VOL. 11.
GRAND RAPIDS, NOVEMBER 1, 1893.
NO. 528

MILTON KERNS'

## E1 Puritano Cigar.



## THE FINEST

## 10 Canit Cigar on Earth

trade supplied by BATEMAN \& FOX, B J. REYNOLDS, ${ }^{\text {Bay City. }}$ Grand Rapids. R OPPENHEIMER,

East Saginaw. Detrolt Tobacco Co., Detroit, Mich.

耳互KINS \& HESS Hides, Furs, Wool \& Tallow,

NOS. 122 and 124 LOUIS STREEET, GRAND RAPIDS. MICHIGAN.
WE CARR? I STOCK OF C'AKK TASAON FOH Witi repe

the above brands,
Royal Patent, Crescent, White Rose, Are sold with our personal guarantee.

[^0]
all gendine hard pan shoes have our name on SOLE AND LINING.

## Rindeg, Kalmbach \& EO.

Agents for THE BOSTON RUBBER SHOE COMPANY,
BLANKETS DOMETT AND WOOL.

## COMFORTS,

ALL GRADES AND SIZES.

## WOOLEN UNDRRWEAR

 HOSE, OVERJACKETS, FLANNELS IN WHITE, RED, BLUE, GREY AND MIXED.P. Steketee \& Sons.


TELFER SPICE COMPANY,
MANUFACTURERS OF
Spices and Baking Powder, and Jobbers of Teas, Coffees and Grocers' Sundries.
I and 3 Pearl Street,
GRAND RAPIDS
How
is
This
Pronounced?

RapprseU'rekapeanuluwarmer.

# STANDARD OIL CO. 

GRAND RAPIDS, MICHIGAN.

## DEALERS IN

Illuminating and Lubricating

## -OILS-

NAPTHA AND GASOLINES.

## Office, Hawkins Block.

Works, Butterworth Ave
BULK WORKS AT

| ERAND RAPIDS | MUSKEGON, | MANISTEE, | CADILLAC, |
| :--- | :--- | :--- | :--- |
| BIG RAPIDS, | GRAND HAVEN, |  |  |
| LLUDINGTON |  |  |  |

HIGHEST PRIOE PAID FOR GMDTY GHRPON \& GHSOLIND BHRREGS

## LEMON \& WHERERER COMPANT.

IMPORTERS AND

## Wholesale Grocers

Grand Rapids. MOSELEY BROS.,

## Secds, Beznns, Fruits and Produce.

 state how many and will try and trade with you.$26,28,30$ and 32 Ottawa Street.

## OYSTERS.

ANCHOR BRAND
Are the best. All orders will receive prompt attention at lowest market price. F. J. DETTEENTHALER.

## Heyman Company,

 Manufacturers of Show Cases of Eubry Description.

FIRST-CLASS WORK ONLY.
63 and 83 Canal St., Grand Rapids, Mich.
wRite for prices.

## IF YOU SUFFER FROM PILES

In any form, do you know what may result from neglect to cure them? It may result simply in temporary annoyance and discomfort, or it may be the beginning of serious rectal disease. Many cases of Fissure, Fistula, and Ulceration began in a simple case of Piles. At any rate there is no need of suffering the discomfort, and taking the chances of something more serious when you can secure at a trifling cost a perfectly safe, reliable cure.

## THE

## YramD Plic Cuir

has been before the public long enough to thoroughly test its merit and it has long since received the unqualified approval and endorsement of physicians and patients alike.

Your druggist will tell you that among the hundreds of patent medicines on the market none gives better satisfaction than the PYRAMID PILE CURE. It is guaranteed absolutely free from mineral poisons or any injurious substance.

In mild cases of Piles, one or two applications of the remedy are sufficient for a cure, and in no case will it fail to give immediate relief.


## Spring \& Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring \& Company.

# Michigan Tradesman 

VOL. XI.
GRAND RAPIDS, WEDNESDAY, NOVEMBER 1, 1893.
NO. 528

## A. J. SHFLLLMAN, Scienlilic Opicician. 65 Morioe SL.



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

## FNERAIIING ${ }^{\text {pgorid }}$

buildings. Portraits, Cards and stationery
Headings, Maps, Plans and Patented Articles.
TRADESMAN CO.


## the mercantile agency

R. G. Dun \& Co.

Feference Books issued quarterly. Collections attended to throughout United States and Canada<br>The Bradstreet Meraratile Aggercy.

The Bradstreet Company, Props.
Exeetive OIfies, 279, 281, 283 Bradway, N.Y Charles f. Clark, Pres.

Offices in the principal cities of the United States, Canada, the European con

Australia, and in London. England.

Grand Rapids Office, Room 4, Widdicomb Bidg.

T. Stuwart Wurre, receit

## ROOD \& RYAN,

## attorneys at law. Gidicomb Building.

 Widdicons building.eys for $R$. DUN $\boldsymbol{C}$. Attorneys for R \&, wUN \& CO.
References-Foster Stevens \& Co. Ball-Barn-
hart-Putman Co., Rindge, Kalmtach \& Co., H.
Leonard \& Sons, Voigt, Herpolsheimer \& Co., hart-Putman Co., Rindge, Kalmbach \& Co., H.
Leonard \& Sons. Voigt, Herpolsheimer \& Co.,
Peek Bros.. National City Bank. Olney \& Judson Peck Bros.. Nationa City Bank. Ozeline \& Per-
Grocer Co., R. Gun \& Co. He. Hatan
kins Drug Co., State Bank of Michigan, Trades

## COMMERCIAL CREDIT CO.

65 MONROE ST.
Successor to Cooper Commercial Agency and Commercial reports and ollections. Legal ad-
vice furni-hed and $s$ uits brought in local courts vice furni-hed and suits brought in local courts
for members. Telephone 166 or 1030 for particulars. STEVENSON, B. C. C. A. CUMINGS,
L. SLEC.

## THE ROCKING CHAIR.

A waving spot of sunshine, a signal light that caught the eye at once in a waste of commonplace houses, and all the dreary dimness of a narrow city street.
Across some low roof that made a gap in the wall of masonry, shot a level, brilliant beam of the just setting sun, touching the golden head of a girl in an open window.
She sat in a high-backed rocking-chair with brass mountings that glittered as it swung, rocking slowly back and forth, never lifting her head, but fairly lighting up the street with the glory of her sunlit hair.
We two stopped and stared, and, so staring, eaught sight of a small sign in a lower window-"Furnished Lodgings." With a common impulse we crossed the street and knocked at the dingy front door.
Slow, even footsteps approached from within, and a soft girlish laugh ceased suddenly as the door opened, showing us an old woman, with a dull expressionless face and faded eyes.
Yes, she had rooms to let. Yes, we could see them. No, there was no service. No, there were no meals. So way up-stairs. It was an ordinary house enough, on a poor sort of street, a house in no way remarkable or unlike its fellows.
She showed us two rooms, connected, neither better nor worse than most of their class, rooms without a striking feature about them, unless it was the great brass-bound chair we found still rocking gently by the window.
But the golden-haired girl was nowhere to be seen.
1 fancied 1 heard the light rustle of girlish robes in the inner chamber-a breath of that low laugh-but the door leading to this apartment was locked, and when 1 asked the woman if we could see the other rooms she said she had no other rooms to let.
A few words aside with Hal, and we decided to take take these two and move in at once. There was no reason we should not. We were looking for lodgings when that swinging sunbeam caught our eyes, and the accommodations were fully as good as we could pay for. So we closed our vargain on the spot, returned to our deserted boarding house for a few belongings, and were settled anew that night. Hal and I were young newspaper men, "penny-a-liners," part of that struggling crowd of aspirants who are to literature what squires and pages were to knighthood in olden days. We were winning our spurs. So far it was slow work, unpleasant and ill-paid-so was squireship and pagehood, I am sure; menial service and laborious polishing of armor; long running afoot while the master rode. But the squire could at least honor his lord and leader, while we, alas! had small honor for those above us in our profession, with but too good reason. We, of course, should do far nobler
things when these same spurs were won! Now it may have been mere literary instinct-the grasping at "material" of the pot-boiling writers of the day, and it may have been another kind of instinct -the unacknowledged attraction of the fair unknown; but, whatever the reason, the place had drawn us both, and here we were.
Unbroken friendship begun in babyhood held us two together, all the more closely because Hal was a merry, prosaic, clear-headed fellow, and I sensitive and romantic.
The fearless frankness of family life we shared, but held the right to unapproachable reserves, and so kept love unstrained.
We examined our new quarters with interest. The front room, Hal's, was rather big and bare. The back room, mine, rather small and bare.
He preferred that room, I am convinced, because of the window and the chair. I preferred the other, because of the locked door. We neither of us mentioned these prejudices.
"Are you sure you would not rather have this room?" asked Hal, conscious, perhaps, of an ulterior motive in his choice.
"No, indeed," said I, with a similar reservation; "you only have the street and I have a real 'view' from my window. The only thing 1 begrudge you is the chair!"

- You may come and rock therein at any hour of the day or night," said he magnanimously. "It is tremendously comfortable, for all its black looks."
It was a comfortable chair, a very comfortable chair, and we both used it a great deal. A very high-backed chaır, curving a little forward at the top, with heavy square corners. These corners, the ends of the rockers, the great sharp knobs that tipped the arms, and every other point and angle were mounted in orass.
"Might be used for a battering ram!' said Hal.
He sat smoking in it, rocking slowly and complacently by the window, while I lounged on the foot of the bed, and watched a pale young moon sink slowly
It went out of sight at last, and the room grew darker and darker till I could only see Hal's handsome head and the curving chair-back move slowly to and fro against the dim sky.
"What brought us here so suddenly, Maurice?" he asked, out of the dark.
"Three reasons," I answered. "Our need of lodgings, the suitability of these, and a beautiful head.'
"Correct," said he. "Anything else?"
"Nothing you would admit the existence of, my sternly logical friend. But I am conscious of a certain compulsion, or at least attraction, in the case, which does not seem wholly accounted for, even by golden hair."
"For once I will agree with you," said Hal. "I feel the same way myself, and I am not impressionable."

We were silent for a little. I may have closed my eyes-it may have been longer than I thought, but it did not seem another moment when something brushed softly against my arm, and Hal in his great chair was rocking beside me.
"Excuse me," said he, seeing me start. "This chair evidently 'walks,' I've seen em before."
So had I; on carpets, but there was no carpet here, and I thought I was awake. He pulled the heavy thing back to the window again, and we went to bed.
Our door was open, and we could talk back and forth, but presently I dropped off and slept heavily until morning. But I must have dreamed most vividly, for he accused me of rocking in his chair half the night; said he could see my outine clearly against the star!ight.
"No," said I, "you dreamed it. You've got rocking-chair on the brain."
"Dream it is, then," he answered cheerily. "Better a nightmare than a contradiction; a vampire than a quarrel! Come on, let's go to breakfast!"
We wondered greatly as the days went by that we saw nothing of our goldenhaired charmer. But we wondered in silence, aud neither mentioned it to the other.
Sometimes I heard her light movements in the room next mine, or the soft laugh somewhere in the house; but the mother's slow even steps were more frequent, but even she was not often visible.
All either of us saw of the girl, to my knowledge, was from the street, for she still availed herself of our chair by the window. This we disapproved of, on principle, the more so as we left the doors locked, and her presence proved the possession of another key. No; there was the door in my room: But I did not mention the idea. Under the circumstances, however, we made no complaint, and used to rush stealthily and swiftly up-stairs, hoping to surprise her. But we never succeeded. Only the chair was often found still rocking, and sometimes I fancied a faint sweet odor lingering about, an odor strangely saddening and suggestive. But one day when 1 thought Hal was there I rushed in unceremoniously and caught her. It was but a glimpse-a swift, light, noiseless sweep -she vanished into my own room. Following her with apologies for such a sudden entrance, I was too late. The envious door was locked again.
Our landlady's fair daughter was evidently shy enough when brought tọ bay, but strangely willing to take liberties in our absence.
Still, I had seen her, and for that sight would have forgiven much. Hers was a strange beauty, infinitely attractive yet infinitely perplexing. I marveled in secret, and longed with painful eagerness for another meeting; but I said nothing to Hal of my surprising her-it did not seem fair to the girl! She might have some good reason for going there; perhaps I could meet her again.
So I took to coming home early, on
one excuse or another, and inventing all manner of errands to get to the room when Hal was not in.
But it was not until after numberless surprises on that point, finding him there when I supposed him down-town, and noticing something a little forced in his needless explanations, that 1 began to wonder if he might not be on the same quest.

Soon I was sure of it. I reached the corner of the strpet one evening just at sunset, and-yes, there was the rhythmic swing of that bright head in the dark frame of the open window. There also was Hal in the street below. She looked out, she smiled. He let himself in and went up stairs.

I quickened my pace. I was in time to see the movement stop, the fair head turn, and Hal standing beyond her in the shadow.

1 passed the door, passed the street, walked an hour--two hours-got a late supper somewhere, and came back about bedtime with a sharp and bitter feeling in my heart that 1 strove in vain to reason down. Why he had not as good a right to meet her as I it were hard to say. and yet I was strangely angry with him.
When 1 returned the lamplight shone behind the white curtain, and the shadow of the great chair stood motionless against it. Another shadow crossed-Hal-smoking. I went up.

He greeted me effusively and asked why I was so late. Where 1 got supper. Was unnaturally cheerful. There was a sudden dreadful sense of concealment between us. But he told nothing and 1 asked nothing, and we went silently to bed.

I blamed him for saying no word about our fair mystery, and yet I had said none concerning my own meeting. I racked my brain with questions as to how much he had really seen of her; if she had talked to him; what she had told him; how long she had stayed.

I tossed all night and Hal was sleepless too, for I heard him rocking for hours, by the window, by the bed, close to my door. I never knew a rockingchair to "walk" as that one did.

Towards morning the steady creak and swing was too much for my nerves or temper.
"For goodness' sake, Hal, do stop that and go to bed.
"What?" came a sleepy voice.
"Don't fool!" said I, "I haven't slept a wink to-night for your everlasting rocking. Now do leave off and go to bed."
"Go to bed! I've been in bed all night and I wish you had! Can't you use the chair without blaming me for it?"

And all the time I herter him rock, rock, rock, over by the hall door:

I rose stealthily and entered the room, meaning to surprise the ill-timed joker and convict him in the act.

Both rooms were full of the dim phosphorescence of reflected moonlight; I knew them even in the dark; and yet 1 stumbled just inside the door, and fell heavily.

Hal was out of bed in a moment and had struck a light.
"Are you hurt, my dear boy?"
I was hurt, and solely by his fault, for the chair was not where I supposed, but elose to my bedroom door, where he must have left it to leap into bed when he heard me coming. So it was in no amiable humor that $I$ refused his offers of
assistance and limped back to my own sleepless pillow. 1 had struck my ankle on one of those brass-tipped rockers, and it pained me severely. I never saw a chair so made to hurt as that one. It was so large and heavy and ill-balanced, and every joint and corner so shod with brass. Hal and I had punished ourselves enough on it before, especially in the datk when we forgot where the thing was standing, but never so severely as this. It was not like Hal to play such tricks, and both heart and ankle ached as I crept into bed again to toss and doze and dream and fitfully start till morning. Hal was kindness itself, but he would insist that he had been asleep and I rock ing all night, till I grew actually angry with him.
"That's carrying a joke too far," I said at last. "I don't mind a joke, even when it hurts, but there are limits.
'Yes, there are!" said he, significantly, and we dropped the subject.
several days passed. Hal had repeated meetings with the gold-haired damsel; this I saw from the street; but save for these bitter glimpses I waited vaiuly.
It was hard to bear, harder almost than the growing estrangement between Hal and me, and that cut deeply. I think that at last either one of us would have been glad to go away by himself, but neither was willing to leave the other to the room, the chair, the beautiful unknown.

Coming home one morning unexpectedly, I found the dull-faced landlady arranging the rooms, and quite laid myself out to make an impression upon her, to no purpose.
"That is a fine old chair you have there," said I, as she stood mechanically polishing the brass corners with her apron.

She looked at the darkly glittering thing with almost a flash of pride.

Yes," said she, "a fine chair!"
"Is it old?" I pursued.
"Very old," she answered briefly.
"But I thought rocking-chairs were a modern American invention?" said I.
she looked at me apathetically
"It is Spanish," she said, "Spanish oak, Spanish leather, Spanish brass, Spanish -." I did not catch the last word, and she left the room without another.
It was a strange ill-balanced thing, that chair, though so easy and comfortable to sit in. The rockers were long and sharp behind, always lying in wait for the unwary, but cut short in front; and the back was so high and so heavy on top, that what with its weight and the shortness of the front rockers, it tipped forward with an ease and a violence equally astonishing.
This I knew from experience, as it had plunged over upon me during some of vur frequent encounters. Hal also was a sufferer, but in spite of our manifold bruises, neither of us would have had the chair removed, for did not she sit in it, evening afte evening, and ruck there in the golden light of the setting sun.
So, evening after evening, we two fled from our work as early as possible, and hurried home alone, by separate ways, to the dingy street and the glorified window.

I could not endure forever. When Hal carre home first, I, lingering in the street below, could see through our window that lovely head and his in close prox-

## GROCERS !

 Sell Staple Goods.

There are a number of new brands of Condensed Milk being put on the market that are experiments. The

## Gail Borden Eagle Brand

Condensed Milk long ago ceased to be an experiment. It has been on the market for more than 30 YEARS.
You cannot afford to take into stock goods that lie on your shelves until spoiled and that are never safe in recommending. We are aiding the sale of the "EAGLE" Brand by advertising it to consumers in your section. That will help you.
Also, propietors of CROWN, DAISY \& CHAMPION BRANDS of Condensed Milk.

Chocolate Cooler Co.
MANUFACTURERS OF


## KNOCK DOWN TABLES AND SHELVING,

and manufacturers agent for
Koch Adjustable Brackets for Shelving.
This combination renders the furniture of a store portable-not fixtures, to be retained by the landlord and utilized by the next tenant. This arrangement enables the merchant to move his store furniture more quickly and easily than he can move his stock, thus enabling him to resume business in a new location without loss of valuable time. Samples of each line on exhibition at office, 315 MICHIGAN TRUST CO. BUILDING. If you cannot visit office, send for catalogue.

imity. When I came first, it was to catch perhaps a quick glance from above -a bewildering smile-no more. She was always gone when I reached the room, and the inner door of my chamber irrevocably locked.
At times I even caught the click of the latch, heard the flutter of loose robes on the other side; and sometimes this daily disappointment, this constant agony of hope deferred, would bring me to my knees by that door, begging her to open to me, crying to her in every term of passionate endearment and persuasion tha tortured heart of man could think to use.

Hal had neither word nor look for me now, save those of studied politeness and cold indifference, and how could I behave otherwise to him, so proven to my face a liar?

I saw him from the street one night, in the broad level sunlight, sitting in that chair, with the beautiful head on his shoulder, It was more than I could bear. If he had won, and won so utterly, I would ask but to speak to her once, and say farewell to both forever. So 1 heavily elimbed the stairs, knocked loudly, and entered at Hal's "Come in!" only to find him sitting there alone, smoking yes, smoking in the chair which but a moment since had held her too!

He had but just lit the cigar, a paltry device to blind my eyes.
'Look here, Hal," said I, "I can't stand this any longer. May I ask you one thing? Let me see her once, just once, that I may say good-bye, and then neither of you need see me again!"
Hal rose to his feet and looked me straight in the eye. Then he threw that whole cigar out of the window, and walked to within two feet of me.
"Are you crazy," he said. "I ask her! I! I have never had speech of her in my life! And you-" He stopped and turned away.
"And I what?" I would have it out now whatever came.
"And you have seen hẻr day after day -talked with her-I need not repeat all that my eyes have seen!"
"You need not, indeed," said I. "It would tax even your invention. I have never seen her in this room but once, and then but for a fleeting glimpse-no word. From the street I have seen her often-with you!"
He turned very white and walked from me to the window, then turned again.
"I have never seen her in this room for even such a moment as you own to. From the street I have seen her oftenwith you!"

We looked at each other.
"Do you mean to say," I inquired slowly, "that I did not see you just now sitting in that chair, by that window, with her in your arms?"
"Stop!" he cried, throwing out his hand with a fierce gesture. It struck sharply on the corner of the chair-back. He wiped the blood mechanically from the three-cornered cut, looking fixedly at me.
"I saw you," said I.
"You did not!" said he
I turned slowly on my heel and went into my room. I could not bear to tell that man, my more than brother, that he lied.

I sat down on my bed with my head on my hands, and presently I heard Hal's door open and shut, his step on the stair, the front door slam behind him. He had gone, I knew not where, and if he wen
o his death and a word of mine would have stopped him, I would not have said it. I do not know how long I sat there, in the company of hopeless love and jealousy and hate.
Suddenly, out of the silence of the empty room, came the steady swing and creak of the great chair. Perhaps-it must be! I sprang to my feet and noiselessly opened the door. There she sat by the window, looking out, and-yesshe threw a kiss to someone below. Ah, how beautiful she was! How beautiful I made a step toward her. I held ou my hands, I uttered I know not whatwhen all at once came Hal's quick step upon the stairs.
She heard it, too, and giving me one subtle, mysterious, triumphant look, slipped past me and into my room just as Hal burst in. He saw her go. He came straight to me and I thought he would have struck me down where I stood.
"Out of my way," he cried. "I will speak to her. Is it not enough to see?'" -he motioned toward the window with his wounded hand-"Let me pass!"
"She is not there," I answered. has gone through into the other room."
A light laugh sounded close by us. faint, soft, silver laugh, almost at my elbow.

He flung me from his path, threw open the door, and entered. The room was empty.

Where have you hidden her?" he demanded. I coldly pointed to the other door.
"So her room opens into yours, does it?" he muttered with a bitter smile. "No wonder you preferred the 'view! Perhaps I can open it too?" And he laid his hand upon the latch.
I smiled then, for bitter experience had taught me that it was always locked, locked to all my prayers and entreaties. Let him kneel there as I had! But it opened under his hand! I sprang to his side, and we looked into-a closet, two by four, as bare and shallow as an empty coffln!
He turned to me.ras white with rage as I was with terror. I was not thinking of him.
"What have you done with her?", he cried. And then contemptuously-"That I should stop to question a liar!"
I paid no heed to him, but walked back into the other room, where the great chair rocked by the window.
He followed me, furious with disappointment, and laid his hand upon the swaying back, his strong fingers closing on it till the nails were white.
"Will you leave this place?" said he.
"No," said I.
"I will live no longer with a liar and traitor," said he.
"Then you will have to kill yourself," said I.
With a muttered oath he sprang upon me, but caught his foot in the long rocker, and fell heavily.
So wild a wave of hate rose in my heart that I could have trampled upon him where he lay-killed him like a dog -but with a mighty effort I turned from him and left the room.
When I returned it was broad day. Early and still, not sunrise yet, but full of hard, clear light on roof and wall and roadway, I stopped on the lower floor to find the landlady and announce my immediate departure. Door after door 1 knocked at, tried and opened; room after room I entered and searched thoroughly;
in all that house, from cellar to garret, was no furnished room but ours, no sign of human occupancy. Dust, dust and cobwebs everywhere, nothing else.

With a strange sinking of the heart I ame back ${ }^{2}$ to our own door.
Surely I heard the landlady's slow, even step inside, and that soft, low laugh. I rushed in.
The room was empty of all life; both rooms utterly empty.
Yes, of all life; for, with the love of a lifetime surging in my heart, I sprang to where Hal lay beneath the window, and found him dead.
Dead, and most horribly dead. Three heavy marks-blows-three deep, threecornered gashes-I started to my feeteven the chair had gone!
Again the whispered laugh. Out of that house of terror I fled desperately. From the street I cast one shuddering glance at the fateful window.
The risen sun was gilding all the housetops, and its level rays, striking the high panes on the building opposite, shone back in a calm glory on the great chair by the window, the sweet face, downdropped eyes, and swaying golden head. Charlotte Perkins Stetson.

## BUY THE BEST



The Clippewal
WE ARE AGENTS FOR THE
L. "CANDEE" \& CO., New Haven, Conn.,

## "MEYER" RUBBER C0

New Brunswick, N. J.,
Celebrated Rinbler Foot Wear.
Order while our stock is complete, and save annoyance which will come when the season opens and stocks are broken. Socks, Felt Boots, and all kinds of waterproof clothing.
Grand Rapid Pribuer Store,

## Studdey \& Barclay

4 Monroe St.,
GRAND RAPIDS.
CROUP PECKHANS CROUP KEMEDY Colds. Coughe. Whooping-Cough, troup, Measlen, and kindred complaints of Childhood and be convinced of its merits. Get a bottle to-
day, you mav need it tonight: Once used al dry, you mased. Pleasant, WHOOPN GG GOUGH afe, Certain!

WHOOPINE COUGh
"My customers are well pleased with that in
valuable medicine-Peckham's Croup Remedy Valuable medicine-Peckham's Croup Remedy,
I recommend it above all others for children., h. Z. Carbentar, Druggist, Parksville, Mo.
"Peckham's Cronp Remedy gives the best satisfaction Whenever a persin tuys a bottle
will guarantee that customer will come again or more, and recommend it to others.

## APLAS 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 increased facilities for manufacturing we are well prepared to fill orders promptly and at most reasonable prices.

BUY THE PRNINSULAR Pails, shirits, anid oremalls

Once and You are our Customer for life.

## Stanton de Morey,

 DETROIT, MICH.Geo. F. Owen, Salesman for Western Michigan, Residence 59 N . Union St.. Grand Ravids.
FOORTH NAFIONAL BANK
Grand Rapids, Mich.
D. A. Blodeett, President.

Gro. W. Gay. Vice-President.
Wm. H. Anderson, Cashier.
Jno A. Seymour, Ass't Cashler
Capital, \$300,000.
DIRECTORS.
D. A. Blodgett. Geo. W. Gay. S. M. Lemon. C Bertsch. A. J Bowne. G. K Johnson.
W m. H Anderson. Wm Sears. A. D. Kathbone Wm. H Anderson. Wm Sears. A. Dl. Kathbo

## H. II. REYNOLDS \& SON, WHOLESALE DEALERS IN Building Papers, <br> Carpet Linings, <br> Asbestos Sheathing

Asphalt Ready Roofing,
Asphalt Roof Paints, Resin, Coal Tar,
Roofing and Paving Pitch,
Tarred Felt, Mineral Wool Elastic Roofing Cement, Car, Bridge and Roof Paints, and 0ils.

## AMONG TEE TRADE.

around the state.
Caro-B. W. White has sold his grocery stock to E. G. Wilsey.
Evart-L. J. Lemert has opened a tobacco and confectionery store.
Saginaw-D. C. Fox has removed his drug stock from Cadillac to this place. Consord-Frank S. Ganiard has sold his grocery stock to Brodock \& McKenzie. Plymouth-Wm. A. Bassett, of Bassett \& Son, furniture dealers and undertakers, is dead.
Adrian-Samuel E. Hart, of the wholesale and retail drug firm of Hart \& Shaw, is dead.
Battle Creek-C. E. Fuller \& Co. succeed J. M. Gailoup \& Son in the jewelry business.
Three Rivers-The general stock of M. Tracy \& Son has been turned over to the creditors.
Detroit-John S. Hanes succeeds John S. Hanes \& Co., incorporated, in the lumber and coal business.
Plainwell-S. H. (Mrs. C. M.) Link has removed her clothing stock from Menominee to this place.
Charlevoix-J. Z. Linton succeeds Linton \& Denton in the grocery and confectionery business.
Battle Creek-Atherton \& Keyes, grocers, have dissolved, Aloert J. Keyes continuing the business.
Ann Arbor-samuel Langsdorf has purchased the hat, cap and furnishing goods stock of Louis Blitz.
Rockford-E. W. Johnson has retired from the Rockford Hardware Co., the style of the firm remaining the same.
Kalamazoo-Zander \& Walter, dealers in wall paper and paints, have dissolved, E. P. Walter continuing the business.

Sault ste. Marie-C. W. Piekford is succeeded by C. W. Pickford \& Son in the dry goods, furnishing goods and boot and shoe business.
Hastings-John Harper has sold his bakery stock and business to Denton \& McGuinan, who will continue the business at the same location.
Ho ward City-T. M. Lander, formerly engaged in the produce business at Muskegon. Benton Harbor and Morley, has opened a flour and feed store at this place.

## Muskegon-Louis Kolkema, formerly

 engaged in the dry goods and grocery bnsiness at East Holland, has removed his stock to this city and re-engaged in business.Carson City-Krohn \& Netzorg have opened a branch dry goods and elothing store at Edmore. It will be under the personal management of a brother of Mr. Krohn.
Shelby-Babcock \& Loomis, furniture dealers, are closing out their stock and will remove to Breckenridge, where they will take the Breckeuridge flour mills, in which they were engaged before coming bere.
Howard City-C. A. Van Denbergh and Alex. Denton have moved into their new brick store building, which is admirably adapted for their purposes. The store vacated by Mr. Denton will be occupied by Fred Ashley with his dry goods stock.
Nashville-Miss E. L. Smith's grccery stock has been seized on chattel mortgage at the instance of $B$. Desenberg \& Co., of Kalamazoo. Miss Smith claims that the mortgage was secured by misrepreseutation and threatens to appeal to the Cireuit Court.

Detroit-Articles of association have tember, though it has been about onebeen filed by the Hammond Beef Co. fourth less than during the same period The authorized capital stock of the corporation is $\$ 30,000$, of which $\$ 20,000$ worth has been paid in. The incorporators are James D. Standish, Thomas R. Jones and Sidney R. Dixon.
Cadillac-The brick plant formerly owned by Mosser \& Co. was purchased at assignee's sale by H. G. Rose, of Petoskey, for $\$ 2,505$. The purchaser subsequently transferred the property to
W. L. Smith, C. J. Mankter W. L. Smith, C. J. Manktelow, Albert M. Manktelow and Chas. C. Henry, who will continue the business under the style of the Cadillac Brick Co.
Traverse City-Geo. Linn \& Son, of Chicago, have purchased through their agents, James Hidglin and John Mullin. the old Winnie \& Fleming warehouse, just west of the G. R. \& I. freight depot, and have several men at work repairing
it and getting it in shape for the winter. They will store between eight and ten thousand bushels of potatoes there until spring.
mandfacturing matters.
Oscoda-The Oscoda Lumber Co. is considering the project of adding a shingle mill to its plant. Its construction will depend upon the ability of the company to secure a stock of logs for next season.
Otsego-The Otsego Buggy Co., a new firm composed of C. A. Russell, E. R. Miller and W. Dennison, has bought the stock of the Russell Carriage Co. of C. W. Edsell and intends to continue in the manufacture of carriages and road carts.
Saginaw-The Wall \& Webber sawmill, which has been running with very short stops since January 1, has shut down for the season. The firm has started one camp on the Tobacco River and has let two or three jobs to other parties to put in small lots.
Ludington-James Foley will start a camp for the Pere Marquette Lumber Co. in Lake county, three miles from the Flint \& Pere Marquette Railroad. Between 4,000,000 and 5,000.000 feet of logs will be banked this winter and about $8,000,000$ feet next summer.
Dodge-The Lansing Lumber Co. has somewhat changed its plans. The sawmill here shut down last week. The shingle mill will run three weeks longer. It is announced that the company will
cut $15,000,000$ feet of logs this winter to stock the mills next season.
Muskegon - Lumber shipments by water continue to improve and the record for October equalled the total of September, August and July. The shipments
were nearly all consigned to Milwautee were nearly all consigned to Milwaukee. In general the lumber boats that are not already laid up are preparing to do so.
Cadillac-Mitehell Bros. have stopped logging, and their sawmill at Jennings has been closed on account of stagnation of trade. The shipments of this firm have been regular but insufficient to warrant the continuance of operations. As soon as better trade conditions warrant it the firm will resume operations, both in mill and woods.
Cadillac-Cobbs \& Mitchell have finished logging in Kalkaska county and are preparing for extensive operations in Grand Ttaverse county. The logs will be put into Boardman River and floated to Cobb's Junction, thence by the Grand Rapids \& Indiana to the mill at Cadillac. This firm reports lively shipping during October, compared with August and Sep-

## of previous years.

Menominee-The total shipments of lumber from Menominee to date for the season are $185,950,000$ feet, as compared with $315,962.500$ for a corresponding period last year, all of which shows that there has not only been a falling off in the cut, but that, though sales were moderately good early in the season, manu-
facturers found it necessary to pile a large percentage of the season's cut, owing to the fact that payments were not forthcoming for a major portion of what had been disposed of.

Saginaw-Wylie Bros. have only manufactured $3,000,000$ shingles this season and have gone out of the shingle busines*, finding that there is more profit in converting their logs into lumber. They expect to convert their shingle mill into a band sawmill, and are negotiating for $100,000.000$ feet of Canadian pine to start it. Mr. Wylie says there is $\$ 3$ a thousand more in cutting logs into lumber than into shingles. He has been in the shingle business twenty years, cutting about 25.000 .000 annually.
Manistee-October shows up pretty well in the amount of lumber shipped from this port. We had as many as one y-five barges and schooners loading mast day week and the forests of ibly of the palmy days of last season when everybody was at work. Shipments of salt have been unusually heavy of late, and, besides the ordinary shipments to Chicago and Milwaukee, we have loaded several large boats for DuThe and other Lake Superior points. The Peters plant has been running full force on salt, and is packing from 2,000 to 2,500 barrels daily.
Bay City-The manufacturing and shipping season is nearing the end. A large quantity of lumber will remain on the docks at the close, as it is selling very slowly, and buying for this fall delivery by water has been suspended. Some of the mills will run well into November, and with few exceptions they are now running. While fair records have been made by nearly all of the mills, the depression in business has restricted the output. Lake shipments continue very light. Usually at this date there is a hustling to get cargoes away, but at present there seems to be no hurry, and in fact there is very little
lumber sold to go forward, and none, so lumber sold to go forward, and none, so over. Last year at this date millions of feet had been purchased for spring delivery. Shipments last week aggregated only $2,320,000$ feet, about one day's movement in active times. Lake rates on lumber are firm at $\$ 1.50$ to Ohio ports and $\$ 1.75$ to Buffalo and Tonawanda. This is the lowest rate in years at a like date. A number of lumber carriers have gone out of commission.

## The Signiflicance of "Labor Day.

We must confess that we never hear Labor Day" or "Labor's Holdday" mentioned without a feeling of contempt and disgust for the impudent demagogism on the one side, and the cowardly servility on the other, which have brought the descendants of those who prepared and defended the Declaration of Independence down to the embodiment in legislation of the idea that, instead of all men being born free and equal, there are two sorts of men in this republic, one consisting of the members of certain organizations,
and the other including the miscellaneous persons who do not belong to these organizations, and that those who do belong to them are entitled to favor and recognition from the government which is not accorded to other people. In a community whose whole public system is be no class the idea that is certainly ludicrous to find, of late years, statute after statute enacted at the demand of the crafty and ambitious foreigners who control the forces of "organized labor." For several years "organized labor" has, or would have had, but for internal squabbles, things pretty much its own way in the lexislatures, but just now eir cumstances which neither legislatur or walking delegates can legislaturts given a very large number of citizens more leisure than usual for thinking, and there are indications that a good many of them are reflecting whether, after all, they mirht not be as well off in the simple capacity of "free and equal" in that of abject slaves they are now in that of abject slaves of a foreign
tyranny which dictates to them how, with whom and at what price they hall work. which prevents them from feaching their own business to their own chidren, and which forces them to sit ide and see their families suffer, when work is plenty, for the sake of "sympathizing with some other people, of whom they never heard, and whose relations to them consist solely in a concerted scheme of their respective leaders for heir private advantage.

## He Knew.

Head of Firm-Have you had any experience with double entry?
Pro-pective Bookkeeper-I should say so! l've been shipping clerk for one of Head of Firm-
Head of Firm-But you didn't learn anything about double entry, did you?
Prospective Bookkeeper - Certainly sir. When the goods were shipped i made one entry. and when they were returned I made another. Ain't that double entry?
J. M. Shaffer, drugs and groceries, Gladwin "Can't get along without Tae Tradesman."

FOR SALE, WANTED, ETC.
Advertisements will be inserted under this one cent t word for each the first insertion and No advertisements. taken for less than 25 cents, Advance payment.

## HUSINESS CHANCER.

COMPARATIVELY NEW GROCERY STOCK uring city in cheantral Michigan. The murchac will step right Into a good paring business, Ad dress No 801 . e re Michigan Tradesman. 80
ditas. GOOD OPENING FOR A DRY GOODS tart new ; splendid store nicely fitted for rent WanTED-TO BUY A STOCK OF DRY
goods. Address lock box 254, Lansing, HOR SALE-THE THEODORE KE WINK
drugstock And fixtures on West Leonard
street. Paying inves ment. Will sell at half street. Payitg inves ment. Uill sell at half
real value. For particulars, enquire of Henry
Idema, Kent County Savings Bank, Grand Rar.Ide
ids. $\mathrm{F}^{\text {OR A ALE-Drug - tock in hu-iness town of }}$ 1,200 inhabitants in Eastern Michigar, trib-
atary to lurge farming trade; lake and rail
freights; only two drug stores in town; rint freights; only two drug trade; lake and rail
$*: 00$ per year; stock will inventory town; rent. \$200 per year; stock will inventory 82,510 : sales
\&20 a day. Heason for selling, owner wishes to
rettre from business. Address No. 75:, care
Min
$W^{\text {anted - A practical druggist, with some }}$ capi al, to take charge of a first class drug
Address C. L. Brundage, $\mathbf{B}^{\text {LSINESS HMLSE AND STOCK }} \begin{aligned} & \text { ceries for sale on Union street. } \\ & \text { OF } \\ & \text { Winl sell }\end{aligned}$ B ceries for sale on Union street. Will sell
at a bargain. Address box 634, Traverse City, $\frac{\text { SITUATIONS WANTED. }}{\text { WANTED-HOSITION BY A REGISTERED }}$ Assistant Pharmacist of four years' expe-
rience. References unquestioned. Address No. WanTED-POSITION As REGISTERED experience. References furnished, if desired.
Address, stating salary, No. 798, care Mictigas Whaderman. rience. pharmacist by a young man of girst-class reference, expe-
 ing ", $A$ m nthly
TRIAL COPP . 1204 Woman's Temple, Chicago.

GRAND RAPIDS GOSSIP.
Van Zwaluwenberg \& Michmershuizen, who have lately opened a meat market at Holland, will shortly add a grocery stock. The Olney \& Judsen Grocer Co. has the order for the stock.
The Committee on Trade Interests of the Retail Grocers' Association has promulgated a new sugar schedule, reducing the price of granulated to the following: Single pound, $61 / 4$ cents; four pounds, 25 cents: eight pounds, 50 cents; seventeen pounds, $\$ 1$.
The Excelsior Steam Laundry has followed the example set by the Baxter Steam Laundry and adopted the coupon book system for the use of those customers who do not find it convenient to leave the cash for their laundry at their homes or places of residence.

The Standard Oil Co., which has heretofore carried only XXX WW Michigan Headlight oil in its tank wagons, will hereafter carry Eocene as well. The present tank wagon price of Headlight is $51 / 2$ cents, while 7 cents is asked for Eocene. This arrangement will be appreciated by those dealers who have a demand for a higher priced oil than Headlight.
Thos. Wasson has uttered a chattel mortgage on his grocery stock and book accounts at 17 South Division street for $\$ 2,39468$, making $W \mathrm{~m}$. Judson trustee for the tollowing local creditors: Olney \& Judson Grocer Co.. \$818.02; 1. M. Clark Grocery Co.. \$800; New York Biscuit Co.. \$210; Valley City Milling Co., \$210; C. B Metzger, $\$ 190$, and 0 . A. Ball, $\$ 166$ 66. There is about $\$ 500$ due outside creditors, who do not relish the idea of being shut out in such a way.
J. P. Visner's difficulty with his would-be partner has not yet been settled. Last week Lakin asked for and obtained an order from the Circuit Court appointing a receiver. Acting under his attorney's instructions, Mr. Visner refused to allow the receiver to enter the premises, and the matter was compromised by his being made the agent of Lakin. As such, Mr. Visner admitted him, when he immediately drew from his pocket his instructions as receiver and proceeded to take possession in that capacity. Then, instead of disposing of the stock on hand, he eugaged a baker
and went to work to stock up the store in baker's goods. As this was exceeding his authority as receiver. Judse Hatch, Mr. Visner's attorney, laid the matter before Judge Adsit, who vacated the order appointing the receiver, and there the case rests for the present. The matter was to have been heard in chambers by Judge Adsit Monday morning, but was continued until Wednesday morning at $9 o^{\prime}$ clock.

## Gripsack Brigade.

Wm. Connor, the versatile traveling representative for Michael Kolb \& Sou, of Rochester, was in town last week and will be here again Nov. 10.
L. J. Allen, who was on the road many years, with headquarters at Battle Creek, has purchased a farm near Chesaning and will hereafter follow rural pursuits.
At the regular monthly meeting of Post E, held at Elks' Hall Saturday evening, President Barclay was unavoidably absent and E. A. Stowe acted as chairman. The minutes of the last meeting were read and approved and several bills
were presented and ordered paid. It was decided to hold an entertainment at the hall on the evening of November 18, and Ben. VanLeuven, Geo. F. Owen, C. L. Lawton and Henry Dawley were named as a committee to arrange the necessary preliminaries. The committee will meet during the present week and decide upon the program to be observed. Secretary Mills, of the State organization, stated that the membership had now reached the 2,000 limit. Secretary Blaike was instructed to circulate a paper among the traveling men of the city, soliciting those who were not already members of the Post to become
members withont delay, and the meeting adjourned.
Sparta Sentinel: A large number of traveling men who come to this town on Monday always hire a livery rig to take them to Newaygo, stopping at Kent City, Casnovia, Bailey and Grant on their way there. At present there seems to be
quite a little difficulty between them and Dick Myers, who runs the Commercial House livery barn. The traveling men claim that Dick's charges are too high, hat he drives too slow, and other things of little consequence, and therefore they have been sending to Newaygo for teams to meet them here. Livery men say that Dick does not charge too much, and that Hart, of Newaygo, is cutting rates in order to get the business, and as he also runs a hotel, and by getting the job of carrying them up there will get them to stop at his house, this is probably the case. Some of the merchants here are up in arms about the matter, and say
they will not buy geods of any one who who will not patronize home liveries. What the outcome will be we do not know, but hope that the matter will be settled satisfactorily to all concerned.
"The drummer is an educator," said Rev. Alonzo Monk, of Tennessee, re cently. "You are mistaken if you think education comes altogether from books. If you place a man in a common sphere of society, bowever refined he may be in his breeding, he is bound to deteriorate. Travel is an educator, and therefore the converse of my remarks holds good. There are many men now on the road, I venture to say, who are educated, polished gentlemen, much of which finish they have acquired by being thrown into contact with the world, and by visiting new scenes continually. Thus it is that
the drummer is a welcome guest at every home, for not only does he bring his good humor with him as invariably as he does his sample case, but he has always a places he has visited, and the people he has met, that is a source of delight to his hosts and their families. The generosity of the drummer is proverbial. I have seen him extend a helping hand to the widow and orphan in distress, and to his fellow travelers as well, and when the collection plate goes around in church of a Sunday, the drummer in the congrega-
tion is by no means the smallest contribator.'

## The Grocery Market.

Sugar-The market sustained a local decline of 31 pence on granulated and most other grades last Friday and a general decline of 19 pence occurred on Monday. This brings the price of granulated from even 6 cents to a fraction below $5 \frac{1}{2}$ cents. The market is still unsettled and further declines are by no means unexpected.

Cheese - The price continues strengthen, but it is now about as high as it can go, except at the expense of an advance in retailers' prices, which would tend to curtail consumption. The season's output is considerably short and winter supply without delay.
Oranges-Not many to be had and they are generally small and green. The new Floridas are well on the way, however, and, after this week, the supply will be
good. The demand is, as usual, good. ood. The demand is, as usual, cood. tail end of the summer crop and the very expensive Maorias. There are plenty of
Malagas, but they are so poor as to be worthless, and not wanted. The new crop Messinas will begin to move about the end of this month.
Bananas-Owing to the increased risk, on account of cold, prices are expected to move up. The supply is fair. As a
rule the fruit is small, but the quality is good.

## Purely Personal.

Frank E. Leonard has gone to Pineville, Ky., where he will spend several weeks, hunting on the Blue Ridge Mountains.
W. B. Beam, who is in charge of the clerical department of the Wetzell Mercantile Co. and the Wetzell Turning Works, at Wetzell, was in town last Works,
week.
Chas. E. Olney has returned from Thompson, Conn., where he spent the summer. He will remain long enough to assist in the annual inventory of the Olney \& Judson Grocer Co., sailing from New York on the Fuerst Bismarck Nov 16. He will tarry about ten days at A1geria, taking the next steamer for Naples, whence he goes to Nice for the
winter. Of course he will be accomwinter. Of course hed
panied by his family.

## The Drug Market.

Opium is dull and lower
Morphia is unchanged.
Quinine is very firm and advancing.
Gum assafetida, prime, is higher Low grades can be sold at a less price. Oil cassia has advanced.
White mustard seed has declined.
Celery seed has advanced.
Canary seed is lower.
Alcohol has been advanced again by the trust.
It is anticipated that the repeal of the purchasing clause of the Sherman law will cause an upward trend in many articles in the drug line, as the uncertainty of the past few months has forced many staple articles down below the actual cost of production and importation.

## The Wool Market.

There has been a slight falling off in price for weeks past, but so slight as to be almost inappreciable. It shows, however, the tendency of the market, which is downward. Sales for the past week were small and, what is unusual for this season, were mostly speculative in character. Manufacturers bought very little, nothing like as much as in past weeks, which is ominous, to say the least. There is nothing doing in the local market, and prices are stationary. Offerings are straggling, depending on the growers' necessities. The price is the buyer's.

## Hides, Pelts and Furs.

Hides-The market has shown a steady decline, and, as a consequence, buyers are shy, not caring to purchase on a fall-
ing market. Should prices take an upward turn, it would have a tendency to improve business, and, as prices can hardly go below present quotations, a rise may possibly occur, but when is a question no one can answer. The local market shows no change, unless it be for the worse.
Pelts-Are extremely low and dull. o change from last week.

## From Out of Town.

Calls have been received at The Tradesman office during the past week from the following gentlemen in trade: E. E. Hewitt, Rockford.

Wetzell Mercantile Co., Wetzell.
L. M. Wolf, Hadsonvilie.
L. M. Wolf, Hudsonville.
Fred E. Close \& Co., Byron.
T. H. Atkins. Wert Cartisle.
E. J. Manshum, Fisher.
R. D. McNaughton, Coopersville.

Loses Many Millions.
Charles L. Fair, the son of the multimillionaire of the Pacitic coast, has lost a good round sum by marrying a disreputable woman, against his father's pro-
test. Exact $y$, it is $\$ 14.999 .900$. It has been reported that his fatber broke up the mateb by having his wild son, who is a very tough customer, arrested as insane, but it appears that this report was
groundless, aud that young Fair and his groundless, atd that young Fair and his questionable spouse succeeded in eluding
the old gentleman, as well as sundry the old gentleman, as well as sundry
creditors, who were anxious to interview the young man, and in getting across the boundary of the state. They are now on the way to Europe. When ex-Senator Fair heard about his son's escapade, he sent for his lawyer and added a codicil onis will revoking the bequest of $\$ 15$, and leaving him just $\$ 100$. It is said that the new Mrs. Fair kept a disorderly house in San Francisco, and has a good lot of cash, and young Fair has a reasonable sum which comes from his mother's estate.
It is rough on a country when a new statesman is trying to make a record for himself at the country's expense.
If you can't pay your account make a note of it.

Apples-Carefully selected Greenings, Spys and Baldwins command $\$ 3$ per bbl., while Snows briug $\$ 3.50$. No. 2 stock is held at $\$ 1.75 @ \$ 2$ per bb1.
Beans - Dry stock is coming in freely. Handlers pay $\$ 1.40$ for country cleaned and $\$ 1.50$ for country picked.
Butter-Hardly so strong as a week ago owing to the large amount of butterine thrown on the market. Jobbers pay about $\geqslant 4 \mathrm{c}$ for choice dairy, holding at 26c. Creamery commands $26 @ 30 \mathrm{c}$.
Cabbage-Home grown, $\$ 2 \Omega 3$ per 100 .
Carrots-20c per bushel.
Caulfflower- $\$ 1$ per doz.
Cranberries-Early Blacks from Cape Cod have put in an appearance, commanding $\$ 2$ per bu. crate or 86 per bbl. The quality is fine, being arge in size and richly colored.
Celery-Home grown commands 15 c per doz. E.gs-The market is about the same as a week ago. Handlers pay 18 e , holding at 20 e per
doz. Grapes-New York Concords command 20c per
8-1b. basket. Cataw bas bring 25e, while Malagas 8-1b. basket. Cataw bas bring 25c, while Malagas in $55-\mathrm{b}$. kegs bring 85.
Honey - white clover commands 14 e per 1 b , dark buck wheat brings 12 c .
Onions-Home grown command 55 @.6ce per bu. Spanish are held at 81.5 J per crate.
Potatoes-The market is a little weaker and lower than a week ago, dealers paying 5 chere and 4 ;c at the principal outside buyiug points. The weakness in the market is due to the rush on the part of growers to get their product marketed at present prices; and while this rush may tend to force prices still lower, it is the opinion of most buyers that prices will rule considerably higher in the course of a month or six weeks
Quinces- $\$ 1.50$ per bu.
Squash-Hubbard, 2c per lb.
Sweet Potatoes-Jerseys command 83.50 and Baltimores 82.50 per bbl.
Turnips-2sc per bu.

Why the Co-operative Dellivery System Failed to Work at Hastings.
As stated in The Tradesman of last week, the co-operative delivery system adopted by the grocers of Hastings has been abandoned. The reason for its non-success is thus told by the grocers of
that place:
Hastings, Oct. 20 -Yours to hand, making enquiry as to the "rise and downfall of the co-operative or general de livery system" for the grocers of Hast ings, and asking me to give you some vantages or disadvantages of the system Well, 1 may be prejudiced but so far we have tried it we in our town it in our town soes. I would say that it has no advantages. They are all disadvantages. There might be such a thing as a general delivery being successful, provided it were started in the right
way, under the right conditions, andlike successful enterprises in generaladvertised and advertised beforehand. Our town may be different from othe towns. and may not; but our customers departure from the good old way, and their reasons were as various as their complaints were numerous. One good lady objected because she had become acquainted with the old de stranger come, yet our deliveryman is not a beauty, although he may have a taking way. Another one did thrown in together, ete; bit the main complaint was on accoum of the tarainess of the delivery of the gouds, which,
let it be admitted, was not always the fault of the $d+1$ veryman. for the goods were not always ready for him, and one sore belus slow, delayed all. And right the merchants. for every groeer deeply interested in his bu-iness is anxious and attended to and that promptly. People want a good deal of waltiug upon; and hey are willing to pay fur it: at better wait on thom and make thines pleasant Then when your own wagon goes out gour own customers are under your own boy is waiting for you your customers depends on the prompt and a good deal ry of goods. If we were going to star a general delivery, we would want all old and tried deliverymen who know the town thoroughly; next. friendship among he deaters, free from petty jealousies next, merchants and clerks prompt with the wagon waiting: next as not keep weather, and out of the fruit sedson weather, and out of the fruit sedson very busy and when all are perfectly ree from malaria, iedralia, corns and west, and the smell of blossoms in the air. Then we think the butter and sugar begrimed green srocer misht repair to his couch at $10 \mathrm{p} . \mathrm{m}$. without any finge marks on his face and his hair all in.

Hastings, Oct. 19 -1 think the co-op erative delivery system is a good thing, if all the dealers go into it: if not, it doesn't work. We were well pleased and that stopped it. It is cheaper for us to have our goods delivered.
Hastings. Oct. Jos. Rogers \& Co. no good reason why the co-operative system of delivery should not be a good man harbors little, petty, jealous ideas, the thing in our opinion, jealous ideas, We tried it here for one month and all went well until one little mistake was wade-not by the deliveryman, either made- $o t$ by the deliveryman, either man drew out and the system here closed. We believe the system a good one, and but for selfishness would succeed.

[^1]
## Dry Goods Price Current.

## Adriatte Argule Argyate Atlanta A <br>  <br> U

 AmoryArchery Bunting
Beaver Dam A
Blackstone 0, Blackstone
Black Crow
Black Rock Black Crow
Black Rock
Boot Boot, AL
Capital Cavanat
Chapman
Clifton
Comet

| unbleac |
| :---: |

 Chapmar
Clifton
Comet...
Dwight Dwight Star.
Clifton CCC

## A B C. Amazo <br> Amsburg..... Art Cambrie. Blackstone A Beat Blackston Beats All Boston ... Boston . Cabot... Cabot, Charter Charter Oak Conway W Cleveland Cleveland Dwight Anch 世dwards. Rd. E F F Fruit Fite Firs Frult Fqir Ful Ful



# Q 

Quick Sellers. WHAT?

THE NEW FALL LINE

SNEDICOR \& HATHAWAY, All the Novelties in Lasts and Patterns.

State Agents Woonsocket and Lycoming Rubber Co.

Dealers wishing to see the line address F. A. Cadwell, 41 Lawn Court, Grand Hirlobrrixy ine EO. E minsemma

Ag

Orders by mail givea prompt attention.

| $\begin{aligned} & \text { BLDOKERS } \\ & \text { BOCHI } \\ & \text { COCOA. } \end{aligned}$ |
| :---: |
|  |  |
|  |  |
|  |  |

Lemon \& Wheeler Company, Agents, Grand Rapids.
Eaton, Lyou \& C'O, SCHOOL BOOK, ©CHOOL SUPPLES,

PABLEPS, SLAFES.

4ND A FULL LINE 0
STAPLE STATIONERY,
20 \& 22 Monroe St.

## MEN OF MARK.

Alfred J. Brown, President of the A. J. Brown Co.
Alfred J. Brown was born in 1860, at "Old Croydon," England, about seven miles from London. Croydon is one of the oldest towns in England. History is sileut as to when it was founded, but it tells us that the old chureh was repaired about $1,000 \mathrm{~A}$. D., by no less a personage than John Smith, who, though not quite so numerous, was, even in that distant day, found in considerable numbers. The walls of the church, which is now a cathedral, are from four to six feet thick, and are in an almost perfect state of preservation. It was in this ancient structure that Alfred J. was baptized and received his name. His father, Thomas E. Brown, was a market gardener, and emigrated to America (coming direct to Grand Rapids) in 1872. He rented a farm in Paris township, south of the city which is now within the city limits Alfred attended school in England for several years before coming to this country, and closed his scholastic career with two years in the old Seymour school in Paris township. He would have quit school sooner but lacked an excuse. English fathers are not given to allowing their sons to become idlers, so it was either school or work, until one day while passing S. D. Jackson's Peoples' Dry Goods store on Munroe street, (now a part of the Boston Store) he saw in the window the legend "Boy wanted." Not that he loved work more, but because he loved school less, he applied for the place. He was accepted, and his services paid for at the munificent rate of $\$ 2$ per week. He remained in this situation about a year, when he left, and, much to his disgust, was compelled to go back to school, but only for a short time, however, when he secured a situation in W. G. Osborne's grocery. His old employer is now the Secretary of the A. J. Brown Co. About two years later Mr. Osborne sold his grocery business to F. C. Hawkins and turned his attention to farming. He owned a farm near Dorr and thither Alfred proceeded and began his brief and more or less brilliant career as a tiller of the soil. Brief it certainly was, for it lasted but two weeks, at the expiration of which time he returned to Grand Rapids and went to work for Mr. Hawkins, remaining about a year. He then tried gardening with his father. It will never be known with any degree of certainty whether he would have been a success as a gardener or not. He was only in the business three weeks, which was hardly sufficient time in which to demonstrate his ability, or want of it, in that direction. He then drove a delivery wagon for Horton \& Stewart, grocers, for about a year. He then entered the store as clerk, also doing the buying on the market, for three years longer. He then accepted a position as bill clerk with the I. M. Clark Grocery Co. It was still a case of a square peg in a round hole, for he kept the place but two weeks. He then "went on the road" for Ira 0 . Green, dealer in produce and grocers' sundries, with whom he remained four years. In the spring of 1885 he left the road and started a small produce store in the old D'Ooge building on East Fulton street, near Spring street. Three months later the floor of the building collapsed and precipitated everything into the cellar. Mr. Brown had but an instant before stepped to the door to speak to his team-
ster, which circumstance probably saved his life. Teams were immediately secured, and in a few hours the business was again in full operation in the Wenham block, No. 18 North Division street. From this time the growth of the business was rapid and in 1887 the adjoining tore was rented. About this time the business was enlarged by the addition of full line of farm and garden seeds, garden tools, implements, and fertilizers. A constantly expanding trade compelled Mr. Brown at last to look about for a building better adapted to his business than the premises in the Wenham block, but not finding any, he determined to erect one which would meet his requirements. So the five-story block at 24 and 26 North Division street, the present home of the business, was built in 1890 . For the two following years the Y. M. C A. occupied two floors, but on the completion of their own building moved out since which time the whole building from basement to garret, has been de voted to the produce and seed business. The space actually in use is 19,040 square feet, something over half an acre. In addition to the establishment in this city the firm have storage at Traverse City and a warehouse at Elk Rapids, with seed farms in Grand Traverse, Antıim, Charlevoix. Mason, Allegan, Ottawa and Kent counties, in all about 1,400 acres. Steady and substantial growth has char acterized the business from the start, es pecially in the seed department, which is the largest establishment of the kind in Western Michigan, there being but one larger in the State. In July of this year he firm of A. J. Brown \& Co. was merged into a joint stock company of which Mr. Brown is President and W. G. Osborn, Secretary.
Mr. Brown is a member of Imperial Ledge Knights of Pythias, and of the Y. M. C. A. He was married in 1887 to Miss Sallie Thrasher, of Indianapolis, Ind., and resides in a beautiful home at 209 Paris avenue. He is essentially man of affairs, and knows his business down to the smallest detail. He attends strictly to business, but if at any time you should want to attract his attention say "quail." It won't be necessary to say it twice, for he is one of the most en thusiastic quail hunters in the city.

## Avoiding All Risk.

Mr. Willious-Are you sure 1 take it
Mrs. Willious-Yes, according to the directions.
Mr. Willious-But I understood the doctor to say "one teaspoonful."
Mrs. Willious-Well, we will follow the directions, dear, and then if anything should happen, you know, I can sue him for damages.

## Hardware Price Current.

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

## Snell's Cook's Jennin

fennings', genulne...
Jennings', 1 mitation
First Quality, S. B. Bronz


| Wrought Loose PIn Wrought Table |
| :---: |
| Wrought Inside Bli |
| Wrought Brass. |
| Blind, Clark's. |
| Blind, Parker's |
| Blind, Sbepard's |



## E1y's $1-10$ Hek's C. F G. D'.... Musket...

 caps.Rim Fire
Central Fire
Socket Frimer
ocket Corner
Butchers' Tanged Firmer
Curry, Lawrence's
Hotchkiss ..........
White Crayous, per gross.

..120123/4 dis. 10
per pound Cold Rolled, $14 \times 56$
Cold Rolled, $14 \times 48$ Bottoms
Morse's Bit Stocks
DRILL. Taper and atraight Sha

Amall sizes, ser Drip
Lmall sizes, ser pound

## or. 4 plec orrugated +dqugtable

Elbows.
 Disston's

## New America

Nirholson's
Heller's
Heller's Horse Rasps
 Stanley Rule and Level Co.'s. Joor, knobs-New List. Door, mineral, jap. trimmings
Door, porcelain, jap. trimming Door, porcelain, jap, trimmings. Door, porcelsiln, trimmings.
Russell \& Irwin Mfg. Co.'s new
Mallory, Wheeler \& Co.'s........
Mallory, W
Brauford's
Norwalz's.
Adze Eye
Adze Eye
Guat Rye
Fans's.
$\square$

# Tichiganinadesman 

Best Interests of Business Men.
Published at
100 Louis St., Grand Rapids,
TRADESMAN COMPANY

## advertining rates on application <br> Communications invited from practical busi-

 ness men.Correspondents must give their full name and
address, not necessarily for publication, but as a guarantee of good faith.
Subscribers may have the mailing address of their papers changed as often as desired. Sample copies sent free to any address. Entered at Grand Rapids post office as secondclass matter.
When writing to any of our advertisers, please say that you saw their advertisement in The Michigan Tradeaman.

## E. A. STOWE, Editor

WEDNESDAY, NOVEMBER 1, 1893.
CO-OPERATION AND PROFITSHARING
Among the expedieuts devised by philanthropic men to increase the bonds of interest between employes and employers, and to eliminate the disturbance to business caused by labor strikes have been schemes for profit-sharing and co-operative business.

Theoretically, they are perfect; practically, most of the experiments have failed. But there still survive a few instances of suceesstul coboperation on a considerable sale, and that they do survive is due chiefly to the wise and excelent management by one man in each case, and to his desire to belefit others. From a strictly business point of view, co-operation, where the various persons have any say in affairs, is sure to come
to grief. That has always been the result of such undertakings, save where there was a one-m an control.
The difficulties which attend profitsharing or co-operative enterprises in this conntry is that it it dififieut to bring $\mathbf{a}$ larre namuer of members to submit to disesipine it they have direet peeuniary investuents in the businese. When a man puts mones in a concern, he naturally, claims a shate in the management. and in a bank or other corporation he gets repreeentation in the barrd of direetors; but when a tex put in the money. and the greater number only put in their labor, the capitalisist of the conera will not submit to any dictation or interference by the working partuers who have no cuptal. As a consequenee, the worktag members really have no vocee in the management, and. uuless they are guar anteed wages, which is not always the case, if there are no profist they will get nothing for their work. Laboring men whoo Ive on their dally labor cannot take the risk of working for a prospective profit insteat of terulur wasee, and that
 sale.

Of the few that exist, the greater number are in Europe. There is the Bon Marche of Paris, which is, pernaps, the most celebrated. It is a mercantilicestablishment, founded by Aristide Bouci-
cault. It has some 3.000 working staff, all of whom participate in the profits; but this excellent arrangement is due to the wisdom and philanthropy of the founder, who acted as father to his employes, and not to anything on the part of the employes, save their good behav-
ior and capability. Every one of the employes who was found to be unsuited to the scheme was weeded out, and only those were retained who were able and faithful. And this, after all, is the best possible r
employes.
It is said that the great iron and steel establishment of Krupp, in Germany, is conducted on this plan. Only the most skillful workmen and faithful employes
are engaged and retained, and they are paid according to their worth. The proprietors by this means are able to escape the disorganization and trouble of strikes, because it is to the special interest of the employes to stay where they are, and not to change or jeopard their situations. It would in every case be of the highest benefit to proprietors of large establishments to secure the best help possible, and keep it by just such means, instead of picking up cheap men simply because they seemed to be cheap, but who might prove the dearest in the end.
The only profit-sharing practicable is some such arrangement between employer and employe, but this can only occur in isolated cases. It is impossible, as a general rule, because the average of employers and of employes are wholly selfish, regarding only their own direct interests. Such employers care nothing for the welfare of those who serve them, and such employes are ready in a moment to turn against employers should the notion strike them. The old story of the merchant who cherished his faithful apprentice, and drove out the faithless one, illustrates the true relation between capital and labor. Unfortunately, few regard the lesson.
HUMBLE BUT POWERFUL FRIENDS. In a scientific age, when physical phenomena have been so extensively investigated and the principle has been so con-
clusively established that material results must come from physical causes, diseases are no longer attributed to supernatural forces or are credited with being the offspring of self-generation. It is of the greatest moment to discover. if possible, the origin and means of propagation of the affections which assail and disorder the organs and functions of the human body.
It is now pretty generally admitted that diseases are due to direct and positive causes. Either injuries inflicted by some physical force or attacks by some creature capable of affecting the human body are required to produce the results which are termed sickness. Exposure to inclement weather, excessive mental or physical exertion, the eating or drinking of substances that are unwholesome, are charged with the production of many bodily disorders, but the most important and considerable cause of disease is a
microscopic living organism, either animal or vegetable, known as microbes, microphytes, etc., under the generic name of bacteria.
Just how these bacterial organisms originated is entirely unknown, but how they subsist and propagate until they are able to attack a human being and produce the disease which they are capa-
ble of creating is a matter of the utmost importance. Included in this branch of inquiry is how they are to be destroyed or rendered innocuous. Every disease which is considered contagious or infectious is credited to a particular bacillus. There is one sort for cholera, another for yellow fever, another for typhus, while small-pox, diphtheria, scarlet fever, glanders, hydrophobia, and many other such disorders are attributed each to a special organism, which, being once lodged in a human body under circumstances favorable to its development, will produce its particular disease.
It seems to be well established that these bacteria subsist in the soil of the earth, that part which is immediately near to the surface. They are capable of existing under many conditions, but extreme dryness and exposure to light are not favorable to their survival. They are readily killed by certain chemical substances, but if the earth be damp they seem able to exist in it for indefinite periods. It is easy to see how these creatures get into the earth, since that is the receptacle of all filth and the refuse of men and animals. It may be possible that bacilli of different sorts may be capable of intergeneration, and thus create the cause of a disease which partakes of the qualities of the originals but possesses characteristics distinet from either. This is a branch of microphytic science which has not been pursued at all, but it has its possibilities.
Certain it is that all accumulations of filth are hotbeds or generating estaolishments for the most deadly germs of disease. As the soil is the repository and reservoir of the germs of disease it is easy to conceive how they can dangerously impregnate the water of wells and how they can be set free by digging up the soil. Digging in ground impregnated with filth is particularly dangerous. Probably it would become impossitle to live in regions which have long been covered by human habitations and where the ground is saturated with filth, so overpowering would be the swarms of deadly bacteria, but for the fact that some sorts are eternally at war with the others and never cease to attack and exterminate them. Fortunately the saprophytic bacteria, which are harmless to human life, are in a large majority, and they wage an unceasing war upon the pathogenic or disease producing sort. The former are, apparently, a ferocious and able-bodied race, and they readily master all the danzerous germs, except those that produce tetanus or lockjaw. saries and to hold their own, but the other sorts are unable to stand "the racket," and succumb to the assaults of the benevolent bacilli. Therefore, by reason of these excellent creatures, deadIy diseases are the exception, and the hu-
man race has been able to increase and multiply upon the earth.

THE TAX ON CIRCULATION.
It appears that the deliberations of the Coinage Committee of the House of Representatives have led to the taking up of the question of the liability of banks for the 10 per cent. tax on the clearinghouse certificates issued during the recent panic. Some people hold that the certificates should be taxed, but it appears to be the desire of the Congressional Committee to overlook any technical violation of the law which may have
occurred, owing to the peculiarity of the circumstances attending the financial flurry of the past summer.
In treating of this matter, the clearinghouse certificates issued by the clearinghouses in many of the large cities, like New York and Boston, must not be confounded with the certificates issued by smaller cities and used by the banks the same as circulating notes. In the case of the clear-ing-house certificates issued by the larger cities, they were in no sense circulating notes, and were not used as such, or in any way substituted for currency in the hands of the people. Their only employment was in settling differences between the banks themselves, and were, in fact, nothing more than loans bearing regular rates of interest and secured by collateral, the same as other loans. It is, therefore, absurd to think that such certificates in any way became liable for the 10 per cent. tax on circulation.
Had the certificates been issued to the people in lieu of money, there might have been some cause for believing that the law had been technically violated, and in the case of some of the smaller cities, where the certificates actually were issued to depositors, that view of the matter has been taken by the authorities; but, even in such instances, Congress would do well to remit any penalties which may have been incurred on account of the altogether extraordinary circumstances in which the banks were placed.

Some of the daily papers of the city have placed themselves in a peculiar position during the past week by criticising the action of Judge Adsit, of the Kent Circuit Court, for taking the McKee case from the jury and dismissing the complaint against the respondent. The peculiar feature of the criticism is that the newspapers assume a condition of affairs which does not actually exist, thus placing themselves in a most ridiculous position, from a legal standpoint. The Tradesman is not in harmony with the present method of law courts, whose decisions are based on precedent instead of equity, but so long as the present method holds, judges should not be subjected to ignorant criticism for following the pathway which has been pursued for generations by the ablest of judges and jurists.

Bacteria on Bank Notes.
Two accomplished bacteriologists of Havanna have been making an investigathon of the bacteria to be found on bank notes, especially the Spanish notes, which circulate in that city. They have shown, in the first place, that the weight of these notes increases in the course of their circulation, by reason of the addition of foreign matter. At the end of a certain time the bacteriological analysis demonstrated a considerable increase in the number of microbes, in two cases this number rose to more than 19.000 . The physicians discovered specially the presence of a septic buci lus, which rapidly kills animals inoculated with it; this, to speak properly, is the specific microbe of the bank note, and Talamon thinks that The name, bacillus septicus aureus, could be justly kiven to it. Messrs. Acosta and Grande-Rossi have, besides, recognized distinctly in the bank notes examined by them, eight pathogenic species, among which were the bacillus of tuberculosis, that of diphtheria, and the streptococcus of erysipelas.

The Pacific Ocean is supposed to cover sixty million square miles, or fully onethird of the whole earth's surface.

Prof. Vaughan on the Wholesomeness of Cheese.
Ann Arbor, Oct. $20-$ In regard to the wholesomeness of cheese and its value as an article of diet, a great diversity of opinion evidently may be expressed. Prof. Henry has emphasized the fact poison to another. Good American cheese, made from good, whole milk, is a nutritious article of diet. It is true that some people cannot digest it, but these make the exception and not the rule. Cheese made from whole milk
contains about 25 per cent. of proteid, 30 per cent. of fat and between 2 and 3 per cent. of carbo-hydrates, and at 16 cents a pound, the price at which it is now re-
taiting in Ann Arbor, it is a cheaper arttaiting in Ann Arbor, it is a cheaper art-
iele of diet than beefsteak, which retails iele of diet than beefsteak, which retails
at 18 cents per pound. It contains more at 18 cents per pound. It contains more
of both the proteid and the fat, while of both the proteid and the fat, while
carbo-hydrates are wholly wanting in carbo-hydrates are wholly wanting in
the meat. The proteid of cheese is casein, one of the most easily digested of all the proteid foods used by man. The fat of milk is also digested with more
ease than any other fat. Of course, ease than any other fat. Of course, should not be eaten in large quantities at any one time.
The objection that cheese is made by processes which depend upon putrefaction will hold equally good concerning many other foods. When we drink unsterilized market milk we swallow large numbers of germs. Bread is made, when yeast is used in its preparation, by a pu-
trefactive process. The manufacture of trefactive process. The manufacture of
beer depends wholly upon the growth of the yeast, and even in those foods in the preparation of which putrefactive pro-
cesses are not employed, such processes cesses are not employed, such processes
do occur after the food has been taken into the alimentary canal. Germs are
never absent from the small intestimes of never absent from the small intestines of man, and these effect proteids and carbomay be said to lie in the following: The ripening of cheese is due to a fermentation caused by certain germs and moulds. Uufortunately, the milk from which cheese is made may contain harmful a comes acquainted with the manner in which cows are kept, in filthy barns and barnyards; allowed to lie in manure and other kinds of filth; the udders, as rule, not washed before milking; and the milking often done with unclean hands and the milk received in unclean receptacles- 1 say, recognizing these of cheese poisoning occur so frequently. Cheese potsoning is not so common as Cheese potsoning is not so common as
milk poisoning. Since the discovery of milk poisoning. Since the discovery of
tyrotoxicon, it has been generally recognized by medical men that the acute summer diarrheas of infancy are due to
this and other poisons generated by putthis and other poisons generated by putrefactive processes in milk. Ten years ago the number of cases of acutesummer
diarrhea occurring in children in this diarrhea occurring in children in thrs all of these were due to milk poisoning. Since attention has been called to the fact that these poisons are generated in milk, much greater care has been given to this articie of food as supplied to indecreased Would Dr Kele hargadvise the discontinuance of milk as an article of diet on account of the large number of deaths which formerly and even now result from the taking of this food after it h2s undergone processes of putrefaction? The solution of the question will be found when the bacteriologist deter
mines which species of germsand mould mines which species of germs and moulds
are necessary to the proper ripening of are necessary to the proper ripening of
cheese, and when all other lower forms cheese, and when all other lower forms
of life are excluded in the preparation of this article. We need some one who will do for the manufacturer of cheese what Pasteur has done for the manufacturer of beer. When this has been accomplished, cases of cheese poisoning will no longer occur. The milk when brought to the factory will be sterilized, and after cooling it will be inoculated with the germs which have been found to be essential to the ripening of cheese, and all harmful germs will be excluded. Moreover, this discovery, which must
come sooner or later, will be of great commercial value. One cheese differs in flavor from another according to the germ
which cause the ripening process. We will then know just what germs to add in order to produce a cheese of a given flavor. If some of the Government exand attention to this point results of great value to the cheesemaker might be secured. Most of these experiment stations expend their money, time and energy in making analyses of milk from different races of cows and from the food. This work is valuable, but what is now being done is simply a repetition of that which has been done equally well for the last ten or fifteen years. Let the our experimental tations the of tention to the bacteriology of cheesemaking, and sooner or
In Dr. Hurd's
tander I find two or three tatements which are amusing to one at poisoning. He desires to know why cheese poisoning has occurred only within the last few years. Every one a anf fantiar with the subject of foodsand evidently the Ohio food inspector cannot be accused of this familiarityknows that cheese poisoning has been reported for more than a hundred years in certain countries, and the word "tyrotoxicon," which simply means cheese poo. Wal used more than fifty years did not exist and that mendid not breathe it before it was discovered by Priestly, a little more than a hundred years ago? such a claim would be equally rationa with the statement which he makes concerning tyrotoxicon.
I am strongly of the opinion that bac teriology will yet do much for the dairy-man-as much as it has done for the brewer. I think that dairymen should demand of those who control the work some attention to the bacteriology of milk and cheese. I desire to say, in condusion, that credit is due to Prof. Conn of Connecticut, for some valuable wor already done in this direction, but, so far as 1 know. he is the only one of the
great army supported by the government -reat army supported by the government n our agricultural experimental stations who has done anything in this line. Yours respectfully,

Victor C. Vaughan.
Edward Atkinson on the Digestibility of Cheese.
Boston. Mass. Oct. 19.-You are at iberty to make any extracts frommy book on the "Science of Nutrition" to any extent, and so far as this declaration way go that privilege is granted to any and all persons, irrespective of the copy right, even to the publication of the
whole book. 1 could not find a publishwhole book. I could not find a publish er and
1 think it was your letter that led to my first communication on the subject of cheese, and, not regarding my reply as one which would be published, I made a omewhat hasty reference to Dr. J. H. sellogg, which requires an apology. and in the ordinary use of that term it might be considered an offense. I, therefore, withdraw it unless Dr. Kellogg construes the word as 1 do myself. I have o often been called a crank that I have become somewhat proud of the term and my reply is, "I am a crank; but bear in mind it is the crank that makes the world go round." He who is esteemed a crank at one period is very apt to be
held up as a person to be emulated a little later. 1 think the same rule will hold in regard to the common use of the word "scab" when it is applied among workmen. In my lectures to workmen, which I am very fond of giving-as there is no audience so interesting as one which does not wish to believe a single word that is spoken to it, or an audience which must be convinced against its will-1 have often held that as time goes on the word "scab" will take its place alongside of the word "Yankee," which was irst used as a term of derision and then maintains bis personal liberty and who keeps his own skill and his own time within his own control.

I am very glad that the subject of nutrition in cheese has been brought to the front. Dr. Kellogg says that it is now generally conceded that "the ripening of cheese is due to the bacteria. This simply means that in the ripening of cheese the change which takes place is similar to that which occurs in the ripening of game, be f, bacterial ferment may be dangerous think the true scientists are beginning to comprehend the useful function of bacteria in working a part of the processes of digestion and thus relieving the human stomach of that which might overburden it. Bacteria begin their work
the instant the opportunity is offered. Would it not be absurd to say that, in order to be wholesome, meats must be tered, even before the animal slaugh tered, even before the animal heat has left the body? Yet if there is even a
half-hour's delay the bacteria have begun half-hour's delay the bacteria have begun
the work which ends in decomposition the work which ends in decomposition and putrefaction.
Without being myself a scientist, it seems to me clearly established that there is a work of dissociation of tissues which prepares food for digestion, but which if carried to the end, becomes decompoition. There is a distinct difference beween ripe and rotten cheese, as there is a difference between tender and decayed


The waste of skimmed milk in this country is excessive, so far as 1 have an opportunity to investigate the matter. 1 who made use of an excess of skimmed milk to fertilize a field of grass I venmilk to fertilize a field of grass. I venduction of a new compound which may be put into the market and, perhaps, bebe put into the market and, perhaps,
come very popular. Raw cheese made of skimmed milk is not fit to eat; when cooked or dealt with under the instructions given by Dr. Matile Wiliams it becomes very digestible and is very appe tizing to a great number of people. A aste for it may become acquired so as to become a national taste, as in Italy, switzerland, Germany and even in England, where cheese eaten with bread in the place of butter makes up for the scarcity of meat.
I conceive that it would be a very simple matter to deal with skimmed milk cheese, even without ripening, drying or pressing it by putting a little bicarbonate an soda or potash with the cheese as soon Dr. Williams, in due proportion with each parcel of cheese, and then slowly cooking it at a moderate heat in jars or cheese, hermetically sealed in the form of paste would be a very valuable element in the supply of nitrogen-the nitrogenous element in food being at present the most costly
one. I trust that some skillful cheesemakers may adopt this suggestion and each send me a glass jar of cooked cheese made of skimmed milk. 1 have myself made most appetizing and digestible compounds of cheese such as are sug gested in Dr. Williams' book, and I can magine no greater boon to people of very small means than to be able to add such a delicious element to their fare as may be made from skimmed milk cheese stale bread and skimmed milk, seasoned after the manner of the Welsh rarebit soda added and the compound cooked a long timed and compound cooked long time at a low heat.

## Edward Atkinson.

The American Grocer is in receipt of
card from the proprietors of a hotel in New Hampshire, which reads as follows: "Stop at the Eagle Hotel. My wife and pouse in the United States that charges everybody first-elass prices. No special

## Local dealers pay as follows:

## Turkey

Ducks
Chickens
Live broilers $1 \frac{1}{4}$ lbs. to 2 lbs. each, per

doz
Live broilers less
per doz
pring Chickens
Fowls turkeys
Spring Ducks.
Orls.
The standard Ofl Co. quotes as follow
 sptha
Stove Grs
yllnder Stove
cylnde
Engfue
Englue
Black. 15 cold te $\qquad$

RATE REDUCED

from $\$ 2$ to $\$ 125$ per

## Kent Hote1,

grand rapids.

Steam Heat and Electric Bells. Every-
thing New and Clean.
BEACH \& B00TH, Prop'rs.

## General Stampede

## Curse of Credit.

Hundreds of merchants are now abandoning the old-time credit system and discarding the pass book for the cash and coupon book system, which enables the dealer to avoid all the losses and annoyances inseparably connected with the credit business.

If you are a victim of the credit business and desire to place your business on a cash basis, send to us for a catalogue and samples of our several kinds of coupon books, which will be forwarded free on application.

## Tradesman Company.

GRAND RAPIDS, MICH.

## Drugs 䜿 Medicines.



THE OLD-TIME DRUGGIST
The first drug store was started in Grand Rapids in 1835. The late Dr. Chas. Shepard came here in that year from Herkener, N. Y., with a stock of drugs and medicines and settled down to the practice of both medicine and pharmacy. Nearly everything in the shape of drugs was purchased in New York City, coming by way of the Erie canal to Buffalo, thence through the great lakps to Chicago, thence to the mouth of Grand river and up the river to Grand Rapids. This was the route taken by freight, but most of the emigrants followed a different route. The Michigan of sixty years ago was far from being the Michigan of to-day, any more than the Grand Rapid: of that time was the Grand Rapids of today. Then it was an all but trackless wilderness, the home of wild beasts and Indians. Dense forests covered the land, upon which the axe of civilization had hardly begun to make an impression, the only roads being Indian trails through the woods. The population of the whole territory was only a few thousands, while the population of Grand Rapids was not more than fifty. But the wildness of nature has retreated before the triumphant march of Progress and Civilization, and cultivated farms and homes of comfort and plenty cover the land. The bloodthirsty savage, who knew not the value of his heritage, has vanished from the land, and in his stead there is found a prosperous and peace-loving people who will work out the glorious destiny of this highly favored country. Few people can realize the hardships and difficulties which were encountered by the early settlers in Grand Rapids. A letter written sixty years ago by the first Euglish speaking settler in Grand Rapids is before the writer, extracts from which may not be uninteresting. The letter is dated "Grand Rapids, Dec. $23,1833, "$ and is addressed to friends in
York State, whence the emigrants came: "After we left Buffalo we had a comfortable passage to Detroit, at which place we landed in safety in three days. We staid in Detroit two days, to refresh ourselves, and also to purchase teams
and wagons and cows. After we had supplied ourselves with such necessaries as we thought proper, we started for
Grand river, a distance of 180 miles Grand river, a distance of 180 miles. sixty-three in number, men, women and children. *** * We had a good road for thirty-five miles. We then left the road, hired a pilot, and proceeded on an
Indian trail, winding our way through a Indian trail, winding our way through a
wilderuess of about 150 miles, inhabited wilderuess of about 150 miles, inhabited only by wild beasts and Indians. Our
progress was slow, as we travelled progress was slow, as we travelled
through many forests of as heavy timthrough many forests of as heavy tim-
bered land as I ever saw. Our women and children underwent considerable fatigue, as they travelled most part of the way on foot, sleeping on the ground at night, and almost suffering in some instances for water, as it was very scarce some part of the way. * ** * We buried one of man forty miles from inhabitants. . * * * We had provis-
ions a plenty, and a good pilot, and in sixteen days from Detroit we landed on Grand river * * * near the junction of the Maple river. * * * After looking about for a home, I thought best to move about fifty miles down Grand river to a place called Grand River Falls. * * * No one here then that could speak English except a French trader named Campau."
Think of it! "In sixteen days from Detroit we landed on Grand River." Now the trip is made, in ease and comfort, in an elegant parlor car, in four hours. Tbink, too, of delicate women and young children undertaking such a journey on foot and sleeping on the ground. We take our comforts and conveniences as a matter of course, and grumble if we miss a street car and are compelled to wait for a few minutes, little recking what hardships, and toils, and dangers, had to be endured before the present condition could even be a possibility.
It was when Grand Kapids was a mere collection of $\log$ huts, the total population, exclusive of the Indians, being but fifty, that the late Dr. Shepard opened his stock of drugs, hung out his sign, and began his long career of usefulness and prosperity, dying at the advanced age of 81 years, in March, 1893. This was the beginning of the drug trade in this city, a trade which is now represented by seventy retail and four wholesale stores. For twelve years the pioneer store had no competition, but in 1846 Samuel R. Sanford came to the city, and the second drug store was opened in what was known as Irving hall, located on the present site of Eaton, Lyon \& Co.'s book store. The population of the city at that time was about 5,000 . The city had no meat market then, and for a considerable portion of the year the people had no fresh meat, unless, as one old settler remarked, "Goveneur Rathbun went out and stole a critter. When he did all his particular friends had all the fresh meat they wanted while the beef held out." In the fall of the year the Indians brought in venison and, as deer were plentiful, there was no lack of fresh meat while the season lasted. The finest saddle seldom cost more than 75 cents. Then Cole \& Wilson opened a drug store on Canal street, opposite what is now Crescent avenue. Mr. Wilson moved to the old Rathbun block (now the Ledyard) and the firm of Wilson \& Harvey began business. They subsequently bought and built on the corner of Monroe and Ottawa streets, where Scribner \& Aldworth are at present located. Wilson \& Harvey were somewhat eccentric in their business methods. They kept neither books nor bank account, but divided the proceeds of each day's business upon closing up for the night. Then, when bills were presented, each "went down into his pocket" and paid his due proportion.
These were the pioneers in the drug business in this city, and the record they made for themselves, professionally and as citizens, is alike creditable to them and an honor to the city whose interests they did so much to advance. In many respects the druggists of those days were a different class of men from those who have taken their places as the dispensers of drugs. As a rule, they were men of acknowledged medical skill. Doctors were not as plentiful tben as now, and a knowledge of pharmacy much more difficult of attainment, so the combining of the two professions in one seemed a nat-
ural and very convenient arrangement. Then, when to his medical and pharmaceutical skill, was superadded the analytical skill and acumen of the chemist, you had a man who was prepared to respond to any emergency which might arise in his practice as a physician. The druggist of sixty years ago was also a herbalist, who knew the thereapeutic value of every
"yarb" in forest or plain, and who gleaned from the great herbary of nature much of the material in his stock in trade. He was not a college graduate, and so had little or no knowledge of "Rugby," or "association;" and probably he never pulled "stroke" or "bow" in a boatrace, or saved the honor of his alma mater "on the diamond," but even without these present-day essentials to a finished education, he was generally considered a "pretty good sort of a drugkist." But, perhaps, it was because his customers were as rude and uncultured as himself. If he was "queer," as many people considered him, or run more to "angles" and "sharp points" than does his successor in the business to-day, it must be remembered that his professional education was acquired under the tutelage of a single individual, and that he did not have the immense advantage of classroom friction. But head and heart were both in the right place, and, with all his eccentricities, he was usually the best-loved individual in the community. Indeed, the chief reward for his toil was the respect and esteem of his "constituents." The druggist of today is practically unknown to the great majority of his customers. He is no longer the physician and friend, as well as the dispenser of drugs, and so the intimate relationship of the past exists no longer and is unnecessary.
So the old-time druggist has almost disappeared from the face of the earth. The rude and primitive conditions which made him a necessity and a blessing have passed away and left him without a place or a vocation. Occasionaly one is met with, but, like milestones on the highway, they serve but to show the progress that has been made in the profession they so loved and honored. Like the Man of Nazareth, they "went about doing good," healing the sick, cheering the downhearted, relieving necessity and making for themselves a name and a place in the hearts of the people among hom they lived and moved, which is a eloquent eulogy.

## A Canny Tr <br> <br> New York Sun

 <br> <br> New York Sun}Hundreds of men look back upon A. T. Stewart's establishment as both a primary and a grammar school for the dry goods trade in this city, and one of these hundreds told this story the other night: "Stewart's store," he said, "was opposite
City Hall Park. Ball, Black \& Co., jewelers, and Leary, the hatter, had stores on the block below. Stewart noticed every day that there were private carriages standing in front of these stores while the occupants were inside, and there seldom were any in front of his store. Private carriages were conspicuous in New York at that time, for there were very few of them. Stewart wanted them to stand in front of his place as an advertisement. It would give the impression that the occupants, who represented the wealth of New York, were inside buying goods. He hit upon a scheme that kept a row of private carriages in front of his store all day. He paid the driver of each carriage a shilling a day to drive up to his door and wait there until he was wanted.'


KALAMAZOO PANT \& OURRALL CO.

Our entire line of Cotton Worsted Pants on hand to be eold at cost for cash. If interested
Write for samples.
Milwaukee Office: Room 502 Matthew Build Miwaukee Office
ing.
Our fall line of Pants from $\$ 9$ to 842 ner dozen
are now Teady An immense line of Kersey are now ready An immense line of Kersey Pants. every pair warranted not to rip. Bound
swatches of entire line sent on approval to the
rade.

## suw Hillilul Inlader <br>  <br> Catarrh, Hay Fever, Headache,

 Nemralgia, Colids Sore Throad. The first inhalations stop sneezing, snuffingcoughing and headache. This relief is worih the price of an Inhaler. Continued use will complete the cure

## Sea Sickness

The cool exhllerating sensation followIng its use is a luxury to travelers. Convenient
to carry in the pocket; no liquid to drop or spill ; lasts a year, and costs 50 c at druggists. Regis-
tered mail 60c, from H. D. CUSH
Hail 60 c , from

Three Rivers, Mich
Guaranteed satisfactory.


## BEANS,

WE WANT THEM ALL,
NO MATTER HOW MANY
Willaliay fire Fill Markeviln


Buildings, Portraits, Cards, Letter and Note Headings, Patented Articles, Maps and Plans.
TRADESMAN COMPANY, Grand Rapids, Mich.

PECK'S
HEADACHE
POWDERS
Pay the best profit. Order from your jobber.


## 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.

 Hires＇， 1 doz

$$
\begin{aligned}
& \text { doz........ } \\
& \text { Whole sifted. }
\end{aligned}
$$

Allspice Chins in mats ＂／ $\begin{gathered}\text { Batavia in bund } \\ \text { Salgon in rolls }\end{gathered}$ Cloves，Amboyna． Mace Batavia．． Mace Batavia．．．．
Nutmegs，fancy
：No． $1 . .$. Pepper，Singapore，black
$\qquad$ shot．．．．．．．．．．．．．．． Allspice Cassia，
＂t Saigon．．．．
Cloves，Amboyna
loves，Amboyna．
Ginger，African．．．
Mace Jamaica
Mustard，Eng．and Trieste
Nutmegs，No． 2
Pepper，Singapore，black． Sag


## STARCH．

## $20-1 \mathrm{lb}$ boxes． $40-\mathrm{lb}$

$\underset{{ }_{3}-\mathrm{b}}{\text { 1．packages }}$ Glo．．．．．． 3－1b
$6-1 \mathrm{~b}$
40 and 50 lb ．boxes
SN NFF．
Scotch，in bladders．
Maceaboy，in jars．．． Maccaboy，in jars．．．．．．
French Rappee，in Jars Boxes ．．．．．．．．．．
Kegs，English SALT $605-\mathrm{lb}$ sacks $605-\mathrm{lb}$
$2810-\mathrm{bb}$
$2014-\mathrm{b}$.
24 ${ }_{24}^{20}$ 14－1b．cases．
 ${ }_{28}^{56} \mathrm{lb}$ ．dairy in drill bags

Ashton．
56 lb ．dairy in linen 88 Higgins．
56 in ．dairy in linen sacks
56 lu ．sacks
Common Fine．
Saginaw
SALERATUS． Packed 60 lbs ．in box Church＇s
DeLand＇s
Taylor＇s


Marsellles

Thompson \＆Chute Brands
 Mono
Savon
Sunflow
（jolden
Econo

Sapol
＂．

Th

|  | Smoking． |
| :---: | :---: |
| $35$ | Catlin＇s Brands． |
| 50 | Kiln dried ．．．．．．．．．．．．．．．． 17 |
| 05 | Golden Shower ．．．．．．．．．．．． 19 |
| 25 | Huntress ．．．．．．．．．．．．．．．．． 26 |
| 25 | Meerschaum ．．．．．．．．．．．．．．． 29 |
|  | American Eagle Co．＇s Brands． |
| 50 | Myrtle Navy ．．．．．．．．．． 40 |
|  | Stork ．．．．．．．．．．．．．．．．．．．． $30 @ 32$ |
|  | German ．．．．．．．．．．．．．．．．．．． 15 |
|  | Frog ．．．．．．．．．．．．．．．．． 33 |
| in | Java，1／8s foil．．．．．．．．．．．．．． 32 |
| ct- | Banner Tobacco Co．＇s Brands． |
|  | Banner |
|  | Banner Cavendish |
|  | Gold Cut ．．．．．．．．．．．．．．．．．．． 28 |
|  | Scotten＇s Brands． |
|  | Warpath ．．．．．．．．．．．．．．． 15 |
|  | Honey Dew．．．．．．．．．．．．．．．．．$\%$ |
|  | Gold Block．．．．．．．．．．．．． 30 |
|  | F．F．Adams Tobacco Co，＇s |
|  | Peerless． |
|  | Old Tom．．．．．．．．．．．．．．．．．．．．． 18 |
| 61 | Standard ．．．．．．．．．．．．．．．．．． 22 |
|  | Globe Tobacco Co．＇s Brands． |
| 23 | Handmade．．．．．．．．．．．．．．．．． 41 |
|  | Leidersdorf＇s Brands． |
|  | Rob Roy．．．．．．．．．．．．．．．．． 26 |
| 11 | Uncle Sam．．．．．．．．．．．．．．28＠32 |
| 05 | Red Clover．．．．．．．．．．．．．．．．．． 32 |
|  | Spaulding \＆Merrick． |
| 86 | Tom and Jerry．．．．．．．．．．．．．25 |
| 73 | Traveler Cavendish．．．．．．． 38 |
| 61 | Buck Horn．．．．．．．．．．．．．．．． 30 |
| 8686 | Plow Boy．．．．．．．．．．．．．．30＠32 |
|  | Corn Cake ．．．．．．．．．．．．．．．． 16 |
|  | HIDES PELTS and FURs |
|  | Perkins \＆Hess pay as fol－ lows： |
| 192530 |  |
|  | Green ．．．．．．．．．．．．． 2 221／2 |
|  | Part Cured．．．．．．．．a ${ }^{3}$ |
|  |  |
|  | Kıps，green |
|  | \％，cured．．．．．．．．．．．＠ |
|  | Calfskins，green ．．．．．．${ }_{5}$ Q |
|  | Deacon skins．．．．．．．．．． $10{ }^{5} \underbrace{\text { cu＊5}}_{@}$ |
|  | No． 2 hides 1／6 0 |
|  | PELTS． |
|  | Shearlings．．．．．．．．．．．． 5 2 20 |
|  | Lambs $\ldots \ldots \ldots \ldots \ldots \ldots 15$＠ 25 |
| 30 | W00L． |
| 30750000007590 | Washed ．．．．．．．．．．．．．12＠18 |
|  | Unwashed ．．．．．．．．．．．\＆＠14 |
|  | miscellaneous． |
|  | Tallow ．．．．．．．．．．．．．．． 3 Q 41／4 |
|  | Grease butter ．．．．．．．． 1 ＠ 2 |
|  |  |



## TOBACCos．

Fine Cut．
Pails unless otherwise noted

## Bazoo．．．

Nellie Bly
Uncle ben
Hawatha
Sweet Cub
Megeet Cuba．
Minty
$1 / 2$
bb
Dandy Jim．
Torpedo．．．
Torpedo in drums．
Yum Yum
1892．．．．．．．．．．．
Plug.

Spearhead
Joker．．．．．．．．．．
Scotten＇s Brands
Kylo．．．．．．．．．
Biawatha．
Valley City
Finzer＇s Brands． Old Honesty．
Jolly Tar．．．．．
\＆Chute B

．．．．．．．．．．． | Brands． |
| :--- |
| $\cdots \cdots .3_{55}$ |
| $\cdots \cdots 3$ |
| $\cdots . .350$ |



2029

Sorg's Brands.

$\qquad$

| Smoking． | PROVISIONS． |
| :---: | :---: |
| Catlin＇s Brands． | $\begin{array}{c}\text { The Grand Rapids Packing and Provision Co．}\end{array}$ |
| Kiln dried |  |
| quotes as follows： |  | Mess，

Short
S
Short cut ．．．．．．．．．．．．．．．．．．．．．．．
Clear，fat back
Boston clear，short cut．
Clear back，short
Clear back，short cut．．．．．．．．．．．．
Standard clear，short cut，best．
Park Sausage．．．．．．．．．．．
Pork Sausage．
Tongue Sausage．．．．


































FISH AND OYSTERS．
F．J．Dettenthaler quotes as follows：
FREsh FIBR

CANDIES，FRUITS and NUTS．
The Putnam Candy Co．quotes as follows：
Standard，per lb．
＂
H．
H．．．．．．
Boston Twist
Cut Loap．．．．
Extra H．

Cases

$1 / 2$

$$
\begin{aligned}
& 81 / 2 \\
& 81 / 2
\end{aligned}
$$



CROCKERY AND GLASSWARE．
Pints．
Quarts．．．．．．．．
Half Galions
Caps．．．．
No． 0
No． 1
No．
Tubu
6 doz in LAMP CHIMNEYS．Per boz．
No． 0 Sun．
No． 1
First quality．
No． 0 Sun，erlmp top
No． $2 \times$＂
XXInt．
No． 0 Sun，crimp top
$\mathrm{No}$.1
NO .2
Pearl
No． 1 Sun，wrapped and labeled
No． 2 Hinge，
No． 2 La Bastie．
No． 1 Sun，plain bulb，per doz．
No．${ }^{\text {No．}} 1$ erimp，per doz
No． 2
No．0，per gross
No． 2 ，
No． 3 ，
Mammoth，per doz
Butter Crocks， 1 to to 6 gal．．．．．．
Jugs， $1 / 2$ gal．，per doz per doz
Milis Pans， 1 to gal．，per gai．
stoneware－black glazed．
Butter Crocks，
Milk Pans， 2 gat 1 and 2 gal
Milk Pans， $1 / 1 /$ gal．$^{6}$ ． ど心の
$161 / 2$
$151 / 2$
$111 / 3$
$11 / 3$
13
13
12
3
400
41
00
6
$71 / 3$
6
$71 / 2$
5
$61 / 2$

FRUIT JA が…


EVIL RESULTS IN GOOD.
Written for The Tradesman.
This is a reversible proposition. It is no nearer the truth to say that "good cometh out of evil" than to say evil cometh out of good; but, when expressed in thiseway, it loses its luster as a beacon star of hope when evil is upon us, and weakens its force as an incentive to do good.

The fact is, that good and evil are coexistent and inseparable. This indisoluble union is found in all earthly things. A misconception of this fact has been the prolific cause of much sorrow and bitter disappointment among the chil dren of mew. Imperfect men and women -and no other kind have, thus far been evolved-set up separate standards of good and evil, and when the discovery is made that their beautiful ideals of good are tainted with evil, sorrow and disappointment is the result. - If we could reconcile ourselves to the fact-for fact it is -that there is nothing absolutely good or absolutely evil in the world of matter and facts, thereby conforming ourselves to irrevocable conditions, our lives would run smoother and be less subject to unpleasant surprises. Good results from evil. Proof of the truthfulness of this proposition will not be demanded by any observant individual. Every passing event is followed by good and evil results. If the evil appears to predominate owe call the event a calamity, but where a preponderance of good is apparent we accept it as a blessing. After the ripple of excitement caused by the event has passed out of our minds, and we view it at a distance, we frequently discover that, what was dubbed a dire calamity at the time of its visitation, was, really, a blessing in disguise. On the other hand, the lapse of time will always prove that no event, however promising in its aspects, will pass away and leave no evil in its trail.

The terrible business depression which has befallen this country, paralyzing commercial activities, stultifying athe spirit of enterprise and casting a mantle of gloom and despondency over the grea mass of wage-earners, is, apparently, at evil of gigantic proportions. Indeed. statisticians tell us that, in many respects, it is the greatest evil of the kind that has ever befallen the country. It is generally conceded that there never before was such a protracted period of depression. This protraction has weighed heavily upon the business community. The suspense occasioned by prolonged inactivity is very trying to American people who are so constituted that contentment is out of the question when the quickening influences of active trade are not felt. Whatever the causes which have led up to this deplorable condition of our industries, when the clouds roll by and we feel the revivifying rays of the sun of prosperity once more, it will be seen that the evil was not an unmixed one-that good came out of it. This depression came upon the country's industries unexpectedly - so far, at least, as the degree of severity to which it attained is concerned-and the trade, therefore, was not prepared to meet it. The sluggishness of trade during the winter, and the tardiness of prompt paying customers in settling their bills, were attributed to harsh winter weather, snow blockades, coal famines and other causes, and it was hoped and expected that the advent of spring would restore trade to
its normal condition. If the trade had understood the true significance of this unhealthy condition of things; that it was prognosticative of the near approach of the financial eyclone which burst upon the country, crashing the banks, frightening the circulating medium into vaults and secret hiding places, quenching the furnace fires in our factories, and paralyzing business to such an extent that, after six months of helpless prostration, there are no sure and certain evidences of convalescence, it would have been better prepared to meet it. But so far as the good which will surely come out of it is concerned, it is better to have happened as it did. The mettle of business men has been tried as by fire. It is a "survival of the fittest" contest, and those who have gone down, and others who will yet go down, are the ones whose houses were not "set in order" to stand the pressure. The story of their downfall will not soon be forgotten-of their unsound condition; their unbusinesslike methods; their injudicious and reckless extension of credits, and haphazard purchases of stock; their neglect of business details, needless expenditure in doing business, and foolish extravagance in the cost of living, and their incompetency and general unfitness for the business they were engaged in, will all appear as red signal lights along the highway of mercantile activity, after the debris has been cleared away, to warn all who travel thereon of the quagmires, slippery places and dangerous pitfalls which lie on either side. This is one great good that will result from the present great evil. The business system is being purged and purified, and another decade or two will pass away before it again becomes corrupt and debilitated. It is quite probable that the present generation of business men will never forget the bitter lessons they are now learning at such a woful expense of valuable time. Like the boy with his first grammar lessons, they suffer martyrdom, seeing nothing but evil in it; but later on, when the bitter tasks are ended, the out come of good will be clearly perceived and fully realized. It is strange that business men-all who are engaged in commercial pursuits, manufacturing, mercantile or otherwise-fail to realize that business conditions are what they, themselves, make them. When overspeculation, over-production, over-borrowing, over-extension of credit or ove anything else, affects business conditions, each individual factor of the great aggregate that is responsible for it, dodge his share of the responsibility and charges it up to some hocus-pocus politi cal move on the part of some political party to which he does not belong. The same principle is illustrated on a smaller scale in trade organizations. The individual member overlooks the great mathematical fact that the body of which he is a member is a composite entity and cannot rise above the level of its elementary constituents; or, in other words, they forget that the aggregate, or organized body, is always equal in value to the sum of all its parts. Interview a member of any organized body in view of learning something of the advantages which he enjoys as the result of his membership, and, invariably, he will become quite eloquent in proclaiming the wonderful things that might be accomplished if they (meaning the other individual factors) would only do this or that. His

## To Dealers in Illuminating Oils:

When the new law took effect July 1 last, chang. ing the test of Illuminating Oils, notice was given that we would market from Tank Wagons our XXX W. W. Michigan Headlight only, knowing full well this grade of oil to be equal to any oil our competitors could furnish under any brand. At the request of many dealers in this city we have decided to make deliveries from our Tank Wagons our trade mark brand of EOCENE Oil at 7 cents, in addition to our regular XXX W. W. Michigan Headlight at $5 \frac{1}{2}$ cents per gallon.

We have no hesitation in a stating that our $^{\text {s }}$ EOCENE Oil is superior to any oil marketed in this city or state, notwithstanding a higher price is obtained for an oil inferior in quality.

Hereafter when any change in the price of Tank Wagon oil occurs in this city we will notify dealers through the Michigan Tradesman.

## Standard Oil Co.,

J. C. BONNELL, Manager.

Grand Rapids, Mich., Oct. 30, 1893.


STAPLE AND FANGY
GROCERIES,
GRAND RAPIDS.

WESTERN MICHIGAN AGENTS FOR
G. H. Haminowd co's superior buprerine.
omission of the pronoun "we" shows that he entirely overlooks his own responsibility in the matter of concerted action. The whole is made up of so many parts that each individual feels that the manner in which he conducts his part can have no possible bearing or influence in the development of trade conditions, good, bad or indifferent; and so, when bad conditions are developed by the injudicious conduct of the whole, by means of over production, over-speculation or otherwise, each individual part puts on the cap of innocence and looks outside of himself and entirely beyond his own field of operations for the true cause of the difficulty. If it be true that the individual parts are blameless, as each one avers, then it holds that the whole, or body politic, is blameless. What, then, is the cause of the present deplorable condition of things? Is it caused by pestilence, war or famine? No; we are blessed with the usual degree of good health; we are at peace with all mankind, and our granaries and warehouses are packed from basement to roof with an abundance of everything that mother earth and the ingenuity of man can produce-and the cost of food and raiment is measured by 53 cent wheat and 10 cent wool! Is it brought about through a lack of exchange medium to do business with? No; there never was a time in the history of the country when the circulating medium was greater than at present. Why is it, then, that three-quarters of a million of our people are this moment in a condition of enforced idleness? Why is it that thousands in this beautiful city of Grand Rapids have no visible means of keeping soul and body together through the coming winter-and some of these worthy of being classed among the best citizens of the city in everything that goes to make up good citizenship, except a ready supply of the needful? Why is it that money was never so plentiful and yet never so hard to get hold of? Is there no cause for this terrible effect? Verily there is. It is something broader, deeper, and more complicated than the "High Diddle Diddle Dish Ran Away With The Spoon" comedy farce which is being played by the Old Hen Senatorial Company at Washington, would seem to indicate. There is not an intelligent business man in this city who does not understand the true cause, or combination of causes, rather, that has led up to the present condition of things better than the august body of monied aristocrats who are disgracing the United States senate chamber with their inhuman exhibition of physical endurance. It must be very hard on the old fellows considering their advanced ages, but they suffer less real pain than do the people who are compelled to read of their daily and nightly antics. But let us bear it bravely as become the citizens of a mighty republic. Let us place our faith in prophecy and trust to the capacity of Gabriel's lungs and the awful toot of that final blast, as a sure and certain means of ending this special session of the senate.
The resulting good will be commensurate with the degree of evil suffered. A slight depression would have resulted in little good; but the depression under which we suffer at present, by reason of its severity and the protracted period of its duration, will result in great good. Business men have become disgusted
with the contradictory diagnostical assertions of the political and financial doctors, and they are investigating for themselves. They are studying politics and finance in an earnest endeavor to ascertain what bearing the tariff and silver questions have on the business of the country. It is one continued object lesson. Every bank that has gone to the wall; every factory furnace fire that has become extinguished; every mercantile concern that has gone down, and every business enterprise that has
collapsed, leaves a record behind it. A careful investigation of these records show, invariably, the cause of failure and the damaging effect
thereof on the general business. The list is headed with a crash of two or three mismanaged banks, dragging down with them scores of well-managed but subordinate banking concerns. This is followed by a big scare and inordinate runs, which cause a wide-spread suspension of banks; a withdrawal of deposits; a curtailment of commercial discounts, and a sudden and mighty dearth of the circu lating medium. Now, the revulsion begins to prey on its legitimate victims. The money is locked up, and one after another the big bubbles begin to burst like wind-stuffed bladders, and such an explosion of wind was never before witnessed. General confusion prevails and the dear, innocent people become alarmed and imagine that something is "out of whack" at Washington. Deigning politicians and selfish financier bring pressure to bear on Grover for a special session of Congress. He yields, the special is called, and now the dear, innocent people know that there is something "out of whack" at Washington.
Business men are not as innocent to day as they were six months ago. For the first time in their lives they have been looking outside of their own business (they have had nothing else to do), and the view will make them wiser business men and more intelligent citizens. An attempt to particularize all the good that will come out of this great evil would require a whole volume of space. The reader may read the details between the lines.
E. A. Owen.

Appearances in the Grocery Store. From the Merchants' Review.
Appearances do not count for much as regards the articles handled by grocers, ished upon the labels affixed to the cans in which some brands of canned goods are put up would seem to indicate that a different opinion exists in some quarters. But how many retailers and consumers are so foolish as to buy canned goods on the artistic merits of their labels? It is certain that coffee and tea, and butter and cheese, not to mention many other food products, must present far more important claims to public favor than a fine appearance either of the goods themselves or their coverings. A beautiful gloss upon the coffee berries, a tasteful blend of the tints of the tea leaf or a rich color of the butter and cheese will count for nothing if the goods are wanting in flavor, or possess other faults that will
repel the consumer. And the same is true of the labels, however showy, that may be affixed to the packages containing the goods.
It is quite different, however, with the appearance of the store. Compare the overcrowded, untidy, ill-smelling, dirty little establishments that yet exist in some parts of this city with those owned by some of the leaders in the retail grocery trade, and it will be seen that appearances are highly important in the
successful conduct of the grocery busi-
ness. It would be well if some grocers could be given the power, not to see their selves as others see them, but to see ested persons. probably soon be seen in a decided im provement of the appearance of their places of business, to the satisfaction of he public and the increase of their sale need not be an offense to the sye and nose, and the attractiveness of a window display is not dependent upon the space at the window-dresser's command or the volume of the storekeeper's trade Some of the most tasteful and effective window displays ever made by grocer
have been made in the smaller stores have been made in the smaller stores,
but, as a rule, the show windows of the latter class of establishments leave much to be desired, being often turned into storerooms for piles of staple goods that shut out the daylight and are the reverse of ornamental. A little atten-
tion to appearances, as regards the store and its fittings, would not take up much of the dealer's time, yet would be o great benefit in attracting new customers. Cleanliness is one of the principal essentials, and hardly less important is a neat arrangement of the stock. Dirty and dingy metal work is an offense to the customer's eye and should not be allowed. about as great whether the wagons are in constant need of a fresh coat of paint or are on a par with those sent out by the condition of the harness. the condtion of the harness. A hand a perambulating advertisement of considerable value. Appearances also count in respect of the stationery used in the store. It is a false economy to use hideous and
coarse-looking stationery in dealings coarse-looking stationery in dealings
with the women folk, who are the prinwith the women folk, who are the prin-
cipal customers of retail grocers and are cipal customers of retail grocers and are quick to appreciate tasteful effects, whether produced in the show-window, the weekly bill or statement received from the grocer, or in the advertising matter that he may occasionally send out

## Easily Explained.

"There is one thing I don't understand about you," said the manager to the new "What is that?"
"Every time you see the figure 3 you call it "2.

Oh, that's easily explained."
-I used
rused to be a salesman in the ladies department of a shoe store.'


In connection with the Detroit, Lansing
Northern or Detroit, Grand Haven \& Milwaukee R'ys offers a route making the best time be Rys offers a route making the Time Table in effect May 14, 1893.
v. Grand Rapids a
$\cdots$. $1: 15 \mathrm{p} . \mathrm{m}$. and $1: 25 \mathrm{p} . \mathrm{m}$. $10: 45 \mathrm{p} . \mathrm{m}$.
VIA
v. Grand Rapids att..... $6: 50 \mathrm{a}$. m . and $3: 25 \mathrm{p}$. m
r. Toledo at....... $1: 15 \mathrm{p}, \mathrm{m}$ and $10: 45 \mathrm{p}, \mathrm{m}$

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


<br>REtrinive proul ilicato


 Chicago ....... am............ $8: 3 \mathrm{pm}$ 2:00:am

 Ar. Traverse City
Ar. Charlevoit Ar. Charlevoix Ar. Bay View
Arrive from Bay View, etc., $1: 00 \mathrm{p} . \mathrm{p} . \mathrm{m}$. and Local train to White Cloud leaves Grand Rapds $5: 45 \mathrm{p}$. m., connects for Bia Rapids and Fr re
mont. Returning arrives Grand Rapids $11: 20$
a. m . Parlor AND RLEEPING CARs.
To Chicano.lv G. R. $7: 3 \mathrm{am}$
To
Totoskey lv.
To

## DETROIT,



LANSING \& NORTHERN R. K,

RETURNING FROM DETROIT.
Lv. Detroit.

TO AND FROM
12:45pm *5:40pm $\begin{array}{r}6: 00 \mathrm{pm} \\ 10: 45 \mathrm{pm}\end{array}$
v. GR 7:20am 4:15pm Ar. G R 11:50am 10:40pm Lv. Grand Rapids...... $7: 00 \mathrm{am} 1: 45 \mathrm{pm} 5: 40 \mathrm{pm}$
Ar. from Lowell........12:45pm $5: 40 \mathrm{pm}$ THROUGH CAR SERVICE.
Parlor Cars on all trains between Grand Rap
ds and Detroit. Parlor car to Saginaw on morn$\underset{\substack{\text { ing train. } \\ \text { * Every }}}{ }$ day. Other trains week days only.
GEO. DEHAVEN. Gen. Pass'r AE't.
$\xrightarrow{\text { MICHIGAN CENTRAL }}$ The Niagara Falls Route.'
(Taking effect Sunday, May $2 \mathrm{z}, 1893$. )
Arrive.
$1020 \mathrm{Dm} \ldots \ldots$. Detroit Express $\ldots \ldots . .655$
 Parlor cars leave for Detroit at 6:55 a m ; re-
turning, leave Detroit 5 p m , arriving at Grand
Rapids $10: 20 \mathrm{pm}$. Rapids $10: 20 \mathrm{pm}$.
Direct commur all threough trains east orer the Me Michigan Cen
tral Railroad (Canada Southern Divisigh ral Railroad (Canada Southern Division,
A. Almquist, Ticket Agent,
Union Passenger station

DETROIT, GRAND H

| Eantward. |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Trains Leave | ${ }^{+ \text {No. }} 14{ }^{\text {N }}$ | +No. 16 | +No. 18 | *No |
| G'd Rapids, Lv | 645 am | 1020 am | 325 pm |  |
| Ionia ........Ar | 740 am | 1125 am | 427 pm | 1227 am |
| St. Johns ... Ar | 825 am | 1217 pm | 520 pm | 145 am |
|  | 900 am | 120 pm | ${ }^{\text {a }} 05 \mathrm{pm}$ | 240 am |
| E. Saginaw ..Ar Bay City |  |  | 800 pm 837 pm | ${ }^{6} 415 \mathrm{am}$ |
| Flint …....Ar | 1005 am | ${ }_{3}{ }_{4} 5 \mathrm{pm}$ | ${ }_{7} 53 \mathrm{pmm}$ | 7158m |
| Pt. Huron ...Ar | 1205 pm | 550 pm | 850 pm | 730am |
| Pontiac ......Ar | 1053 sm | 305 pm | 825 pm | 537 a |
| Detroit. .....Ar | \|1150am| | 405 pm | 925 pm | 700 am |


|  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Trains Leave | *No. 81 | +No. 11 | +No. 13. | +No. 15 |
| G'd Rapids, Lv | 700 am | 100 pm | 455 pm | 1020 pm |
| G'd Haven, Ar | 820 am | 210 pm | 600 pm | $11: \mathrm{Cpm}$ |
| Milw'kee Str Chicago Str. | 400 pm |  | 620 mm 600 am | 6 30am |

+Daily except Sunday. *Daily.
Trains arrive from the east, $6: 35$ a.m., 12:50 p.m., $4: 45 \mathrm{p}$. m. and $10: 00 \mathrm{p}$. m. . 6 . Trains grrive from the west, $6: 40 \mathrm{a}$. m., 10:10 a. m. $3: 15$ p.m. and $9: 15$ a. m.
Eastward - No. 14 has Wagner Parlcr Buffet
car. No. 18 Parlor Car. car. No. 18 Parlor Car.
Westward - No. 11 Parlor Car. No. 15 Wagner Parlor Buifet car.
Jas. Campbell. City Taket Agent.
23 monrge Street

GOTHAM GOSSIP.
News from the Metropolis---Index of the Markets.
Special Correspondence
New York, Oct. 28.-During the past week there has been a betier feeling setting in among the trade and the rush for stocks has been amazing. Sugar stock, which could have been bought last summer for 66, is now 104, and in sympathy therewith there has been an advance along nearly the whole line. Of course, stocks are not actual sugar or bread and butter, and as to the rise of anything in the line of staples, there has been none. There is simply a feeling of more confidence, and, perhaps, a little more reaching out after goods most in demand for the holidays, such as first class apples, grapes, nice raisins, figs, nuts, etc.
"We hail with joy" the closing of the World's Fair, for, really, its benefits to New York have been microscopic.
Politics rage and the people imagine a vain thing. This will continue until Nov. 7 , wheu the mill will begin to grind as before. We rejoice to know that some illegal registration has been nipped in the bud and that some convictions are likely to follow.
Collections are rather slow-not as good, in fact, as a fortnight ago. It is tax-paying time and that is the excuse. By the way, Vanderbilt sent in a cheek the other day for his yearly taxes. amounting to half a million dollars in round numbers. It is needless to remark that Vanderbilt is not in the grocery business.
The market for butter shows no improvement since last writing and $2 \pi 1 / 2 \mathrm{c}$ is the top price for both best Elgin and State. Under grades are in ample supply and are selling from 22 c to 25 c .
Cheese is selling moderately, but $11 \% \mathrm{c}$ is the utmost that can be obtained.
Western eggs are bringing $221 / \mathrm{c}$ and are wanted. They are good property to have just now.
In foreign dried fruits, off-stalk Valencia raisins are quoted $51 / 2 \mathrm{c}$ and $61 / 2 \mathrm{c}$ for layers, although the latter, to arrive, can be bought for $61 \frac{1}{4} \mathrm{c}$, and even $61 / \mathrm{c}$. New crop California, to arrive, $5 @ 51 / 2 \mathrm{e}$ for
83 -crown loose. New currants, $21 / 205 \mathrm{c}$; $83-c$ rown loose. New currants, $21 / 2 @ 5 \mathrm{c} ;$
Turkish prunes, $31 / 2 @ 5 \mathrm{c} ;$ California, boxes, $8 @ 9 \mathrm{c}$; bags. 7 (a73/2c; almonds, 161/2@20c; Valencia, $241 / 2 \mathrm{c}$; Jordans, 33c; Naples waluuts. $8 \frac{1}{2} @ 9 \mathrm{c}$; new dates, Fard, in boxes, $4112 @ 5 c$ and 6 c in cases. Brazil nuts are seling slowly at $71 / 2 @ 81 / 4 \mathrm{c}$. Lemon peel, $81 / 2 @ 91 / 2$ c; citron, Leghorn, $101 / 2$ @11c
Lemons are selling slowly and can be purchased at low figures, ranging from 8. $75 @ 3.50$-the latter price buying a really superior article. Jamaica orange are worth 85 in boxes that are re-packed. Pineapples, 85@12 per hundred as to selling at $\$ 1 @ 1.25$ for firsts. In domestuc fruits apples are selling well for first-class stock, and are quotable at s.isocson, as to kinber ries selling slowly, owing to the large accumulation of poor stock here, and it must be very fancy article to fetch 85 Mer bbl.
Hickory nuts are worth from \$1@1.25 per bushel; chestnnts, $82.75 @ 3.50$ per bu. While hardly to be classed as an article for grocers, it may be of interest to mention that Michigan venison is plenty and sells very slowly at $10 @ 12$ cents, by the saddle, and for 5@10e for the whole deer.
Potatoes, $82 @ 2.25$ per bbl and 81.75 for sweets.
Canned goods are in a waiting condition and the week just passed has seen very few transactions of note, while prices are barely steady. Tomatoes, however, are selling well, and are worth $\$ 1.021 / 21.10$ as to brand and place of packing. It is thought the pack will be about 10 per cent. larger than last year - possibly more. Corn is very dull at -possibly more. New York to $\$ 1.10$ for Maine.
Sugar remains at the old figure of $53 / 6 \mathrm{c}$ for granulated, although there are some indications that this price may soon be shaded.
It is said that Armour \& Co. are pack ing sixty-four pounds of oleo in sixty pound tubs, or those that are stamped
sixty, thus beating the Government out of 8 cents revenue on every tub put up. Many frauds in oleo are hinted at and vigorous prosecutions promised.
The failure of Geo. C. Napheys, of Philadelphia, caused some comment here. He made a great show over the "pure lard" he made. It transpires now that among other things he owes for are 1,000 barrels cottonseed oil. Great is purity:

Jay.
REPRESENTATIVE RETAILERS.
Norman Odell, the Jefferson Avenue Grocer.
Norman Odell, grocer, at 255 Jefferson avenue, was born in the township of Warwick, Lambton county, Ontario, 32 years ago. His father, Cornelius Odell, was one of the sturdy yeomanry of that stronghold of gritism, and died when Norman was but three years old. The boy attended school in the vicinity of his birthplace until his tenth year, when he came to Armada, St. Clair county, Mich., to make his home with an uncle. Here he remained about three years, attending school and working on his uncle's farm. In 1874 he returned to Canada, and went to work on a farm not far from his old home. He had never taken very kindly to farming, and, when he was offered a situation as clerk in a grocery and crockery store in Forest, he accepted it with alacrity. He retained this situation three years, when he left and went to Chicago. There he alternated from driving a milk wagon to clerking in a grocery store for about two and a half years, at the end of which time he came to Grand Rapids. He secured a situation with Ira C. Hatch, with whom he remained seven years. Upon leaving Mr. Hatch's employ he bought F. L. Blake \& Son's grocery stock, but, after only seven months' possession, sold out, and bought Lozier \& Underwood's grocery and bakery, on the corner of Wealthy and Jefferson avenues. About a year later he moved to his present location at 255 Jefferson

Mr. Odell has a business of which a much older man might justly be proud. He has worked hard for his success and well deserves it, for it is based upon sound business principles, integrity and square dealing. If, as some one has said, the condition of things in the store is an index of the owner's character, then Norman is a man whom it will pay to "tie to." His store is the ideal of neatness and is as clean and bright as a new pin. No decayed vegetables offend the eye or nose, but everything is clean and wholesome locking. Mr. Odell believes that it costs less to keep his store looking attractive than it does to have it resemble the interior of a junk shop.
So far as can be ascertained, he has but one peculiarity-he is not a member of any secret or other society. He was married in June of the present year to Miss Carrie Chapman of this city.

## Grains and Feedstuffs.

Wheat-The week closed with a somewhat stronger feeling. Export clearances were heavier than for the previous week by fully 600,000 bushels. The local market is 4 c higher than last week, but, until the piling up of visible supply ceases, there can be no permanent improvement. The mills are compelled to go outside for a portion of their stock, as farmers are holding for higher prices.
Flour-Unchanged. Market is dull, without leature. Only the regular trade is being supplied.

Vegetable Scoop Forks.


In shoveling potatoes or other vegetables from wagon box or floor with the forks as they have been made, either the load on the fork must be forced up hill sharply, or the head of the fork lowered as the push continues. If the head of the fork is lowered the points will be raised and run into the potatoes. The sharp edge of oval-tined forks will bruise potatoes and beets, and the ordinary points will stick into them.
These difficulties are entirely overcome by our SCOOP FORK. It has round tines and flattened points. IT WILL LOAD TO THE HEAD WITHOUT RAISING THE POINTS. It also holds its load and hangs easy to work.

The superiority of our SCOOP FORK over the wire scoop is in its much greater durability and handiness. It is all made from one piece of steel and will last for years.
The utility of this fork is not limited to vegetables. It will be found excellent for handling coal, lime, sawdust, fine manure and a great variety of uses.

# FOSTERSTEVENS <br> \& © 

LAMB'S WOOL SOLES.


Nothing is more comfortable for tired and sore World's Fair feet than a crochet slipper. Holiday trade is
prices.

## HIRTH, KRAUSE \& CO.

## MUSKEGON BAKERY

United States Baking Co., CRACKERS, BISCUITS, CAKES.
Originators of the Celebrated Cake, "MUSKEGON BRANCH."
HARRY FOX, Manager, MUSKEGON, MICH.

## TO CLOTHING MERCHANTS.

We have decided not to carry over any of our fall stock. It will pay you well to see our line of ready-made clothing of every description; none better, few as cheap and these reduced prices place us lowest of all, as every vesture must be closed out Write our Michigan representative,

## WILLIAM CONNOR,

Box 346, Marshall, Mich,, and he will soon be with you.
MICHAEL KOLB \& SON, WHOLESALE CLOTHIERS, ROCHESTER, N. Y.

Notice-William Connor will be at Sweet's Hotel, Grand Rapids, Mich., o Thursday and Friday, October 26 and 27 .

CUSTOMMERS' EXPENSES ALLOWED.

## JiNulimativirate

SEE QUOTATIONS.

## A. E. BROOKS \& CO.,

Manufacturing Confectioners, have a specially fine line for the fall trade-now

## RED $\div$ SPAR $\div$ COUGH $\div$ DROPS

They are the cleanest, purest and best goods in the market.

## 

 W HOLESALE Dry Goods, Carpets and CloaksWe Make a Specialty of Blankets, Quilts and Live Geese Feathers.
Mackinaw Shirts and Lumbermen's Socks OVERALLS OF OUR OWN MANUFAUTURE.
Whict Hommlehaimer \& fo 48, BO, 32 Ottawa St.,
Fogi, 110 .

Grand Rapids


GENUINE : VICI : SHOE, Plain toe in opera and opera toe and C. S. heel.
D and E and E widths, at 81.50 . Patent leather tip, $\$ 1.55$. Try them, they are beanties. Stock soft and fine, flex

REEDER BROS, SHOE CO Grand Rapids, Mich.

Your Bank Account Solicited.
Kent Conity Sarings Bank GRAND RAPIDS ,MICH
so. A. Covede, Pres.
Covide, Pres.
HENRY, IdEMA. Vice-Pres. VErdier, Cashier.
K. VAN Hor, Ass't C's'r.
Transacts a General Bunking Business. Interest Allowed on Time and Sayings Deposits.

> DIRECTORS: D. A Blodgett

Jno. A. Covode, D. A Blodgett, E. Crofton Fox T. J.O'Brien, A. J Bowne, Henry Idems,
Jno.W.Blodgett,J. A. McKee, J. A. S. Verdier

Deposits Exceed One Million Dollars.
ARE THE PIMES HARD? THEN MAKE THEM EASY PON BOOK SYSTEM FUR
TRADESMAN COMPANY, GRAND RAPIDS.

Cracker Chests. Glass Coreres for Biscuils.

$\mathrm{T}_{\text {pay for themselves in the }}^{\text {Hese }}$ breakage they avoid. Price $\$ 4$.

UR 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 of our boxes and can be changed from will save enough goode from flies, dirt and prying fingers in a short time to pay for themselves. Try them and be convinced. Price, 50 cents each.

NEW NOVELTIES
We call the attention of the trade to the following new novelties:
CINNAMON BAR.
ORANGE BAR.
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.


GRAND RAPIDS BRUSH COMP'Y,


Our Goods are sold bv all Michigan Jobbing Houses.

## BARGAINS IN

 Mode1 Oak Stoves,The best air tight Oak Stove on the market, at the lowest price.


ROUND AIR TIGHT OAK Screw Dampers, Will hold fire 48 hours.

|  | List, each. |
| :---: | :---: |
| 13 in | ...\$10 10 |
| 15 in | 1235 |
| 17 in | 1450 |
| 19 in | .. 1720 |

FOR DISCOUNT.

This oak is as well made as any of the highest priced goods. The doors and dampers have ground edges. It has a nickel ring on top, nickel foot rail, door plates and latehes, and is a very good looker. The screw air tight damper on round base is a great selling point, and most valuable feature. The base is one casting, and the body heavy boiler iron. If you want to make money on oak stoves, order before our stock is broken.
H. LEONARD \& SONS, GRAND RAPIDS, MICH.


## QUALITY WINS!

And you can depend on the best quality when you buy this Brand.

## If Yon Want Gand, Ligith, sweet Braad and Biccritis, USE <br> <br> FERMENTUM

 <br> <br> FERMENTUM}THE ONLY RELIABLE

## COMPRESSED YEAST

SOLD BY ALL FIRST-CLASS GROCERS.

MANUFACTURED BY
TheFermentumGompany
MAIN OFFICE:
CHICAGO, 270 KINZIE STREET.
MICHIGAN AGENCY:
GRAND RAPIDS, 106 KENT STREET.

Address all communications to THE FERMENTUM CO.

## The Following

Is the best line of Coffees in the State. All roasted by CHASE \& SANBORN.

IF YOU WANT THE BEST
THESE ARE THE GOPFEES FOR YOU TO BUY.

Jewell's Arabian Mocha,
Jewell's Old Government Java,
Jewell's Old Government Java and Mocha,
Wells' Perfection Java,
Wells' Java and Mocha,
Weaver's Blend,
Santora,
Ideal Golden Rio,
Compound Crushed Java.
Above are all in 50-pound cans.
Ideal Java and Mocha in one and two pound cans.


[^0]:    If you are not now handling any of our brands, we solicit a trial order, confident that the ex
    eellent quality of our goods and the satisfaction of your customers will impel you to become a cegular customer.
    rent
    and
    $\underline{\text { Correspondence solicited. VOIGT MILLING CO. }}$

[^1]:    Many men of crooked ways are now in straitened circumstances.
    Hasn't somebody got a good portable wind-break that can be sent to Cungress?

