	3 65
Mottled German	3 15
Town Talk	3 00

Jas S. Kirk & Co.'s Brands.	
American Family, wrp d.	\$3 30
" plain	3 24
" 5c size	4 25
N. K. Fairbanks & Co.'s Brands.	
Santa Claus	4 00
Brown, 60 bars	2 10
" 80 bars	3 25
Lautz Bros. & Co.'s Brands.	
Acme	3 65
Cotton Oil	5 75
Daisy	3 10
Marseilles	4 00
Master	4 00

Scouring.	
Sapallo, kitchen, 3 doz	2 50
" hand, 3 doz	2 50

SUGAR.	
Cut Leaf	@ 5 1/4
Cubes	@ 5 1/4
Powdered XXXX	@ 5 1/4
" Standard	@ 5 1/4
Granulated, medium, 4.94 @ 5.06	
" fine	4.91 @ 5.06
Confectioners' A	4 1/2 @ 5
Soft A	@ 4 1/2
White Extra C	@ 4 1/2
Extra C	@ 4 1/2
Golden	@ 4 1/2
Yellow	@ 3 1/2
Less than bbls. 1/2c advance	

SYRUPS.	
Corn.	
Barrels	23
Half bbls	25
Pure Cane.	
Fair	19
Good	25
Choice	30

SWEET GOODS	
Ginger Snaps	8
Sugar Creams	8
Frosted Creams	9
Graham Crackers	8 1/4
Oatmeal Crackers	8 1/4

VINEGAR.	
40 gr.	7 @ 8
50 gr.	8 @ 9
\$1 for barrel.	

WET MUSTARD.	
Bulk, per gal	30
Beer mug, 2 doz in case	1 75

YEAST.	
Magie	1 00
Warner's	1 00
Yeast Foam	1 00
Diamond	75
Royal	90

TEAS.	
JAPAN—Regular.	
Fair	@17
Good	@20
Choice	@24
Choicest	@32
Dust	@10

SUN CURED.	
Fair	@17
Good	@20
Choice	@24
Choicest	@32
Dust	@10

BASKET FIRED.	
Fair	@18
Good	@20
Choice	@24
Choicest	@32
Extra choice, wireleaf	@40

GUNPOWDER.	
Common to fair	@25
Extra fine to finest	@35
Choicest fancy	@75
oolong.	
Common to fair	@30

IMPERIAL.	
Common to fair	@26
Superior to fine	@35

YOUNG HYSON.	
Common to fair	@18
Superior to fine	@30
ENGLISH BREAKFAST.	
Fair	@18
Choice	@24
Best	@40

TOBACCOS.	
Fine Cut.	
Palls unless otherwise noted	
Hiawatha	62
Sweet Cuba	36
McGinty	27
" 1/2 bbls.	25
Dandy Jim	29
Torpedo	24
" in drums	23
Yum Yum	28
1892	23
" drums	22

Plug.	
Sorg's Brands.	
Spearhead	39
Joker	26
Nobby Twist	40
" Scott's Brands.	
Kylo	24
Hiawatha	38
Valley City	34

Finzer's Brands.	
Old Honesty	40
Jolly Tar	32

Smoking.	
Catlin's Brands.	
Kiln dried	16
Golden shower	19
Huntress	26
Meerschbaum	29
American Eagle Co.'s Brands.	
Myrtle Navy	41
Stork	32
American	16
Proctor	33
Banner Tobacco Co.'s Brands.	
Banner	16
Banner Cavendish	38
Gold Cut	28
" Scott's Brands.	
Warpeth	16
Honey Dew	25
Gold Block	30
F. F. Adams Tobacco Co.'s Brands.	
Peerless	24
Old Tom	18
Standard	30
Globe Tobacco Co.'s Brands.	
Handmade	41

Leidersdorf's Brands.	
Rob Roy	24
Uncle Sam	28 @ 32
Red Clover	32
Spaulding & Merrick.	
Tom and Jerry	25
Traveler Cavendish	38
Buck Horn	30
Flow Boy	30 @ 32
Corn Cake	16

OILS.	
The Standard Oil Co. quotes as follows. In barrels, f. o. b. Grand Rapids:	
Eocene	8 1/2
Water White, old test	@ 8
W. W. Headlight, 150	7
Water White	@ 6 1/4
Naphtha	@ 7
Stove Gasoline	@ 6 1/4
Cylinder	27
Engine	13
Black, 25 to 30 deg	@ 7 1/4

HIDES, PELTS and FURS

Perkins & Hess pay as follows:

HIDES.	
Green	2 1/4 @ 3 1/4
Part Cured	@ 4
Full	@ 4 1/2
Dry	@ 5
Kips, green	2 1/2 @ 3 1/2
" cured	@ 4 1/2
Calfekins, green	4 @ 5
Deaconskins	10 @ 20
No. 2 hides 1/2 off.	
PELTS.	
Shearlings	10 @ 25
Lambs	25 @ 90
WOOL.	
Washed	10 @ 23
Unwashed	10 @ 20

MISCELLANEOUS.	
Tallow	3 1/2 @ 4
Grease butter	1 @ 2
Switches	1 1/2 @ 2
Ginseng	2 @ 25 75

Outside prices for No. 1 only.	
Badger	50 @ 1 00
Bear	15 @ 25 00
Beaver	3 @ 67 00
Cat, wild	40 @ 50
Cat, house	10 @ 25
Fisher	4 @ 00 50
Fox, red	1 @ 00 50
Fox, cross	3 @ 00 50
Fox, grey	50 @ 75
Lynx	2 @ 00 50
Martin, dark	50 @ 1 00
" pale & yellow	50 @ 1 00
Mink, dark	40 @ 1 10
Muskat	03 @ 10
Opposum	15 @ 30
Otter, dark	5 @ 00 50
Raccoon	25 @ 75
Skunk	1 @ 00 20
Wolf	1 @ 00 30
Beaver castors, lb	2 @ 00 50

DEERSKINS—per pound.	
Thin and green	10
Long gray, dry	20
Gray, dry	25
Red and Blue, dry	35

GRAINS and FEEDSTUFFS	
WHEAT.	
No. 1 White (58 lb. test)	64
No. 1 Red (60 lb. test)	64

MEAL.	
Bolted	1 40
Granulated	1 60

FLOUR.	
Straight, in sacks	4 00
" barrels	4 20
Patent	5 00
" barrels	5 20
Graham	1 90
Rye	2 20
Buckwheat, Rising Sun	4 75
" Walsh-DeRoo	
& Co's Pure	4 50

MILLSTUFFS.	
Less	
Car lots	quantity
Bran	\$13 50 \$14 00
Screenings	12 00 12 50
Middlings	14 00 15 00
Mixed Feed	18 00 18 00
Coarse meal	18 00 18 00

CORN.	
Car lots	45
Less than car lots	47
OATS.	
Car lots	33
Less than car lots	40
New oats, 1c less.	
HAY.	
No. 1 Timothy, car lots	10 50
No. 1 " ton lots	12 00

FRESH MEATS.	
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Swift & Company quote as follows:	
Beef, carcass	4 1/2 @ 5
" hind quarters	5 @ 5 1/2
" fore	3 1/2 @ 4
" loins, No. 3	8 @ 8 1/2
" ribs	7 @ 7 1/2
" rounds	4 1/2 @ 5
Bologna	@ 4 1/2
Pork loins	@ 9 1/2
" shoulders	@ 7 1/2
Sausage, blood or head	@ 5
" liver	@ 8
Mutton	7 @ 8
Veal	7 @ 7 1/2

FISH and OYSTERS.

F. J. Dettenhaler quotes as follows:

FRESH FISH.	
Whitefish	8 @ 9
Trout	8 @ 9
Halibut	@ 15
Ciscoes or Herring	5 @ 6
Bluefish	11 @ 12
Fresh lobster, per lb	2 1/2
Soft crabs, per doz	1 00
Shrimp, per gal	1 25
Cod	@ 12
No. 1 Pickerel	@ 10
Pike	@ 7
Smoked White	@ 7

OYSTERS—Cans.	
Fairhaven Counts	@ 25
F. J. D. Selects	@ 30
Selects	@ 25
Anchor	@ 22
Standards	@ 19
SHELL GOODS.	
Oysters, per 100	1 25 @ 1 50
Clams	75 @ 1 00

PRODUCE MARKET.

Apples—Baldwins are about the only variety offered at present, for which dealers ask \$2.75 per bu.
 Beans—Choice country picked command \$1.60 @ \$1.75 per bu.
 Butter—Strong and firm. Dealers pay 18 @ 20c for choice dairy and hold at 20 @ 22c.
 Cabbages—Dealers pay \$4 @ \$5 per 100, holding at 36.
 Cauliflower—\$1 @ \$1.25 per doz. heads.
 Celery—Choice home grown commands 20 @ 25c per dozen bunches.
 Cider—12c per gal.
 Cranberries—The market is weaker and a little lower. Cape Cods are held at \$7.50 per bbl. and Jerseys at \$2.50 per bu. crate.
 Eggs—Dealers pay 30c for strictly fresh stock, holding at 22c. The cold storage men are happy over the prospect of 25c a doz. for their holdings.
 Grapes—Concords command 22c per basket.
 Honey—Dealers pay 14 @ 15c and hold at 15 @ 16c. The crop is generally thought to be short.
 Onions—Firm and in better demand. Handlers pay 8 @ 9c and sold at 9 c per bu.
 Potatoes—The market is strong and firm, with no prospect of lower prices. Dealers pay 55c here and 50c at outside buying points.
 Quinces—\$2.50 per bu.
 Sweet Potatoes—All varieties are scarce. Jerseys readily command \$4 per bbl.
 Turnips—30c per bu.

PROVISIONS.

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

PORK IN BARRELS.

Mess, new	13 50
Short cut	16 00
Extra clear pig, short cut	17 00
Extra clear, heavy	17 00
Clear, fat back	17 00
Boston clear, short cut	17 00
Clear back, short cut	17 00
Standard clear, short cut, best	17 00

SAUSAGE—Fresh and Smoked.

Pork Sausage	8 1/2
Ham Sausage	9
Tongue Sausage	9
Frankfort Sausage	8
Bologna, straight	5
Bologna, thick	5
Head Cheese	5

LARD.

Kettle				
Rendered	Granger	Family	Com.	pond.
Terces	9 1/2	9	6 1/2	6
50 lb. Tins	9 1/2	9 1/2	6 1/2	6
20 lb. Pails	9 1/2	9 1/2	6 1/2	6
10 lb.	10 1/2	9 1/2	7	6 1/2
5 lb.	10 1/2	9 1/2	7 1/2	7
3 lb.	10 1/2	9	7 1/2	7 1/2

BEEF IN BARRELS.</

COAL AND WHEAT.

The indications are that the advance in the price of anthracite coal, engineered by the great combination formed last January, of the majority of the companies producing and carrying it, has reached its limit, and can go no further. I never shared in the apprehension which was generally felt, when the combination was announced, that its power would be exerted oppressively. Experience has demonstrated over and over again that an increased price, even of a necessary of life, diminishes consumption, and if the increase is carried above a certain point it stops consumption altogether. Although winter is now at hand and the need of fuel would naturally cause an increased demand for coal, and thus an increase of price, the price has not been increased, and the output for the coming month is to be diminished.

The ultimate failure of any attempt to raise artificially the price of a commodity of general use above its natural level is conspicuously shown by the recent course of the price of wheat. A year ago it was discovered that the wheat harvests of Europe had been unusually bad, while ours had been unusually good. At once the growers of wheat became infatuated with the idea that by holding it back from the market they could command any price for it, almost, that they chose to exact, and they did, in fact, raise the price considerably. But this very rise, besides inviting competition from other wheat growing countries, reduced the consumption of the cereal, and now, although Great Britain has had another harvest quite as bad as that of last year, she has more wheat offered to her than she wants, and our railroads and our elevators are crammed with the surplus of last year's crop, as well as of this year's, waiting for buyers at the lowest price ever known.

This depressed condition of the market for wheat, which is completely explained by its excessive supply, will perhaps renew the talk which was common two or three years ago about the influence of the fall of silver in stimulating exports of the grain from India and thus, by competition reducing the price of that exported from this country. That the fall in the gold value of the rupee had something to do with the matter at first is indisputable. The Indian wheat grower, who sold his wheat in the London market when silver first fell, got more rupees for the pound sterling than he would have got with silver at its old value, and thus, seemingly, was better rewarded for his labor. But this in the nature of the case could not last long. The prices of other commodities have gradually adjusted themselves to the new value of the rupee, and now the net proceeds of wheat from India are no greater in purchasing power than they were at the old rate.

Other causes, too, have stimulated the export of wheat from India to Great Britain and made it a competitor with ours in the British market. One of these was the opening of the Suez Canal, which made the voyage around the Cape of Good Hope unnecessary, and thus avoided the long exposure of Indian wheat to the tropical heat which experience showed spoiled it for use. Another was the repeal of an export duty which until 1873 was laid upon it in India. Another and the most important, was the perfection of the Indian railway system, which now

furnishes an easy and cheap means of transportation between the vast wheat fields of the northern portion of the country and its seaports. The famines of 1877, 1878, and 1879 prevented, for a time, these increased railway facilities from producing their full effect, and it was not until 1880, several years after the fall in silver began, that the exports of wheat from India assumed importance. How little the price of silver has had to do with increasing them since then is shown by the fact that they were less in 1881-82 than they were the previous year, and very much less in 1889-90 and in 1890-91 than they were in 1886-87. Last year they arose to an unusual figure, owing to the same cause which increased our own exports, but this year they have fallen again to where they were year before last. India, in fact, suffers from our competition as much as we suffer from hers. While her railway system has been bringing into communication with the markets of the world vast areas of wheat producing land, ours has been doing the same thing. The additional supply thus furnished has, for the moment, swamped prices, though a larger consumption may eventually restore them.

The anthracite coal producers of Pennsylvania have, indeed, no ground for fearing a catastrophe like that which has overtaken the growers of wheat. No mines of anthracite exist nearer than Colorado, and both these and the anthracite mines in Wales are too far away to be formidable. If the producers can succeed in perfecting and maintaining the combination at which they aim, and toward which the recent acquisition by the Reading Railroad Company of the New York and New England Railroad is said to be the latest step, they can maintain the price of anthracite at something like its present level. But anthracite coal is not the only fuel in the world. Bituminous and semi-bituminous coals exceed it in available amount and in cheapness of extraction from the earth, and while the mines which yield them are more distant from this part of the country than those of anthracite, and their heat-producing value is less, they can easily be substituted for anthracite whenever the difference of price justifies it.

The public is, therefore, not so completely at the mercy of the threatened anthracite coal combination as seems to be supposed. As to wheat, while we must expect some reaction from the present low market, the area of land capable of producing it in this country alone, to say nothing of the rest of the world, is too vast for any combination to control its price. It is true that the Western farmers indulge in the delusion that the proposed Anti-Option law will enable them to sell wheat at a higher price than they have been doing, but that law has not been enacted, and, if it should be, it would fail of its intended purpose. Our coal supply and our wheat supply are both alike safe against monopoly, and as our immense cotton crop guarantee us an abundance of cheap clothing, so are we sure of plenty of cheap food and of cheap fuel.

MATTHEW MARSHALL.

CHASE & SANBORN'S
SPECIAL
TEA IMPORTATIONS

THE FALCON.



FALCON No. 1—Gentlemen's Road Wheel,
FALCONESS—Ladies' Road Wheel,
FALCON JR.—Boys' and Girls' Road Wheel,

\$115.00
100.00
50.00

All fitted with Pneumatic Tires. Finest Steel material. Best workmanship.

WRITE FOR CATALOGUE.

THE YOST MANUFACTURING CO.,

YOST'S STATION, TOLEDO, OHIO.



Following is a notice. We have tried it for 20 years in this country



Farming is a grand success. We have had a Co-operative Butter & Cheese Factory here for five years. It was built by Davis & Rankin Bldg. & Mfg. Co., Chicago, Ills. Address them for information if you wish a factory, and how to get it.

P STEKETEE & SONS

HAVE A WELL ASSORTED LINE OF

Windsor and Scotch Caps

FROM \$2.25 PER DOZ. UP, ALSO A FULL LINE OF LADIES' AND GENTLEMEN'S

Gloves, Mitts, and Mufflers

HANDKERCHIEFS, WINDSOR TIES, GENT'S SCARFS, AND A FRESH STOCK OF

Dolls, and Christmas Novelties for Holiday Trade.

THE UNPRODUCTIVE SURPLUS.

Written for THE TRADESMAN.

Among the worries of mercantile life a considerable portion may be charged up to dead stock. How to keep it from accumulating, and how to dispose of it to the best advantage, are questions ever recurring to one who desires to make the most of his capital. No matter if it has been bought to the best advantage both as to price and quality; there can be no profit from it until sold and paid for.

In cities and large towns the auction room is the natural outlet when all other plans fail to diminish the undesirable surplus. In spite of the wisest foresight in buying, every dealer finds a larger proportion than he has anticipated that does not move out with the other stock. The proportion varies with different branches of business, being largest in lines where fashion controls sales, but, at the worst, does not prove a total loss. The stocks which fashion has outgrown in localities where buyers are not controlled by artificial tastes, or, at least, are not so eager to indulge in the expensive luxury of the very newest styles.

The civilization of to-day, thanks to inventive genius, is rapidly adding not only to its wants but to its luxuries as well; but, thanks to the same genius, these wants are more economically supplied. As a natural result, this enlarges the variety kept in every line of trade, and this indirectly tends to the increase of dead stock. The dealer of the present age, therefore, must be peculiarly well qualified if he expects to meet promptly the fluctuating wants of a public who discard to-day what pleased them yesterday, and select novelties that, in turn, have an equally short-lived demand.

Country stores, where goods of a miscellaneous kind are dealt in, become the depositories of dead stock more from careless good nature while trying to indulge a capricious demand than from any lack of business prudence in the proprietors. By setting aside in a class by itself and marking down, such a stock can be disposed of at very little loss if the dealer is fortunate enough to have a list of profitable customers. Thus, in most every species of traffic there is a way by which the dead stock can be cleared up at some price to repair partially the waste inevitable in all business ventures.

But, in the retail drug trade a large portion of dead stock has no hope of a resurrection; the druggist can be relieved of the deceased remains only by the help of the undertaker. And the worst feature in his case is that he cannot use the lessons of experience, as others do, by future care in buying. Outside the lines of patents, sundries, show case goods and cigars, his purchases must be made in a blind belief that Providence will send buyers as he does diseases. So far as the stock of most shelf goods is concerned, he is wholly at the mercy of the medical profession. Unlike patents, it cannot be unloaded on customers who may have extemporized ailments to fit the medicine. The druggist is in honor bound not to prescribe, and yet he feels compelled to meet the demand of every prescription written by the physician, although it may call for special pharmaceutical products that are only experimental, and may never be duplicated. Though it may be satisfac-

tory in its effects, no cases like the one for which it was first prescribed may again occur. In either case, another product has come to permanently occupy shelf room and breed another nightmare in the druggist's slumbers already haunted by many disturbing phantoms that are the natural outcome of his profession. Week by week, he sees the list of fluid extracts increase, although the aggregate sales may be decreasing. Their use depends on the demand made through the medical profession which, being progressive and liberal, is much given to the testing of new remedies that often prove more expensive to the compounder than to the patient. Then come the special products of ingenious chemists, first brought to the notice of the public by physicians who are expected to test them and then prescribe what proves to be an endless combination of multiplex ingredients. These load the druggist's shelves and drawers, adding a most exasperating feature to his invoice of dead stock, thus rightly named because buried in the list of obsolete remedies. When the price lists of these multiform compounds sent in from the manufacturers are all at hand and contents noted, one is reminded of the expression used by the enthusiastic writer of the last chapter in Revelations. After a careful reading it may be truly said that, if the products there enumerated were actually prepared in quantities sufficient only for samples to be distributed among the entire drug trade of the country, "I suppose the world could not contain the medicines therein mentioned."

Once bought for experiment, or because, like the Thompson doorplate, they may at some future contingency be called for, they cannot be sent to an auction room with any hope of a sale, as may be done with goods that are simply unfashionable. The man who shall invent a plan for utilizing druggists' dead stocks will deserve their everlasting gratitude; and, if he can contrive a way by which the true commercial value of each chemical product may be tested as easily as its qualitative analysis is determined, the royalty on the scheme would be worth many fortunes: until this is done, the drug trade will stand pre-eminent in carrying the largest proportion of dead stock.

Although dead or slow-moving stock is an inevitable disadvantage in all kinds of business, it may still be counted among the minor evils, to be avoided or endured as each dealer manages his line of traffic. No man can entirely master the difficult problem of how to avoid losses of this kind; but, if blessed with fair powers of judgment and memory, he may learn by his mistakes how to better arrange his purchases to catch the popular demand. If he be a genius, he may create such a demand, for, if generous and prudent, he may give away dead stock and find it returned to him, like bread "cast upon the waters," in an increase of trade. The worst use to which he can put it is to raffle it away, for that is demoralizing and is not business.

To the unfortunate druggist who can pursue successfully none of these courses, my advice is to have patience—grin and bear it. Most people consider you a millionaire wallowing in luxurious profits—let them live and die in that comforting belief. The wealth they impute

to you, although drawing no material dividends, does not deplete your bank account by taxes, insurance or repairs. Let such watered stock balance your dead stock. But, if, perchance, you make an unusually good bargain, mentally put the excess of profit against its due proportion of dead or dormant stock; and, in time, you may succeed in wiping out this undesirable surplus without being obliged to accept the services of that dernier resort, the too willing sheriff or his accomplished deputy.

S. P. WHITMARSH.

ATLAS SOAP

Is Manufactured
only by
HENRY PASSOLT,
Saginaw, Mich.

For general laundry and family
washing purposes.

Only brand of first-class laundry
soap manufactured in the
Saginaw Valley.

Having new and largely in-
creased facilities for manu-
facturing we are well prepar-
ed to fill orders promptly and
at most reasonable prices.

MICHIGAN CENTRAL

"The Niagara Falls Route."

	DEPART.	ARRIVE
Detroit Express.....	7:00 a.m.	10:00 p.m.
Mixed.....	7:05 a.m.	4:30 p.m.
Day Express.....	1:30 p.m.	10:06 a.m.
*Atlantic & Pacific Express.....	1:00 p.m.	6:00 a.m.
New York Express.....	5:40 p.m.	10:45 p.m.

*Daily.
All other days except Sunday.
Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.
Elegant parlor cars leave Grand Rapids on Detroit Express at 7 a. m., returning leave Detroit 4:45 p. m. arrive in Grand Rapids 10 p. m.
FRED M. BRIGGS, Gen'l Agent, 85 Monroe St.
A. ALQUIST, Ticket Agent, Union Depot.
Geo. W. MASON, Union Ticket Office, 67 Monroe St.
O. W. RUGGLES, G. P. & T. Agent, Chicago.



TIME TABLE

NOW IN EFFECT.

Trains Leave	*No. 14	*No. 16	*No. 18	*No. 82
Lv. Chicago.....	.....	.....	.....	.....
Lv. Milwaukee.....	.....	.....	.....	.....
Lv. Grand Rapids, Lv.....	6:50am	10:30am	3:25pm	11:00pm
St. Johns.....Ar	7:45am	11:25am	4:27pm	12:42am
St. Johns.....Ar	8:30am	12:17pm	5:20pm	2:00am
Owosso.....Ar	9:05am	1:20pm	6:05pm	3:10am
E. Saginaw.....Ar	10:50am	3:45pm	8:0pm	6:4am
Bay City.....Ar	11:30am	4:35pm	8:37pm	7:15am
Flint.....Ar	10:05am	3:45pm	7:55pm	5:40am
Pt. Huron.....Ar	12:05pm	5:50pm	8:50pm	7:30am
Pontiac.....Ar	10:53am	3:05pm	8:25pm	5:37am
Detroit.....Ar	11:50am	4:05pm	9:25pm	7:00am

Trains Leave	*No. 81	*No. 11	*No. 13
Lv. Detroit.....	10:45pm	6:50am	10:50am
G'd Rapids, Lv.....	7:05am	1:00pm	5:10pm
G'd Haven, Ar.....	8:25am	2:10pm	6:15pm
Milw'kee Str.....	.....	.....	.....
Chicago Str.....	.....	.....	.....

*Daily. *Daily except Sunday.

Trains arrive from the east, 6:40 a. m., 12:50 a. m., 5:00 p. m. and 10:00 p. m.
Trains arrive from the west, 10:10 a. m., 3:15 p. m. and 9:45 p. m.
Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 82 Wagner Sleeper.
Westward—No. 81 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffetcar.
JOHN W. LOUD, Traffic Manager.
BEN FLETCHER, Trav. Pass. Agent.
JAS. CAMPBELL, City Ticket Agent.
23 Monroe Street.

Grand Rapids & Indiana.

Schedule in effect September 25, 1892.

TRAINS GOING NORTH.	Arrive from Leave going
For Cadillac and Saginaw.....	6:15 a.m. North.
For Traverse City & Mackinaw.....	7:20 a.m. South.
For Cadillac and Saginaw.....	9:00 a.m. 1:10 p.m.
For Petoskey & Mackinaw.....	1:50 p.m. 4:15 p.m.
From Chicago and Kalamazoo.....	8:10 p.m. 10:10 p.m.
From Saginaw.....	8:55 p.m.
Train arriving from south at 6:15 a.m. and 9:00 a.m. daily. Others trains daily except Sunday.	
TRAINS GOING SOUTH.	Arrive from Leave going
For Cincinnati.....	6:30 a.m. North.
For Kalamazoo and Chicago.....	7:00 a.m. South.
For Fort Wayne and the East.....	11:50 a.m. 10:05 a.m.
For Cincinnati.....	5:15 p.m. 2:00 p.m.
For Kalamazoo & Chicago.....	11:00 p.m. 6:00 p.m.
From Saginaw.....	11:50 a.m. 11:20 p.m.
From Saginaw.....	11:00 p.m.
Train leaving south at 11:30 p. m. runs daily; all other trains daily except Sunday.	

SLEEPING & PARLOR CAR SERVICE.

NORTH
1:10 p.m. train has parlor car Grand Rapids to Petoskey and Mackinaw.
10:10 p.m. train—Sleeping car Grand Rapids to Petoskey and Mackinaw.
SOUTH—7:00 a.m. train.—Parlor chair car Grand Rapids to Cincinnati.
10:05 a.m. train.—Wagner Parlor Car Grand Rapids to Chicago.
6:00 p.m. train.—Wagner Sleeping Car Grand Rapids to Cincinnati.
11:20 p.m. train.—Wagner Sleeping Car Grand Rapids to Chicago.

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

Lv. Grand Rapids.....	10:05 a.m.	2:00 p.m.	11:20 p.m.
Arr. Chicago.....	3:35 p.m.	9:00 p.m.	6:50 a.m.
10:05 a.m. train through Wagner Sleeping Car.			
11:20 p.m. train daily, through Wagner Sleeping Car.			
Lv. Chicago.....	7:05 a.m.	3:10 p.m.	10:10 p.m.
Arr. Grand Rapids.....	1:50 p.m.	8:35 p.m.	6:50 a.m.
3:10 p.m. train through Wagner Parlor Car.			
10:10 p.m. train daily, through Wagner Sleeping Car.			

Muskegon, Grand Rapids & Indiana.

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

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

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

CHICAGO

SEPT. 11, 1892.

AND WEST MICHIGAN RY.

GOING TO CHICAGO.

Lv. GR'D RAPIDS.....	8:50am	1:25pm	*11:55pm
Ar. CHICAGO.....	3:35pm	6:45pm	*7:05am

RETURNING FROM CHICAGO.

Lv. CHICAGO.....	9:00am	5:25pm	*11:15pm
Ar. GR'D RAPIDS.....	3:55pm	10:45pm	*7:05am

TO AND FROM BENTON HARBOR, ST. JOSEPH AND INDIANAPOLIS.
Lv. G. R..... 8:50am 1:25pm *11:35pm
Ar. G. R..... *6:10am 3:55pm 10:45pm

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

TRAVERSE CITY, MANISTEE & PETOSKEY.
Lv. G. R..... 7:30am 5:35pm
Ar. Manistee..... 12:30pm 10:24pm
Ar. Traverse City..... 12:35pm 10:59pm
Ar. Charlevoix..... 2:55pm
Ar. Petoskey..... 3:30pm
Ar. from Petoskey, etc., 10:00 p. m.; from Traverse City 11:50 a. m., 10:00 p. m.

THROUGH CAR SERVICE.

Wagner Parlor Cars Leave Grand Rapids 1:25 p.m., leave Chicago 5:35 p.m.
Wagner Sleepers—Leave Grand Rapids *11:35 p.m.; leave Chicago *11:15 p.m.
Free Chair Car for Manistee 5:35 p.m.
*Every day. *Except Saturday. Other trains week days only.

DETROIT,

SEPT 11, 1892

LANSING & NORTHERN R. R.

GOING TO DETROIT.

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

RETURNING FROM DETROIT.

Lv. DETR.....	7:50am	*1:35pm	5:15pm	*11:00pm
Ar. G. R.....	12:55pm	*5:25pm	10:20pm	*7:30am

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.
Lv. G. R. 7:20am 4:15pm Ar. G. R. 11:50am 10:40pm

TO LOWELL VIA LOWELL & HASTINGS R. R.
Lv. Grand Rapids..... 7:00am 1:25pm 5:40pm
Ar. from Lowell..... 12:55pm 5:25pm

THROUGH CAR SERVICE.

Parlor Cars on all day trains between Grand Rapids and Detroit. Wagner Sleepers on night trains. Parlor cars to Saginaw on morning train.
*Every day. Other trains week days only.
GEO. DEHAVEN, Gen. Pass'r Ag't.

Toledo, Ann Arbor & North Michigan Railway.

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

VIA D. L. & N.
Lv. Grand Rapids at..... 7:15 a. m. and 1:00 p. m.
Ar. Toledo at..... 12:55 p. m. and 10:20 p. m.

VIA D. & H. & A.
Lv. Grand Rapids at..... 6:50 a. m. and 3:25 p. m.
Ar. Toledo at..... 12:55 p. m. and 10:20 p. m.

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

The Hardware Market.

General Trade—Business starts off the first week in November with a rush, which is contrary to the usual custom the week before a National election. This year everybody seems to be business first, politics afterwards, and it is much the best way. Which ever way it goes, the country is safe. The cold snap put everybody on the alert to close up building contracts and get ready for winter. Stoves, zinc boards, stove pipe, elbows and all articles in the stove line have been in specially good demand. Horse and snow shoes, bar iron and toe calks have been moving very freely, also, as blacksmiths are stocking up, getting ready for snow and ice.

Steel Billits—As the price of steel billets largely governs the price of wire and steel nails, barbed and plain wire, the market price of billets must be closely watched. At present they are quite scarce and at from \$3 @ \$4 a ton higher than in October. If this advance should last through the winter, higher prices must prevail.

Barbed Wire—Owing to firm advances in steel billets, manufacturers of wire are withdrawing their low prices, and are declining to quote except for immediate shipment. Orders are being placed liberally for spring shipments, with jobbers who are willing to accept them.

Wire Nails—Mills have withdrawn low quotations recently made, and are asking 5 cents a keg more for well assorted orders. The general impression is that prices will be higher before they are lower.

Window Glass—Still very scarce, the recent advance being fully maintained.

80 and 10 discount is the best price now being named.

Powder—Another drop in price has taken place. Dupont has been reduced to \$3.50 per keg for rifle and other sizes in proportion. Other powder manufacturers will follow suit.

The following quotations on seasonable goods are regular in this market:

Phoenix horse shoes.....	\$4 25
Snow shoes.....	\$4 50 to 4 75
American toe calks.....	7c to 6 4c
Bar iron.....	190 rates
Assable horse nails.....	40 & 10 dis
Common stove pipe.....	13c jt
3 inch elbows.....	7c doz
6 " Russia elbows.....	\$1 75 doz
Stove boards.....	.60 per cent. dis
Oil heaters.....	\$8 75

They Opened a Bank.

Get-rich-quick organizations seem to be not all confined to the United States, nor are Americans their only victims. A curious operation of the kind so popular in this country is reported from Malta, where two women opened a private bank and announced that they would pay interest at the rate of 7½ per cent. a week on all deposits of \$5 and over. They soon obtained possession of very large sums of money, many people depositing in the "bank" the savings of their lives. Unluckily for the shrewd speculators the police kept watch of them and arrested them just in time to prevent their getting off with their spoil. A good deal of the money could not be found, and the police had hard work to prevent the women from being lynched.

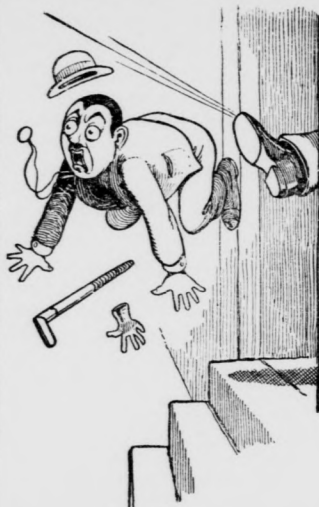
Lively Cheese.

Customer—"What is the matter with that cheese?"

Grocer (quietly)—"Nothing serious, as I can perceive."

Customer—"But surely there is. It seems to be alive with maggots."

Grocer (much relieved)—"Is that all? Then it is all right; for as long as there is life there is hope."



High Prices Kicked Out.

ANOTHER DROP

— IN —

Du Pont Powder.

Notice the Revised Price List.

RIFLE.

Kegs, 25 lbs. each, Fg, FFg and FFFg.....	\$3 50
Half Kegs, 12½ lbs. each Fg, FFg and FFFg....	2 00
Quar. " 6¼ " " " " " " " " " " " "	1 15
1 lb. Cans (25 in case).....	30
½ lb. " " " " " " " " " " " "	18

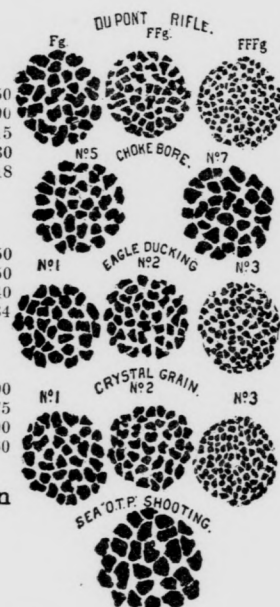
CHOKE BORE.

Kegs, 25 lbs. each, Nos. 5 and 7.....	\$4 50
Half Kegs, 12½ lbs. " " " " " " " " " "	2 50
Quar. " 6¼ " " " " " " " " " " " "	1 40
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 " " " " " " " " " " " "	3 00
1 lb. Cans (25 in case).....	60

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



Molasses.

*Sweeter by far than the
sweetest of sweets
Are our Syrups.*

E. J. GILLIES & CO.,

Refiners of Pure Sugar Goods.

J. P. VISNER Agt.,

167 N. Ionia St., Grand Rapids

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.

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.

FOSTER-STEVENS & CO.

MONROE ST.

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.

VOIGT, HERPOLSHEIMER & CO.,

WHOLESALE

Dry Goods, Carpets and Cloaks

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

Mackinaw Shirts and Lumbermen's Socks

OVERALLS OF OUR OWN MANUFACTURE.

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

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.

RINDGE, KALMBACH & CO.,

12, 14, 16 Pearl St.,

Manufacturers of the Best
Wearing Shoes in the mar-
ket
Our specialties are Men's,
Boys' and Youths'

HARD PAN,

MECHANIC BALS,

HUSTLERS,

and our Celebrated

VEAL CALF

Line. Try them.

Agents for the Boston Rub-
ber Shoe Co.



Heyman & Company.

Manufacturers of

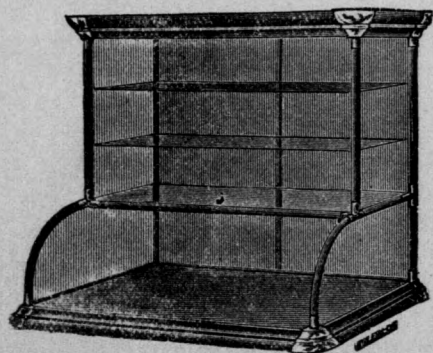
Show Cases

Of Every Description.

First-Class Work Only.

WRITE FOR PRICES.

63 and 65 Canal 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.

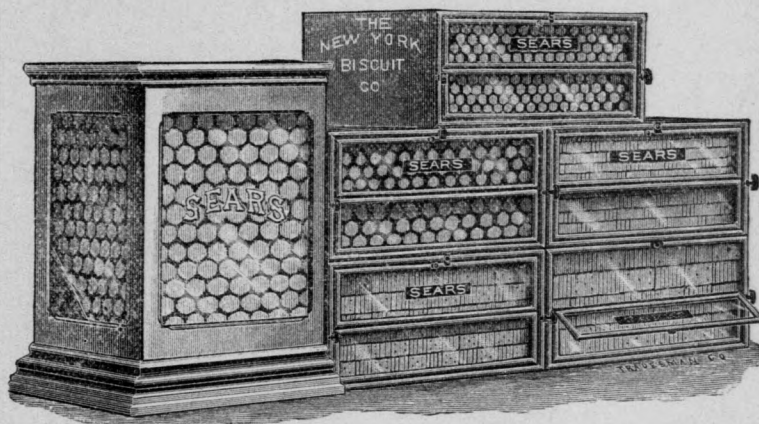
GRAND RAPIDS BOOK BINDING CO.,

89 Pearl St., Houseman Bldg.

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 good- 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



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,

HERCULES,
THE GREAT STUMP AND ROCK
ANNIHILATOR.

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.

BARGAINS IN EVERYTHING!

Note greatly reduced prices in all staple House Furnishing Goods, and the extraordinary assortment of Fancy Goods suitable for every class of trade. Space forbids us mentioning the thousands of articles you can purchase to advantage in our crowded sample rooms. Call and be convinced.

Mail orders given particular attention

No charge for package or cartage on any of our House Furnishing Novelties. See our catalogue No. 108 for terms.

- See catalogue page 154.
- Apple Corers** Gem, wooden handle, 31c doz.
- Oval Foot Baths** 16 inch, \$3.20 doz.
- Infant's Bath Tub** No. 1 31 in, \$11.40 doz. No. 2, 34 in, \$12.75 doz.
- Bread Raisers** covered, retinned, 8 qt. \$6.67 doz. 10 qt, \$7.33 doz. 14 qt, \$8.50 doz. 17 qt, \$9.75 doz. 21 qt, \$10.75 doz.
- Boilers, copper bottom** No. 7 1X, \$10.50 doz. No. 8 1X 11.70 doz. No. 9 1X 12.60 doz; No. 7 XXX 16.89 doz; No. 8 XXX 18.85 doz. No. 9 XXX \$23 doz. All copper, No. 7, \$1.75 each; No. 8, \$2 each; No. 9, \$2.25 each.
- Cake Closets** large, jap'd with key, 1.80 each.
- Canisters** jap'd tea and coffee, 1 lb, 75c doz; embossed tea and coffee, 1 lb, 75c doz; embossed tea and coffee, 2 lb, 1.10 doz.
- Cake Pans** tubed, 8 in, 35c doz; 10 in, 48c doz.
- Cake Moulds** tubed, retin'd, No. 720 8½x3 in, 1.25 doz; No. 60, 2 qt, 7¼x3¼ in, 1.10 doz; No. 61½, 3 qt, 8x3¼, 1.42 doz.
- Cullenders** handled with foot, 9½ in, 87c doz; 11¼ in, 1.25 doz.
- See catalogue page 155.
- Cups** embossed ½ pt, 19c doz; plain pieced, 22c doz; stamped, 1 pt, 21c doz.
- Mugs** embossed, 30c doz; crown embossed, 78c doz; No. 5 collapsing, 3 compartments, 1.80 doz.
- Crumb Brush and Trays** No. 3 embossed, 1.90 doz; No. 4 shell, 3.50 doz; No. 5 shell, 4.50 doz; No. 10 shell, 6.00 doz; No. 11 shell, 9.00 doz; No. 9 nickel, 10.67 doz.
- Cookie or Biscuit Cutters** pieced biscuit 2¼ in, 12c doz; 3 in, pieced, 15c doz; French cookie 3 in, 30c doz; asstd figures, 20c doz; asstd animals, 26c doz. scolloped 4¼ in, 40c doz.
- Doughnut Cutters** plain round, 22c doz; scolloped round, 33c doz.
- Dustpans** jap'd full size No. 2, 75c doz; No. 3 full size ½ covd, 1.25 doz.
- Dippers** plain stamped, 1 qt, 38c doz; 2 qt, 47c doz, ret'd 2 qt, 60c doz, pieced, 1 qt, 50c doz; light 2 qt, 58c doz; heavy 2 qt, 90c doz; XXX 2 qt, 1.80 doz.
- Suds Dipper** pieced 2 qt, 58c doz.
- Campaign Horns** 4½ in, 8c doz; No. 022, 34c doz; 14 in, col, 44c doz; 18 in, plain, 64c doz; decorated asstd colors, 85c doz; 25 in, col, 1.75 doz.
- See catalogue page 156.
- Flour Bin and Sieves** Perfection, 25 lb, 17.00 doz; 50 lb, 21.00 doz; 100 lb, 27.00 doz.
- Flour Dredge** jap'd, 38c doz.
- Flour Sifters** Little Gem, 83c doz; imperial, 1.75 doz; Electric Light, 1.25 doz.
- Mystic Flour Sifter** 90c doz.
- Funnels** ¼ pt, 20c doz; 1 pt, 28c doz; 1 qt, 36c doz; 2 qt, 64c doz; 4 qt, 89c doz. 1 pt, extra heavy, XXX 1.20 doz; 1 qt, XXX, 1.50 doz; 2 qt, XXX, 1.75 doz. Fruit funnels, 50c doz.
- Ladles** No. 139 ret'd, 38c doz; No. 29, ebony hdl, 67c doz; No. 21, ebony hdl, 73c doz.
- See catalogue page 157.
- Milk Strainers** 1. C. pieced 8 in, 73c doz; 9½ in, 1.00 doz; 11½ XXX, 3.75 doz; Sanitary, 1.78 doz.
- Measures** lipped gill, 32c doz; ½ pt, 37c doz; 1 pt, 43c doz; 1 qt, 60c doz; 2 qt, 1.00 doz; 4 qt, 1.65 doz; 1 qt, graduated, 42c doz; 1 pt, XXX, 1.35 doz; 1 qt, XXX, 1.70 doz; 2 qt, XXX, 2.15 doz.
- Muffin Pans** No. 016, six on sheet, 72c doz; plain, 6 on sheet, 85c doz; plain, 8 on sheet, 1.20 doz; plain, 12 on sheet, 1.75 doz. No. 06, six on sheet extra deep, 1.10 doz. Muffin Cups only 22c doz. Muffin rings only 15c doz.
- Pot Covers** hemmed and ringed, 8 in, 27c doz; 8½ in, 28c doz; 9 in, 29c doz; 9½ in, 32c doz; 10½ in, 39c doz; 11½ in, 46c doz.
- Preserve Kettles** ret'd, No. 180, 1.00 doz; No. 200, 1.10 doz; No. 220, 1.25 doz; No. 240, 1.40 doz; No. 260, 1.70 doz; No. 280, 2.00 doz; No. 300, 2.25 doz.
- Pans** plain dairy ½ pt, 18c doz; 1 pt, 20c doz; 1 qt, 24c doz; 1½ qt, 29c doz; 2 qt, 32c doz; 3 qt, 40c doz; 4 qt, 51c doz; 5 qt, 58c doz; 6 qt, 65c doz; 8 qt, 78c doz; 10 qt, 82c doz.
- Pans** ret'd, 4 qt, 78c doz; 6 qt, 96c doz; 8 qt, 1.20 doz; 10 qt, 1.40 doz.
- Pans** milk, round pieced, 3 qt, 72c doz; 4 qt, 90c doz; 6 qt, 1.15 doz. Oval pudding, 3 qt, 66c doz; 4 qt, 78c doz.
- Pudding Pans** stamped plain, 1 qt, 32c doz; 1½ qt, 36c doz; 2 qt, 42c doz; 3 qt, 49c doz; 4 qt, 60c doz.
- See catalogue page 159.
- Scoops** pieced spice, No. 2, 28c doz; No. 13 tea scoop, 44c doz.
- Skimmers** flat milk, 18c doz; hdl'd, 42c doz; No. 9, pieced long hdl, 47c doz; No. 12 long hdl, 62c doz; No. 20 ret'd, wood handle, 50c doz.
- Rinsing or Dish Pans** ret'd, 8 qt, 1. C, 1.60 doz; 10 qt, 1 C, 1.73 doz; 14 qt, 1 C, 2.10 doz; 17 qt, 1 C, 2.60 doz; 10 qt, XX, 2.15 doz; 14 qt, XX, 2.60 doz; 17 qt, XX, 3.10 doz; 21 qt, XX, 3.70 doz; 10 qt XXX, 2.62 doz; 14 qt XXX, 3.20 doz; 17 qt XXX, 3.88 doz; 21 qt XXX, 4.35 doz.
- Dish Pans** 1 C pieced, 12 qt, 1.72 doz; 14 qt, 1.90 doz.
- Sauce Pans** ret'd, No. 012, 1 qt, 58c doz; No. 014, 1½ qt, 68c doz; No. 016, 2 qt, 80c doz; No. 018, 2½ qt, 89c doz; No. 020, 3 qt, 1.13 doz; No. 022, 4 qt, 1.25 doz; No. 024, 5 qt, 1.45 doz.
- Sieves** wood rim, 3 sizes, 90c doz; tin rim, No. 11 pieced Champion, 83c doz. No. 16 Mans, 1.42 doz.
- Sprinkling Cans** 1 qt, 1.45 doz; 4 qt, 2.50 doz; 6 qt, 2.92 doz; 8 qt, 3.75 doz; 10 qt, 4.45 doz.
- Steamers** No. 7, 2.25 doz; No. 8, 2.50 doz; No. 9, 2.85 doz.
- See catalogue page 160.
- Spice Box** Ceylon 6 in. tray, 1.80 doz.
- Spice Cabinet** 8 tin drawers, 7.20 doz.
- Wash Basin** plain No. 6, 38c doz; No. 7, 53c doz; No. 8, 68c doz; ret'd No. 6½ 64c doz; No. 7, 74c doz. Galvanized iron, 84c doz. Decorated ass't colors, 85c doz.
- Egg Poachers** Silvers, 3 ring, 2.25 doz; Silvers 6 ring, 4.50 doz; Shepard's No. 1 plain 6 ring, 4.00 doz; Shepard's No. 2 ret'd 6 ring, 6.00 doz.
- See Catalogue page 161.
- Tea Kettles** 1X flat copper bottom No. 7, 4.25 doz. No. 8, 4.75 doz; No. 9, 5.35 doz. Chicago spout flat copper bottom 1X, No. 8, 5.15 doz; No. 9, 5.95 doz. Favorite, planished, copper bottom, ebony handle, No. 8, 6.85 doz; No. 9, 7.20 doz. Oil stove tea kettles 1 C tin, 1.58 doz. Nickel fancy range, No. 020, 8.15 doz; No. 030, 9.40 doz.
- See catalogue page 167.
- No. 10 Iron Gem Pans**, 2.00 per doz.
- Waffle Iron** American or patent No. 8 or 9, 4.50 doz.
- Kettles** Maslin porcelain lined, 3 q', 18c each; 4 qt, 21c each; 5 qt, 25c each; 6 qt, 30c each; 7 qt, 33c each; 8 qt, 35c each; 10 qt, 38c each; 12 qt, 42c each.
- See catalogue page 220.
- Ne Plus Ultra Pins** Gilt edge papers in cartoons, No. BB, 30c doz; No. F3½, 31c doz; No. SC, 32c doz; No. MC, 38c doz.
- Adamantine Pins** 12 papers in package, full count, No. 4, 10c doz; No. 3, 12c doz; No. 2, 14c doz.
- Children's Sleighs** packed 2 in a bundle. For full description see Holiday Catalogue No. 109 (1892).
- | | Net |
|---------------------------------|-------|
| No. 1 Sleigh 12x31 in, per doz, | 3 60 |
| " 2 " 12x31 " " " | 3 90 |
| " 3 " 12x31 " " " | 5 40 |
| " 4 " 12x34 " " " | 6 60 |
| " 5 " 12x34 " " " | 6 60 |
| " 6 " 12x34 " " " | 7 80 |
| " 7 " 15x34 " " " | 9 60 |
| " 8 " 16x36 " " " | 13 20 |
| " 9 " 16x36 " " " | 18 00 |
| " 10 " 14x34 " " " | 8 40 |
| " 11 " 16x36 " " " | 10 80 |
- Boys' Coasters** sold only in packages of 1-6 doz.
- | No. 1 Coaster, 11x35 in, per doz, | 3 30 | |
|-----------------------------------|-------|--|
| " 2 " 11x35 " " " | 3 90 | |
| " 3 " 14x40 " " " | 7 20 | |
| " 4 " 16x40 " " " | 9 00 | |
| " 5 " " " " " " | 8 40 | |
| " 6 " 16x48 " " " | 10 80 | |
- Penny Toys.**
- Large Penny Garden Tools** half gross in box, 1.00 gro.
- Wood Rattles** 4 doz in package, per doz, 8c.
- Wood Whistles** 4½ in, 1 gross in box, per gross 1.00.
- Stick Apes** 1 doz in package, 75c gross.
- Penny Toys** a marvelous collection to retail at the popular prices.
- Tin Flutes** 1 gross in package, 1.00 gro.
- Toy Trumpets** 6 doz in box, \$1 gross.
- Glass Beads** in bags, 1 gross in box, 1.00 gross.
- Toy Fish Horns** 1 gross in box, 90c gross.
- Police Whistles** 6 doz in box, 90c gro.
- Rubber Squacking Balloons** 1 gross in package, 84c gro.
- Shell Whistle**, 1 gross in box, 1.00 gro.
- Toy Creams** 1 gross in box, 90c gro.
- Magnets** 1 gross in pkg, 90c gro.
- Jackstones** No. 1½ copper, 2 gross in box, 20c gro; No. 2, 1 gross in box, 25c gro.
- Cigar Whistles** 1 gro in box, 90c gro.
- Toy Rings** 3 doz in case, 80c gro.
- Tops** boxwood 6 doz in box, 72c gro.
- Harmonicas**—
- No. 764-323, 10 key, The Artist, 90c doz.
- No. 444-1, 10 key, Gebr. Ludwig Pine-tree, \$1.00 doz.
- No. 764-68, 10 key, Brightest and Best, \$1.50 doz.
- No. 36-508, 10 key, Davids Harp, \$1.75 doz.
- No. 169, 10 key, Original Emmet, \$1.75 doz.
- No. 444 21, 10 key, Tyrolean Jodler, \$2.00 doz.
- No. 50-B, 10 key, M. Hohners, \$1.50 doz.
- No. 36-300, 10 key, Original Emmet, \$2.25 doz.
- No. 1001, Concert Symphony \$2.25 doz.
- No. 444 7, Gebr. Ludwigs Concert \$3.75 doz.
- Jews Harps**—No. 7432-5, 25c. doz; No. 7432 6, 25c. doz; No. 7432-7, 25c. doz.
- Irish Harps** — No. 8786-414, Irish Bright Harp, 40c. doz; No. 8786-56, Irish Bright Harp, large, 65c. doz; No. 8786-508, Irish Bright Harp, fancy, 75c. doz.
- Perfume and Cologne**—
- No. 705, ass't 4 kinds, 1 doz in box, 65c. doz.
- No. 666, Vest Pocket, 2 doz. on each card, 85c. doz.
- No. 650, ass't 4 kind, 1 doz. in box, 75c. doz.
- No. 4123, ass't 6 kind, ½ doz. in box, 1.75 doz.
- No. 1868, Lilly of The Valley, 1 doz. in box, 1.95 doz.
- No. 3340, cologne, ½ doz. cruet bottles in box, 1.85 doz.
- No. 4098, Basket Perfume ass't. 1 doz. in box, 2.00 doz.
- No. 3852, cologne in cruet bottles, ½ doz. in box, 2.00 doz.
- No. 4309, ass't perfumes, ½ doz. in box 2.00 doz.
- Many other styles of 20-25-35 and 50c. perfumes shown.

H. LEONARD & SONS,

134 to 140 Fulton St., Grand Rapids.