

MICHIGAN TRADESMAN

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GRAND RAPIDS, DECEMBER 20, 1893.

NO. 535

MOSELEY BROS.,

JOBBERS OF

Seeds, Beans, Fruits and Produce.

If you have any BEANS, APPLES, POTATOES or ONIONS to sell, state how many and will try and trade with you.

26, 28, 30 and 32 Ottawa Street.

FLORIDA ORANGES

Are beginning to come forward. We are sole agents in this city for the "STAG" and "PALM" brands. Nothing but selected fruit goes into boxes so stenciled. DON'T BUY INFERIOR ORANGES WHEN THE BEST ARE SO CHEAP.

THE : PUTNAM : CANDY : CO.

HOW IS THIS PRONOUNCED?

RAPERSEUREKAPEANUTWARMER.

PRONOUNCED:

THE BEST PEANUT WARMER IN THE MARKET.

CHEAPEST BECAUSE IT IS MOST DURABLE. AGENTS WANTED. WRITE FOR CIRCULARS.

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ALFRED J. BROWN CO.,

Seed Merchants,

AND JOBBERS OF

Fruits and Produce.

We will pay full market value for BEANS, CLOVER SEED and BUCKWHEAT. Send Samples to

A. J. BROWN CO.

WE WANT APPLES if you have any to sell. Write us.

A. J. B. CO.



SEE QUOTATIONS.

GRAND RAPIDS,

BRUSH COMP'Y,



MANUFACTURERS OF

BRUSHES

GRAND RAPIDS, MICH.

Our Goods are sold by all Michigan Jobbing Houses.



A. E. BROOKS & CO.,

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

RED :- STAR :- COUGH :- DROPS

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

OYSTERS.

ANCHOR BRAND

Are the best. All orders will receive prompt attention at lowest market price.

F. J. DETTENTHALER.

We make 'em,
You buy 'em,
Your trade like 'em.



ALL GENUINE HARD PAN SHOES HAVE OUR NAME ON SOLE AND LINING.

Rindge, Kalmbach & Co.

Agents for THE BOSTON RUBBER SHOE COMPANY.

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Spreads.

Fancy Baskets.

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Mufflers.

Dolls.

Fancy Towels.

Ornamental Covers.

Clocks.

P. Steketee & Sons.

MILTON KERNS'
El Puritano Cigar.



THE FINEST
10 Cent Cigar on Earth

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DETROIT TOBACCO Co., Detroit, Mich.

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IMPORTERS AND

Wholesale Grocers

Grand Rapids.

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GRAND RAPIDS, MICHIGAN.

DEALERS IN

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BIG RAPIDS,
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GRAND HAVEN,
HOWARD CITY,

MANISTEE,
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HIGHEST PRICE PAID FOR

EMPTY CARBON & GASOLINE BARRELS



P. & B.
OYSTERS

BEAT THEM ALL.

PACKED BY

THE PUTNAM CANDY CO.

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—

PYRAMID PILE CURE

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.

NEW FOREIGN NUTS

Are arriving every week, and prices rule low on all of them excepting Brazils. Our mixed nuts in 25 lb. Cases are fine. **ORDER NOW.**

The Putnam Candy Co.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.

MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, DECEMBER 20, 1893.

NO. 535

A. J. SHELLMAN, Scientific Optician, 65 Monroe St.



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



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



Buildings, Portraits, Cards, Letter and Note Headings, Patented Articles, Maps and Plans.

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L. J. STEVENSON, C. A. CUMINGS,
C. E. BLOCK.

HOP LIGHT LOO.

The Household Telephone and What Came of It.

It all happened through John's telephone! He would have it, and he would put it in the nursery. When he first mentioned it a cold chill crept down my backbone; but all men are alike. The best of them will have everything their own way; and what can a woman do, especially after she is married?

Baby was two years old, and his nurse had walked off with a silver soup ladle and some spoons. I lay sick with gastric fever, and could not move. Aunt Jane had come in from the country to help. She did it by giving baby her watch, which he promptly immersed in a bowl of gruel, and then wiped it on his pinafore, smashing crystal and hands as he did so. I gazed around in despair at the table full of medicine bottles, and John's slippers floating in baby's tub, and I was vaguely thinking how nice and clean angel babies look in pictures, when cook came in and said there was such a nice girl in the kitchen. John came in as cook spoke, and asked Aunt Jane to see the girl; but I said no, it was my baby that the girl was to take care of, and I would engage her. The girl came in, looking pretty and neat. She said her name was Peggy McCance, and that she was twenty years old.

She said she had nursed four children for six years. Just then baby kicked Aunt Jane in the stomach, in his rage at her getting some soap in his eye as she was bathing him. Peggy ran to him, washed his eyes out, and was so deft and neat-handed that John said, "You can stay," and I agreed.

That was seven years ago, and a real treasure and comfort she has proved to be; always ready, always pleasant, and how the children loved her!

John sells books; that is, he is the "company" in Blank Book & Co., wholesale booksellers at 31 Mulberry street. John is a good man, and a good husband, as husbands go; but what he can find so interesting in Epicurus' writings, and all those other dusty and musty old books, I never could find out.

Many a long winter evening when the rain and wind were falling and howling, Peggy and I have sat together over the nursery fire. She loved my little ones, and her ears were as sharp as her heart was true. I shall never forget how she nursed baby through the scarlet fever, and then took it herself. Her relations were all in Ireland, and she wasn't the girl to run around the streets. She went to her church to early mass on Sundays, and had no "followers," and I congratulated myself that she was going to be, like cook, a confirmed old maid.

About two years ago, John announced the fact that a telephone was to be put in the house. I begged him not to do it; I said:

"It will never do; one of the two children will be sure to hang the other one in the hand-phone cord; and then in a thunder-storm, think how dreadful it

would be for you to hear the whole family go off with a pop, before you could call 'Hello!'"

This did not touch him.

"Every summer I read in the newspapers how lightning gets in telephones, and how they crack." John was obdurate.

"I shall never answer you when you call," I declared.

"There will be no necessity for you to trouble yourself about it at all," John explained; "I have made every arrangement to have it placed in the nursery. Peggy will take charge of it—I will give her my instructions now."

It hadn't been in the house a month before I was using it constantly. I did my shopping and marketing through the mouth of the telephone. I was delighted with its usefulness, especially in bad weather, but I never have acknowledged it to John; and now I never will.

When John was in the house I avoided it, and sent Peggy to answer its calls.

When John, junior, was five weeks old I was lying on the sofa. Baby was reading a fairy tale in two syllables to Prodicus, our second boy, and John, junior, was fast asleep in the crib. Peggy came in with a waiter.

"Please, ma'am," she said, "here is a nice cup of tea for you."

I took the cup; it was the best tea I ever tasted.

"Why, this is excellent, Peggy," said I. "Who made it?"

"Hop Light Loo."

"Hop Light who?" I asked.

Peggy bent over Prodicus, rumpling his hair as she answered:

"I have known him a long time, from talking to him at the telephone. He is the clerk at the tea store where you buy your tea. It has been about a month that Mr. Loo has been bringing our parcels himself, instead of sending them by the cart. He came this evening to bring cook and me a little present of yellowish-looking tea, and he brewed some for us. It was so good, I brought you a cup."

This was the beginning. When I went downstairs, two or three times a week, I would stumble over something that looked like a char-woman, except that char-women are seldom conspicuous for their urbanity, and this person bowed and scraped and smiled out of his almond-shaped eyes, and was so very polite that he made me nervous.

One night when John, junior, was six months old, my John took me to hear Patti sing. When we returned home and entered our nursery, there was Prodicus sitting up in his bed screaming, and John, junior, in his crib crying. I gave John, junior, to my John, quieted Prodicus, and looked around for Peggy—she wasn't upstairs. I looked into the kitchen, and there she sat talking to that heathen Chinese. I was so angry, I gave them a piece of my mind and ordered him out of the house. The next day Peggy looked sad, but she did her work. About a week after, Peggy came to me and said:

"It is more than seven years since I came here to nurse baby. I love everybody in the house. Each one of you has been so kind to me. I am obliged to tell you that I am going to leave when the month is up."

"Why, Peggy? Why?"

"You ordered Hop Light Loo out of the house; we are going to be married."

I screamed. My good, religious Peggy going to marry a heathen! I forgot everything except that she had nursed my babies, and been faithful to me. I used every argument. I tore the "Middle Kingdom" from the book-shelf, and read her the most dreadful and distressing anecdotes of the cruelty and barbarity of the Chinese. It was of no avail.

"He is a heathen," I argued.

"He may think me one, too," she replied.

"He may want to go back to China, and take you there."

"He has been in America as long as I have, and I have no desire to take him to Ireland."

"He is as yellow as a marigold."

"I know how clever he is, and what a good heart he has. I don't object to his skin."

"But his baggy clothes?"

"Are always nice, neat, and suitable."

As a last resort I tried the children, and asked her how she had the heart to desert my sweet babies for a Chinese tea clerk? She said: "I love him," and left the room.

I ran to my bed-room and had a good cry. I didn't mind the lace and the fluted pillow-shams; they were quite crushed beneath the weight of my woe.

The days slipped by. Peggy looked bright and was as good as gold. We had been invited to a dinner-party at the residence of one of John's business partners; after the dinner there was to be a dance, in honor of the sixteenth birthday of one of the daughters. In spite of Plato, there is nothing John likes better than to see young people enjoy themselves; and we decided to go to the dinner, and stay to see the dancing.

Aunt Jane promised to help Peggy with the boys. I had never owned a set of diamonds, and John knew I wanted a pair of solitaires more than anything in the world. He had often heard me envying my neighbors. The afternoon of the dinner-party, John came to my room carrying a bag, in which reposed four cases, each containing a set of diamonds; and one was for me. They were all so lovely I was a long time selecting. Cook, Peggy, Aunt Jane and the three boys, all had to come in and see the beauties. One set was finally decided upon; the other three cases were securely locked up, to be returned to the jeweler in the morning.

I thought I should never get dressed. My solitaires were so much larger than those of the lady with whom we were to dine, I knew how bad she would feel.

The dinner was excellent; after that was finished, the young folks danced and their elders played whist. At twelve

there was supper, and it was after two o'clock before we reached home.

A crouching figure in the door-way started up.

"Sir, ma'am, Chinese man wat-hee—now go in," and Hop Light Loo followed us into the house.

We made a bee line for the nursery. Aunt Jane was sitting bolt upright in the center of the room, a poker grasped tightly in her right hand, in her left the hand-phone. She looked ready for anything. Peggy was rocking John, junior. Aunt Jane dropped her instruments, and threw her arms round my neck.

"Cornelia, go down on your knees, and thank heaven that we are not all lying in our gore! Peggy is a hero and Hop Light Loo is an angel! Some time after you left, cook came up and said a friend had called to see Peggy. The children were all asleep, so I told her to go and stay as long as she pleased, and I would remain in the nursery. The house was quiet, my novel was trashy, the easy chair was soothing, and before I knew it I was fast asleep. I suppose it was 10 when I dozed off; it was almost 12 when I awoke with a start. I ran downstairs to hunt for Peggy. Cook was standing in the hall-way. I said:

"What are you doing?"

"Waiting to let Peggy in."

"Where has she gone?"

"For the police."

"What is the matter?" I gasped.

"A friend of ours heard that this house was to be robbed; he came to prevent it; we did not want to frighten you. It is all over now—you can see for yourself in the parlor."

I looked in. A man lay on the floor, face downward, hands and feet tied.

Peggy, escorting two policemen, then came into the parlor.

The wretch was handcuffed, and the policemen inquired the particulars of Hop Light Loo.

Mr. Loo waved his hand to Peggy, and said: "You talkee—Chinaman doee, doee, Melikan talkee, talkee."

Peggy thereupon explained to the policemen: "Mr. Loo came here and told cook and myself that this house was going to be entered to-night, but that if we would be quiet and brave and help him, nothing would harm us. A friend of Mr. Loo's, whose name is Wing Tee, went at 6 o'clock into an eating-house on the wharf. Near him, at a table, sat the porter of Zircon, Tourmaline & Co. and a sailor. Wing Tee has been here several times with Mr. Loo. He heard the porter tell the sailor of the valuable diamonds which were to be left here to-night; how he overheard my master tell Mr. Zircon that his wife would wear one set to the dinner-party; that he would pay for the set worn and return the other three sets, valued at \$3,000, in the morning. The sailor was to wait a block below and give warning; the porter was to enter the house. Wing Tee ran all the way and told Mr. Loo. At 10:30 we darkened the house. Mrs. Armstrong was asleep in the nursery. According to Mr. Loo's instruction, cook sat listening in the entry, with a roll of clothesline in her hand. I was in the front parlor listening, too. Mr. Loo was in the back room, and the boiler was on the range filled with scalding water. Mr. Loo had unbarred and unlocked the parlor windows. At 11 we heard the thief cautiously approaching the back parlor window; I crept to the kitchen, and quickly re-

turned with a bucket of scalding salt and water. We could hear the thief feeling the window; to his surprise it yielded to his touch, and the rogue, who was kneeling on the window sill, slowly raised the sash. As he was raising it, Mr. Loo neared him as softly as a cat, and, as the thief was about to rise from his knees, Hop Light Loo soused him in boiling brine, cook and I grabbed him, and before we could count twenty the thief was bound and on the floor. I found both of you talking two blocks below, and brought you here."

Hop Light Loo bowed, and showed his white teeth. The policemen took the number of the house, complimented the girls, and told the three to appear and testify at court to-morrow. The thief had been cursing and mourning all the time. He was scalded on his back, and on his neck and head. I offered him a bottle of ointment, but the policemen interfered.

I looked at John, and at my boys, and I threw my arms around Peggy and John, junior.

"Take your Hop Light Loo, Peggy; he is worthy of even you. He has saved my children. He is a heathen, but we will convert him, and I will ask Dr. Martin to-morrow if anything can be done to whiten his skin."

The next day Hop Light Loo was triumphantly brought in by John, as our guardian angel and champion burglar-scald. The children adore him. They have had more colic than ever before, but "Hop-lo," as they call him, means well, if he doesn't know exactly how to feed little children.

I have not converted him yet. He is perfectly polite, and never contradicts me; but he smiles and remains a heathen still. Hop Light Loo wanted a home where he could respect himself and be respected. Peggy wanted him. Together they had laid up \$600. Aunt Jane has given them a cooking stove and four chromes of the Judgment Day. John furnished two rooms and I supplied Peggy's wedding clothes. Peggy's priest married them this morning. Wing Tee has strewn their path with several pounds of rice. No one saw whence it emanated; it arose in jerks from the depths of his baggy trousers. The boys cried audibly; they do not understand Latin—they thought the priest was scolding. I tore them from Peggy and brought them into the nursery—and the sight of the telephone makes me ill. I hear Prodicus and Baby fighting over John, junior, while the new nurse vainly tries to soothe them. John is absorbed in Plato. Peggy is in Chinese bliss with Hop Light Loo, and I am moaning because John would have a telephone in Baby's nursery.

MARY BEALE BRAINERD.

An Ecclesiastical Pawn Shop.

The Rev. Dr. Donald, Phillips Brooks' successor in Trinity Church, Boston, is proposing to establish an ecclesiastical pawn shop in that city. It is to be conducted on the same lines as any other pawn shop, save that the rate of interest charged will be 4 per cent. a year, instead of the ruinous usury at which the poor usually borrow money. A collection to aid in the establishment of the enterprise was taken up in the church on Thanksgiving day.

A Davis & Rankin creamery, which cost the people of Lincoln and vicinity some \$5,000, recently sold for \$695. This is tough on the good people of Lincoln, but experience sometimes comes high.

DOES IT PAY?

Certainly It Does.



I take no chances. The quality is of the very best. The NEW YORK CONDENSED MILK COMPANY is a very responsible concern and guarantees the

Gail Borden Eagle Brand

Condensed Milk to its customers. Besides it is no trouble to sell.

The majority call for it and won't take any other brand. If I don't keep it my customers will get it elsewhere. Smaller profit? No, I guess not; have tried both ways and found that it pays to sell only the "BEST." It has been demonstrated to my satisfaction that the

GAIL BORDEN EAGLE BRAND

HAS NO EQUAL.



HEADQUARTERS FOR = = =

California Raisins

—AND—

Dried . . . Fruit.

WE HAVE 'EM ALL.

**Ball
Barnhart
Putman Co.**

THE CREED OF BUSINESS.

The idea of business as uppermost in the average mind is that it is specially exempt from any incumbrances of a conscience, and the obligations usually binding on private citizens. It is supposed as a matter of necessity, to cover a multitude of sins, and to include in its ranks no small number of decent, buggy-riding and tax-paying rogues.

Store windows are an exhibit of deceptive wares, and the art of selling a commercial way of telling permissible and well-laundried lies. Truth in such a place has to be looked for with a lantern, and what there may be of practical Christianity left in the world has no place behind a counter.

So current and deeply rooted is this idea of business morality that the phrase "business is business" atones for much that in other circumstances would lift the hair and agitate the bile of even a relapsed moralist. Few persons suppose that an honest or conscientious man can succeed even in selling soap or peanuts, or in paying rent for his store without eventually making his appearance in what is tersely described as the "little end of the horn."

To have the gifts of a horse trader and the alert but wayward instincts of a trickster, a wholesale reserve of gall and a well lubricated tongue, with a soul not larger than a pea and a conscience smaller than that, is the generally received idea of a successful vender of cutlery, dry goods, boots, shoes and groceries. It is to be confessed that gentlemen of this minimized anatomy are not all moulded in wax or kept in museums.

It is also unfortunately true that many business men in dealing with customers are tempted to square or round the pegs according to the holes in the board. The public, when buying goods or paying bills, is not generally so honest or innocent as it seems to be at a prayer meeting, while the Golden Rule has a Mason and Dixon line when the pocket of the world is being drawn upon.

It is more than probable that business men know more of the weak side of humanity than doctors of divinity, philosophy or physic, and much that to a superficial or prejudiced observer is inconsistent or delinquent is really but a fitting of the shoe to the public foot.

The world of business is not so godless or selfish as some suppose. It has its cardinal virtues and its orthodox creed of success, without which it would surely come to the dogs, the sheriff and the black list. Integrity is as necessary in building up a trade as in the construction of personal character.

Dishonesty is as reactionary in business as it is in picking pockets or stealing a horse. Telling lies in selling a pair of shoes or a saw mill outfit comes in for a spanking as sure as it does in a school house or over a family chair. Idleness has the same results in commercial life as it has in a corn field. Extravagance and waste tell the same old story of having a dry tongue when the keg runs dry, while every other vice that in private life and personal character is disastrous to body, soul and spirit eventually makes the same scrap pile of a business.

These facts are self evident, and are as well understood in the world of trade as elsewhere. Character counts everywhere. Thieves are not in demand as book-keepers or salesmen, nor are adver-

tisements for reliable men posted in gambling dens or in institutions for inebriates. In fact, the need of sterling character is more recognized than ever, and in all commercial affiliations, however much smartness and shrewdness is appreciated, they are practically boycotted when not in association with reputable personal character.

There may be much of the devil both with and without a fig leaf in modern business, but as a rule he gets into the hotel without stopping to register.

FRED. WOODROW.

The Utica Cheese Market.

Herald, Dec. 12: There is nothing new to be said about the cheese market of last week. Prices remained just the same as before, except that a few small full creams were sold at a fraction above the best public quotations. But while business is very dull and exporters are not taking any interest in American cheese, it is noticeable that all holders of stock are firm in their views, and are neither urging sales nor offering any inducements in the way of lower prices. If a customer wants cheese he must pay its value; if there is no customer the holders are not worrying; the stock will keep and is good property to hold. The market at Cuba, Allegany county, is closed, only three lots remaining unsold in that region. This is two weeks earlier than the same market closed last year. Navigation on the St. Lawrence has closed for the season, and there will be no more direct shipments of cheese from Montreal. One of the last shipments sent out consisted of more than 50,000 boxes, and it was also one of the largest ever consigned from that port. The total shipments from Canada have been by far the heaviest in the history of her cheese trade, viz., 1,605,426 boxes, or 31,043 boxes more than last year. New York has shipped thus far this season only 1,246,883 boxes, or nearly 340,000 boxes less than Canada. But this is 385,000 boxes less than we had shipped last year at this time, and it is not likely that in a season of good production and low prices Canada would outstrip us. Two facts are to be noted in this connection: First, that a good many cheese from Northern New York have gone to Montreal to help to swell the volume of shipments from that city; and second, that for the last two months and a half American cheese has stood on the same plane with American butter. Hence, consumers would pay more for it than foreign trade, and consequently foreigners got only a small amount of the lower grades of stock. The great bulk of American cheese stays at home and is consumed by our own people; probably four-fifths of the Canadian product is obliged to seek a foreign market.

Cogent Reasons for Abandoning the Credit Business.

A leading hardware firm thus announces its reasons for adopting the cash system:

A long experience in the hardware business has convinced us that the system of selling goods on credit, to be paid for when convenient, is a most vicious one. The increased expense of doing a credit business, on account of book-keepers and collectors, the amount of inevitable losses every year on account of bad debts, which will occur notwithstanding the most careful discrimination, and the loss of interest in having a large amount of capital tied up in book accounts, all render necessary a larger margin of profit, which has to be considered as business expenses and be paid for by the cash buyers. Besides this, the bad feelings constantly occurring because credit is given to one customer and refused another, and the disagreeable necessity of being obliged to dun customers for past due accounts, confirm us in our determination in the future to sell for cash. In these times of close competition cash buyers expect and are entitled to the very lowest prices, and should not be required to pay the losses incident to a credit business.



Clothing Merchants . .

Can now buy balance of nice selections of Ulsters, Overcoats, double and single breasted Suits at such low prices as will enable them to be retailed at wholesale prices. Write our representative,

WILLIAM CONNOR,

Box 346, Marshall, Mich.,

to call upon you, and if he has not what you want, will thank you for looking, or write us.

ALL MAIL ORDERS PROMPTLY ATTENDED TO.

MICHAEL KOLB & SON,

Wholesale Clothing Manufacturers,

ROCHESTER, N. Y.

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.

FOSTER-STEVENS
& CO.
MONROE ST.

AMONG THE TRADE.

AROUND THE STATE.

Borculo—Bouwman & Co. have opened a general store.

Ganges—Geo. Leland succeeds Brown & Co. in general trade.

Clare—A. J. Doherty succeeds S. C. Kirkbride in general trade.

Grant—B. J. Hill is succeeded by Leon Reddy in the meat business.

Utica—Sweetzer & Haines succeed H. J. Sweetzer in the grocery business.

Coopersville—D. O. Watson is succeeded by Jos. Walsh in general trade.

Concord—G. M. Lamb succeeds Clarence & Rickard in the grocery business.

Battle Creek—Frolich & Kapp succeed Torongo & Jensen in the tailoring business.

Bay City—James Melon is succeeded by Mrs. Lucy Canfield in the book business.

Worth—J. H. Arrison has removed his general stock from Standish to this place.

Alpena—John Gauvren has purchased the boot and shoe stock of Fontaine & Lalonde.

Muskegon—Gus H. Neumeister is succeeded by Mrs. L. A. Johnson in the hat and cap business.

Alden—John P. Smith has leased a store building and will shortly open a flour and feed store.

Jackson—The hardware stock of Claude W. Whitmore has been closed out on chattel mortgage.

Kalamazoo—Loefer & Whalen, druggists, have dissolved, Philip H. Loefer continuing the business.

Greenville—W. J. Gould & Co. have foreclosed their mortgage on the grocery stock of Leroy Van Wormer.

Belding—Wm. Reynolds has leased a store in the Huelster block, in which he will open a grocery store about Jan. 1.

Thompsonville—L. J. Quick, formerly engaged in general trade at Allendale, has purchased the general stock of Rogers Bros. and added largely thereto.

Detroit—The Victor Cash Register Co. has filed articles of incorporation. The capital stock is \$50,000 of which \$40,000 is paid in. The incorporators are William G. Latimer, Alanson S. and Stanley Brooks.

Ironwood—Olson Bros. & Co., dealers in groceries, provisions, crockery and feed, have made an assignment to Ed. D. Nelson, President of the First National Bank. The total liabilities are \$8,173.55, divided among fifty-four creditors. The largest creditor is M. Forslund, of Ironwood, whose claim is \$1,668.47. The only creditor in the Lower Peninsula is the Tradesman Company, of Grand Rapids. No statement of the assets has yet been made public.

Holland—Monday evening John Strabbing, the Hamilton hardware dealer, came in on the Grand Rapids train. He had a package of revolvers and cutlery and also five cross-cut saws with him and while waiting for his train he stepped in the waiting room for a few minutes. When he came out again the saws had disappeared and, as Strabbing did not want to miss his train, he could not trace them that evening. Tuesday morning he came here to investigate, but no clew to where the saws went could be obtained and he was obliged to go and order some more saws.

Detroit—Dr. L. S. Harvey, Food Inspector for the Board of Health, had a narrow escape on Monday afternoon

from eating poisoned cheese. He condemned the cheese on the central market and took a piece with him to make a chemical test of it. He ate a small portion, but it had no bad effect and on Monday afternoon he took some more. Soon after he was taken with violent pains and other symptoms developed which assured him that he had been poisoned. The doctor immediately sent for Dr. P. M. Hickey, who worked on him for several hours before he was out of danger. Wednesday he was able to get up, but is very weak. The cheese will be analyzed and the authorities will look up the factory where it was made.

MANUFACTURING MATTERS.

Pinconning—Estey & Calkins have manufactured and shipped 4,000,000 feet of lumber since April, and have 3,000,000 feet on hand. A planing mill is operated in connection with the sawmill, and hardwood finishing is a specialty. A force of fifty men are employed.

Alpena—The lumbering season has closed with a good outlook for next year from a manufacturing point of view. There is now on the mill docks 50,000,000 feet of lumber, the largest stock ever carried over, and there are 80,000,000 feet of logs in the stream. About 35,000,000 feet of Canadian logs will be rafted over next season to Alpena mills, being about 6,000,000 feet greater than the quantity brought over the last season. Operations in cedar are being carried forward extensively, the new Alpena & Northern Railroad opening up a new section, and much more cedar will be shipped from Alpena next season than in any previous year. Alger, Smith & Co. will also bring a large quantity of logs by rail to Alpena during the winter and next season.

Gripsack Brigade.

J. A. Gonzalez returned from New York Saturday night, having signed with the Owl Cigar Co. for another year.

M. Smoll, Michigan representative for S. F. Bowser & Co., oil tank manufacturers, of Fort Wayne, was in town a couple of days last week.

The Travelers' Club of Detroit has made an assignment to Delos D. Jayne, with a debt of \$2,156. The assets amount to \$1,388, mostly in furniture.

Post A (Lansing), Michigan Knights of the Grip, has been organized by the election of J. J. Frost as chairman and T. Knox Jeffreys as secretary and treasurer.

James N. Bradford is becoming quite an adept in speaking broken English *a la* Ole Oleson, and contemplates a tour of the State as the star attraction of an amateur concert company.

W. J. Williams, formerly on the road for the defunct firm of Eaton & Christenson, and now traveling representative for the American Cigar Co., of Coldwater, was in town over Sunday.

B. F. Parmenter has resigned his position with the Ball-Barnhart-Putman Co., to take effect Jan. 1. His successor has not yet been decided upon, nor has Mr. Parmenter effected any arrangement for next year.

W. F. Blake has resigned his position with Hawkins & Company, to take effect January 1. He declines to state what his intentions are in regard to the future, but current report identifies him with another wholesale grocery house at this market.

Major Jacklin, traveling representa-

tive for Freeman, Delamater & Co., of Detroit, was in town a couple of days last week. It appears to be a foregone conclusion that Grand Rapids will support Mr. Jacklin for the presidency of the Michigan K. of G., in return for Detroit's support of Mills for the secretaryship.

J. P. Visner, who has covered the city trade the past four years for E. J. Gillies & Co., of New York, will sever that connection January 1, to take a similar position with the John A. Tolman Co., of Chicago. The place made vacant by his retirement will be taken by his brother, Chas. R. Visner, who will join the ranks of the city salesmen January 1.

At the meeting of Post E, Michigan Knights of the Grip, held at the Morton House Saturday evening, it was decided to go to the Saginaw convention via the Detroit, Lansing & Northern Railway, leaving in a special car or cars attached to the regular train leaving the Union depot at 7:40 Tuesday morning, Dec. 26. From present indications from 100 to 200 people will attend from this city. A resolution was adopted, inviting the Kalamazoo, Grand Haven, Muskegon and Big Rapids members of the Association to accompany the Grand Rapids delegation.

D. S. Haugh, who has covered the trade of Northwestern Michigan the past ten years for the Ball-Barnhart-Putman Co., will be in a position to make another alliance January 1. He has several offers, but says he is, as yet, undecided which one to accept. Wm. F. Bowen, who has assisted Geo. R. Perry for the past two years in the merchandise brokerage business here, takes the position rendered vacant by the retirement of Mr. Haugh.

"A queer thing happened to me last trip," said a shoe salesman. "I had just sold a big bill of goods to an A No. 1 customer and was feeling fine as silk, when a stranger hailed me. He said: 'Young man, are you a shoe salesman?' I admitted the impeachment. He looked steadily in my eyes an instant and continued: 'Do you use rights or lefts for samples?' I said: 'I carry lefts, but why do you ask?' A soft light crept into his eyes as he answered: 'My little girl is a cripple; foot crushed when she was a baby by a runaway horse. I like to buy something nice for her but she can only wear one shoe; the doctors cut off the right foot. Then, it's expensive to buy a pair every time, and, besides, the sight of an empty shoe about the house makes us all feel sad. Could you sell me a sample you have no further use for?' the man added, appealingly. 'Well,' continued the salesman, 'you can just gamble I fitted the man up to the Queen's taste, and—was it a mascot? I should think so; I've been dodging customers ever since. Why, if this luck keeps up, I'll be in the firm in two years.'

From Out of Town.

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

Phin Smith, Hastings.
L. Henderson, Holland.
Clarence N. Menold, Fennville.
Bates & Troutman, Moline.
W. M. Briggs, Shelbyville.
B. W. Ellison & Son, Alma.
H. M. Lewis, Ionia.
Sid V. Bullock, Trufant.
Klomparsens & Brower, Hamilton.
J. D. Noah, Moline.
Adam Newell, Burnip's Corners.
J. H. Lowell & Co., Wacousta.
A. C. Barclay, Crosby.

Too Hard Work.

Victim—I'll give you 50 cents not to talk while you shave me.

Barber—Beg pardon, sir, I can earn my money easier than that.

In the midst of the hard times there is one consoling thought—the supply of Columbian postage stamps will soon be used up.

PRODUCE MARKET.

Apples—Home grown stock is almost entirely exhausted, so that dealers are compelled to go to New York and West Virginia for their supplies. The New England crop has been pretty well picked up, and the crop of the Empire State is believed to be nearly exhausted. Baldwins, Greenings, Ben Davis and Wine Sap varieties command \$4.25 per bbl.

Beans—Quiet and dull. Handlers pay \$1.10 for country cleaned and \$1.25 for country picked.

Butter—Lower and duller than a week ago. Dealers pay 17@18c for choice dairy, holding at 19@20c. Creamery is dull and slow sale at 22@24c.

Cabbage—Home grown, \$5.26 per 100.

Carrots—20c per bushel.

Cranberries—Cape Cod are a little weaker, commanding \$2.25 per t. u. and \$6 per bbl. Jerseys are in moderate demand at \$5.75.

Celery—Home grown commands 15@18c per doz.

Eggs—The market is a little stronger than a week ago. Handlers hold fresh at 22c and pickled at 20c per doz.

Grapes—New York Concord are about played out. The same is true of Catawbas. California Tokays are in fair demand at \$2.25@2.50 per crate of 4 5-lb. baskets.

Honey—White clover commands 17c per lb. dark buckwheat brings 14c. Both grades are very scarce and hard to get.

Lettuce—Grand Rapids forcing, 12½c per lb.

Nuts—Walnuts and butternuts, 75c per bu. Hickory nuts, \$1.10 per bu.

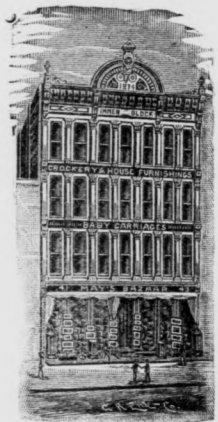
Onions—Handlers pay 40c, holding at 50c per bu. Spanish are in small demand at \$1.25 per 40 lb. crate.

Potatoes—There is no change in the condition of the market from a week ago. Dealers continue to pay 40c here and 35c at outside buying points, the jobbing price to the retail trade being 50c. Considerable quantities of Red Rose are being stored away for the seeding demand when it starts up in the South a little later. There is no indication of higher prices in the near future.

Squash—Hubbard, 1½c per lb.

Sweet Potatoes—Kiln dried Jerseys command \$4 per bbl.

Turnips—25c per bu.



Country Merchants

wishing a small stock of holiday goods will find it to their interest to call at once at

May's Bazaar,

41 and 43 Monroe St.

Our stock is complete, and the largest and finest in the city.

GRAND RAPIDS GOSSIP.

Mrs. O. Chapel has opened a grocery store at Talmadge. The Ball-Barnhart-Putman Co. furnished the stock.

Wilbur H. Pardee, dealer in dry goods at Freeport, has added a line of groceries. The Olney & Judson Grocer Co. furnished the stock.

Mrs. Geo. H. Oliver has decided to remove her drug stock from 1035 Gilbert street to Coats' Grove, where she will continue the business.

A. J. Patterson, grocer at 1207 South Division street, has sold his stock to F. L. Merrill, who will continue the business at the same location.

E. J. Herrick has leased the three-story and basement building at 111 Monroe street and will remove his grocery stock to that location January 1.

H. L. Carter has purchased the undertaking stock of W. Bartak, at Traverse city, and will shortly remove to that place to take the management of the business. Mr. Carter came to Grand Rapids twenty-five years ago, spending two years in a photograph gallery on Monroe street, and has been in business in Kent county ever since. He is well known to the business men of this city and his word and note are considered good. With fifteen years' experience in the furniture and undertaking business, and having been under the instruction of the best funeral directors of the city, he is well qualified for the business.

The Ball-Barnhart-Putman Co. is now the owner of a hotel at Saranac, having obtained possession of the property through a long and tedious legal procedure. For two years prior to November, 1891, Elizabeth Holmes conducted a general store at Saranac, under the style of Holmes & Co. The business was managed by her daughter, Rose Rudd, who made a statement in November, 1891, to the effect that Elizabeth Holmes was the sole owner of the business. On the strength of that statement, the firm was given lines of credit by the Ball-Barnhart-Putman Co. and Rindge, Bertsch & Co., amounting to \$1,099.31. The business was continued in this manner until November, 1891, when Rose Rudd sold the entire stock to Franklin King, in exchange for King's hotel and furniture and \$500 in cash. Mrs. Rudd took the title of the hotel in her own name and claimed to own it as her own on the ground that she and her mother had been partners in the merchandising business and that the firm was composed of her and her mother, instead of Elizabeth Holmes alone. In addition to her claim to a partnership interest in the business, she claimed that her mother was largely indebted to her and that she had a right to the property because she used it as a homestead. She, therefore, occupied the premises and defied the creditors to dispossess her by legal means. Rindge, Bertsch & Co. assigned their claim to the Ball-Barnhart-Putman Co., and May 25, 1892, the latter obtained judgment in the Circuit Court of Ionia county against Elizabeth Holmes for \$1,099.31 and costs. The execution was returned unsatisfied, when the plaintiff brought suit in Chancery Court by a bill of equity to gain possession of the hotel property on the ground that it really belonged to Mrs. Holmes. The case was decided in favor of the plaintiff and a receiver was ap-

pointed, and at the receiver's sale the property was bid in by the Ball-Barnhart-Putman Co., which thus established its undisputed right to the property. The moral to be drawn from this transaction is that merchants cannot make statements on which lines of credit are based and subsequently annul those statements by swearing to a contrary condition of things in court. The case was stubbornly contested on both sides and the outcome is a decided victory in the interest of honesty and justice.

Statement from Mr. Warren.

Frank D. Warren, city salesman for the Valley City Milling Co., sends THE TRADESMAN a communication in reply to the communication of Daniel Viergiver in last week's paper, in which he states his willingness to place \$100 in the hands of J. Geo. Lehman, Treasurer of the Retail Grocers' Association, providing Mr. Viergiver will place \$10 in the same hands, the \$100 to be forfeited to the treasury of the Retail Grocers' Association in case Mr. Viergiver can substantiate his assertion that Lily White flour has been sold in this city for less than \$1.55 per hundred pounds. In case Mr. Viergiver cannot substantiate his claim, his \$10 is to be forfeited to the same cause.

With this statement THE TRADESMAN closes the discussion, so far as its news columns is concerned. Anything further under this head will appear in our advertising columns and be subject to our usual advertising rates.

The Hardware Market.

General trade—With the close of the year trade in general is light. Some goods in the holiday line are moving quite freely.

Wire Nails—Dull. Many orders are being booked for shipment in February and March on a basis of \$1.20 at the mill. We quote from stock at \$1.60 rates.

Barbed Wire—The tendency in price is downward. Many orders are being placed for spring shipment on the basis of \$2.85 for painted and \$3.25 for galvanized. No change to note from stock.

Crosscut Saws—In our report two weeks ago, the discount as named of 25 per cent. only applied to the list on Simonds' saws. The prices on Atkins' and Lumberman's Pride were net and not subject to any discount.

Hand Sleds and Snow Shovels—In great demand, and the makers have found it impossible to keep up with their orders.

The Drug Market.

Opium has recovered from its depression and is advancing. One case can be bought in New York at a less price than five. Higher prices are looked for.

Morphia is unchanged.

Quinine is firm and a further advance is probable.

Oil peppermint has advanced.

Sperm oil has declined.

Saffron is higher.

Linseed oil has advanced, with an upward tendency on account of higher prices for seed.

The Dry Goods Market.

All wash gingham, formerly sold at 10½¢, have been reduced to 8½¢. Light prints are receiving considerable attention. The present price is 4¢, which is very low. Indigo blues are now quoted at 5½¢. Cambrics are ½¢ higher. Dress tricots to retail at 25¢, are in good de-

mand; also navy, reds and blacks in 25¢ Henriettas. Fancy dress gingham, which formerly jobbed at 8½¢, are now being cleaned up at 6½¢.

A "Brief" on Lawyers.

A banker is a better, or rather, a more pleasant backer than a lawyer. A lawyer is infinitely superior to a banker as a skirmisher. Intercourse with lawyers instead of being dreaded would be a pleasant anticipation if had at the right time. Of the "ives" for which lawyers are used, their offenses "ives" and defenses "ives" should never be considered prior to their prevent "ives." Lawyers should never be used as a necessity to alleviate the calamity, but previously as a preventive. Lawyers are most needed when their need is not apparent to provide the preventive that you hope will never be needed. A lawyer's services are most valuable when used as foresight, and most expensive when used as hindsight. A lawyer's advice is like insurance, sometimes a seeming waste of money, but when least expected turns out a most valuable investment. A lawyer should be used as a warrior uses his shield, always in front to receive and avert trouble, remembering that by comparison the service is about as valueless as a reserve force. A poor shield costs little and is worth as much; the same is true of lawyers. A good lawyer, through good character, good training and good industry, gets good understanding of what is incontrovertible fact; makes good application; searches beneath where you and I look; gives good advice; conscientiously renders not only good but excellent service in the results, and will charge a fee in accordance which you will think a good fee, but you will find that you have "value received." A cheap lawyer is like a cheap horse, likely to prove inefficient when most needed. Don't save at the spigot and lose at the bung. A good lawyer is known, by his associates at the bar and the judges on the bench, to be absolutely honest and above trickery, so that his cases receive prompt attention, courteous treatment, and just and merciful administration by the court. A good lawyer has had the experience of—well, say a hundred different businesses and men laid before him in confidence, and has given advice and seen the result, qualifying him—outside of his legal education—to make an excellent business adviser.

If your business has been profitable, and yet not as profitable as you think it should, and you are not too proud to own up that you do not know where the trouble lies, and are not too lazy for for close application of good advice, a good fee from those profits and a good lot of your time telling a good lawyer about it will probably secure you enough hints and suggestions to make the advice and opinions cheap. A good lawyer will surprise you with how much he knows about the peanut business, and the rules and guides which he lays down as precepts for your practice can be followed with implicit faith and perfect safety. Beware of lawyers for they are not all good.

Suit Against the Adrian Creamery.

ADRIAN, Dec. 15—Burnap & Burnap, of Toledo, have given notice that the stockholders of the creamery in the city will be called upon to settle the \$1,500 deficiency due them on stock not paid in. Those who have paid are looking and wondering what right the Toledo people have to call on them to make up the deficiency in the delinquents.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

FOR SALE—BAKERY AND CONFECTION-ery business in Big Rapids, Mich., with or without property; doing a first class paying business. Ill health the only cause for selling. Address D. F. Emerson, Big Rapids, Mich. 838

FOR SALE OR EXCHANGE—STORE BUILD- ing and fixtures also dwelling house, in good location in Saginaw county. Address No. 839, care Michigan Tradesman. 839

FOR EXCHANGE—FOR CITY OR COUNTRY real estate, a new stock of clothing and furnishing goods, invoicing from \$5,000 to \$6,000. Address No. 832, care Michigan Tradesman. 832

FOR SALE—LAND SUITABLE FOR SUM- mer resort, comprising 50 acres, with 210 rods of water front, on one of the inland lakes near Petoskey. Excellent brook trout; bass and pickerel fishing; fine shore for bathing or boating. A better investment for capital than a campaign fund. Address Resort, care Michigan Tradesman. 835

A WIDOW WHO HAS BEEN LEFT A STOCK of general merchandise by the death of her husband, and who has not the necessary experience to conduct the business successfully, wishes to correspond with a widower or gentleman of middle age, with a view to matrimony. Correspondent must be experienced in mercantile business and able to conduct a general store in a country town. Address, stating age, business experience and financial condition, No. 836, care Michigan Tradesman. 836

FOR SALE—RETAIL MILLINERY BUSINESS in Stanton, Mich. Good location. Established business. For terms and particulars apply to Macauley & Company, Detroit, Mich. 837

POSITION WANTED—BY REGISTERED assistant pharmacist of five years' experience. Best of references. Address No. 526, care Michigan Tradesman. 826

FOR SALE OR EXCHANGE—STOCK OF general merchandise, Address 222 Washington ave., North Lansing, Mich. 830

FOR SALE—ONE YALE POST OFFICE case, containing one hundred and fifty nine call boxes, twenty four lock boxes, and six large drawers. Will sell for one-half its cost. H. Bird, Jr., postmaster, Douglas, Mich. 833

A CLEAN STOCK OF GROCERIES FOR Sale; good trade, cheap for spot cash; the only delivery wagon in town. Stock about \$2,500. Investigate. Address box 15, Centreville, Mich. 820

TO EXCHANGE—FOR STOCK OF CLOTH- ing or boots and shoes, two good hard tim- ber farms of eighty acres each. Thirty-five and seventy acres improved. Title clear. Address Thos. Skelton, Big Rapids. 821

I HAVE SEVERAL GOOD IMPROVED farms and Lansing city property to ex- change for merchandise. Address F. C. Bris- bin, Lansing, Mich. 823

WANTED—WOODENWARE FACTORY OR Saw Mill, with good power, to locate here. Substantial aid will be given the right party. Address S. S. Burnett, Lake Ann, Mich. 819

CHANCE OF A LIFETIME TO SECURE A business at a great bargain—millinery and fancy goods. Write for particulars. H. T. Cole, Administrator, Monroe, Mich. 818

FOR EXCHANGE—FOR GRAND RAPIDS real estate, a new stock of clothing and fur- nishing goods, invoicing from \$5,000 to \$6,000. Address No. 815, care Michigan Tradesman. 815

A GOOD CLEAN STOCK OF DRY GOODS, boots, shoes and groceries to exchange for Lansing city property or improved farms. Ad- dress F. C. Brisbin, Lansing, Mich. 824

WANTED—TO EXCHANGE A VALUABLE farm of 160 acres for merchandise or per- sonal property. The farm is located near a thriving town, 45 acres improved, balance heav- ily timbered. Address No. 805, care Michigan Trade-man. 805

WANTED—TO EXCHANGE, DESIRABLE Kalamazoo real estate for merchandise. Calvin Forbes, Kalamazoo, Mich. 806

SITUATIONS WANTED.

WANTED—SITUATION IN A FIRST-CLASS drug store, with view of purchasing a half or whole of business after six or eight months. Address No. 828, care Michigan Tradesman. 828

WANTED—POSITION AS WINDOW TRIM- mer, book-keeper or salesman, by young man of five years' experience in general store. References if desired. Address No. 829, care Michigan Tradesman. 829

WANTED—A practical druggist, with some capital, to take charge of a first class drug store. Address C. L. Brundage, opera house block, Muskegon, Mich. 756

A Big Drive

IN ALL SILK (SAT. EDGE) RIBBONS.

Having purchased a large lot of All Silk Ribbons at the great per- emptory sale in New York for cash, we are enabled to offer you the fol- lowing bargains:

No. 5.....	40c
No. 7.....	52c
No. 9.....	68c
No. 12.....	84c

Or we will assort you a box each of Nos. 5, 7, 9 and 12, at 52½¢ aver- age, and you can select your own colors.

We make a specialty of Ribbons, and you will find that we have the largest and most complete stock of these goods in the State.

We solicit your inspection or mail orders.

Corl, Knott & Co.,

20-22 No. Division St.,

GRAND RAPIDS, MICH.

USE AND ABUSE OF A GUARANTEE.

Written for THE TRADESMAN.

In the sharp competition of the present day, when manufacturers and dealers attempt to supply both present and prospective demands for articles of use and luxury, the customer with money in his hand is inclined to be exacting in regard to his purchases; and, in fact, is virtually master of the situation. He can be as fanciful as he pleases about the quality of everything offered without fear of losing a bargain by delay, or through the eagerness of some other buyer. The rapid depreciation of values in nearly every line of trade has rather stimulated than abated the ardor of purchasers to make unreasonable demands, and to secure every possible advantage.

In connection with this fact, the eagerness of dealers to make sales has originated and fostered a practice of guaranteeing goods that is quite demoralizing in its results on general trade, since it is so often done with a mental reservation on the part of the seller which leaves the warrant a mere form and affords no protection to the buyer. This fiction, however, has been kept up till a certain class of customers are seldom satisfied with any bargain offered unless accompanied by the stereotyped warrant, always supposed to confer additional value.

At the dry goods counter the important query, "Will it wash?" or, "Will it fade?" has to be met by a satisfactory reply, in the shape of a guarantee, before the feminine mind consents to close a purchase. The hardware dealer is compelled to warrant the temper of every piece of cutlery, though his own may be at the time fuming at the unreasonable demands of those who beat down the price of every domestic utensil to its lowest point and then insist that its durability shall be assured by a cast iron time contract. The same class make equally absurd demands of the clothier and shoe dealer—either from habit, a desire to make each bargain seem of greater value, or with the purpose of hedging in view of some scheme of future recoupment; and the number of those schemes is legion.

Thus, in the innumerable business transactions of everyday life, an element enters that is uncommercial, opposed to the real interests of legitimate trade, which produces distrust on one side and unblushing assurance on the other. Each watch, musical instrument or sewing machine must be fitted with a warrant to do good service for a term of years, though neither of the contracting parties can know where the other may be at the time of possible default.

Patent medicines, too, whether in the form of pill, powder or lotion, are often placed before a reluctant and discouraged public with conditions attached that, if enforced to the letter, would bankrupt each proprietor. Still, the guarantee to cure in each case is given and taken in the most matter of fact way, as though it was a material and necessary part of the transaction. Nowhere but in England have such contracts been enforced by law. Only in this land, where nothing is considered impossible, could human credulity live so long on the husks of hope deferred, or cupidity continue to work a field so seemingly unpromising.

Concerning edible articles used daily in the household, distrust not seldom re-

Dry Goods Price Current.

UNBLEACHED COTTONS.		BLEACHED COTTONS.	
Adriatic	7	Geo. Washington	8
Argyle	6	Glen Mills	7
Atlanta A.A.	6	Gold Medal	7 1/2
Atlantic	6 1/2	Green Ticket	8 1/2
" H	6 1/2	Great Falls	6 1/2
" P	6 1/2	Hope	7 1/2
" D	6 1/2	Just Out	4 1/2 @ 5
" LL	5	King Phillip	7 1/2
Amory	6 1/2	" OP	7 1/2
Archery Bunting	4	Lonsdale Cambric	10
Beaver Dam A.A.	4 1/2	Lonsdale	@ 8 1/2
Blackstone O. 32	5	Middlesex	@ 5
Black Crow	6	No Name	7 1/2
Black Rock	6	Oak View	6
Boot, A.L.	7	Our Own	5 1/2
Capital A.	5 1/2	Pride of the West	12
Cavanat V.	5 1/2	Rosalind	7 1/2
Chapman cheese cl.	3 1/2	Sunlight	4 1/2
Clifton C.R.	5 1/2	Utica Mills	8 1/2
Comet	6 1/2	" Nonpareil	10
Dwight Star	6 1/2	Vinyard	7 1/2
Clifton C.C.C.	5 1/2	White Horse	6
Top of the Heap		Rock	8 1/2
HALF BLEACHED COTTONS.		DRESS GOODS.	
A.B.C.	8 1/2	Hamilton	20
Amazon	8	" Nameless	20
Amsburg	6 1/2	" " "	25
Art Cambric	10	" " "	27 1/2
Blackstone A.A.	7 1/2	G.G. Cashmere	21
Beats All	12	" " "	20
Boston	12	" " "	18
Cabot	7 1/2	" " "	16
Cabot, %	6 1/2	" " "	18
Charter Oak	5 1/2	" " "	18
Conway W.	7 1/2	" " "	18
Cleveland	6 1/2	" " "	18
Dwight Anchor	8 1/2	" " "	18
" shorts	8	" " "	18
Edwards	6	" " "	18
E	7	" " "	18
F	7 1/2	" " "	18
Fruit of the Loom	8 1/2	" " "	18
Fitchville	7 1/2	" " "	18
First Prize	7	" " "	18
Fruit of the Loom %	7 1/2	" " "	18
Fairmount	6 1/2	" " "	18
Full Value	6 1/2	" " "	18
Cabot	7 1/2	" " "	18
Farwell	8	" " "	18
CANTON FLANNEL.		CORSETS.	
Unbleached	5 1/2	Peerless, white	18
Housewife A.	5 1/2	" colored	20
" B	5 1/2	Integrity	18 1/2
" C	6	" colored	20
" D	6 1/2	" colored	20
" E	6 1/2	" colored	20
" F	7	" colored	20
" G	7 1/2	" colored	20
" H	7 1/2	" colored	20
" I	8 1/2	" colored	20
" J	8 1/2	" colored	20
" K	9	" colored	20
" L	10	" colored	20
" M	10 1/2	" colored	20
" N	10 1/2	" colored	20
" O	11	" colored	20
" P	11 1/2	" colored	20
CANTON FLANNEL.		CORSET JEANS.	
Housewife A.	5 1/2	Armory	6 1/2
" B	5 1/2	Androscoquin	7 1/2
" C	6	Biddeford	6
" D	6 1/2	Brunswick	5 1/2
" E	6 1/2	" " "	5 1/2
" F	7	" " "	5 1/2
" G	7 1/2	" " "	5 1/2
" H	7 1/2	" " "	5 1/2
" I	8 1/2	" " "	5 1/2
" J	8 1/2	" " "	5 1/2
" K	9	" " "	5 1/2
" L	10	" " "	5 1/2
" M	10 1/2	" " "	5 1/2
" N	10 1/2	" " "	5 1/2
" O	11	" " "	5 1/2
" P	11 1/2	" " "	5 1/2
CANTON FLANNEL.		CORSET JEANS.	
Housewife A.	5 1/2	Armory	6 1/2
" B	5 1/2	Androscoquin	7 1/2
" C	6	Biddeford	6
" D	6 1/2	Brunswick	5 1/2
" E	6 1/2	" " "	5 1/2
" F	7	" " "	5 1/2
" G	7 1/2	" " "	5 1/2
" H	7 1/2	" " "	5 1/2
" I	8 1/2	" " "	5 1/2
" J	8 1/2	" " "	5 1/2
" K	9	" " "	5 1/2
" L	10	" " "	5 1/2
" M	10 1/2	" " "	5 1/2
" N	10 1/2	" " "	5 1/2
" O	11	" " "	5 1/2
" P	11 1/2	" " "	5 1/2

Eaton, Lyon & Co.,
20 & 22 Monroe St.,

OUR FULL LINE OF

Holiday Goods

Now ready, including a large assortment of

ALBUMS,

TOILET SETS and NOVELTIES.

THE LARGEST LINE OF

DOLLS

SHOWN IN THE STATE.

RATE REDUCED

FROM \$2 TO \$1.25 PER

DAY AT THE

Kent Hotel,

Directly opposite Union Depot,
GRAND RAPIDS.

Steam Heat and Electric Bells. Every-
thing New and Clean.

BEACH & BOOTH, Prop'rs.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

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Geo. W. GAY, Vice-President.

Wm. H. ANDERSON, Cashier.

Jno. A. SEYMOUR, Ass't Cashier

Capital, \$300,000.

DIRECTORS.

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C. Bertsch, A. J. Bowne, G. K. Johnson,
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Deposits Exceed One Million Dollars.

		HAMMERS.	
Maydole & Co.'s.....	dls.	25	
Kip's.....	"	25	
Yerkes & Plumb's.....	dls.	40&10	
Mason's Solid Cast Steel.....	30c	list 60	
Blacksmith's Solid Cast Steel Hand.....	30c	40&10	
RINGS.			
Gate, Clark's, 1, 2, 3.....	dls.	60&10	
State.....	per doz. net,	2 50	
Screw Hook and Strap, to 12 in. 4 1/4 dia and longer.....	"	3 75	
Screw Hook and Eye, 1/4.....	net	10	
" " " 1/2.....	net	8 75	
" " " 3/4.....	net	7 75	
" " " 1.....	net	7 75	
Strap and T.....	dls.	50	
HAKERS.			
Barn Door Kidder Mfg. Co., Wood track.....	dls.	50&10	
Champion, anti friction.....	60	&10	
Kidder, wood track.....	40	&10	
HOLLOW WARE.			
Pots.....	60	&10	
Kettles.....	60	&60	
Spiders.....	60	&60	
Gray enameled.....	40	&60	
HOUSE FURNISHING GOODS.			
Stamped Tin Ware.....	new list	35	
Japanned Tin Ware.....	"	25	
Granite Iron Ware.....	new list	33&10	
WIRE GOODS.			
Blight.....	70	&10&10	
Screw Eyes.....	70	&10&10	
Hook's.....	70	&10&10	
Gate Hooks and Eyes.....	70	&10&10	
LEVELS.			
Stanley Rule and Level Co.'s.....	dls.	70	
ROPES.			
Sisal, 1/4 inch and larger.....	9		
Manilla.....	13		
SQUARES.			
Steel and Iron.....	70		
Try and Bevels.....	6		
Mitre.....	20		
SHEET IRON.			
Nos. 10 to 14.....	Com. Smooth.	Com.	
Nos. 15 to 17.....	\$4 05	82	
Nos. 18 to 21.....	4 05	3 05	
Nos. 22 to 24.....	4 05	3 15	
Nos. 25 to 26.....	4 25	3 25	
No. 27.....	4 45	3 35	
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra			
SAND PAPER.			
List acct. 19, '86.....	dls.	50	
SASH CORD.			
Silver Lake, White A.....	list	50	
" Drab A.....	"	50	
" White B.....	"	50	
" Drab B.....	"	50	
" White C.....	"	50	
Discount, 10.....	"	30	
SASH WEIGHTS.			
Solid Eyes.....	per ton	825	
" Hand.....	dls.	30	
" Silver Steel Dia. X Cuts, per foot.....	70		
" Special Steel Dex X Cuts, per foot.....	50		
" Special Steel Dia. X Cuts, per foot.....	30		
" Champion and Electric Tooth X Cuts, per foot.....	30		
TRAPS.			
Cutl, Game.....	dls.	60	
Oneyda Community, Sawhouse's.....	35		
Oneyda Community, Hawley & Norton's.....	70		
Mouse, choker.....	15c	per doz	
Mouse, delusion.....	\$1.50	per doz	
WIRE.			
Bright Market.....	dls.	65	
Annealed Market.....	70-	10	
Coppered Market.....	60		
Tinned Market.....	62 1/2		
Coppered Spring Steel.....	50		
Barbed Fence, galvanized.....	2 80		
" painted.....	2 40		
HORSE NAILS.			
Au Sable.....	dls.	40	
Putnam.....	dls.	05	
Northwestern.....	dls.	10	
WRENCHES.			
Baxter's Adjustable, nickle-plated.....	30		
Coe's Genuine.....	50		
Coe's Patent Agricultural, wrought.....	75		
Coe's Patent, malleable.....	75		
MISCELLANEOUS.			
Bird Cages.....	dls.	50	
Pumps, Cistern.....	75		
Screws, New 1st.....	70		
Castors, Bed a d Plate.....	50		
Dampers, American.....	40		
Forks, hoes, rakes and all steel goods.....	65		
METALS.			
PIG TIN.			
Pig Large.....	28c		
Pig Bars.....	28c		
ZINC.			
Duty: Sheet, 24c per pound.....	6 1/2		
Per pound.....	7		
SOLDER.			
Extra Wiping.....	10		
The prices of the many other qualities sold in the market indicated by private brands vary according to composition.	12		
ANTIMONY.			
Cookbook.....	per pound		
Hallett's.....	"	13	
TIN-MELTN GRADE.			
10x14 IC, Charcoal.....	\$ 7		
14x30 IC, ".....	7 0		
10x14 IX, ".....	9 25		
14x30 IX, ".....	9 25		
Each additional X on this grade, \$1.75.			
TIN-ALLAWAY GRADE.			
10x14 IC, Charcoal.....	75		
14x30 IC, ".....	6 75		
10x14 IX, ".....	8 25		
14x30 IX, ".....	9 25		
Each additional X on this grade \$1.50.			
ROOFING PLATES.			
14x30 IC, Worcester.....	6 50		
14x30 IX, ".....	8 50		
20x38 IC, ".....	12 50		
14x30 IC, Allaway Grade.....	5 00		
14x30 IX, ".....	7 50		
20x38 IC, ".....	12 50		
20x38 IX, ".....	15 50		
BOILER SIZE TIN PLATE.			
14x36 IX.....	\$14 00		
14x31 IX.....	15 00		
14x36 IX, for No. 8 Boilers, per pound....	10 00		

MICHIGAN TRADESMAN

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at
100 Louis St., Grand Rapids,
— BY THE —

TRADESMAN COMPANY.

One Dollar a Year, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business 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 second-class matter.

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

E. A. STOWE, Editor.

WEDNESDAY, DECEMBER 20, 1893.

INOPPORTUNE AND UNREASONABLE DEMANDS.

While THE TRADESMAN office has been known and recognized as a "union office" for the past eight or nine years, it has always paid some of its employees higher wages than the union scale. It is frequently compelled to pay its workmen much more than their earning capacity, simply because they hold union cards and the union rules prohibit members of the union—notwithstanding their incompetency—from working for less wages than competent men. The dead level of wages maintained by the unions—irrespective of the competency of workmen—works great injustice at times, but THE TRADESMAN has accepted the situation cheerfully, submitting to the tyranny and impositions incident to the exclusive employment of union workmen as one of the unavoidable annoyances of the printing business.

The employees of THE TRADESMAN express themselves as satisfied with the present schedule of wages and say that, if they were not satisfied, they would make their wants known at the business office, as they have every reason to believe the matter would thus be arranged to their entire satisfaction. Unknown to THE TRADESMAN's employees, the Grand Rapids Typographical Union took occasion, at a recent Sabbath day meeting, to adopt a new schedule of wages, to take effect January 1. Notwithstanding the depressed condition of business and the lessened revenues of every newspaper office in the country, so that a business which has continued to run full time at the rate of wages in force prior to the panic is an exception to the general rule—which happens to be the case with THE TRADESMAN—the Typographical Union demands a marked advance in wages, in some cases amounting to 26 per cent. above the present schedule, which is already considerably higher than the wages paid in all the cities roundabout. A singular feature connected with the movement is that a workman in THE TRADESMAN office whose wages would be advanced 26 per cent. by the proposed change knew nothing of the action of the union until two weeks after it had been

taken, proving conclusively that influences outside of this office are responsible for the attempt to advance wages at so inopportune a time.

Satisfied that the present schedule of wages is satisfactory to its employees, and assured by some of its best men that they will not submit to such unjust and unasked dictation on the part of the union, but will remain in their present positions and refuse to cease work to gratify the caprices of a coterie of meddlers and agitators, THE TRADESMAN herewith announces that it will not concede the demands of the union. In case the union insists on enforcing the proposed schedule and attempts to call out the union men in its employ, a sign will be displayed announcing that THE TRADESMAN office will thenceforth be an "open office," which means that the office will be open to any competent workman—union or non-union, white or black, Catholic or Protestant, native or foreign born. THE TRADESMAN has long believed that this is the only proper method to pursue, and welcomes the opportunity such a contingency will afford to enable it to place its working force on the same broad plane of independence which has always characterized its editorial columns and its business management.

With this end in view THE TRADESMAN solicits correspondence with a few competent printers—union or non-union—who are willing to work at the present schedule of wages—25 cents per hour and 30 cents per thousand ems—and will refuse to bow their heads to a despotism which crushes the manhood out of its adherents and deprives them of the right vouchsafed to freemen by the constitution of our fathers—the right to think and act for themselves.

MARRING AMERICAN DESTINY.

The use of the term "manifest destiny" in the discussion of themes of American politics has been greatly ridiculed, but if destiny may be foreseen from the obvious and necessary drift of events, it does not appear to be so ridiculous a thing to look a little ahead at the probabilities.

The tendency of the present day in the operation of political forces is toward the aggregation of small states into great nations. Whether they be empires or republics makes no difference, the forces in operation are identically the same. Within a very few decades the rise and consolidation of great imperial powers have been seen in Europe, where before existed only separate and independent states. The German and Austrian Empires and the Kingdom of Italy are striking examples. In our own country we see the operation of the same forces in the gathering of a majority of the American people in arms to prevent the disruption of the Union.

The reason for all this is obvious enough. It is the recognition of a necessity to build nations strong enough for defense against the aggressions of the most powerful. The presence of Russia in Europe and Asia, a gigantic and barbarian empire actuated by all the robber instincts and habits of the barbarian, has forced upon the other nations not only the necessity of organizing all their elements for defense, but in addition of making closer alliances in order to assure the ability for self-protection.

But while the other nations of the earth are in the first place organizing

for defense at home, and in the second are sending out ships and armies to seize upon and convert to their own uses the weak nationalities of Asia and Africa, the United States is standing still. It has no colonies, no possessions outside its own limits. It views with indifference the great powers of Europe disjoining and mangling and making prey of the countries of Asia and Africa. This great Republic learns no lesson and takes no warning when it sees the nations of Europe dripping with the blood of Asia and Africa, laying their sharp claws upon the islands of the Pacific. Next they will be dismembering the countries of Central and South America.

But all this time the people of the United States give no sign. They appear not yet to have recovered from the bitter internal feuds and sectional hates that have given them so much opportunity to indulge their passion for bloodshed. They have found it more convenient, if not more profitable, to cut the throats of fellow-citizens than to resent affronts or seek causes of war with foreigners. It seems that the American people are not yet done cutting each others' throats. But it is full time that they had glutted their desires for such carnage, unless they wish to see the whole world parceled out among the great powers of Europe and themselves environed by colossal foes instead of by weak and trembling states shaken by revolution. It is time that some effort for self-defense was being made, some policy for strengthening the National position was being put into operation.

How is all this to be done? Not so much by building ships and constructing fortifications, although these are indispensable, but by shaping some course of action that will make the American power dominant on the American Hemisphere. It is to acquire Canada and Cuba by peaceful and friendly means, and to establish paramount relations and influence with the countries to the south. Both Canada and Cuba would long ago have become parts of the Republic but for the sectional warfare in the Republic itself. The South opposed the making of more Northern States, while the North fought every scheme to make more Southern slave States. A writer in the *American Journal of Politics* recites some of the history bearing on the past opportunities to secure a perfect union with Canada.

It is shown that terms for a close union with Canada were proposed to the people of Quebec by the Continental Congress in session in Philadelphia upon Oct. 26, 1774, and again in May, 1775. It was advocated by Washington, Franklin, Hamilton, Samuel Adams, Jefferson, Madison, Jay, Livingston, John Adams and Gouverneur Morris. The failure to secure its consummation at that time was largely due to the publication of an ultra Protestant attack upon the Roman Catholics of Lower Canada. It might have been effected in 1837 but for the cold indifference of the American people, which enabled the Imperial Government to easily crush the annexation movement then active in Canada, and drive its chief promoters, William Lyon McKenzie and John Rolph, into exile: and still again in 1849, when such prominent political leaders as the late Sir George Cartier and Sir Alexander T. Galt; Sir Leonard Tilley, the present Governor of New Brunswick; Sir John J. C. Abbott, ex-

Premier of the Dominion, and Sir David McPherson, a Senator of Canada, signed the Montreal annexation manifesto, but for the determined opposition of the leaders of the pro-slavery party in this country, who feared the effect of the admission of several new States into the Union, and to prevent which they secured, through President Pierce, the reciprocity treaty of 1854, which gave to Canada the financial and commercial advantages of political union without separation from Great Britain.

The prospects of such a union have not been bright for some time past, but the difficulties in the way of it are not insurmountable. As to expansion southward, that is another great necessity, but it is receiving no consideration. The hopes of an inter-oceanic ship canal, an enterprise of absolute necessity for the commerce and protection of the Republic, has been suffered to fall into neglect and decay, while but little national interest is taken in the convulsions of the southern countries of this continent. The policy of our nation is in every case one of cold indifference to all, while European influences are being exerted there whenever an opportunity offers. If such a policy is to be much further pursued, the United States will not exist much longer without finding herself environed on all hands by powerful foreign and probably hostile nations. Its destiny, however manifest, is being marred and impaired by a blind and fatuous desire to be at peace with all peoples except its own citizens. Civil discord is the normal condition of all the American nations. They inherit it from the Indians, whom they have plundered, murdered and displaced. It is the revenge of fate.

The American Federation of Labor, in annual convention at Chicago last week, officially commended the pardon of the anarchists, thus placing the seal of anarchy on the brow of every man in the country who owes allegiance to a trade union. No trade unionist can be a loyal member of his union without admitting that he is also a believer in the principles and practices of anarchy.

Business Change—Brief Sketch of Old Firm.

BURNIP'S CORNERS, Dec. 16—The F. Goodman & Co. general stock has been sold to C. & A. DeJongh, of Muskegon, business men of ability, who come to Burnip's Corners highly recommended, who have already added to their stock and purpose to carry on a general trade.

The Messrs. DeJongh were previously engaged in the grocery and crockery trade in Muskegon. The firm of F. Goodman & Co., consisting of Francis Goodman (ex-member of the Michigan Legislature), Allen Twining and L. Perrigo, commenced business at the old stand of T. Castor & Co. in December, 1885, with W. H. Goodman as manager. In November, 1886, Mr. Perrigo withdrew from the firm and the stock was moved to the present location in the Dibble building. In the following spring J. W. Sprau purchased the interest of Mr. Twining and the business continued under the old firm name. In October, 1891, the interest of Mr. Sprau was sold to the senior member of the firm. Wm. H. Goodman, the manager, purchased an interest soon afterward, and the business continued to be conducted under the same style until the recent sale. The business was reasonably successful, but the poor health of the senior member, and the election to office of County Treasurer of the junior member of the firm, was the reason for the discontinuance of the business by Goodman & Co.

AN OPERATION IN LEAD PENCILS.

Written for THE TRADESMAN.

He is traveling salesman for a prominent stationery house, and one of the cleverest in the business.

We had talked over note and letter paper, and legal, bill and foolscap, had discussed erasers from one end to the other, had compared notes on "paps" and "tabs" and had finally reached that point at which buyer and salesman exchange views upon not only the quality of goods but the relative merits of special makes and brands, and the curious—often well-nigh unaccountable—freaks which the public takes in the matter of the goods which it will or will not have.

"Now, here is a pen," said he, "which is just as good as the Spencerian in every respect, even to durability—in fact, I will challenge any expert to tell the difference without seeing the lettering; but buy sparingly of it, for it is not a rapid seller. And this pencil is equal to any on the market at fifty cents more money, but if your customer wants a Dixon or a Faber, you can't sell it to him, and you will save your breath not to try—keep them for the 'don't knows' and 'don't cares.' You will be giving good goods and making a little more money.

"And speaking of pencils, did I ever tell you about our deal in plain cedars?"

He never had, so, after lighting a fresh cigar and smiling a large, robust smile, he said:

"We used to have a big trade on plain cedar pencils. They were the only thing that could be sold for a cent apiece, and we had lots of trade that used them, while we sold loads of them at retail as well. But when the Eagle folks put their rubber tipped hundred and forty on the market at 75 cents it knocked the plain cedars into a cocked hat. Still there seemed to be no good reason why plain cedars shouldn't go if they could be sold at a price to induce the retail trade to push them, and when Blumenrosen, the pencil man, offered our buyer some at thirty cents, he bought liberally.

"Next time he called on us he offered them at twenty-five, and our man, thinking it a snap, took some more. Off and on he bought plain cedar pencils till all the available space in our store was full. We piled them under the counters till the molding began to warp; we stuffed the garret till the roof bulged; we stowed them under the typewriter tables and filled the cloak room and the private office; but when, one morning, the old man found a fresh lot of a hundred gross or more heaped up on his desk, he called a halt.

"He said that he had seen something of farm life when a boy, and that when his father had filled all his barns with hay he always sold what was left in preference to stacking it out in the weather. So the flat went forth to the boys on the road:

"Push plain cedars at thirty-five cents."

"We pushed. On one of my trips I made a special effort and sold a good many. Most of them are still in the hands of the customers who bought them, and I soon found that it was hurting the sale of other goods and didn't pay.

"But on one joyous occasion Blumenrosen called again.

"By the way," said he, when he had finished taking our order. "You haven't bought any plain cedars. How many will you want this trip?"

"None, I guess," said our buyer.

"Better buy. Plain cedars are sure to go higher, and you must need some; you use more of them than any other jobber in the business."

"But you said they were sure to go up a year ago, and they are lower now than they were then."

"Never mind a year ago. I know what I'm talking about and I say plain cedars must go higher. How many shall I put down?"

"What price?"

"Twenty-five."

"O, rats! We can sell you plain cedars at twenty-five cents. That's no object nowadays."

Blumenrosen felt a little miffed and he said:

"We'll take all you have at twenty-five. I tell you now is the time to buy, and I am only talking for your own good. The house tells me to sell at that price now only as a special favor. How many do you say?"

"None this time. If they go higher we'll have to stand it, and we'll see you next time you come to town."

Blumenrosen soon took his departure, and as fast as possible we boxed up our surplus stock of plain cedar pencils. When packed they made an appalling and awe-inspiring array; but no qualm of conscience deterred us from returning the goods to their original owners, for had not Blumenrosen said, 'We'll take all you have at twenty-five cents?' And could we know that he was not in earnest? Assuredly not. Cost is a good price for dead stock; eh, boy?

"So the goods were bundled off as per order of Blumenrosen, and when the pencil company received the invoice it wired that magnate, whose fortunes had by that time landed him in St. Louis, to know what it all meant.

"Blumenrosen's stock of English forsook him as he grasped the full enormity of the affair, and throwing up both hands in fine agony he faintly gasped:

"Ach, der lieber Himmel!"

* * * * *

"Blumenrosen was instructed by his house, and the letter which reached him ran something like this:

"In future kindly confine your efforts to the sale of goods. Should our regular buyer at any time feel himself in need of your assistance, you will be immediately notified of the fact."

"How many pencils did you ship back?" I asked when the tale was ended.

"O! I can't say exactly. Perhaps six thousand gross. GEO. L. THURSTON.

Text for a Sermon.

Written for THE TRADESMAN.

I would like Mr. Abbott or Mr. Owen to take the following incident for a text and deliver a sermon to the retail grocers:

A certain dealer, who depended upon the farmers' patronage, was asked one day at what price he sold buckwheat flour. He replied, "Seventy-five cents per 25-pound sack." The farmer said, "Well, I would like to sell you about 100 pounds at that rate and I will take my pay in trade. If you don't do that, I'll have to sell to the farmers around here, and that will stop some of your sales."

The dealer thought for a moment and, being afraid that if the farmer sold to the farmers he would take the money and buy of some rival grocer, or buy dry

goods and "stand him off" for groceries, consented.

"Well," said the farmer, "I guess I'll take two packages of XXXX coffee. How much is your coffee?"

"Twenty-eight cents."

"Oh, I can get it in Petoskey for 25 cents. If you want to do business here, you'll have to sell as cheap as they do in Petoskey."

"Well, all right, seeing as it is you."

The next article was 25 cents' worth of crackers, and, as they sold four pounds for 25 cents in Harbor Springs, the dealer must put up four pounds. The next was six bars of Lenox soap for 25 cents, because "Cheboygan did." The balance, \$1.25, was to be in granulated sugar and he wanted twenty pounds for \$1 because his mother-in-law said she could get it for that in Grand Rapids. The dealer here made a decided "kick" and, after a lengthy discussion, in which the dealer proved that the sugar laid down cost more than that, they compromised on the basis of nineteen pounds for \$1. At this point the dealer's "cash book" stood about like this:

	Profits.	Losses.
On coffee, about.....	\$ 01	
On soap, about.....	03	
On crackers, about.....	01	
On sugar, about.....	\$ 03	
In temper, about.....	2 47	
In time at \$2 per day.....	10	
Total profits, 5 cents.		
Total losses, \$2.60.		

Now for the sequel: Shortly after a customer came in with a basket of eggs. After some haggling, a price of 25 cents was agreed upon. There were three dozen and, after "finding out" the cost of a 25-pound sack of the buckwheat flour, the customer took that in exchange for the eggs, the dealer "throwing in" time and sack. Another customer exchanged three pounds of butter for the three dozen eggs; another three pounds of butter for a 25-pound sack of the flour; and so on through the day.

By the time the dealer had turned the buckwheat flour into the money he should have received for goods, he worked faithfully sixteen hours, furnished four sacks for the flour, counted 48 dozen eggs, weighed 48 pounds of butter, and learned from 96 sources the prices of butter, eggs, flour, etc., in fifteen different markets. Inside of two weeks he listened to eight complaints from different members of the families to whom he sold this buckwheat flour, all agreeing that the flour was composed of bran, middlings, mill sweepings and buckwheat, and was not nearly as good as the flour he usually sold.

The dealer says he was a "darn fool," and the writer agrees with him.

H. D. T.

An Old Business.

It is said that in the village of Brandon, England, there still survives one of the oldest industries in the world, one that can be traced back to prehistoric times. It is the manufacture of flints for guns and tinderboxes. There is no regular factory, but the work is done in little sheds, often at the back of the townfolks' cottages. It will naturally be asked, who wants tinderbox flints and gun flints in these days of phosphorus matches and Martini-Henrys? The answer to the first question is that there is a good trade in tinderbox flints with Spain and Italy, where the tinderbox still keeps its ground in very rural districts. Travelers in uncivilized regions, moreover, find flint and steel more trustworthy than matches, which are useless after they have absorbed moisture. Gun flints, on the other hand, go mostly to the wild parts of Africa, where our old friend, "Brown Bess," sold by auction long ago

for what flint muskets would fetch, has found, it seems, her last refuge.

The Grocery Market.

Sugar—The market is without change, with no indication of a change either way in the near future. The immense crop of raw sugar abroad plainly indicates lower prices before another season, but how soon its effect will be felt cannot now be stated.

Oatmeal—Manufacturers of oatmeal and rolled oats have reduced their price 25 cents per barrel, claiming that there is an overstock in the hands of the millers and that they must realize thereon. The millers claim that the goods cannot be made for the money now asked.

Dried Apples—The market continues to advance and is strong, with desirable stock scarce and hard to get.

There are people who will not trust the Lord until they lose everything else.

When you want a friend, don't choose a man whose children are afraid of him.

OILS.

The Standard Oil Co. quotes as follows:

BARRELS.	
Eocene.....	8 1/4
XXX W. W. Mich. Headlight.....	7 3/4
Naptha.....	6 3/4
Stove Gasoline.....	6 3/4
Cylinder.....	27 3/8
Engine.....	13 3/4
Black, 15 cold test.....	6 3/4
FROM TANK WAGON.	
Eocene.....	7
XXX W. W. Mich. Headlight.....	5 3/4



KALAMAZOO PANT & OVERALL CO.

221 E. Main St., Kalamazoo, Mich.

Our entire line of Cotton Worsted Pants on hand to be sold at cost for cash. If interested write for samples.

Milwaukee Office: Room 502 Matthew Building.

Our fall line of Pants from \$9 to \$42 per dozen 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 trade.

ALBERT N. AVERY,

MANUFACTURERS' AGENT FOR

CARPETS and DRAPERIES,

19 So. Ionia St.,

GRAND RAPIDS, MICH.

Special Sale of Lace and Chenille Curtains.

Merchants visiting the Grand Rapids market are invited to call and inspect my lines, which are complete in every respect. In placing orders with me you deal directly with the manufacturer.

BUY THE PENINSULAR
Pants, Shirts, and OverallsOnce and You are our Customer
for life.

Stanton & Morey,

DETROIT, MICH.

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

Drugs & Medicines.

State Board of Pharmacy.

One Year—James Vernor, Detroit.
Two Years—Ottmar Eberbach, Ann Arbor.
Three Years—George Gundrum, Ionia.
Four Years—C. A. Bugbee, Cheboygan.
Five Years—S. E. Parkill, Owosso.
President—Ottmar Eberbach, Ann Arbor.
Secretary—Stanley E. Parkill, Owosso.
Treasurer—Geo. Gundrum, Ionia.

Michigan State Pharmaceutical Ass'n.

President—A. B. Stevens, Ann Arbor.
Vice-President—A. F. Parker, Detroit.
Treasurer—W. Dupont, Detroit.
Secretary—S. A. Thompson, Detroit.

Grand Rapids Pharmaceutical Society.

President, John D. Muir; Sec'y, Frank H. Escott.

Mr. Jesson to Mr. Vernor.

Written for THE TRADESMAN.

I did not start this controversy with the intent of casting reflections upon the individual members of the Board, but inasmuch as one of the State Boards, operating under one of the laws of the State, has taken a course not warranted by that law, I feel that I or any other citizen has a right to object. "Mr. Vernor, in his reply (see TRADESMAN Dec. 13) to my article in THE TRADESMAN for Dec. 6, deals in sarcastic flings, aimed, of course, at myself. But I assure the gentleman that they will have as little effect upon me as upon Mayor Pingree, of Detroit. He does not touch upon facts at all; it is facts that are wanted and not sarcastic remarks and insinuations. I have always been a firm believer in, and an advocate of pharmacy laws, and will support any reasonable law of that nature in the future. I do not desire that a large majority of the druggists should be arrayed against the law, and there is nothing ever done by me that would warrant such an interpretation. My aim is to hold the pharmacists in line for the law, and I do not desire to see such a fight in the Legislature as was made in Illinois a few years ago, at which time the druggists asked for repeal unless the law could be so amended as to forever prohibit the Board from depriving the druggists of the State from obtaining registered clerks, but making them so scarce that none could be hired at any price. The resolutions passed by the Michigan Board, if enforced and sustained by the courts, will have that effect. Clerks will be so scarce in a few years that none can be obtained at reasonable wages.

A few words in regard to drug store experience. There are stores in this State where a bright and intelligent young man can gain more knowledge in six months than he can in others in ten years, consequently, what does the three-years' service amount to? For example, a young man is engaged to tend bar in one of the saloon drug stores and serves three years; of course, during that time he is under the supervision of a registered pharmacist, and may have compounded a few prescriptions; he then makes up his mind to pass the examination, and goes to one of the so-called pharmacy schools and, parrot like, he learns enough to pass the examination, and, of course, he will be granted a certificate. On the other hand, a young man enters a pharmacy that does a large legitimate drug trade. He takes the course of lectures given by the National Institute of Pharmacy, studies hard, is helped along by the proprietor and by the other clerks, and in the course of a year or two he presents himself for examination. This is refused, because three years are required

by the Board (not by the law). This is not a square deal, by any means.

Mr. Vernor says, "College students are not discommoded," etc. The resolutions apply only to colleges of pharmacy, but do not apply to colleges of medicine. The physician is barred out entirely and cannot come up for examination at all, let him be ever so competent. Neither can a proprietor, who may have had unlimited experience, but has not served three years under a registered pharmacist—unless the Board changes the resolutions to fit each individual case.

The Board has issued a new application blank, on the back of which is the following affidavit:

STATE OF MICHIGAN,)
COUNTY OF ———,)
———, being duly sworn, deposes and says that he is a resident of ———, in the county of ——— and State of Michigan, and is now a registered pharmacist; that he is acquainted with ———, the within named applicant for registration as a registered pharmacist, for the ——— years last past, or more, and from on or about the ——— day of ———, 18—, to the ——— day of ———, 18—; the said ——— was engaged in the service of and under the direction and instruction of this deponent in compounding drugs and filling prescriptions of medical practitioners, in a retail drug store or pharmacy at ———, and this deponent believes said ——— to be competent and qualified in every respect to perform the duties of a registered pharmacist, and to be a proper person to be registered as such by the Michigan Board of Pharmacy. Signed ———
Subscribed and sworn to before me this ——— day of ———, A. D. 18—.

This affidavit is in line with the resolutions. But, where can a registered pharmacist be found who is willing to make such an affidavit? Supposing a person perfectly competent, and having (for the sake of argument) the three years' experience required, but who was unable to obtain the above affidavit—would the Board grant him an examination? I think not, unless the resolutions referred to are repealed. The only thing for the Board to do is to drop the resolutions and comply with the law. What the Board of Pharmacy is expected to do is to give the law a fair, intelligent interpretation, without which the law may be turned into an instrument of tyranny and injustice. JACOB JESSON.

This Lord Peddles Milk.

To be a tradesman, i. e., to sell anything at retail, is the one unpardonable sin in England that bars the unfortunate criminal out of the charmed circle of good society. A lord, you know, would be forever disgraced if by any chance he should associate with such a low personage. It seems, however, that there are ways of getting around the disgrace of such callings. A recent lawsuit in England brings out the fact that the Right Hon. Lord Rayleigh is engaged in business as a milk seller. He has applied for an injunction to restrain one Sullivan from peddling milk over a certain "walk" in opposition to his lordship. It appeared that Sullivan had been in Lord Rayleigh's service, and on leaving it had made an agreement with him that he would not conduct a milk business within a certain district for the period of two years. So the lord is a milk peddler, but, then, of course, he does not drive his own wagons, but just takes the money. That makes a difference—a distinction, to an Englishman, at least.

Smelling a Bank Note.

Few people know that a bank note has an odor so characteristic that an expert with a good nose can detect by this alone its presence in a sealed envelope. It is said that there are several employees of the Bureau of Engraving and Printing who can select from a pile of letters all

that "contain bank bills by the scent alone, and never make a mistake. The matter of the odor of notes was first called to the attention of the government by a convicted letter thief. He was blindfolded and given a batch of 400 letters, seven of which contained money. He held the letters to his nose in rapid succession, and unerringly selected those that contained the bills.

Spiritual dyspepsia is harder to cure than the other kind.

Every time the devil makes a hypocrite he has to admit that nothing pays so well as being good.

Many people who pray for a deeper work of grace do not want it to come deep enough to reach the pocket.



SEND US YOUR

BEANS,

WE WANT THEM ALL,
NO MATTER HOW MANY.

Will Always Give Full Market Value

CUSHMAN'S Menthol Inhaler
CURES
Catarrh,
Hay Fever,
Headache,
Neuralgia, Colds, Sore Throat.

The first inhalations stop sneezing, snuffling coughing and headache. This relief is worth the price of an inhaler. Continued use will complete the cure.

Prevents and cures
Sea Sickness
On cars or boat.

The cool exhilarating 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 50c at druggists. Registered mail 60c, from

H. D. CUSHMAN, Manufacturer
Three Rivers, Mich.
Guaranteed satisfactory.

NOW IS THE TIME

TO ORDER A SUPPLY OF

PECKHAM'S CROUP REMEDY,

25c a Bottle, \$2 a Dozen, 5¢ a Box with 3 Dozen, 10¢ with 6 Dozen.

WE GIVE One Ream 9x12 White Wrapping Paper in Tablet form, cut from 40 lb. book, for each dozen ordered, also a supply of Leaflets containing Choice Prescriptions, which the druggist can compound with a good margin of profit. All advertising bears dealer's imprint on front side. Advertising matter sent free on receipt of label. Send order to your jobber, who will notify us. We will do the rest. PECKHAM'S CROUP REMEDY CO., Freeport, Mich.

The following appeared in the local column of the Salina, Kans., Herald, Oct. 23, 1893:

"Our sales of Peckham's Croup Remedy, 'The children's cough cure,' have increased rapidly ever since we began handling it in the year 1888. Without an exception it is the best and most reliable remedy of its kind we ever sold. Parents once knowing its merits will never be without it in the house. We recommend it above all others for children. We notice that in each instance where we have sold it, that same party calls for it again. This notice is not one paid for by the manufacturers of this medicine, but is our own, prompted by past experience with, and ever present faith in Peckham's Croup Remedy. Get a bottle of it, you may need it any night."—O. C. Tobey & Co., the 3d Ward Drug Store, Salina, Kans.

Notice of Receiver's Sale.

Notice is hereby given that I, Hartley E. Hendrick, as Receiver of the assets and property of the Middleville Manufacturing Company, a corporation under the order and direction of the Circuit Court for the County of Barry, Michigan, in Chancery, made in a cause pending in said Court, wherein Samuel Campbell, Myron Jordan, Jane McArthur, Samuel G. Davis, Walter J. Robertson, John McQueen, James Campbell, Andrew L. Stokoe, Benjamin A. Almy, and John McQueen are complainants, and Hartley E. Hendrick, as Assignee of the Middleville Manufacturing Company is defendant, shall sell at public auction to the highest bidder, for cash, at the factory of the Middleville Manufacturing Company, in the Village of Middleville, Barry County, Michigan, on Tuesday, the 23d day of January next (1894), at 10 o'clock in the forenoon, the following goods, property and real estate of said Middleville Manufacturing Company, by classes as follows:

CLASS NO. 1 (Real Estate). So much of the following described land as lies west of the right of way of the Grand River Valley Railroad on and across the same, said right of way being thirty feet in width, that is to say, extending fifteen feet each way from the center of the track of said railroad, as now laid out, constructed, and in use; the entire of said land, the said west part of which is hereby conveyed being bounded and described as follows, to-wit: Beginning on the east bank of the Thornapple river on the south line of Main street, in the village of Middleville, in the township of Thornapple, Barry County, Michigan, according to the plat of said village, as recorded in the office of the Register of Deeds in and for said county, running thence northeasterly along said south line of said Main street to the northwest corner of Block No. 13 of said village, according to the plat aforesaid, thence southeasterly along the west line of said Block 13 to the Thornapple river, thence northerly along the bank of said river to the place of beginning; together with the right for the purpose of driving machinery and carrying on business upon the premises hereby conveyed, to the use of water and water power from the Thornapple river in common with Thomas D. French and Reginald T. French, their heirs and assigns, subject to the conditions and upon the terms declared in a certain deed of conveyance and recorded in the office of the Register of Deeds for Barry County, Michigan, on the 10th day of December, A. D. 1890, at 8 o'clock P. M., in Liber 51 of Deeds, on pages 465, 466 and 467.

CLASS NO. 2. All brass and metal goods, castings, traps, sheet metals, wires, metal ornaments, furniture, and furniture trimmings, dyes, screws, jacks, polishing and plating apparatus, tools, supplies and chemicals. Foundry supplies, tools and materials and all stock materials, tools, supplies, machinery, and property included in the inventory and appraisal made by the Assignee of the Middleville Manufacturing Company, under said assignment, under the headings of "stock," "shipping room," "polishing room," and "Foundry room." And every thing included in the "Recapitulation" of said inventory and appraisal as "stock and supplies."

CLASS NO. 3. All machinery and tools not heretofore included in class No. 2 and being all the machinery and tools, belting, shafting, pulleys, hangers, engines, lathes, saws, plies, drills, blowers and piping, emery wheels, wrenches, cutters, vices, forges and implements, machinery and materials of every kind included in said inventory and appraisal under the headings "Machinery" and "Machinery Account," and being all the property included in the "Recapitulation," attached to said inventory and appraisal as "Machinery and tools."

CLASS NO. 4. All office furniture, office supplies and stationery, being all the property included in said inventory and appraisal, under the heading "Office furniture" and in the "Recapitulation" attached to said inventory and appraisal as "Office furniture," etc.

For further and more definite description of the property hereby advertised for sale, reference is hereby made to the inventory and appraisal, filed by the assignee of the Middleville Manufacturing Company in the matter of said assignment, in the office of the clerk of the County of Barry, Michigan, which inventory and appraisal will be upon said sale, open to the inspection of intending bidders.

In making such sale I shall first offer to the highest bidder for cash, in one parcel, the real estate described in class No. 1 above. I shall next offer for sale to the highest bidder, for cash, and in one parcel, the property mentioned and referred to as embraced in class No. 2 above. I shall next offer for sale to the highest bidder for cash, and in one parcel, the property mentioned and referred to as embraced in class No. 3 above. I shall next offer for sale to the highest bidder for cash, and in one parcel, the property mentioned and referred to as embraced in class No. 4 above.

After receiving such bids upon said separate classes I shall then offer the entire of the property contained in said four classes, as in one parcel and in gross. In case the gross bid so received for the entire property contained in said four classes shall exceed the aggregate of the highest bids for each of said four respective classes separately, I shall immediately strike off and sell said property in gross—the entire as one parcel—to the highest bidder therefor. In case such gross bid shall not exceed the aggregate of said highest bids for said property in classes, then I shall immediately strike off and sell said property in said classes respectively to said highest bidders for said respective classes.

HARTLEY E. HENDRICK,
As Receiver of the effects of the Middleville Manufacturing Company.
Dated, Middleville, Mich., December 12, 1893.

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber.

Advanced—Opium.	Quinine.	Saffron.	Linseed Oil.	Declined.
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Morpha, S. P. & W.	2 10¢ 25	Seidlitz Mixture	2 30	Linseed, boiled	49	52
Co. S. N. Y. Q. &		Sinapis	2 18	Neat's Foot, winter		
Moschus Canton	2 00¢ 25	opt.	2 30	strained	65	70
Myristica, No. 1	65¢ 40	Snuff, Macaboy, De		Spirits Turpentine	37	40
Nux Vomica, (po 20)	2 40	Voes	2 35			
Os. Sepia	2 30¢ 22	Snuff Scotch, De Voes	2 35	PAINTS.	bbl. 1b.	
Pepsin Saac, H. & P. D.		Soda Borax, (po. 11)	10¢ 11	Red Venetian	14	20
Co	2 00	Soda et Potass Tart.	27¢ 30	Ochre, yellow Bars	14	20
Piels Liq. N.C. ¼ gal	2 00	Soda Carb.	1 ¼¢ 25	Putty, commercial	14	20
doz	2 00	Soda, Bi-Carb.	2 5	" strictly pure	24	24
Piels Liq. quarts	2 00	Soda, Ash	3 ¼¢ 4	Vermilion Prime Ameri-	24	23
plints	2 85	Soda, Sulphas.	2 2	ican	13	16
Pil Hydrag, (po. 80)	2 50	Spts. Ether Co	50¢ 55	Vermilion, English	65¢ 70	
Piper Nigra, (po 32)	2 1	" Myrcia Dom.	2 25	Green, Peninsular	70¢ 75	
Piper Alba, (po 65)	2 1	" Myrcia Imp.	2 30	Lead, red	63¢ 27	
Pix Burgun	2 7	" Vini Rect. bbl.	2 25¢ 35	white	63¢ 27	
Plumbi Acet	14¢ 15	Less 5 gal., cash ten days.		Whiting, white Span.	2 70	
Pulvis Ipecac et opil.	1 10¢ 20	Strychnia Crstal	1 40¢ 45	Whiting, Gliders	2 96	
Pyrethrum, boxes H		Sulphur, Subl	2 3¢ 3	White, Paris American	1 0	
& P. D. Co., doz.	2 1 25	" Roll	2 2 24	Whiting, Paris Eng.		
Pyrethrum, pv.	20¢ 30	Tamarinds	8¢ 10	cliff	1 40	
Quassia	8¢ 10	Terebenth Venice	28¢ 30	Pioneer Prepared Paint	20¢ 21	
Quinia, S. P. & W	29¢ 34	Theobromae	45 2 48	Swiss Villa Prepared		
" S. German	22¢ 32	Vanilla	9 00¢ 16 00	Paints	1 00¢ 21 20	
Rubia Tinctorum	13¢ 14	Zinci Sulph	7¢ 8	VARNISHES.		
Saccharum Lactis pv.	30¢ 22			No. 1 Turp Coach	1 10¢ 21 30	
Salicin	2 00¢ 22	OLS.		Extra Turp	16¢ 21 70	
Sanguis Draconis.	40¢ 50			Coach Body	2 75¢ 21 70	
Sapo, W.	13¢ 12	Whale, winter	70 70	No. 1 Turp Furr	1 00¢ 21 10	
" M.	10¢ 12	Lard, extra	50 85	Extra Turk Damar	1 55¢ 21 60	
" G.	2 15	Lard No. 1	42 45	Japan Dryer, No. 1		
		Linseed, pure raw	46 49	Turp.	70¢ 27	

Importers and Jobbers of

CHEMICALS AND

DEALERS IN

Sole Agents for the Celebrated

Full Line of Staple Druggists' Sundries

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

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

We sell Liquors for medicinal purposes only.

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

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

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz gross Aurora..... 55 6 00 Castor Oil..... 60 7 00 Diamond..... 50 5 50 Frazer..... 75 8 00 Mica..... 65 7 00 Paragon..... 55 6 00	Fruits. Apples. 3 lb. standard..... 1 10 York State, gallons..... 3 10 Hamburg..... Apricots. Live oak..... 1 60 Santa Cruz..... 1 60 Lusk's..... 1 60 Overland..... 1 60	Sap Sago. 221 Schweitzer, imported..... 224 domestic..... 214 CATSUP. Blue Label Brand..... Half pint, 25 bottles..... 2 75 Pint..... 4 50 Quart 1 doz bottles..... 3 50 Triumph Brand..... Half pint, per doz..... 1 35 Pint, 25 bottles..... 4 50 Quart, per doz..... 3 75	COTTON BOOKS.   "Trade Man." \$1 books, per hundred..... 2 00 \$2 " " " "..... 2 50 \$3 " " " "..... 3 00 \$4 " " " "..... 3 50 \$5 " " " "..... 4 00 \$10 " " " "..... 5 00 \$20 " " " "..... 6 00	Foreign. Currants..... 3 Patras, in barrels..... 34 " in 1/2 bbls..... 34 " in less quantity..... 34 cleaned, bulk..... 6 cleaned, package..... 64 Peel. Citron, Lehigh, 35 lb. boxes..... 20 Lemon..... 25 Orange..... 11	GUNPOWDER. Rifle-Dupont's. Kegs..... 3 25 Half kegs..... 1 90 Quarter kegs..... 1 10 1 lb cans..... 30 1/2 lb cans..... 18 Chocho Bore-Dupont's. Kegs..... 4 25 Half kegs..... 2 40 Quarter kegs..... 1 35 1 lb cans..... 34 Eagle Duck-Dupont's. Kegs..... 11 00 Half kegs..... 5 75 Quarter kegs..... 3 00 1 lb cans..... 60
BAKING POWDER. Acme. 1/2 lb. cans, 3 doz..... 45 1 lb. " 2 "..... 75 Bulk..... 10 Arctic. 1/2 lb. cans, 6 doz case..... 55 1/2 lb. " 4 doz "..... 1 10 1 lb. " 2 doz "..... 2 00 5 lb. " 1 doz "..... 9 00 Poscon. 5 oz. cans, 4 doz. in case..... 80 16 " 2 " "..... 2 00 Red Star, 1/2 lb. cans..... 40 1 lb. " "..... 75 Maxwell..... 1 40 Telfer's, 1/2 lb. cans, doz..... 45 1 lb. " "..... 85 Monitor..... 1 50 Our Leader, 1/2 lb. cans..... 45 1 lb. " "..... 75 1 lb. cans..... 1 50 Dr. Price's. per doz Dime cans..... 95 4-oz "..... 1 40 6-oz "..... 2 00 8-oz "..... 2 60 12-oz "..... 3 90 16-oz "..... 5 90 2 1/2 lb..... 12 00 4 lb..... 18 25 5 lb..... 22 75 10 lb..... 41 80	B. & W. Cherries..... 90 Red..... 1 10 Pitted Hamburg..... 1 75 White..... 1 50 Damsons, Egg Plums and Green Gages..... 1 30 Erle..... 1 60 California..... 1 60 Gooseberries..... 1 25 Common..... 1 00 Peaches..... 1 00 Pie..... 1 00 Maxwell..... 1 75 Shepard's..... 1 75 California..... 1 75 Monitor..... 1 75 Oxford..... 1 75 Domestic..... 1 30 Riverside..... 1 80 Pineapples..... 1 00 Common..... 1 00 Johnson's sliced..... 2 50 " grated..... 2 75 Booth's sliced..... 2 50 " grated..... 2 75 Quinces..... 1 10 Common..... 1 10 Raspberries..... 1 10 Black Hamburg..... 1 50 Erle black..... 1 20 Strawberries..... 1 25 Lawrence..... 1 25 Hamburg..... 1 25 Erle..... 1 20 Terrapin..... 1 10 Blueberries..... 1 00	CLOTHES PINS. 5 gross boxes..... 44@45 COCOA SHELLS. 35 lb. bags..... 23 Less quantity..... 23 1/2 Pound packages..... 6 1/2@7 COFFEE. Green. Rio. Fair..... 18 Good..... 19 Prime..... 21 Golden..... 21 Peaberry..... 23 Santos..... 23 Fair..... 19 Good..... 20 Prime..... 21 Golden..... 21 Peaberry..... 23 Mexican and Guatemala. Fair..... 21 Good..... 22 Fancy..... 24 Maracaibo..... 24 Prime..... 23 Milled..... 24 Interior..... 25 Private Growth..... 27 Mandehling..... 28 Mocha..... 25 Arabica..... 28 Roasted. To ascertain cost of roasted coffee, add 1/2 cent per lb. for roasting and 15 cent per lb. for shrinkage. Package. McLaughlin's XXXX..... 24 45 Bunola..... 23 95 Lion, 60 or 100 lb. case..... 24 45	COUPON PASS BOOKS. (Can be made to represent any denomination from \$10 down.) 20 books..... \$1 00 50 "..... 2 00 100 "..... 3 00 250 "..... 6 25 500 "..... 10 00 1000 "..... 17 50 CREDIT CHECKS. 500, any one denom..... \$3 00 1000, " " "..... 5 00 2000, " " "..... 8 00 Steel punch..... 75 CRACKERS. Butter. Seymour XXX..... 6 Seymour XXX, cartoon..... 6 1/2 Family XXX..... 6 Family XXX, cartoon..... 6 1/2 Salted XXX..... 6 Salted XXX, cartoon..... 6 1/2 Kenosha..... 7 1/2 Boston..... 8 Butter biscuit..... 6 1/2 Soda..... 6 Soda, City..... 7 1/2 Soda, Duchess..... 8 1/2 Crystal Wafer..... 10 Long Island Wafers..... 11 Oyster..... 11 S. Oyster XXX..... 6 City Oyster, XXX..... 6 Farina Oyster..... 6	ENVELOPES. XX rag, white. No. 1, 6 1/2..... \$1 75 No. 2, 6 1/2..... 1 60 No. 1, 6..... 1 65 No. 2, 6..... 1 50 XX wood, white. No. 1, 6 1/2..... 1 35 No. 2, 6 1/2..... 1 25 Manila, white. 6 1/2..... 1 00 6..... 95 Coin. Mill No. 4..... 1 00 FARINACEOUS GOODS. Farina. 100 lb. kegs..... 3 1/2 Hominy..... 3 50 Lima Beans..... 3 1/2 Dried..... 3 1/2 Macaroni and Vermicelli..... 55 Domestic, 12 lb. box..... 10 1/2 Imported..... 10 1/2 Oatmeal. Barrels 200..... 4 25 Half barrels 100..... 2 25 Pearl Barley..... 2 1/2 Peas..... 2 1/2 Green, bu..... 1 25 Split per lb..... 1 1/2 Rolled Oats..... 2 1/2 Barrels 180..... 2 1/2 Half bbls 90..... 2 1/2 Sago..... 4 1/2 East India..... 5 Wheat..... 5 Cracked..... 5 FISH-SALT. Bloaters..... Yarmouth..... Cod. Pollock..... 5@5 1/2 Boneless, bricks..... 6@6 1/2 Boneless, strips..... 6@6 1/2 Halibut..... 11@12 1/2 Herring..... 70 Holland, white hoops keg..... 9 50 " " " bbl..... 9 50 Norwegian..... 2 25 Round, 1/2 bbl 100 lbs..... 1 20 " 1/2 " 40 "..... 1 20 Scaled..... 17 Mackerel. No. 1, 100 lbs..... 11 00 No. 1, 40 lbs..... 4 70 No. 1, 10 lbs..... 1 30 No. 2, 100 lbs..... 8 50 No. 2, 40 lbs..... 3 70 No. 2, 10 lbs..... 1 05 Family, 90 lbs..... 6 00 " 10 lbs..... 70 Sardines..... 55 Russian, kegs..... 55 Trout..... 6 00 No. 1, 1/2 bbls, 100 lbs..... 6 00 No. 1, 1/2 bbl, 40 lbs..... 2 75 No. 1, kits, 10 lbs..... 80 No. 1, 8 lb kits..... 68 Whitefish. Family..... No. 1..... 1/2 bbls, 100 lbs..... \$7 00 \$2 75 " 40 "..... 3 10 1 30 10 lb. kits..... 90 45 8 lb. "..... 75 40	HERBS. Sage..... 15 Hops..... 15 INDIGO. Madras, 5 lb. boxes..... 55 S. F., 2, 3 and 5 lb. boxes..... 50 JELLY. 17 lb. pails..... @ 50 30 " " "..... @ 70 LICORICE. Pure..... 30 Calabaria..... 25 Stelly..... 12 LVE. Condensed, 2 doz..... 1 25 " 4 doz..... 2 25 MATCHES. No. 9 sulphur..... 1 65 Anchor parlor..... 1 70 No. 2 home..... 1 10 Export parlor..... 4 00 MINCE MEAT.  3 doz. case..... 2 75 6 doz. case..... 5 50 12 doz. case..... 11 00 MEASURES. Tin, per dozen. 1 gallon..... \$1 75 Half gallon..... 1 40 Quart..... 70 Pint..... 45 Half pint..... 40 Wooden, for vinegar, per doz. 1 gallon..... 7 00 Half gallon..... 4 75 Quart..... 3 75 Pint..... 2 25 MOLASSES. Blackstrap..... 14 Cuba Baking..... 16 Ordinary..... 16 Prime..... 20 Fancy..... 30 New Orleans..... 18 Fair..... 22 Good..... 27 Extra good..... 32 Choice..... 32 Fancy..... 40 One-half barrels, 3c extra. PICKLES. Medium. Barrels, 1,300 count..... @4 50 Half bbls, 600 count..... @2 75 Small. Barrels, 2,400 count..... 6 00 Half bbls, 1,200 count..... 3 50 PIPES. Clay, No. 215..... 1 75 " T. D. full count..... 75 Cob, No. 3..... 1 35 POTASH. 48 cans in case. Babbitt's..... 4 00 Penna Salt Co.'s..... 3 25 RICE. Domestic. Carolina head..... 6 " No. 1..... 5 1/2 " No. 2..... 5 Broken..... 4 Imported. Japan, No. 1..... 5 1/2 " No. 2..... 5 Java..... 6 Patna..... 5 1/2

SPICES.

Whole Sifted

Allspice.....	9 1/2
Cassia, China in mats.....	8
" Batavia in bund.....	15
" Saigon in rolls.....	32
Cloves, Amboyna.....	22
" Zanzibar.....	11 1/2
Mace Batavia.....	80
Nutmegs, fancy.....	75
" No. 1.....	70
" No. 2.....	60
Pepper, Singapore, black.....	10
" white.....	20
" shot.....	16
Pure Ground in Bulk.....	
Allspice.....	15
Cassia, Batavia.....	18
" and Saigon.....	25
Cloves.....	35
" Amboyna.....	22
" Zanzibar.....	18
Ginger, African.....	16
" Cochlin.....	20
" Jamaica.....	22
Mace Batavia.....	65
Mustard, Eng. and Trieste.....	22
" Trieste.....	25
Nutmegs, No. 2.....	75
Pepper, Singapore, black.....	16
" white.....	24
" Cayenne.....	20
Sage.....	20

"Absolute" in Packages.

Allspice.....	84	1 55
Cinnamon.....	84	1 55
Cloves.....	84	1 55
Ginger, Jamaica.....	84	1 55
" African.....	84	1 55
Mustard.....	84	1 55
Pepper.....	84	1 55
Sage.....	84	

SAL SODA.

Kegs.....	1 1/4
Granulated, boxes.....	1 1/4

SEEDS.

Anise.....	@15
Canary, Smyrna.....	4
Caraway.....	90
Cardamon, Malabar.....	43 1/2
Hemp, Russian.....	5 @ 6
Mixed Bird.....	10
Mustard, white.....	9
Poppy.....	5
Rape.....	30
Cuttle bone.....	30

STARCH.

20-lb boxes.....	5 1/4
40-lb ".....	5 1/4

Gloss.

1-lb packages.....	5 1/4
3-lb ".....	5 1/4
6-lb ".....	5 1/4
40 and 50 lb. boxes.....	3 1/4
Barrels.....	3 1/4

SNUFF.

Scotch, in bladders.....	37
Maccaboy, in jars.....	35
French Rappee, in jars.....	43

SODA.

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

SALT.

100 3-lb. sacks.....	\$2 25
50 5-lb. ".....	2 00
25 10-lb. sacks.....	1 85
20 14-lb. ".....	2 25
24 3-lb. cases.....	1 50
56 lb. dairy in linen bags.....	32
28 lb. " drill ".....	16 18

Warsaw.

56 lb. dairy in drill bags.....	32
28 lb. " ".....	18

Ashton.

56 lb. dairy in linen sacks.....	75
Higgins.....	

Solar Rock.

56 lb. sacks.....	27
Common Fine.....	

Saginaw.

Manistee.....	75
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SALERATUS.

Packed 60 lbs. in box.....	5 1/4
Church's.....	5 1/4
DeLand's.....	5 1/4
Dwight's.....	5 1/4
Taylor's.....	5

SOAP.

Laundry.....	
Allen B. Wrisley's Brands.....	
Old Country, 80 1-lb.....	3 21
Good Cheer, 60 1-lb.....	3 30
White Borax, 100 1/2-lb.....	3 65

Proctor & Gamble.

Concord.....	3 45
Ivory, 10 oz.....	6 75
" 6 oz.....	4 00
Lenox.....	3 65
Mottled German.....	3 15
Town Talk.....	3 25

Dingman Brands.

Single box.....	3 95
5 box lots, delivered.....	3 85
10 box lots, delivered.....	3 75

Jas. S. Kirk & Co.'s Brands.

American Family, wrp d.....	\$4 00
" plain.....	2 94

N. K. Fairbank & Co.'s Brands.

Santa Claus.....	4 00
Brown, 60 bars.....	2 40
" 80 bars.....	3 25

Lautz Bros. & Co.'s Brands.

Acme.....	3 75
Cotton Oil.....	6 00
Marcellines.....	4 00
Mafer.....	4 00

Thompson & Chute Brands.



Silver.....	3 65
Mono.....	3 35
Savon Improved.....	2 50
Sunflower.....	3 05
Golden.....	3 25
Economical.....	2 25

Scouring.

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

SUGAR.

The following prices represent the actual selling prices in Grand Rapids, based on the actual cost in New York, with 35 cents per 100 pounds added for freight. The same quotations will not apply to any town where the freight rate from New York is not 35 cents, but the local quotations will, perhaps, afford a better criterion of the market than to quote New York prices exclusively.

Cut Loaf.....	\$5 61
Powdered.....	5 17
Granulated.....	4 80
Extra Fine Granulated.....	4 92
Cubes.....	5 17
XXXX Powdered.....	5 48
Confec. Standard A.....	4 67
No. 1 Columbia A.....	4 55
No. 5 Empire A.....	4 42
No. 6.....	4 36
No. 7.....	4 39
No. 8.....	4 24
No. 9.....	4 17
No. 10.....	4 11
No. 11.....	4 05
No. 12.....	3 92
No. 13.....	3 86
No. 14.....	3 74

SYRUPS.

Barrels.....	20
Half bbls.....	22

Pure Cane.

Fair.....	19
Good.....	25
Choice.....	30

TABLE SAUCES.

Lea & Perrin's, large.....	4 75
" small.....	2 75
Halford, large.....	3 75
" small.....	2 25
Salad Dressing, large.....	4 55
" small.....	2 65

TEAS.

JAPAN—Regular.....	@17
Good.....	@20
Choice.....	@24
Choice.....	@24
Dust.....	@12

SUN CURED.

Fair.....	@17
Good.....	@20
Choice.....	@24
Choice.....	@24
Dust.....	@12

BASKET FIRED.

Fair.....	@18
Choice.....	@20
Choice.....	@25
Extra choice, wire leaf.....	@30

GUNPOWDER.

Common to fair.....	@25
Extra fine to finest.....	@25
Choice fancy.....	@25
oolong.....	@26
Common to fair.....	@23

IMPERIAL.

Common to fair.....	@23
Superior to fine.....	@30
YOUNG HYSON.....	@26
Common to fair.....	@18
Superior to fine.....	@30

ENGLISH BREAKFAST.

Fair.....	@18
Choice.....	@22
Best.....	@25

TOBACCOS.

Fine Cut.....	
P. Lorillard & Co.'s Brands.....	
Sweet Russet.....	@32
Tiger.....	31

D. Stetten & Co.'s Brands.

Hiawatha.....	60
Cuba.....	34
Rocket.....	29
Spaulding & Merrick's Brands.....	
Sterling.....	30

Private Brands.

Bazoo.....	@30
Can Can.....	@27
Nellie Bly.....	@24
Uncle Ben.....	@21
McGinty.....	27
" 1/2 bbls.....	35
Dandy Jim.....	24
Torpedo.....	23
" in drums.....	23
Yum Yum.....	28
1992.....	23
" drums.....	22

Plug.

Sorg's Brands.....	
Spearhead.....	39
Joker.....	27
Nobby Twist.....	39

Scotten's Brands.

Kylo.....	26
Halway.....	38
Valley City.....	34

Finley's Brands.

Old Honesty.....	40
Jolly Tar.....	32

Lorillard's Brands.

Climax (8 oz., 41c).....	39
Green Turtle.....	30
Three Black Crows.....	27
J. G. Butler's Brands.....	
Something Good.....	38
Out of Sight.....	26
Wilson & McCaulay's Brands.....	
Gold Rope.....	43
Happy Thought.....	37
Messmate.....	32
No Tax.....	31
Let Go.....	27

Smoking.

Catlin's Brands.....	
Kiln dried.....	17
Golden Shower.....	19
Huntress.....	26
Meerschaum.....	29

American Eagle Co.'s Brands.....	
Myrtle Navy.....	40
Stork.....	30 @ 32
German.....	15
Proz.....	33
Java, 1/2 foil.....	32

Banner Tobacco Co.'s Brands.....	
Banner.....	16
Banner Cavendish.....	38
Gold Cut.....	28

Scotten's Brands.....	
Warpath.....	15
Honey Dew.....	36
Gold Block.....	30

F. F. Adams Tobacco Co.'s Brands.....	
Peerless.....	26
Old Tom.....	18
Standard.....	22
Globe Tobacco Co.'s Brands.....	
Handmade.....	41

Leidersdorf's Brands.....	
Rob Roy.....	26
Uncle Sam.....	28 @ 32
Red Clover.....	32

Spaulding & Merrick.....	
Tom and Jerry.....	25
Traveler Cavendish.....	38
Buck Horn.....	30
Plow Boy.....	30 @ 32
Corn Cake.....	16

VINEGAR.

40 gr.....	7 @ 8
50 gr.....	8 @ 9

WET MUSTARD.

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

YEAST.

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

HIDES.

Perkins & Hess pay as follows.....	
Green.....	2 2 1/2
Part Cured.....	@ 3
Full.....	@ 3 1/2
Dry.....	4 @ 5
Kips green.....	2 @ 3
" cured.....	@ 4
Calfskins, green.....	3 @ 4
" cured.....	5 @ 6
Deacons skins.....	10 @ 25
No. 2 hides 1/4 off.....	

PELTS.

Shearlings.....	5 @ 20
Lambs.....	15 @ 40

WOOL.

Washed.....	12 @ 18
Unwashed.....	8 @ 14

MISCELLANEOUS.

Tallow.....	3 @ 4 1/4
Grease butter.....	1 @ 2
Switches.....	1 1/2 @ 2
Ginseng.....	2 00 @ 2 50

FURS.

Badger.....	80 @ 1 00
Bear.....	15 00 @ 25 00
Beaver.....	3 00 @ 7 00
Cat, wild.....	50 @ 75
Cat, house.....	10 @ 25
Fisher.....	3 00 @ 6 00
Fox, red.....	1 00 @ 1 40
Fox, cross.....	3 00 @ 5 00
Fox, grey.....	50 @ 70
Lynx.....	1 00 @ 2 50
Martin, dark.....	1 00 @ 3 00
" pale & yellow.....	75 @ 1 00
Mink, dark.....	30 @ 125
Muskat.....	3 @ 13
Opposum.....	5 @ 15
Other, dark.....	5 00 @ 10 00
Raccoon.....	30 @ 75
Skunk.....	1 00 @ 2 25
Wolf.....	1 00 @ 2 00
Beaver castors, lb.....	@ 5 00

Above prices are for No. 1 furs only. Other grades at corresponding prices.

DEERSKINS—per pound.

Thin and green.....	10
Long gray, dry.....	10
Gray, dry.....	15
Red and Blue, dry.....	25

WOODENWARE.

Tubs, No. 1.....	6 00
" No. 2.....	5 50
" No. 3.....	4 50
Pails, No. 1, two-hoop.....	1 30
" No. 1, three-hoop.....	1 50
Bowls, 11 inch.....	90
" 13 ".....	1 25
" 15 ".....	1 30
" 17 ".....	2 40
" 19 ".....	2 40
" 21 ".....	

Baskets, market.....	35
" shipping bushel.....	1 15
" full hoop.....	1 25
" willow el'ths, No. 1.....	5 25
" " No. 2.....	6 25
" " No. 3.....	7 25
" splint.....	No. 1 3 75
" " No. 2.....	4 25
" " No. 3.....	4 75

INDURATED WARE.

Pails.....	3 15
Tubs, No. 1.....	13 50
Tubs, No. 2.....	12 00
Tubs, No. 3.....	10 50

Butter Plates—Oval.

No. 1.....	250 10 0
No. 2.....	60 2 10
No. 3.....	70 2 45
No. 4.....	80 2 80
No. 5.....	1 00 3 50

Washboards—single.

Universal.....	2 25
No. Queen.....	2 50
Peerless Protector.....	2 40
Saginaw Globe.....	1 75

Double.

Water Witch.....	2 25
Wilson.....	2 50
Good Luck.....	2 75
Peerless.....	2 85

GRAINS AND FEEDSTUFFS

WHEAT.....	
No. 1 White (58 lb. test).....	55
No. 2 Red (60 lb. test).....	55

TWO MONEY KINGS.

Brief Sketch of the Rockefellers--How They Do Business.

Of all the millionaires in New York City—and there is no lack of them—there are none who are such moving forces in great business channels, and yet so little known to the general public, as John D. and William Rockefeller.

These two between them are worth not far from \$300,000,000 of their own. In addition, they are at the head of the great Standard Oil Company, a corporation which extends its tentacles not alone all over the United States, but all over the world, from New York to Hong Kong and from Hong Kong to Liverpool. Its pipe lines and railroad connections stretch over thousands of miles of territory. It owns thousands upon thousands of acres of coal and oil lands, it employs an army of men and its steamships may be seen in every civilized port.

Once, on the witness stand, John D. Rockefeller told a committee investigating the Standard Oil Trust that he had no idea as to his wealth, and still less as to that of the company of which he is the head. That it was enormous, he admitted.

The two Rockefellers dominate this vast property. To be sure, there are partners. H. M. Flagler, ex-Secretary of the Navy William C. Whitney, representing the interests of the Ohio Paynes, and others are largely interested in the Standard Oil properties. But the Rockefellers are the strong men of the great combination.

There may be men somewhere who are more plain and more unassuming than these oil kings, but I have never met them. I recently met the pair on lower Broadway. They were walking together. It was just at the luncheon hour, and Broadway was thronged with clerks and pretty typewriters on lunch intent. These latter pushed and hustled the two pedestrians as though they were interlopers instead of being representatives of hundreds of millions of dollars.

The brothers are alike in stature, both just a trifle above the middle height. John D. wears a rather closely cropped grayish mustache, and his brother affects side whiskers that run down a couple of inches below his ears. Both men were dressed in loose fitting dark clothes that were plainly not made by any fashionable tailor. Indeed, they looked more as though they might have been bought at a bargain sale in some ready made clothing house. No one recognized the two men as they passed along, and they paid no attention to any one they met, being absorbed in whatever affairs they were discussing.

It was quite early in the day when I saw the Rockefellers on Broadway, yet the two men had walked from Fifty-fourth street and Fifth avenue to Bowling Green, a good five miles, and accomplished the distance in a little over an hour. This is the almost daily custom of John D. Rockefeller, who is a famous pedestrian.

The Standard Oil headquarters in New York is at the foot of Broadway, facing historic Bowling Green, a massive pile of granite, rising ten stories above the street, yet with nearly all its offices occupied by off-shoots of the Standard Oil Company. There are refining companies, companies that deal in varieties of illuminating oils—in short, companies of all

sorts having for their object the turning of oil in some way into money.

As the two men enter the building they are greeted by the big guard at the door. They pass quickly to their offices on the second floor, and each goes to his desk and to work.

One might think that the heads of so great a corporation would be overwhelmed with work and would need to have about them a horde of clerks receiving instructions, rushing to and fro, making a fuss generally. Nothing of the kind is to be seen in the offices of the Rockefellers. A host of letters are received every hour, addressed to one or the other of the two brothers. A trusted assistant handles this mail, and shows his chiefs only such as is really necessary for them to see. The system maintained is perfect, even to the smallest detail, and the discipline of the great establishment is remarkable.

In the rooms of the brothers are telegraph tickers, and near their respective desks are swift-fingered stenographers and typewriters. The rooms of the two brothers are near together, and now and then they hold short consultations.

As they go to their desks in the morning, they find awaiting them a small pile of mail, a very small part of all that came into the hands of their secretaries. The letters are read and in many cases a note of instruction is dictated to some head of a department and the letter and instructions are sent to him. There are scores of well-paid employees of the Rockefellers who have never held any communication with their chiefs save through the medium of these typewritten messages.

Out of all the letters received every day by John D. Rockefeller he probably answers not more than a score himself. Letters may come detailing the loss of a Standard Oil steamship in the China Sea. It is sent along to the proper department; and so it is with a hundred and one things of more or less import. There is no bustle or hurry and less than two hours a day is given to correspondence by these engineers of a vast enterprise.

There are no two men in this country whom it is harder to see than these Standard Oil kings. There are scores of their employees who have never seen them in their offices. There are many others who would not know them if they met them on the street. Once in their offices, the doors closed behind them, he is an important man upon business of moment who can gain admission. Probably a hundred or more men call every day—men of some importance, too, and try to secure interviews with either of the magnates. They invariably find themselves turned over to the mercy of some subordinate. On many days John D. Rockefeller does not see half a dozen out of all the men who come primed for an interview with him. Nearly all his moves are made through subordinates. An instance of this was given last winter when the Pacific Mail Steamship Company practically went into bankruptcy and sold its vessels. A practically unknown man made the running when the vessels were sold at auction, and finally bid them in for a fraction of their value. There was a howl when it was found that the stranger represented John D. Rockefeller. Had it been known that Rockefeller wanted the vessels he would have had to pay big money. These vessels are lying idle. Mr. Rockefeller is

RECEIVER'S SALE.

THE PLANT AND STOCK OF

Nelson, Matter & Co., Furniture . . . Manufacturers,

Grand Rapids, Mich.,

Will be sold under an order of the United States Circuit Court for the Western District of Michigan,

AT PUBLIC AUCTION ON JAN. 4, 1894.

The order of the Circuit Court directs that bids be received for the entire plant and stock (with the exception of one lumber yard) as ONE PARCEL, and also for each of FIVE PARCELS into which the property is divided, as follows:

PARCEL ONE--- Factory and Warehouse, including real estate, buildings, photograph gallery, and machinery and fixtures in the buildings.

PARCEL TWO--- Furniture manufactured and in process of manufacture, and materials in the Wholesale Department; also store and office furniture and fixtures, horses, wagons, sleighs, tools and other personal property not included in the Retail Department.

PARCEL THREE--- Real Estate, comprising what is known as the West Side Lumber Yard.

PARCEL FOUR--- All of the lumber.

PARCEL FIVE--- Real Estate, comprising what is known as the old or Kent street lumber yard.

THE MICHIGAN TRUST CO., Receiver, Grand Rapids, Mich.

paying a big sum for wharfage, but when asked what his plans are he only smiles. No talker is Mr. Rockefeller. He keeps up a thinking just the same.

There are no meetings of directors among the Standard Oil magnates. Half a dozen men control the great machine, and the Rockefellers control these. During the day some of these men drop in for a chat upon some matter of more or less importance, but none of them interfere in the actual management of affairs. They know that while the Rockefellers are in the saddle there is no need for any one else to interfere in the management of the Standard Oil interests.

Both these men are hard workers. They were brought up to work for a living, and to work hard, and they have not got over the habit. None of their clerks work more hours than they do, and yet if you should see either of them at his desk, even at his busiest time, you would be led to think that they do very little. They have that rare quality, the ability to get through a great deal of work without making any noise or fuss about it. It is a quality that may not be overvalued.

These men almost always work eight hours a day, and sometimes more. Not a detail of their vast business is overlooked. They know its every twist and turn. Their army of employees, of course, they cannot know, but they know their division commanders, and are fully posted as to every move.

No one knows what the politics of the Rockefellers is. Jay Gould used to say he was a Republican or a Democrat just as his railroad interests dictated. But the Rockefellers seem to have no politics. The Standard Oil Company is their politics and that it is of the profitable sort no one will deny.

The Rockefellers are as quiet in their tastes as in their dress and business methods. Neither they nor any of their respective families appear to take any special interest in society. The early part of their lives was spent in other than social pursuits, and now, when they have money and leisure, they do not care for the glare of crowded receptions. The daughter of John D. Rockefeller was married some years ago, but she has not figured in New York's social world, and probably has not cared to. Mrs. John D. Rockefeller now and then appears at some public function that she cannot well overlook since her intimate friends are connected, and when she does, she can, if she wishes, outshine every other woman present so far as jewels are concerned, for her collection is said to be second only to the famous Astor jewels that are the wonder and envy of the fair sex. You may see members of the family now and then at the theater, scarcely ever at an opera, and when they do appear in public in this way only a few persons know them. The oil kings keep horses and carriages as a matter of course, but it is for their women folks. John D. Rockefeller, besides walking to his office each morning, takes tramps in Central Park every evening. Twenty miles a day on foot he does not think excessive exercise. Formerly he had an exercising apparatus in his office, but since he has taken up walking he has found that sufficient.

The Rockefellers have magnificent houses on Fifth avenue, but their mode of life is simple in the extreme. John D. lives on Fifty-fourth street, just west of

Fifth avenue. William lives on Fifth avenue near Fifty-fourth street. This is the millionaire district. H. M. Flagler, the Vanderbilts, William C. Whitney, Andrew Carnegie and other big men live not a stone's throw away.

Like the Vanderbilts, the Rockefellers are steady churchgoers. They sit under Dr. John R. Paxton, the famous soldier preacher, who was the pastor of Jay Gould and who also preaches to the daughter and sons of that great financier. A dozen or more of the richest men in New York, who do not seem in any way displeased with the habit Dr. Paxton has of saying hard things against the rich, attend the same church. The oil kings are liberal men with their money, although they make but little ado over their charities. Most of the money they spend in this way is spent under the direction of Dr. Paxton, and nothing is heard of it in the public press.

Take them all in all they are the sort of men whom wealth in no way changes. They are the same men to-day that they were when they were struggling for wealth in Western Pennsylvania and Eastern Ohio, and when physical courage as well as mental acumen of the highest sort was needed in order that they might hold their own against the fierce opposition of desperate men. But the Rockefellers had the requisite nerve, and in the end they won. They are called "monopolists" and other hard names, but it is not necessary here to consider the fitness of such epithets. One fact stands clear—these men started with nothing, practically speaking, and to-day one of them is valued as being worth \$130,000,000 and the other almost as much. As an object lesson in the art of how to do it these figures and facts speak more forcibly than almost anything else could.

FOSTER COATES.

The World's Fair for Sale.

Look at it! The Michigan Central has arranged with one of the best publishing houses in the United States for a beautifully printed series of World's Fair pictures, to be known as the Michigan Central's Portfolio of Photographs of the World's Fair.

The original photographs would cost not less than a dollar apiece, but the Michigan Central enables you to get 16 pictures for 10 cents.

It's the finest. It's the most complete. It's the best. It cannot be beaten.

If you saw the World's Fair, you want it as a perpetual souvenir of a memorable visit.

If you didn't get there, you want this to see what you missed, and to fill your mind with the beauty and glory of the White City.

Call on the nearest Michigan Central ticket agent and he will furnish you with the first part and tell you more about it.

They Cheat the Gods.

A correspondent of the *North China Herald* gives an account of a curious industry carried on in China. It is the manufacture of "cheat money," to be buried with corpses. From time immemorial it has been the pious custom of the Chinese to bury with their departed friends a considerable sum of money, that they might not find themselves paupers in the other world. This custom they have found rather costly, and, having no very high opinion of the shrewdness of spiritual shopkeepers, they have taken to manufacturing a very cheap counterfeit of the Mexican dollar to pass off in the other world. It is simply a bit of pasteboard with tin foil surfaces stamped with a die. A hundred of these dollars in a box retails for 34 cash.

There are still some people in the Church who feel injured whenever the devil gets a backset.

Alfred J. Brown Co.,

SOLE AGENTS FOR THE CELEBRATED



-: ORANGES :-

We guarantee this brand to be as fine as any pack in the market. Prices Guaranteed. Try them.

Alfred J. Brown Co.,

GRAND RAPIDS, MICH.

ABSOLUTE TEA.

The Acknowledged Leader.

SOLD ONLY BY

TELFER SPICE CO.,

GRAND RAPIDS, MICH.

MUSKEGON BAKERY

UNITED STATES BAKING CO.,

CRACKERS, BISCUITS, CAKES.

Originators of the Celebrated Cake, "MUSKEGON BRANCH."

HARRY FOX, Manager,

MUSKEGON, MICH.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

NO. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.
WE CARRY A STOCK OF CACK TALLOW FOR MILL USE

Unlike the Dutch Process

No Alkalies

— OR —

Other Chemicals

are used in the preparation of

W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure and soluble.

A description of the chocolate plant, and of the various cocoa and chocolate preparations manufactured by Walter Baker & Co. will be sent free to any dealer on application.

W. BAKER & CO., Dorchester, Mass.

ATLAS SOAP

Is Manufactured only by

HENRY PASSOLT, Saginaw, Mich.

For general laundry and family washing purposes. Only brand of first-class laundry soap manufactured in the Saginaw Valley.

Having new and largely increased facilities for manufacturing we are well prepared to fill orders promptly and at most reasonable prices.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence.

NEW YORK, Dec. 15.—Nothing has occurred to break the monotony of trade circles during the week. The report of the Thurber, Whyland Co. is not yet out. It is said to be very encouraging. The proposition of the Haas Brothers to put \$500,000 into the concern has fallen through, as these gentlemen naturally wanted the cream, leaving the skim milk for the present stockholders. It is thought the latter class will be assessed an amount that will bring in a considerable additional capital; and, as the management will be looked after by several well-known financiers, there is decidedly a bright outlook for the future.

The intense cold has injured a good deal of produce arriving. This is particularly true of butter, very much of which shows signs of frost. While the market is fairly firm, the prices do not reach so good figures as in former seasons. For the very best, entirely free from frost, 29c is the top price, and oftener 28c, or even 27c, prevails for anything at all off in quality. A rate of 6c per 100 pounds on butter is reported as having been made from Chicago to seaboard, and this will, perhaps, affect supply at this point. Cheese is steady, and prices are quite firm, ranging from 11c for large sizes to 12½c for small fancy New York State full cream. Eggs are in small supply of really fresh and for anything else there is but a moderate demand. Western are worth about 26½c and near-by 28c.

The coffee market remains as quiet as usual. We hear no more about the war in Brazil affecting the supplies and stocks in Europe are ample to furnish this country for some time. Holders seem to feel a good deal of confidence that the market will stiffen; and, in fact, a higher quotation prevails now than a fortnight ago, as Rio No. 7 is quotable at no less than 18½c.

Sugar is quiet as to refined. There promises to be such a large yield of raw that lower rates are looked for all around. Granulated, 4½c.

Canned goods of all descriptions are in a quiet mood, though for the solitary thing of string beans there has been inquiry enough to raise the price. Tomatoes are in usual every-day request—nothing more.

Dried fruits sympathize with the canned stuff. Nearly all business is from near-by trade and the amounts purchased are small. Citron is lower and has sold for 9½c. Raisins, both California and Spanish, are selling with a little more freedom. New California bags, 3½@4c; 50-pound boxes, 4@4½c; Valencia layers, 5½@6c; New California prunes, 6½c for the sizes 60-70 in bags and 7@7½c in boxes; 40-50 in boxes 8½@9c. Currants attract no attention. They are worth 1½c in barrels, and range from that price, to 3c in boxes.

Nuts are meeting with some holiday demand.

There has almost been a lemon famine. Orders have come in from all parts and it has been difficult and even impossible to fill them. While a supply is due here the fact has not sufficed to keep prices down and holders have been "making hay." They are quoted at \$3.50@5 and even more. Bananas are dull and lower, selling from 75c@\$1 per bunch for firsts. For domestic green fruit there is a very reasonable demand and prices are firm. Nice apples are worth from \$3.50 for greenings to \$4.50@5 for Spitzenbergs. Florida oranges, \$1.50@2 per box. At the latter price they can be bought by the single box at the grocers—nice oranges, too.

Potatoes are in light supply and prices are firm at \$1.25@2.25 per bbl. They retail at \$2.50, delivered anywhere in the city. JAY.

Utilizing Ability.

It is not so much a matter of ability that causes one man to succeed above his fellows, as it is the faculty to see his opportunity and push his efforts in the right direction. A merchant may have all the qualifications necessary for the conduct of his particular line of trade,

such as an intimate acquaintance with its details, the stock needed and the demands of his locality, and still never rise above a mere nominal success, for the reason that he fails to appreciate the daily opportunities which present themselves. He may even be able to note the opportunity and still not avail himself of its benefits, through a lack of enterprise, pluck and nerve to follow the new opening to its ultimate and successful termination. It is not the men who work hardest in a mechanical sense who achieve the greatest success, but those who think ahead of their work. A man who can by his own labor earn \$1,000 may have reached his personal limit, but if he has the executive ability and necessary force of character to employ the services of ten other men who can earn a similar amount, for which he pays them \$900, his net income will have been doubled. Combination of forces is the order of the day, and great success means the ability to utilize collected efforts to a common end.

Use Tradesman Coupon Books.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
Standard, per lb.	Cases	Bbls.	Pails.
" H. H.	6½	7½	7½
" Twist	6½	7½	7½
Boston Cream	8½		
Cut Leaf		8½	
Extra H. H.	8½		
MIXED CANDY.			
Standard	Bbls.	Pails.	
Leader	7	7	
Royal	7	7	
Nobby	7	7	
English Rock	7	7	
Conserves	7	7	
Broken Taffy	baskets	8	
Peanut Squares	" 8	9	
French Creams		9½	
Valley Creams		13	
Midget, 30 lb. baskets		8½	
Modern, 30 lb.		8	

FANCY—in bulk

	Pails.
Lozenges, plain	9
" printed	10
Chocolate Drops	12
Chocolate Monumentals	13
Gum Drops	5½
Moss Drops	8
Sour Drops	8½
Imperials	10
FANCY—in 5 lb. boxes. Per Box	
Lemon Drops	55
Sour Drops	55
Peppermint Drops	60
Chocolate Drops	75
H. M. Chocolate Drops	80@90
Gum Drops	40@50
Licorice Drops	1 00
A. B. Licorice Drops	80
Lozenges, plain	60
" printed	65
Imperials	60
Mottos	70
Cream Bar	55
Molasses Bar	55
Hand Made Creams	85@95
Plain Creams	80@90
Decorated Creams	1 00
String Rock	65
Burnt Almonds	1 00
Wintergreen Berries	60

CARAMELS

No. 1, wrapped, 2 lb. boxes	34
No. 1, " 3 " "	51
No. 2, " 2 " "	28

ORANGES.

128, 138	22 25
150	22 50
176, 200, 216	22 75

Small	
Large	

LEMONS.

Messina, extra fancy	
" fancy 260	5 00
" fancy 360	5 00
" choice 360	
" choice 300	

OTHER FOREIGN FRUITS.

Figs, fancy layers, 6 lb.	213
" " 10 lb.	213
" extra 14 lb.	215
Dates, Fard, 10-lb. box	2 8
" " 50-lb. " "	2 7
" Persian, 50-lb. box	42 5½

NUTS.

Almonds, Tarragona	217
" Ivaca	216½
" California	2
Brazil, new	212
Filberts	212
Walnuts, Grenoble	214
" French	212½
" Calif.	11213
Table Nuts, fancy	213
" choice	212
Pecans, Texas, H. P.	9211
Chestnuts	
Hickory Nuts per bu.	1 25
Cocoanuts, full sacks	24 00

PEANUTS.

Fancy, H. P., Suns	2
" " Roasted	5½
Fancy, H. P., Flags	5½
" " Roasted	7½
Choice, H. P., Extras	4½
" " Roasted	62

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Our BUTCHER'S LARD is a Pure Leaf Kettle Rendered Lard. If you want something cheaper try our CHOICE PURE, in tubs or tins, and guaranteed to give satisfaction.

Note these prices:

Butcher's, 80-pound Tub	104
Butcher's, Tierces	10
Choice Pure	9

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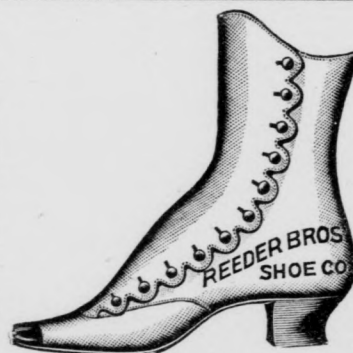
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Plain toe in opera and opera toe and C. S. heel. D and E and E E widths, at \$1.50. Patent leather tip, \$1.55. Try them, they are beauties. Stock soft and fine, flexible and elegant fitters. Send for sample dozen.

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Shoe Dressings.

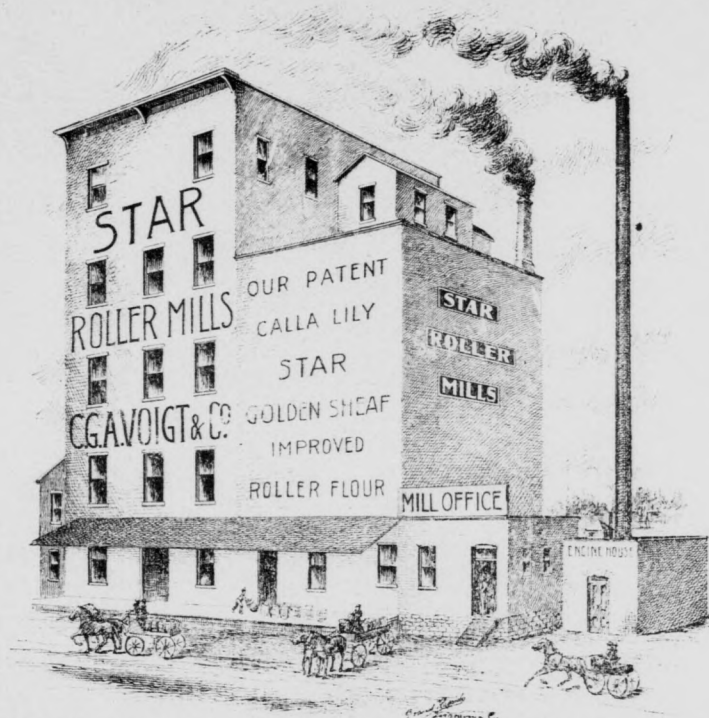


Gilt Edge,
Raven Gloss,
Glycerole,
White's Egg Finish,
Loomer's Best,
The 400,
Ideal,
Brown's Fr. & Satin,
Topsey,
Bixby's Royal,
C C,
Keystone,
Loomer's Pride,
Imperial,
Eagle,
Boston,
Nubian.

We carry all the above kinds in stock, which are the best and leading makes in the market. Get your winter stock before freezing.

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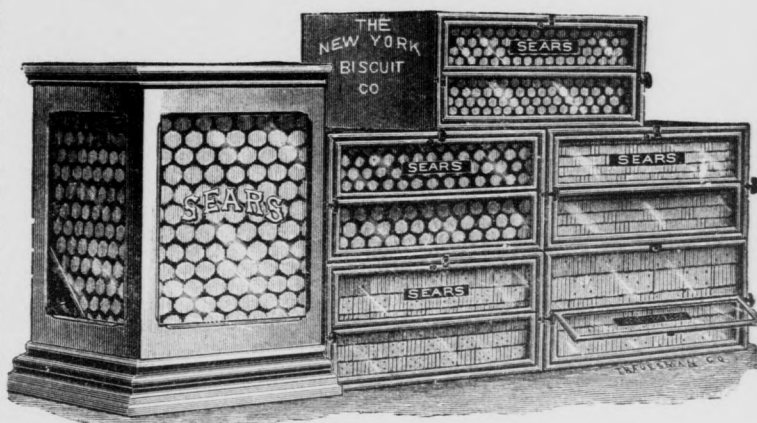
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will save enough goods from flies, dirt and prying fingers in a short time to pay for themselves. Try them and be convinced. Price, 50 cents each.

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

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MOSS HONEY JUMBLES.

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

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36 Pounds.
FULL WEIGHT.

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These currants are not washed, but are cleaned by our process, by which strength and flavor are retained.

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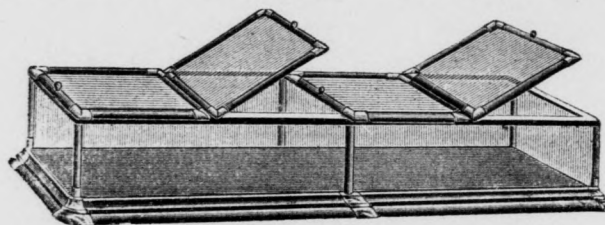
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