

The Michigan Tradesman.

VOL. 3. GRAND RAPIDS, MICHIGAN, WEDNESDAY, JUNE 23, 1886. NO. 144.

A. H. FOWLE,
House Decorator and Dealer in
FINE WALL PAPERS,
Room Mouldings,
Window Shades,
Artist Materials
PICTURES,
PICTURE FRAMES,
And a full line of
Paints, Oil & Glass.
Enamel Letters, Numbers and Door
Plates, and all kinds of Embossed, Cut and
Ornamental Glass.
Special attention given to House Decorating
and Furnishing, and to the designing and
furnishing of stained glass.
37 Ionia Street, South of Monroe.

LUDWIG WINTERNITZ,
STATE AGENT FOR
Fermentum,
THE ONLY RELIABLE
Compressed Yeast.
Manufactured by Riverdale Dist. Co.
106 Kent Street, Grand Rapids, Michigan.
TELEPHONE 566.
Grocers, bakers and others can secure the agency for
their town on this Yeast by applying to above address.

WHIPS & LASHES
AT WHOLESALE ONLY.
Goods at jobbing prices to any dealer who comes to
us or orders by mail, for cash.
G. ROYS & CO.,
Manufacturers' agents,
2 Pearl St., Grand Rapids, Mich.
Having been witnesses of the truly miracu-
lous cures made by Golden Seal Bitters, we do
not hesitate to say that there is no other reme-
dy for blood, liver, stomach, and kidney dis-
eases, half its equal.

GUSTAVE A. WOLF,
Attorney.
Over Fourth National Bank. Telephone 407.
COLLECTIONS
Promptly attended to throughout the State.
References: Hart & Amberg, Eaton & Christen-
son, Enterprise Cigar Co.

PINCREE & SMITH
Wholesale Manufacturers
Boots, Shoes and Slippers
DETROIT, MICH.

Michigan Agents Woonsocket Rubber
Company.
Office and Factory—11, 13, 15 and 17
Woodbridge street West. Dealers cordially
invited to call on us when in town.
A Warning.
Pain is given for the wise purpose of inform-
ing us of the presence of danger and disease.
Any little excitement of an unusual nature
disturbs the balance of the system, the ner-
vous energies are exhausted, and headache
and a hundred other disturbances are the re-
sult. Many of the miseries of modern man
and womanhood might be cured and prevent-
ed were their approach heeded and resisted,
having their origin in derangements of the
liver and blood, dyspepsia, jaundice, indiges-
tion, costiveness and other unwholesome con-
ditions. Evils of a diseased nature find a cer-
tain cure by the use of Golden Seal Bitters. In
this medicine, nature, aided by art, has pro-
duced a rare combination of medicinal prop-
erties, wisely adapted for the cure of diseases
common to mankind. The vitalizing principles
embodied in Golden Seal Bitters will assuredly
cure the broken down dyspeptic. Sold by Haz-
eltine, Perkins & Co., wholesale druggists,
Grand Rapids, Mich.

Our Special
Plug Tobaccos.
1 butt. 3 butts.
SPRING CHICKEN .38 .36
MOXIE .35 .33
ECLIPSE .30 .30
Above brands for sale only by
OLNEY, SHIELDS & Co.
GRAND RAPIDS, MICH.


CLIMAX PLUG
THE REAL JUMBO STILL LIVES

**PIONEER
PREPARED
PAINTS.**
Order your stock now. Having a large
stock of the above celebrated brand MIXED
PAINTS, we are prepared to fill all orders.
We give the following
Guarantee:
When our Pioneer Prepared Paint is put
on any building, and if within three years
it should crack or peel off, and thus fail to
give the full satisfaction guaranteed, we
agree to repaint the building at our expense,
with the best White Lead or such other
paint as the owner may select.

Hazeltine & Perkins Drug Co.
GRAND RAPIDS, MICH.
CINSENC ROOT.
We pay the highest price for it. Address
Peck Bros., Druggists, Grand Rapids, Mich.

BELKNAP
Wagon and Sleigh Co.
MANUFACTURERS OF
Spring, Freight, Express,
Lumber and Farm
WAGONS!
Logging Carts and Trucks,
Mill and Dump Carts,
Lumbermen's and
River Tools.
We carry a large stock of material, and have every
facility for making first-class Wagons of all kinds.
Special Attention Given to Repairing, Painting
and Lettering.
Shops on Front St., Grand Rapids, Mich.

TO THE RETAIL GROCER.
Why don't you make your own
Baking Powder
And a hundred per cent. profit! I have made mine for
years. Twelve receipts, including the leading powders
of the day, with full directions for preparing—the re-
sult of 30 years' collecting, selecting and experiment-
ing, sent for a \$1 postal note. Address
C. P. Bartlett, Baldwinville, N. Y.

Only 35 Cents.
So confident are we that Dr. Pete's 35 cent
Cough Cure will not disappoint the most san-
guine expectations of a single broken-down
consumptive invalid that we warrant it. Had
we not the most perfect confidence in its vir-
tues, we would not think of offering it as we
do. Sold by Hazeltine, Perkins & Co., whole-
sale druggists, Grand Rapids, Mich.

STEAM LAUNDRY
43 and 45 Kent Street.
STANLEY N. ALLEN, Proprietor.
WE DO ONLY FIRST-CLASS WORK AND USE NO
CHEMICALS.
Orders by Mail and Express promptly at-
tended to.


Albert Coye & Son,
DEALER IN
AWNINGS, TENTS,
Horse, Wagon and Stack
Covers, Hammocks and Spread-
ers, Hammock Supports and
Chairs, Buggy Seat Tops, Etc.
Send for Price-List.
78 Canal St.

JUDD & CO.,
JOBBER OF SADDLERY HARDWARE
And Full Line Winter Goods.
102 CANAL STREET.
SEEDS
We carry a full line of
Seeds of every variety,
both for field and garden.
Parties in want should
write to or see the
GRAND RAPIDS GRAIN AND SEED CO.
71 CANAL STREET.

EDMUND B. DIKEMAN,
THE—
GREAT WATCH MAKER,
—AND—
JEWELER.
44 CANAL STREET,
GRAND RAPIDS, MICH.

G. A. H. & CO.
Merchants and manufacturers
will find a complete line of
**Stationery,
BLANK BOOKS**
And SUPPLIES,
At lowest prices at
GEO. A. HALL & CO.'S
29 MONROE ST.
TRY US.

Accidents will Happen
No one can tell how or when—
accidents by railroad, steam-
boat, horse or carriage travel
and a thousand various ways.
The only safe way is to be in-
sured in the

**PEOPLES
Mutual Accident Association**
when they happen. The BEST,
most LIBERAL and CHEAP-
EST Accident Insurance is
granted by the Peoples Mutual
Accident Association, of Pitts-
burg, Pa. Features new and
original not to be secured in
any other company. Address
**96 Fourth Ave.,
Pittsburgh, Pa.**

PLUG TOBACCO.
TURKEY .39
Big 5 Cents, .35
Dainty { A fine revolver { with each butt. .42

All above brands for sale only by
BULKLEY, LEMON & HOOPS
WHOLESALE GROCERS,
GRAND RAPIDS, MICH.

MOULTON & REMPIE,
Manufacturers of
SETTEES, ROOF CRESTING


LAWN VASES.
And Jobbers in Gray Iron Castings.
WRITE FOR PRICE-LIST.
54 and 56 North Front Street, Grand Rapids, Mich.

**Granello,
MERCHANT
TAILOR,**
LEDYARD BLOCK,
107 Ottawa St.
Suits for Manufacturers,
Suits for Jobbers,
Suits for Retailers,
Suits for Traveling Men,
Suits for Clerks,
AND
Overcoats for Everybody.
FOREIGN AND DOMESTIC WOOL-
ENS AND WORSTEDS, THE BEST
MANUFACTURED. FINE AND SER-
VICEABLE TRIMMINGS.
SUPERIOR WORK AND THE PROP-
ER STYLE FOR THE WEARER.
ALL AT PRICES THAT WILL IN-
DUCE YOU TO LEAVE YOUR ORDER.

MR. SMART VISITS THE CITY.
Wm. H. Maher, in the American Grocer.
Solomon Smart, of New Portage, Ohio,
dealer in general merchandise and country
produce, had been in business three years,
but had never, until the present occasion,
visited the city where the large share of his
purchases came from.
Going to the city was something to which
he had long looked forward. He had dreamt
of it when he was a clerk; he had eagerly
questioned the traveling men about it, and
his old employer always told marvelous
tales when he returned from his annual
trip.
When the old man died, and Solomon,
assisted by his father-in-law, was enabled to
buy the stock, he began to arrange for a
business trip to the city, but somehow every
plan he made was interfered with and came
to naught. It was a source of great grief
to him that he could not carry out his plans.
"If I could only get to Toledo," he often
said to his wife, "I could save at least 10
per cent. on prices, and I could pick up job
lots of things at big discounts. All the job-
bing houses have odds and ends that they
are willing to sell at anything they can get,
in order to get rid of the stuff. I hate to
buy of drummers. It costs piles of money
to keep them on the road, and the men that
buy of them have to pay it."
Solomon, as may be supposed, was not
popular with traveling men. His contempt
for them was expressed openly, and his
opinion of their being a curse to retailers
was usually the first thing he told them
after he had looked at their cards. Some
of them argued the matter with him. Some
of the more independent members of the pro-
fession told him he was a blank fool. But
those who called regularly let him say his
say and then squeezed an order out of him,
keeping their opinion of him for use outside
his store.
His peculiar opinion of traveling salesmen
was not his only peculiarity. Most of "the
boys" on the road mentioned him as "Smarty,
Smart," because of certain tendencies he
had of making reductions in prices, of mark-
ing off charges for cartage or boxing, or of
returning goods because he had changed his
mind after buying them.
Solomon didn't intend to be mean; he
fancied he was only standing up for his
rights, and if he occasionally took a little
more than his own conscience told him was
his "rights," he soothed that by saying to
himself that the house wanted to sell him so
mightily bad they would stand it.
Let a man be constituted as Solomon was
and his "smartness" grows on him. He
has an idea that every house he buys of is
trying to get unfair advantage of him, and
that he must present a bold front or he will
be imposed upon. He always magnifies his
importance as a buyer and fancies every
order he sends in is met with a hand organ
and treated to champagne.
So when he finally saw his way clear to
making the long-wished-for visit, some of
his pleasantest anticipations were the wel-
comes he expected from the heads of the
wholesale houses, and invitations he would
receive to dine and wine with them. But
he did not propose that they should pull the
wool over his eyes. He would show them
he was no "greeny," and that he knew
what was what.
He carried two large empty valises with
him to bring home as much as possible as
baggage, and when he reached the city hotel
late in the evening the clerk sized him up
as easily and as accurately as if he had
known him for ages, and sent him to one of
the poorest rooms in the house most uncer-
emoniously.
The next morning, bright and early, Mr.
Smart started out to do business. His first
call was on a hardware man with whom he
had done considerable business, and from
whom he was sure of a warm welcome. He
was met by a pleasant young man whose
manner seemed to ask, "What is your busi-
ness?" He asked for Mr. Braun. Mr. Braun
was not down yet, but would be in a short
time. Would he wait? No; Solomon didn't
propose to wait. He was there on business
and must attend to his business. Perhaps
the young man could wait on him? No,
indeed; Solomon, didn't come to town to be
waited on by clerks. Perhaps he would call
again, but he said it with a doubtful tone as
if he was not sure that he would patronize
a house where the proprietor didn't get
around earlier in the morning. Then again
he was somewhat indignant that the clerk
should not have known him, and when he
was asked to leave his name he went off
saying it was no matter.
Then he called at Sikkor's wondering if
any one would be in there. Was Mr. Sik-
kor in? No; did he want to see him per-
sonally? Personally! He wanted to see
him on business, of course. He would not
be at the store that morning, but Mr. Bir-
den was at the desk, yonder, if he would
do. Well, it is good to find one proprietor
in; and he moved over to Birden's desk,
where that gentleman was busy opening the
morning's mail. He looked up at the ap-
proach of Smart, said "Good morning,"
and waited for Solomon to tell his busi-
ness.
"This is Mr. Birden?"
"Yes, sir," pleasantly.

Solomon rather expected him to have said
"This is Mr. Smart," and to have held out
his arms, so he was somewhat disconcerted.
"I buy goods of your house occasionally."
"Yes? Whereabouts is your place?"
"North Portage."
"North Portage, eh. What is the name,
please?"
"Smart."
"Yes?" Solomon could see that he might
as well have said Smith, so far as Birden's
seeming to recall it was concerned, and he
began to get angry.
"How is trade, Mr. Smart?"
"Rather dull, just at present."
"Sorry to hear that; hope it will improve.
You have a memorandum for some of our
goods, Mr. Smart? Let me call one of the
men to wait on you. Church, look here."
And before Solomon had time to open his
mouth he was introduced to Church, who
shook hands with him, linked his arm
through his, and had him half way to the
sample room. They were getting on well
till Church asked; "Let me see, Mr Smart,
where is your place?"
"North Portage," said Solomon in his
crispst manner. No one seemed to know
him, or to remember him five seconds.
"Oh, yes, North Portage. Waite goes
there. Waite's a good fellow; you like him,
don't you?"
"I'd like to have him stay at home. I
never want to see a drummer."
"Is that so?" and Church looked at him
in mild surprise. "Well, what shall we start
on first?"
Solomon wasn't prepared to start on any-
thing. It wasn't at all the way he had ex-
pected to get started. He didn't like being
pushed from one proprietor to another, and
then to a mere clerk, and to have that man
take it for granted that he was going to buy
without any coaxing or figuring. He was
disappointed. He expected to have bought
a bill here, but there were other stores of
the same kind in Toledo, and he believed
he'd punish these fellows for their indiffer-
ence by going somewhere else. Good idea!
He would act on it.
He told Church that he guessed he
wouldn't leave an order just then; maybe he
would come in again. Church coaxed him
a little then, but it was too late. Solom-
on was bound to go, and off he started for
a notion house.
The proprietor was in the office, shook
hands with him, asked about trade and
crops and finally proposed to show him some
goods. This was more to Solomon's taste,
and he bought readily, but he was disgusted
to see that the prices were no lower than
the traveling man had sold them at. He
mentioned this to Shaw. "Lower? Of
course not, we can't ask you one price in
Toledo and another in North Portage. My
man carries my stock into your store, lets
you see the goods, quotes you prices and
posts you."
"But his expenses are big; it costs you
nothing to sell me now."
"His expenses come out of my pocket;
not out of yours. I would be mighty glad
if traveling men were done away with; but
it would be a saving to me, not to you."
This rather staggered Solomon, for it up-
set one of his hobbies. As he was finishing
and about to say "good-bye" to Mr. Shaw, he
saw the book-keeper whisper into that gen-
tleman's ear and turn away.
"By the by, Mr. Smart, my book-keeper
tells me he has had some correspondence
with you over little deductions made in re-
mittances. Those little things are very an-
noying, and, while the amount in dollars
and cents is nothing, still business ought to
done in a business way."
Smart began to feel very hot.
"The book-keeper tells me that your last
bill ran nearly two months over time, and
that you not only refused to pay interest,
but did not pay express on your remittance.
Now, Mr. Smart, this is not right. Our
place of business is Toledo; not North Portage;
our bills are due here, not there; and if
we allow them to run sixty days after due
we are loaning you money, and ought to be
paid for the use of it."
"I don't get interest from my customers,"
said Solomon.
"That is your business and theirs. You
do not sell them on a jobber's profit. We
deal with you as a business man and in a
business way. I think I know just how you
feel," said Shaw, pleasantly; "when I began
business I felt the same way. I squeezed
every cent I could from the men I bought
from; but I discovered it was poor policy.
I saved a few cents, and lost the good will
of the house which was worth dollars. I
speak of all this in a kindly way, and to
avoid future misunderstandings. Don't you
think of anything else? No? Well, good
bye, I'm glad you called and hope to do
more with you in the future." And before
Solomon knew it he was bowed out.
But he was boiling with rage. He was
particularly angry with himself. He had
stood there and taken the lecture as if he
was a boy. It was in his mind to cancel
the order just given Shaw, but that gentle-
man had dismissed him so politely and
smoothly that he hadn't had time to do it.
It had never seemed possible to him that he
could have listened to such a lecture as that
without giving back as good as he got, and
then send the man and his goods to —, a
place where there is no insurance against
fire.
In no very happy frame of mind his next
call was on his dry goods house. Mr. Keen
met him, when he introduced himself, de-
cidedly coldly. Solomon began to think he
would go to some other house with his order
rather than leave it here. But before he
could make a move to go out Mr. Keen asked,
"Is there anything I can do for you?"
"I don't know as there is."
"Our Mr. Goodnow did not stop at your
place the other day because of your habit of

returning goods. While we would be glad
to do business with you, we cannot allow
anyone the privilege of ordering goods and
then returning them at our expense, if he
happens to change his mind. I do not try
to make Eastern houses shoulder my mis-
takes, if I make any in ordering goods and I
don't see why I should bear your burdens."
"Why don't you send what I order? I
didn't order the blue print I returned the
other day."
"Mr. Goodnow is very positive that you
did order it. It is always possible that the
small sample he carries with him appears
differently to a man than the goods do when
seen in the whole piece. And a man might
occasionally be expected to make a mistake,
as you did the other day when you wrote to
us to send you three gross of corsets, when
you intended, you said afterward to order
but three dozen. But in the last three bills
bought of Goodnow you have sent back
goods, and it is not possible that he made
such mistakes. Then you deduct from bills
though made out at prices agreed upon."
"The last cambrics were billed half a cent
too high," said Solomon.
"Then you shouldn't have ordered them.
The time to make prices is when you are
buying. We have a price for every article
in our stock; if you ask us we will give it
to you, and then you are at liberty to order
or not, as you think best; but if you send us
an order for cambrics and say nothing about
the price you have no right to express them
back to us because our price happens to be
different from what you had expected. You
could have learned our price before ordering
and not having done so you ought to be
man enough to stand to your own action."
"You claim to sell as low as anyone,
don't you?"
"We do, and are ready to quote our prices
so they can be compared with others when
called upon to do so. But we all cut oc-
casionally for reasons of our own, and I pre-
fer to make prices when selling goods, not
after they are delivered. Some time ago
you returned by express a few trinkets.
You knew that Mr. Goodnow would be at
your place in a short time, and you might
easily have waited until seeing him before
returning the goods, but you evidently
thought you were punishing us and show-
ing your grit by whacking them back by
express. I assure you it does not add to
your reputation as a business man. I thought
I would mention these points to you be-
cause they are important in our relations,
and unless the men you buy from feel plea-
santly toward you there is every reason to
suppose that you will be the loser."
"I guess I can buy all the goods I want,"
said Solomon; "I've not been troubled that
way yet." And he walked off with a surly
"Good day."
He had never bought but one bill of the
other dry goods house, and did not like
their traveling man; but now he would have
bought of old Nick rather than buy of Keen.
He went over to Keeler's and again intro-
duced himself (the task was getting as dis-
agreeable as it was monotonous) saying he
wanted to buy some goods. The gentleman
made an excuse to go to the desk for a mo-
ment, and Solomon knew it was to consult
the reference book as to his standing; hav-
ing found that satisfactory he proceeded to
show him through the stock. The goods
were not nearly so much to his taste as was
Keen's stock, but he bought lightly, and
considered that he was punishing Keen.
After dinner he called again at the hard-
ware store, and this time found Mr. Braun
there. He was greeted cordially when he
gave his name, but imagine his feelings
when, after a few remarks, Braun said:
"What's the matter with you people down
at North Portage about axes? We wrote
you that four of the last six you returned
were in no way covered by warrants; some
were broken in solid steel, some were
ground thin and had to bend, and one had
never been even out of your store. We
can't ask any factory to take back such
goods from us, it wouldn't be right, and we
don't make enough profit on a dozen axes
to stand such loss."
"If you give a warrant you ought to stand
up to it."
"We do stand up to it every time; and we
do a good deal more than that. But you do
not stand up to it. You take back goods
not covered by a warrant and expect us to
stand the loss."
"Well, if my customers bring them back
I must take them or lose their trade."
"That's your business, not mine. I don't
care what you take back or do not take, but
I object to your taking them back and then
shifting all the burden over to us. We have
charged your account with the cost of
making these axes good."
"Well, that's the last time you'll ever
have a chance to do that."
"We can't help that; right is right. It's
a small affair, but the thing has to stop
some time, and it had better be stopped
now."
Solomon pulled out his wallet, "How
much is my balance here?"
Braun turned him over to the book-keeper
who took his money and gave him a receipt.
As he walked out he did not hear the re-
mark of Braun to the clerk: "He is one of
those smart Alecks that has to be sat down
on occasionally, but I guess I gave him a
lesson."
He bought his hardware of another house;
he bought his groceries of a new firm; he
did not buy any boots or shoes at all, be-
cause the clerk did not take hold of him
just right, and he reached home the next
morning a tired, soured and disgusted man.
He told his wife he had been a fool to spend
money when he might have stayed to home
and bought of traveling men. "I tell you,"
said he, "a man's a mighty sight more in-
dependent when buying in his own store.
The drummers are red hot for orders, and
you can squeeze them down. Then you've
got your stock to look at, and see costs,
etc., and the men feel you're doing them a
favor to give them an order; but, by George,
they think they are doing you a favor to
sell you in their own stores. I am done go-
ing to town."
"I saw Mr. Smart a few weeks ago, and
he gave me this report of his trip: 'I learned
something,' he added; 'I believe I can
make more money by having the wholesale
houses my friends than I can by making
them mad at me, and now we get along first
rate. Guess Keen is one of the best friends
I've got, but I was all-fired mad at him that
time, I tell you. And what made me the
hottest was that I felt the old man was
right.'"

The Michigan Tradesman.

A JOURNAL DEVOTED TO THE
Mercantile and Manufacturing Interests of the State.

E. A. STOWE, Editor.

Terms \$1 a year in advance, postage paid.
Advertising rates made known on application.

WEDNESDAY, JUNE 23, 1886.

Grand Rapids Dairy Board of Trade
President—Aaron Clark.

Vice-President—F. E. Pickett.
Secretary and Treasurer—E. A. Stowe.
Market days—Every Monday afternoon at 1 p. m.

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Big Rapids.

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W. E. Overton; Second Vice-President,
C. B. Lovejoy; Secretary, A. S. Hobart; Treasurer,
J. F. Clark.

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President, Frank Hamilton; Secretary, C. T. Lockwood; Treasurer, J. T. Beadle.

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H. Chambers; Secretary, A. J. Paddock.

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President, W. B. Pool; Vice-President, R. M. Smith; Secretary, J. M. Verity; Treasurer,
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Ionia Business Men's Protective Association.

President, Wm. E. Kelsey; Vice-President,
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Merchants' Union of Nashville.

President, Herbert M. Lee; Vice-President,
C. E. Goodwin; Treasurer, G. A. Truman; Secretary
and Attorney, Walter Webster.

Lowell Business Men's Protective Association.

President, N. B. Blain; Vice-President, John Giles; Secretary, Frank T. King; Treasurer,
Chas. D. Pease.

Ovid Business Men's Association.

President, C. H. Hunter; Secretary, Lester Cooley.

Subscribers and others, when writing
to advertisers, will confer a favor on the publisher by mentioning that they saw the advertisement in the columns of this paper.

The recent sale of Hannah, Lay & Co.'s entire pine possessions and mills and a portion of their dockage facilities at Traverse City to a syndicate represented by John Torment, of Muskegon, notes the first step in the withdrawal from this State of a firm which has probably done more than any other to develop the wilderness and supplant the forest with a hardy and thrifty population. THE TRADESMAN has it on the best of authority that the sale of the firm's pine will be gradually followed by the disposal of their hardwood and farming lands, their grist mill and mercantile business, their boats and dockage. Mr. Hannah, upon whom has devolved the management of the firm's immense interests in this State, begins to feel the weight of advancing years, and having accumulated a fortune variously estimated at from one to two million dollars, has wisely concluded to relinquish the exacting demands of an active business life and remove to Chicago, where there are abundant opportunities for investments which yield handsome returns. If any man ever deserved to spend his last days in peace and happiness, Mr. Hannah is certainly entitled to such distinction. His services to his State and the locality in which he lived will never be appreciated at their true worth and it will be left for the chronicler to record the tireless energy, the vaulting ambition and the unassuming charity which rendered Perry Hannah a man among men.

The demise of the Detroit Commercial, after an unsuccessful struggle of three years' duration to obtain a foothold, leaves the field in this State entirely to THE TRADESMAN. While the Commercial was never able to secure over 300 subscribers and was published at a loss of \$2,000 a year, THE TRADESMAN has been a financial success from the outset and now carries over four thousand names on its subscription books. The difference between the patronage accorded the two mediums may be attributed wholly to the different means adopted by the journals in question. The Commercial scoffed at the retail trade and fawned at the feet of the jobber. THE TRADESMAN, on the other hand, espoused the cause of the retail dealer and accepted the patronage of the jobber on a business basis—that of legitimate results. The failure of the Commercial and the success of THE TRADESMAN furnish abundant proof of the fact that the retailer appreciates an organ at its full worth and will invariably accord it a generous support, while the jobber will not throw away money on a journal which has few friends among the retail trade.

A peculiar charge to a jury was recently made by Judge Barrett, of New York. A German beer wagon driver left a union to which he belonged, whereupon the driver of another beer wagon called him a "scab." In retaliation he stabbed the man in the leg. He was arrested on a charge of malicious injury to person, but Judge Barrett's charge was so strong in favor of the prisoner that the jury acquitted him without leaving their seats. The Judge held that "the man who would attempt to injure another's character or his standing among his friends and associates by applying offensive epithets puts himself on a level with a highwayman and ought to be treated as a criminal and outlaw. Whatever weapon the man who is assaulted has at hand he is justified in using. Any man has a right, in the eye of the law, whatever the union may have thought, to work for whoever he pleases. We have not

yet come to it that the law of the unions is superior to the law of the land, and that the trades unions or Knights of Labor can legally dictate to a man to give up the work by which he supports his family."

The purchase of the entire plant and business of the Alabastine Co. by the Anti-Kal-somine Co. for the round sum of \$150,000 brings to mind the boast of Freeman Godfrey, to the effect that there is more money in the wall finish business than in any other legitimate undertaking under the sun. "If one of my traveling men can sell \$1.10 worth of goods at an expense of \$1, and the man who buys the goods pays the bill, I am money ahead," is a common remark of the venerable president of the Diamond Wall Finish Co. Manager Church, of the new company, has never been known to express a similar opinion, but his rapid advance from a commonplace position, financially speaking, to the rank of a capitalist, points its own moral.

The man who sells, or attempts to sell, tainted meat is punished by law. Why should not the punishment be extended to the man who sells, or attempts to sell, tainted butter?

AMONG THE TRADE.

IN THE CITY.

Will Barry has engaged in the drug business at Coral. The Hazeltine & Perkins Drug Co. furnished the stock.

Frank Locher has engaged in the drug business at Westphalia. The stock was furnished by the Hazeltine & Perkins Drug Co.

Ryno & Knight have removed their drug stock from Ottawa street to Coloma, where Dr. Ryno will resume the practice of his profession.

Wm. H. Sigel succeeds Braginton & Sigel in the grocery business at 36 West Leonard street. Mr. Braginton contemplates locating in Iowa.

Local wool buyers—whose operations extend pretty much all over the State—assert that fully three-fourths of this year's clip has already been marketed.

Henry J. Hartman, in addition to his regular work, is getting out washing machine castings for Sebewa parties and step ladder castings for an Otsego manufacturer.

A. Johnson & Son, grocers at 82 South Division street, have sold their stock and fixtures to J. C. Shaw & Co., who have consolidated them with their stock at 79 Canal street.

D. Seegmiller, formerly engaged in the grocery business at the corner of West Fulton and Gold streets, has engaged in the grocery business on Cherry street. Olney, Shields & Co. furnished the stock.

H. B. Huston, formerly engaged in the hardware business at Chase, and Mr. Herendeen, formerly engaged in the same business at Kent City, have joined hands and engaged in the hardware business on South Division street.

AROUND THE STATE.

Wm. Hintz succeeds Wm. Hintz & Co. in general trade at St. Ignace.

Austin Travis, jeweler at Muskegon, has been closed under chattel mortgage.

E. G. Hunt, formerly engaged in the grocery business at Jackson, is now at Ionia.

Geo. Guyles, of the firm of Guyles & Nash, general dealers at Norwood, is dead.

Holcomb Bros. succeed Forsyth & Holcomb in the hardware business at Bay City.

Geo. R. Baker, formerly engaged in the drug business at Breedsville, but now the proprietor of a drug store at South Evans-ton, Ill., is the happy father of a bouncing boy. He writes that "mother and child are well and father ditto."

C. G. Bode, of Chicago, has sold his one-half interest in the firm of Bode & Keeney, sawmill operators and general dealers at Ferry, to E. J. Bode, of Ferry. The firm name will remain the same as before. The new firm will assume all liabilities and collect all debts of the old firm.

Manistee Times: G. F. Parsons, of Nebraska, and E. R. Welsh, of this city, have purchased the hardware store of J. A. Johnson. Mr. Parsons will remove to this city, and the new firm will continue the business at the old stand. Mr. Johnson is going more heavily into the wholesale feed and provision business.

STRAY FACTS.

Mrs. I. A. Tory, milliner at Coldwater, has been closed on chattel mortgage.

N. B. Clark is shipping 25 car loads of hemlock bark from Cadillac every week.

Gregory & Dunham, saloon keepers at Nashville, have assigned to J. E. Barry.

Moses Hammacher succeeds C. W. Hathaway in the restaurant business at Luther.

A. Freshl & Co., manufacturers of casket draperies at Detroit, have dissolved partnership.

James Ecker & Co. succeed Mason, Ecker & Co. in the planing mill business at Lowell.

Muehler & Allen succeed Muehler & Baxter in the produce and commission business at East Saginaw.

H. D. Purdy has sold his meat business, at Sparta, to Edward Snyder, who will continue the business. Mr. Purdy will remove the business to Fennville.

J. W. Cook has sold his interest in the grist mill business of J. W. Cook & Co., at Fennville, to the remaining partners, and will remove to California.

The Cutler & Savidge Lumber Co. is

building a logging railroad, eight miles long, just northwest of Stanton, and is getting ready to log its tract of pine in that locality.

From January 1 to June 9 J. M. Weather-wax shipped from his mill at Fish Creek, near Stanton, 416 car loads of lumber and shingles—a good showing for a railroad mill in an off year.

C. N. Shaw, of Petoskey, has formed a stock company at Cadillac, to manufacture his Grant freezers. The company have the exclusive right for the United States. Mr. Shaw is a stockholder and will superintend their manufacture.

The inhabitants on South Manitou Island report the water in the lake 18 to 20 inches higher this spring than common. A similar phenomenon has been observed at the other end of the lake. There is a theory that the bed of the lake is rising.

The doubling up of the duty on logs exported from Canada to the States reduces the value of the holdings of Michigan men in the Spanish river district, it is estimated, \$1,750,000; that is, if all the logs included in the limits, thus owned, were cut and sent over the line, the export tax on them would be that much more than was figured on when the purchases were made. The Cheboygan Lumber Co. alone holds pine in the Algoma district on which the increase of duty would amount to \$150,000.

Detroit Doings.

The Acme White Lead and Color Works is now working five times as much machinery as on January 1, and has just executed a lease for the three floors and basement of a brick building to be erected immediately to the south of the present works. The new building will be 50x100 in size and will increase the present floor space 166 per cent. It will be occupied by the packing, shipping and printing departments and the office.

The Detroit Commercial, which has pursued a somewhat checkered career for nearly three years, has finally succumbed to the inevitable. The Commercial was never a success, financially, having failed to secure the good will of the retail trade or the confidence of the advertising public, both of which are essential to the complete success of any newspaper venture. The Commercial's failure is to be attributed wholly to the unfitness and peculiar proclivities of R. C. Wilby, who fathered the paper from the beginning and infused into it a spirit of non-interest and unconcern which his subsequent associates were unable to counteract. Up to the present time, no arrangement has been made to satisfy the unexpired subscriptions of the three hundred merchants who invested \$1 apiece in the paper.

The suit for infringement of trade mark brought against W. J. Gould & Co. by Corbin, May & Co., of Chicago, was dismissed by Judge Brown on the 15th. The Chicago firm claimed that in 1879 they introduced and have since largely dealt in a particular quality of uncolored pan-dried tea, which they called the "Tycoon," obtaining a patent on that name as a trade mark. They accused the defendants of palming off on the public a worthless tea by using this trade mark, slightly altered so as to read "Tycoon chop tea." Two lawyers came here from Chicago to argue the case. Lawyer George S. Hosmer defended Gould & Co. He showed that if the Chicago firm obtained any patent on the name "Tycoon," the patent was void, because teas had been sold under that name all over the United States for the past 20 years. It is a word commonly used in trade. The word "chop" means the same thing as when we say a crop of wheat or a clip of wool. It is a "chop" of tea. The defendants claimed that only 100 chests of "Tycoon chop" tea were imported for their trade, and that when legal proceedings were commenced by the Chicago firm they recalled several consignments, so that 80 chests are still on hand and unused. "While they have advertised a greater number of chests for sale, it is a custom for merchants to similarly exaggerate in their advertisements, and in point of fact they have never had in their possession or offered for sale any but the 100 chests so marked." On hearing Judge Brown's decision, the Chicago lawyers took an appeal to the United States Supreme Court.

Trouble from Wet Salt.

BRUTUS, Mich., June 19, 1886.
Editor Michigan Tradesman:

DEAR SIR—In your issue of June 9, I see a communication in regard to wet salt. I purchased some fine barrel salt between two and three months ago. I let it lie at the freight house, where it was perfectly dry, for nearly six weeks, then put it in my store and it has drained brine so that it would run a puddle on the floor and still continues to do so and it is so wet it will soak a paper sack so it will fall to pieces. I am glad to see the question agitated, as I do not think the salt is properly drained. The last barrel I opened had drained until it was not over two-thirds full, and it looks to me that cheap salt was making poor salt, the same as matches.

Respectfully yours,
H. W. MORFORD.

Wood oil is now made on a large scale in Sweden from the refuse of timber cuttings, and forest clearings, and from stumps and roots. Although it cannot well be burned in common lamps on account of the heavy proportions of carbon it contains, it furnishes a satisfactory light in lamps especially made for it, and in its natural state is the cheapest of all illuminating oils. Thirty factories produce about 40,000 liters of the oil daily. Turpentine, creosote, acetic acid, charcoal, coal-tar oils and other useful substances are also obtained from the same materials as the wood oil.

L. Winternitz sells the best and cheapest vinegar ever handled at this market.

Miscellaneous Dairy Notes.

The new creamery at Pipestone will be in operation about July 1.

THE TRADESMAN is indebted to I. B. Smith, the Wayland cheese manufacturer, for as fine Young America cheese as ever came to this market. Competent authorities pronounce the quality of the cheese to be unsurpassed. W. F. Gibson & Co. are sole agents for Wayland cheese at this market.

Rockford Register: The Courtland cheese factory near Courtland Center is now in running order and the first cheese will be cut June 26. Mortimer Austin, the proprietor, reports the business as working in good shape. He has engaged an experienced hand in the business, and says he expects to place as good a cheese on the market as is made anywhere.

Redmond's Opera House Drawing.

Tickets for the drawing of Redmond's Grand Opera House are going off like hot cakes and those who expect to secure a chance to own a \$90,000 opera house for \$2 should procure their tickets without delay. The drawing is in the hands of the leading citizens of the Valley City.

A company has been formed in Chicago to bring tea direct from China by the Northern and Canadian Pacific roads.

Every grocer and cheese buyer is cordially invited to visit the Wayland factory and inspect the system and cleanliness observed in every detail.

"Fermentum" the only Reliable Compressed Yeast. See advertisement.

Dissolution of Copartnership.

Notice is hereby given that the copartnership heretofore existing between J. W. Braginton and Wm. H. Sigel under the firm name of Braginton & Sigel is this day dissolved, J. W. Braginton retiring. All accounts due the late firm must be paid to Wm. H. Sigel, and all debts owing by the firm will be paid by Wm. H. Sigel, who will continue the business at the old stand. J. W. BRAGINTON,
W. H. SIGEL.

Dated, Grand Rapids, June 21, 1886. 145*

EATON & CHRISTENSON,

Agents for a full line of

S. W. Venable & Co.'s

PETERSBURG, VA.

PLUS TOBACCOS,

NIMROD,

E. C.,

BLUE RETER,

SPREAD EAGLE,

BIG FIVE CENTER.

MISCELLANEOUS.

Advertisements of 25 words or less inserted in this column at the rate of 25 cents per week, or 50 cents for three weeks. Advance payment.

Advertisements directing that answers be sent in care of this office must be accompanied by 25 cents extra, to cover expense of postage, etc.

WANTED—A man who understands cutting meat and can make himself generally useful about a store. Must come well recommended. A good position for the right man. Address West Michigan Lumber Co., Woodville, Mich. 144tf

FOR SALE—Portable steam saw-mill in perfect running order. Capacity 35,000 feet per day. Will be sold at a bargain or will trade for real estate. Address Lock Box 289, Big Rapids, Mich. 144tf

WANTED—Situation as book-keeper or cashier by a young lady of experience. Have no objection to going out of the city. Best of references furnished. Address No. 5, care THE TRADESMAN. 146*

WANTED—Situation as registered pharmacist by a man of extended experience. Good references furnished. Address W. B. Falk, Big Rapids, Mich. 148*

FOR SALE—A drug store situated on the Chicago & West Michigan Railway in one of the finest fruit and farming counties in the State. Stock of \$1,500 or under. Also a fine practice to be disposed of at the same time, to a physician who wishes to practice medicine in connection with drug store. Competition light. Address "Sun," care THE TRADESMAN. 143tf

FOR SALE OR RENT—In the fast-growing village of Paris, north of Big Rapids, a two-story frame double store, 75x43, with a stone cellar, 24x23. Will sell cheap for cash, or on easy terms, or rent. Building can be converted into a hotel. Will also take merchandise or city property in pay. Address Box 11, New Era, Oceana Co., Mich. 145*

WANTED—To correspond with a good, live man, posted in the grocery business, with a view to partnership. I have a good store building in a village needing a grocery badly. Any grocer who has a small stock of one or two thousand would do well to correspond with Box 10, North Muskegon, Mich. 141tf

WANTED—A position as book-keeper and general office man by a gentleman of large experience. Would prefer a lumbering firm or large manufacturing concern. Address and refer to Bulkley, Lemon & Hoops. 140tf

FOR RENT—Desirable brick store building in a thriving farming town, twenty miles from Grand Rapids. Good opening for grocery or general stock. Address Store, care THE TRADESMAN. 145

FOR SALE—Stock of general merchandise and house and lot, on the shore of Grand Traverse Bay, near railroad. Small amount required down. Address "Zero," care THE TRADESMAN. 144

FOR SALE OR EXCHANGE—Farm of 120 acres in southern Michigan, 100 acres improved. Large frame house and barn, and large orchard. Will sell on long time or exchange for a stock of boots and shoes or groceries. Address L. B. C., care THE TRADESMAN. 144

FOR SALE—A drug store. One of the hand-somest drug stores in the State, doing a splendid business, in a town of 12,000 inhabitants. Stock, etc., will inventory about \$3,500. Average cash sales, \$25 a day and increasing. No paint and oils carried in stock. Owner wishes to go into manufacturing business at once. Address, for full particulars, Aloes, care TRADESMAN office. 138tf

AGENTS WANTED—For an article used in every house. I can give a live man a good paying job in every town in the United States. For particulars, address with stamp, A. Retan, Pawam, Mich. 148*

IF YOU WANT—To get into business, to sell your business, to secure additional capital, to get a situation, if you have anything for sale or want to buy anything, advertise in the Miscellaneous Column of THE TRADESMAN. A twenty-five word advertisement costs but 25 cents a week or 50 cents for three weeks.

NEAL'S CARRIAGE PAINTS,

Seven beautiful shades. Just the thing for repainting old buggies. Varnishing not necessary. One coat for old work. Dries with a beautiful gloss. An old buggy can be repainted at a cost not to exceed one dollar. A rapid seller. Packed in assorted cases. Every case has accompanying it ample advertising matter.

Acme White Lead & Color Works,

SOLE MANUFACTURERS. Detroit, Mich.

Order a sample case of

HONEY BEE COFFEE.

PRINCESS BAKING POWDER,

Equal to the Best in the market.

J. H. Thompson & Co., Wholesale Grocers,

59 Jefferson ave., Detroit, Mich.

POTATOES.

We make the handling of POTATOES, APPLES and BEANS in car lots a special feature of our business. If you have any of these goods to ship, or anything in the produce line, let us hear from you, and will keep you posted on market price and prospects. Liberal cash advances made on car lots when desired.

Agents for Walker's Patent Butter Worker.

EARL BROS., Commission Merchants.

157 S. Water St., Chicago, Ill.

Reference: FIRST NATIONAL BANK.

Amos S. Musselman & Co.

Successors to Fox, Musselman & Loveridge,

Wholesale Grocers.

AGENTS FOR

MUSSELMAN'S CORKER PLUG AND RUM CIGARS.

The best and most attractive goods on the market.

SEND FOR SAMPLE BUTT. SEE QUOTATIONS IN PRICE-LIST.



EATON & LYON,

Importers,
Jobbers and
Retailers of

BOOKS,

Stationery & Sundries,

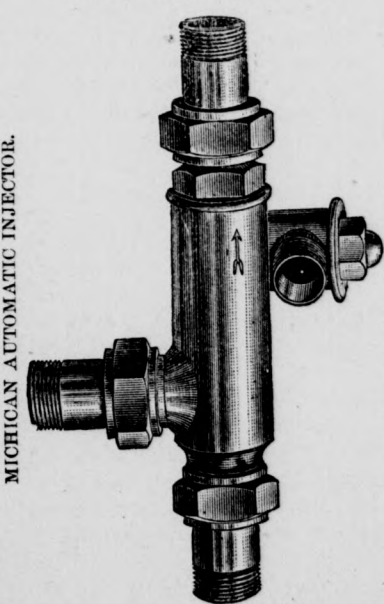
20 and 22 Monroe St., Grand Rapids, Mich.

HESTER & FOX,

Manufacturers' Agents for

Saw and Grist Mill Machinery,

Planers, Matchers, Moulders and all kinds of Wood-Working Machinery, Saws, Belting and Oils.

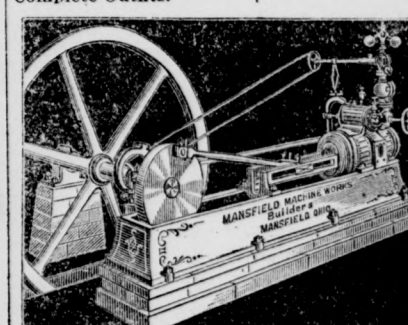


Depot for Independence Wood Split Pulley. Large stock kept on hand. Send for sample pulley and become convinced of its superiority. Write for prices. 130 Oakes St., Grand Rapids, Mich.

PORTABLE AND STATIONARY

ENGINES

From 2 to 150 Horse-Power, Boilers, Saw Mills, Grist Mills, Wood Working Machinery, Shafting, Pulleys and Boxes. Contracts made for Complete Outfits.



W. C. Denison,

88, 90 and 92 South Division Street,

GRAND RAPIDS, MICHIGAN.



FOX & BRADFORD,

WHOLESALE

TOBACCONISTS!

Full Line Key West Goods in Stock.
Full Line of all Staple Plugs Kept in Stock.

Sole Agents for Celebrated

L. C. B., American Field, Pantilla, Our Nickle, The Rats, Fox's Clipper.

75 South Division St., Grand Rapids, Mich.

EXCLUSIVELY WHOLESALE.

ORDER SAMPLE M BY MAIL.

"ACME" Baking Powder

In 1 lb. cans, 50 cans in a case, price 35c per lb. or \$17.50 per case. With every case we give 50 Elegant presents of Mosaic Table ware. Send for sample case. Bulkley, Lemon & Hoops.

Drugs & Medicines

STATE BOARD OF PHARMACY.

One Year—F. H. J. VanEmster, Bay City.
Two Years—Jacob Jesson, Muskegon.
Three Years—James E. Vernon, Detroit.
Four Years—Otmar Eberbach, Ann Arbor.
Five Years—Geo. McDonald, Kalamazoo.
President—Otmar Eberbach.
Secretary—Jacob Jesson.
Treasurer—Jas. Vernon.
Next meeting—At Detroit, July 6.

Michigan State Pharmaceutical Association.

OFFICERS.
President—H. J. Brown, Ann Arbor.
First Vice-President—Frank J. Wurzburg, Grand Rapids.
Second Vice-President—A. B. Stevens, Detroit.
Third Vice-President—Frank Ingalls, Detroit.
Secretary—S. E. Parkell, Owasco.
Treasurer—Wm. Dupont, Detroit.
Executive Committee—Jacob Jesson, Geo. Gundrum, Frank Wells, F. W. R. Perry and John E. Peck.
Local Secretary—Will L. White, Grand Rapids.
Next place of meeting—At Grand Rapids, Tuesday, October 12, 1886.

Grand Rapids Pharmaceutical Society.

ORGANIZED OCTOBER 9, 1884.

OFFICERS.
President—Frank J. Wurzburg.
Vice-President—Wm. L. White.
Secretary—Frank H. Escott.
Treasurer—Henry B. Fairchild.
Board of Censors—President, Vice-President and Secretary.
Board of Trustees—The President, Wm. H. Van Leeuwen, Isaac Watts, Wm. E. White, Wm. L. White.
Committee on Pharmacy—M. B. Kimm, H. E. Locher and Wm. E. White.
Committee on Trade Matters—John E. Peck, H. B. Fairchild and Wm. H. Van Leeuwen.
Committee on Legislation—Jas. D. Lacey, Isaac Watts and A. C. Bauer.
Regular Meetings—First Thursday evening in each month.
Annual Meetings—First Thursday evening in November.
Next Meeting—Thursday evening, July 1, at "The Tradesman" office.

Detroit Pharmaceutical Society.

Organized October, 1883.

OFFICERS.
President—A. F. Parker.
First Vice-President—Frank Ingalls.
Second Vice-President—J. C. Mueller.
Secretary and Treasurer—A. W. Allen.
Assistant Secretary and Treasurer—H. McRae.
Annual Meeting—First Wednesday in June.
Regular Meetings—First Wednesday in each month.

Jackson County Pharmaceutical Association.

OFFICERS.
President—R. F. Mattingly.
Vice-President—C. D. Colwell.
Secretary—F. A. King.
Treasurer—Chas. E. Humphrey.
Board of Censors—Z. W. Waldron, C. E. Foot and C. H. Haskins.
Annual Meeting—First Thursday in November.
Regular Meetings—First Thursday of each month.

Saginaw County Pharmaceutical Society.

President—Jay Smith.
First Vice-President—W. H. Yarnall.
Second Vice-President—R. Bruske.
Secretary—D. E. Prall.
Treasurer—H. Melchers.
Committee on Trade Matters—W. B. Moore, H. G. Hamilton, H. Melchers, W. H. Keeler and R. J. Birney.
Regular Meeting—Second Wednesday afternoon of each month.

Muskegon Drug Clerks' Association.

OFFICERS.
President—Fred Heath.
Vice-President—J. C. Terry.
Secretary and Treasurer—L. B. Glover.
Regular Meetings—Second and fourth Wednesday of each month.
Next Meeting—Wednesday evening, June 23.

CAUGHT BY "CURE ALLS."

Interesting Facts as to the Trade in Patent Medicines.

From the Chicago News.

"As singular as it may appear," said the dapper retail drug clerk, "fully four-fifths of the persons who purchase patent medicines are cranks."

"How's that?"

"Well, listen. If there should appear in the papers of to-day an attractive advertisement of some new article in the patent medicine line, I don't care what special complaint it proclaimed to eradicate, I know fully one hundred and fifty people who would within the next three days drop in this store and buy a bottle of the new remedy. I would be willing to bet that that many bottles would be disposed of within the prescribed limit of time."

"Do you mean to tell me that a person having liver trouble would pay any attention to a remedy for heart disease?" asked the scribe.

"That's just exactly what I wish to impress upon your mind. There's where the crank symptoms come in. To be sure, most of the new patent medicines introduced are regular cure-alls. They purport to be special remedial agencies for all sorts of internal disorders. They are very certain to be efficacious in the dissipation of every kind of organic disease, especially the stomach, liver and kidneys. Now, most of the people whom I refer to as patent medicine cranks are simply hypochondriacs. They imagine themselves the victims of perpetual disorders. They won't go to a reputable physician and be thoroughly examined, because they seem to be under the impression that the doctor doesn't know as much about their trouble as they do themselves, so as soon as they read an advertisement of a new remedy they are dead sure to give it a trial."

"How many bottles will they buy?"

"Well, I think of the 150 crank customers we have I can safely estimate an average sale of three bottles to each individual. Of course they don't buy them all at once. They take them one after another. The patent medicine makers of the country fully understand this peculiar phase of human nature and they speculate on it. Let me give you an idea of the possibilities for wholesale swindling offered those who want to go into the business. Here's a man or set of men who raise a certain amount of capital, usually representing a generous figure. They secure some cheap, simple, harmless formula, the ingredients of which are known to act on the liver and kidneys. They rent extensive premises in some big town

and begin the manufacture of a new remedy for the cure of all affections of the organs named. They order a vast quantity of bottles, perhaps of a peculiar shape, and the best lithographic establishment in the country is also supplied with an order for ornate and attractive wrappers and chromatic cuts. Then they at once begin the manufacture of the new medicine. Frequently weeks and even months are consumed in getting their preparation ready for the market. It is not until they have crowded their warehouses full with packages ready for shipment that they begin to introduce to public notice their medicine. This introduction is generally arranged so that it will be universal, the newspapers everywhere coming out on the same day with the same advertisement."

"But, suppose a demand upon the drug-gist is made at once, how will the customers be supplied?" inquired the reporter.

"That's just what I expected you'd ask," replied the drug clerk, "and I'll show you now what I meant, when I referred to the fact that the patent medicine men knew what to speculate on. Long before the remedy is advertised each drug-gist is visited by an agent who shows him the goods and tells him what the manufacturers propose doing in the way of inviting public attention to it. He then asks for an order, which is usually promptly given, because every drug-gist as I have shown, can calculate pretty closely on what he is bound to sell to regular crank customers. For instance, our people, who are sure to have 150 applications for the new medicine as soon as it is advertised, and knowing the average sale to be three bottles to an individual, can with perfect safety order forty dozen. The retail price of the goods is generally \$1 a bottle, and when this is the case we can hardly ever buy it for less than \$8 a dozen, which leaves us the fair profit of \$4 a case, or \$160 when the forty dozen order is disposed of. Now this store is but one of many hundreds in the city. To be sure, there are very few of them who have upon their list as many patent-medicine cranks as we have. But just for the sake of illustration let me give you a glance at the possibilities. We'll say that in Chicago there are 1,000 drug stores that sell patent medicines. Now, the smallest of these will have at the least five of the crank customers I have spoken of. Let us put the average for the 1,000 stores at twenty. Calculating that each drug-gist will order what he knows he can dispose of, the agent for the new medicine is pretty sure to carry away from him from this city alone orders for 60,000 bottles or 5,000 dozen. He should be satisfied with this, shouldn't he?"

"Well, I should think so," remarked the scribe. "But can you give me any idea of the profits of the manufacturers?"

"I'm coming to that. It's a big problem and can only be solved for localities. Some years ago I was in the employ of a firm in New York organized for the purpose of making and introducing a new patent medicine. They had a big capital and spared nothing in the way of expense in giving their goods a fine send-off. They were months in preparing their medicine for the market, and when all was ready they flooded the country with huge advertisements. The stuff sold for \$8 a dozen and I know the firm made a clear profit of \$5 on every dozen sold, after counting in all the expenses attached. As we just now calculated a sure sale of 5,000 dozen in this city alone for any new remedy elaborately introduced, you can readily see that the profits to the manufacturer on such sale would amount to the goodly sum of \$25,000. Chicago is only one city—a big one, to be sure—but when you come to take all the towns and cities in the country provided with more or less drug stores that sell patent medicines you may form some indistinct idea of what the possible universal profits are. The New York firm I alluded to, in whose employ I was, didn't continue in existence over a year. They turned the winning cards on the first deal, and when they cashed in were perfectly satisfied with the divvy. It's a sure-thing game, provided there is plenty of capital to back it and proper people selected to manage it."

The Drug Market.

Gum arabic has advanced 5 cents a pound and oil cloves 15 cents. Oils lemon, bergamot and orange are very firm and tending higher. Quinine, opium and morphine are very low, with no prospects of any higher prices at present. For insect powder there is a brisk demand and higher prices are probable. Canary and hemp seed are very firm and hardening in price.

A Philadelphia business man advertised for an errand boy recently, and among the replies received was the following: "I am a strong well educated young man of eighteen good family best of reference can be given." Another: "I think I could fill your want in — of to-day to a T. Drop me a note and I will call and you can form an opinion as to my imagination."

G. C. Gardner, who helped himself to mercury pills in W. B. Falk & Co.'s drug store at Big Rapids under the supposition that he was getting quinine pills, has caused Falk's arrest on the charge of permitting the sale of drugs in his store by a person not a pharmacist. The case is on call June 28.

The manufacture of solid carbonic acid gas has become a settled industry in Berlin. It is put up in small cylinders, and if kept under pressure will last some time—that is, a cylinder one and one-half inches in diameter and two inches long will take five hours to melt away into gas.

Foolishness of the Eight Hour Strikes.

From the Detroit News.
The return to ten hours by the Grand Rapids factories is but another evidence of the futility of such ephemeral efforts at amelioration as the workmen have made this season. With a few very slight exceptions, every strike of the season has been a blunder of fearful cost to those who engaged in it, and the condition of the working men on the whole is worse to-day than it was on the first of April. It is a hard saying, and one which many working men resent, but it is an absolutely true one, nevertheless, that the price of a human being is affected only in the same way as is the price of a hog—by the conditions of supply and demand; and the longer the workingmen continue to ignore this inexorable law, the longer the price of a human being will continue to approximate the price of a hog. They must go to the root of the evil, or continue to fail. The root of it is in the soil. Until they tear up from the soil the human laws that exclude them from their free and equal share in it, they will struggle in vain against the forces which render all their efforts futile. So long as money can control the soil, man, who needs the soil to live, will be the slave of those who have money. Not all the declarations of independence, the free constitutions, the eight-hour laws, the republican institutions, so-called, the strikes, the boycotts that could be enacted, made or ordered from now till doomsday will help them, so long as the land of the country is at the mercy of greed, and competition.

Dr. W. H. Andrews has sold his drug store at Fennville to a gentleman from Sparta and will remove to California, in hopes of securing immunity from the inflammatory rheumatism, which has rendered life almost unbearable for several months.

W. B. Falk has sold his interest in the drug house of W. B. Falk & Co., at Big Rapids, to his father-in-law, H. R. Hawley, heretofore the silent member of the firm, and the latter is now in possession.

Michigan Drug Exchange.

Mills & Goodman, Props.

GRAND RAPIDS, MICH.
WANTED—Registered drug clerks, either pharmacists or assistants, who are sober, honest, industrious and willing to work on moderate salary.

WANTED—To exchange house and lot (with barn) and physician's practice in a town of 800 inhabitants for drug stock in some good location. Real estate valued at \$1,500. Practice about \$2,000 per year.

FOR SALE—Stock of about \$1,800 in town of 1,000. Doing business of not less than \$20 per day. Can be bought at large discount or will exchange for good property.

FOR SALE—Stock of about \$2,000 in midst of fine farming region. Doing good business which could be very much increased.

FOR SALE—Small stock of about \$700 on lake shore and railroad. Can be bought very cheap.

FOR SALE—One of the handsomest stores in the State. Well located in Grand Rapids. Stock about \$4,000.

FOR SALE—Stock of about \$7,000, centrally located in Grand Rapids. Doing business of \$15,000 per year.

FOR SALE—Stock of \$8,000, well located in Grand Rapids. Will sell whole stock on liberal terms, but would prefer to sell half interest for cash.

FOR SALE—Dentist office in town of 800 can be bought very cheap. No other dentist within ten miles.

ALSO many other stocks, the particulars of which we will furnish free on application.

TO DRUGGISTS desiring to secure clerks we will send the addresses and full particulars of those on record free on application.



For the treatment of this disease, the Menthol Inhaler is without doubt superior to any other known remedy or device. There is no irritating fluid or powder applied to the already diseased membrane. On the contrary, mentholized air produces a cool, soothing sensation through the head, with a feeling of instant relief, and by continued use the duration of the relief will be gradually extended and a final cure effected. All druggists should keep the Menthol Inhaler. Retail price 50 cents.

THE OLD RELIABLE

Perry Davis Pain Killer,

Established 1840.
All Druggists Should Keep It.

PRICES TO THE TRADE:
Small Size..... 25
Medium Size..... 50
Large size..... 1.00
Beware of Imitations. There is but One Pain Killer. Get the Genuine.

J. N. Harris & Co., Ltd., Cincinnati, O.
Proprietors for the Southern and Western States.
For Sale by all Medicine Dealers.

Allen's Lung Balsam

The Great Remedy for Curing
CONSUMPTION,
Coughs, Colds, Croup,
And Other Throat and Lung Affections.

We call your attention to the fact that the old Standard Remedy, ALLEN'S LUNG BALSAM, is now put up in three sizes—25 cents, 50 cents and \$1 per bottle.
Small..... 25
Medium..... 50
Large..... 1.00
J. N. Harris & Co., Ltd., Cincinnati, O.

WHOLESALE PRICE CURRENT.

Advanced—Gum arabic, oil cloves, cloves. Declined—Nothing.

ACIDS.
Acetic, No. 8..... 9 @ 10
Citric, C. P. (Sp. Grav. 1.040)..... 35 @ 38
Citric, 35 deg..... 75 @ 80
Muriatic 18 deg..... 3 @ 5
Sulphuric 66 deg..... 11 @ 12
Oxalic..... 3 @ 4
Tartaric powdered..... 50 @ 53
Benzoic, English..... 12 @ 15
Benzoic, German..... 12 @ 15
Tannic..... 12 @ 15

AMMONIA.
Carbonate..... 12 @ 14
Muriate (Powd. 22c)..... 12 @ 14
Aqua 16 deg or 3f..... 3 @ 5
Aqua 18 deg or 4f..... 4 @ 6

BALSAMS.
Copaiba..... 38 @ 42
Pine..... 17 @ 15
Tolu..... 45

BARKS.
Cassia, in mats (Powd 20c)..... 11
Cinchona, yellow..... 18
Eim, select..... 15
Eim, ground, pure..... 15
Eim, powdered, pure..... 15
Sassafras, of root..... 10
Wild Cherry, select..... 22
Hamlock powdered..... 18
Wahoo..... 30
Soap ground..... 12

BERRIES.
Cubeb prime (Powd 1 30c)..... 6 @ 7
Juniper..... 50 @ 60
Prickly Ash..... 50 @ 60

EXTRACTS.
Licorice (10 and 25 lb boxes, 25c)..... 27
Licorice, powdered, pure..... 37 1/2
Logwood, bulk (12 and 25 lb boxes)..... 13
Logwood, 1s (25 lb boxes)..... 13
Logwood, 1/2s do..... 10
Logwood, 1/4s do..... 10
Logwood, ass'd do..... 14
Fluid Extracts—25 % cent. off list.

FLOWERS.
Arnica..... 13 @ 15
Chamomile, Roman..... 25
Chamomile, German..... 30

GUMS.
Aloe, Barbadoes..... 60 @ 75
Aloe, Cape (Powd 20c)..... 12
Aloe, Socotrine (Powd 60c)..... 28 @ 30
Arabic, powdered, select..... 90
Arabic, 1d picked..... 85
Arabic, 3d picked..... 85
Arabic, sifted sorted..... 65
Assafetida, prime (Powd 35c)..... 20
Benzoin..... 50 @ 55
Camphor..... 25 @ 27
Catechu, 1s (1/4 lb, 1/2 lb, 1 lb)..... 35 @ 40
Eucorbium powdered..... 80
Galbanum strained..... 80 @ 90
Gamboge..... 35
Guaiac, prime (Powd 45c)..... 35
King (Powd 30c)..... 125
Mastic..... 125
Myrrh, Turkish (Powd 47c)..... 310
Opium, pure (Powd 1/4 40)..... 310
Shale, Campbell's..... 22
Shellac, English..... 20
Shellac, native..... 20
Shellac bleached..... 30 @ 40
Tragacanth..... 30 @ 40

HERBS—IN OUNCE PACKAGES.
Hoarhound..... 25
Lobelia..... 25
Rue..... 25
Sage..... 25
Sage, 1/2 lb..... 25
Sage, 1 lb..... 25
Sage, 2 lb..... 25
Sage, 4 lb..... 25
Sage, 8 lb..... 25
Sage, 16 lb..... 25
Sage, 32 lb..... 25
Sage, 64 lb..... 25
Sage, 128 lb..... 25
Sage, 256 lb..... 25
Sage, 512 lb..... 25
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The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

Office in Eagle Building, 49 Lyon St., 3d Floor. Telephone No. 95.

(Entered at the Postoffice at Grand Rapids as Second-class Matter.)

WEDNESDAY, JUNE 23, 1886.

A Drummer's Wish.

I wish I had a line of goods
That no one ever had,
And every merchant wanted,
And wanted awful bad.

I'd send the trade a little card,
And tell them "I'm in town,"
And if they wanted any stuff,
They'd better come right down.

I'd treat them as they treat me now;
I'd make 'em feel quite "dizzy,"
And when they came around to call,
I'd say, "I'm very busy."

"I guess you'd better come again,"
I'd say to some I know—
"If you don't want these goods of mine,
You take your traps and go."

"When am I going out?"
Well, what is that to you?
My house won't ship you any goods,
Your pay is most too slow."

I could wish, and wish in vain,
Until I was blind and sore—
For such a wish could never be,
So I shall wish no more.

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

LIFE INSURANCE POLICY—DEFAULT.

A policy of life insurance provided that "the non-payment of a note given for a premium when due shall be an abandonment of the contract with the same effect as the non-payment of the premium for which it is given, without notice to the parties interested or tender of the note," and a note given for a premium provided that, if not paid at maturity, it should be void. The Superior Court of Kentucky held that under these provisions the failure to pay the note at maturity was an abandonment of the contract, just as the failure to pay the premium when due would have been if no provision for an extension had been made by the execution of the note, and that it was not necessary for the company to return the note or give notice to the insured.

CHECK—"ACTUAL CASH PAYMENT."

In the case of McGinnis vs. Farrelly the United States Circuit Court for the Southern District of New York held that the delivery before the filing of the certificate of special partnership, by a party intending to become a special partner to the general partners, of a check payable to their order, drawn upon a bank where he had funds to meet it, was not "an actual cash payment," such as would entitle him to protection under the New Jersey statute. The court said: A check is but an order on a depository, directing him to pay a certain sum to the payee or bearer. The drawer can intercept its payment at any time before actual payment or acceptance by the drawee. It does not furnish to the payee a fund which is subject to his exclusive control. It may be regarded by mercantile usage as equivalent to a cash payment; it may be convertible immediately into money, but its delivery to the general partners is not the payment in actual cash which is contemplated by the statute.

ISSUANCE OF CERTIFICATES OF DEPOSIT.

The issuing of certificates of deposit by a national bank is not illegal within the meaning of the section of Revised Statutes forbidding national banks to issue any other notes to circulate as money than such as are authorized by the provision of the statute, according to the decision of the Supreme Judicial Court of Massachusetts in the case of Hunt vs. Appellant under decree of Judge of Probate. The court said: "If the Revised Statutes of the United States forbade the issue of any other notes whatsoever than such as were therein authorized it would be difficult to hold this certificate to be legal. But assuming that it might fall within the general designation of a note, it cannot be considered as a note intended to circulate as money within the meaning of the statute. It requires to be indorsed. It was understood not to be payable until a certain future date. The form of the instrument and the incidents above mentioned show that it was not intended to circulate as money between individuals and between government and individuals for the ordinary purpose of society."

CRIMINAL LAW—INJURIES TO PROPERTY.

The importance which a punctuation mark sometimes assumes was illustrated in a criminal case recently tried in Texas. Two Knights of Labor, Murray and Anthony, were tried and convicted of "killing" an engine during the Southwestern strike, the conviction being had under article 683 of the Penal Code, which imposed a penalty for willfully and mischievously injuring or destroying "any growing fruit, corn, grain or other agricultural product or property real or personal." The Texas Court of Appeals set aside the conviction on the ground that the article in question was restricted in its operation to injuries done to agricultural products or property. It is said that in the codification of the criminal statutes a comma was inserted after the words "agricultural products" but that this was omitted by a printer's error. The general opinion was that under the statute as it was understood to stand in the original draft of the code, other than agricultural property was

protected. The omission of the comma had the effect, however, of limiting the word "property" by the adjective "agricultural," and this interpretation was applied by the court, which followed the printed copy of the statute.

"Fermentum" the only reliable compressed yeast. See advertisement.



For easy ironing use "Electric Lustre" Starch. It is all prepared for immediate use in One Pound Packages, which go at far less than two pounds of any other Starch.

Ask your Grocer for it.

The Electric Lustre Starch Co.
204 Franklin St., New York.

JOHN CAULFIELD

Wholesale Agent,

GRAND RAPIDS, MICH.

TIME TABLES.

Chicago & West Michigan.

Leaves.	Arrives.
*Mail Express..... 9:00 a. m.	4:30 p. m.
*Day Express..... 12:50 p. m.	8:55 p. m.
*Night Express..... 11:00 p. m.	5:45 a. m.
Muskegon Express..... 4:45 p. m.	11:00 a. m.
*Daily.....	
Through parlor car on all night trains.	
Through parlor car in charge of careful attendants without extra charge to Chicago on 1:00 p. m., and through coach on 9:15 a. m. and 10:40 p. m. trains.	

NEWAYGO DIVISION.

Leaves.	Arrives.
Express..... 3:50 p. m.	5:20 p. m.
Express..... 8:00 a. m.	10:50 a. m.
All trains arrive and depart from Union Depot.	
The Northern terminus of this Division is at Baldwin, where close connection is made with F. & P. M. trains to and from Ludington and Manistee.	
J. H. CARPENTER, Gen'l Pass. Agent.	
J. B. MULLIKEN, General Manager.	

Detroit, Mackinac & Marquette.

Going West.	Going East.
7:30 p. m. Houghton.....	8:30 a. m.
3:00 p. m. D. Marquette.....	A. 1:00 p. m.
2:05 p. m. A. Marquette.....	D. 1:40 p. m.
10:40 a. m. Sancy.....	4:50 p. m.
7:45 a. m. St. Ignace.....	8:15 p. m.
6:15 a. m. Mackinac City.....	9:30 p. m.
5:00 p. m. Grand Rapids.....	10:30 a. m.
Express trains Nos. 1 and 2 make close connections at Mackinac City with Michigan Central and G. R. & I. R. R.	
Connections also made at St. Ignace with steamers of the Detroit and Cleveland Steam Navigation Company and all lake steamers.	
At Marquette with the Marquette, Houghton & Ontonagon Railroad, for all Lake Superior points.	
Gen. Supt., Marquette, Mich. E. W. ALLEN.	
Gen. Pass. and Ticket Agent, Marquette.	

Lake Shore & Michigan Southern.

Leave.	Arrive.
Ex. and N. Y. Mail. Ex. N. Y. Mail. Ex.	
4:40 7:50 Dp. Grand Rapids.....	Ar 9:50 7:15
5:55 9:07 Allegan.....	8:32 5:58
6:55 10:05 Kalamazoo.....	7:30 5:00
9:50 11:40 White Pigeon.....	5:50 3:50
4:15 5:10 Toledo.....	11:15 10:40
8:20 9:30 Cleveland.....	6:40 6:30
P. m. a. m. Buffalo.....	11:55 11:55
2:40 3:30 Chicago.....	11:30 8:50
5:40 8:00 Chicago.....	Lv 11:30 8:50
A local freight leaves Grand Rapids at 1 p. m., carrying passengers as far as Allegan.	
All trains daily except Sunday.	
J. W. MCKENNEY, General Agent.	

Grand Rapids & Indiana.

GOING NORTH.	Arrives.	Leaves.
Cincinnati & Gd Rapids Ex.	9:30 p. m.	11:30 a. m.
Cincinnati & Mackinac Ex.	9:30 a. m.	5:05 p. m.
Ft. Wayne & Mackinac Ex.	4:10 p. m.	5:05 p. m.
Gd Rapids & Trav. City Ac.	7:00 a. m.	
GOING SOUTH.		
G. Rapids & Cincinnati Ex.	7:15 a. m.	5:30 p. m.
Mackinac & Cincinnati Ex.	5:05 p. m.	5:30 p. m.
Mackinac & Ft. Wayne Ex.	10:30 a. m.	11:45 a. m.
Cadillac & Gd Rapids Ac.	10:30 p. m.	
All trains daily except Sunday.		
SLEEPING CAR ARRANGEMENTS.		
North—Train leaving at 5:05 o'clock p. m. has Sleeping and Chair Cars for Petoskey and Mackinac. Train leaving at 11:30 a. m. has combined Sleeping and Chair Car for Mackinac City.		
South—Train leaving at 5:30 p. m. has Woodruff Sleeping Car for Cincinnati.		
C. L. LOCKWOOD, Gen'l Pass. Agent.		

Detroit, Grand Haven & Milwaukee.

GOING EAST.	Arrives.	Leaves.
*Steamboat Express.....	6:30 a. m.	6:25 a. m.
*Through Mail.....	10:15 a. m.	10:50 a. m.
*Evening Express.....	3:15 p. m.	3:50 p. m.
*Limited Express.....	6:25 p. m.	6:30 p. m.
*Mixed, with coach.....	11:00 a. m.	
GOING WEST.		
*Morning Express.....	1:05 p. m.	1:10 p. m.
*Through Mail.....	5:00 p. m.	5:10 p. m.
*Steamboat Express.....	10:40 p. m.	10:45 p. m.
*Mixed.....	7:45 a. m.	
*Night Express.....	5:10 a. m.	5:35 a. m.
*Daily, Sundays excepted. *Daily.		
Passengers taking the 6:25 a. m. Express make close connections at Owosso for Lansing and at Detroit for New York, arriving there at 10:00 a. m. the following morning.		
The Night Express has a through Wagner Car and local Sleeping Car Detroit to Grand Rapids.		
D. POTTER, City Pass. Agent.		
GEO. B. REEVE, Traffic Manager, Chicago.		

Michigan Central.

DEPART.	Arrives.	Leaves.
Detroit Express.....	6:15 a. m.	1:10 p. m.
*Day Express.....	10:10 a. m.	10:10 p. m.
*Atlantic Express.....	10:10 p. m.	6:50 a. m.
ARRIVE.		
*Pacific Express.....	6:00 a. m.	
Mail.....	3:00 p. m.	
Grand Rapids Express.....	10:15 p. m.	
Mixed.....	5:15 p. m.	
*Daily. All others daily except Sunday.		
Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.		
Parlor cars run on Day Express and Grand Rapids Express to and from Detroit.		
Direct connections made at Detroit with all through trains East over M. C. R. (Canada Southern Div.)		
CHAS. H. NORRIS, Gen'l Agent		

BINDERS' TWINE.

We have a basement full.

Curtiss, Dunton & Co.

PERKINS & HESS,

DEALERS IN

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.

WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

E. FALLAS,

Makes a Specialty of

Butter and Eggs, Lemons and Oranges,

Cold Storage in Connection. All Orders receive Prompt and Careful Attention.

CORRESPONDENCE SOLICITED.

No. 1 Egg Crates for Sale. Stevens' No. 1 patent fillers used. 50 cents each.

97 and 99 Canal Street,

Grand Rapids, Michigan

See Our Wholesale Quotations elsewhere in this issue and write for

Special Prices in Car Lots.

We are prepared to make Bottom Prices on anything we handle.

A. B. KNOWLSON,

3 Canal Street, Basement, Grand Rapids, Mich.

RINDGE, BERTSCH & CO.,

MANUFACTURERS AND WHOLESALE DEALERS IN

BOOTS AND SHOES.

AGENTS FOR THE

BOSTON RUBBER SHOE CO.

14 and 16 Pearl Street, - Grand Rapids, Mich.

F. J. LAMB & CO.,

WHOLESALE DEALERS IN

Fruits, Vegetables,

Butter, Eggs, Cheese, Etc.

Wholesale Agents for the Lima Egg Crates and Fillers.

8 and 10 Ionia St., Grand Rapids, Mich.

ORDER

Our Leader Smoking 15c per pound. Our Leader Fine Cut 33c per pound.

Our Leader Shorts, 16c per pound. Our Leader Cigars, \$30 per M.

The Best in the World.

Clark, Jewell & Co.,

SOLE AGENTS FOR

Dwinell, Hayward & Co.'s Royal Java Coffee.



Every can wrapped in colored tissue paper with signature and stamp on each can.

BUY

Fresh Roasted Coffees

AND INCREASE YOUR TRADE.

We have the following varieties in stock from which to select:

Javas, Carracas,
Mochas, Maracaibos,
Ceylons, Costa Ricas,
Guatemalas, Santos,
Mexicans, and Rios.

All bought for their fine roasting and drinking qualities.

Give us a trial order.

TELFER & BROOKS,

46 OTTAWA STREET.

ABSOLUTE SPICES.

BULKLEY, LEMON & HOOPS,

Importers and

Wholesale Grocers.

Sole Agents for

"Jolly Tar" Plug Tobacco.

Daniel Scotten & Co.'s "HIAWATHA" Plug Tobacco.

Lautz, Bros. & Co.'s SOAPS.

Niagara STARCH.

Dwinell, Howard & Co.'s Royal Mocha and Java. Royal Java. Golden Santos.

Thompson & Taylor Spice Co.'s "Magnolia" Package Coffee.

SOLE PROPRIETORS

"JOLLY TIME" Fine Cut.

Dark and sweet, with plug flavor, the best goods on the market.

In addition to a full line of staple groceries, we are the only house in Michigan which carries a complete assortment of fancy groceries and table delicacies.

Mail orders are especially solicited, which invariably secure the lowest prices and prompt shipment. Satisfaction guaranteed.

25, 27 and 29 Ionia St. and 51, 53, 55, 57 and 59 Island Sts., Grand Rapids, Mich.

PUTNAM & BROOKS

Wholesale Manufacturers of

PURE CANDY!

ORANGES, LEMONS,
BANANAS, FIGS, DATES,
Nuts, Etc.

L. M. CARY.

L. L. LOVERIDGE.

CARY & LOVERIDGE,

GENERAL DEALERS IN

Fire and Burglar Proof

SAFES

Combination and Time Locks,

11 Ionia Street, - Grand Rapids, Mich.



Weak Spots in a Grocery Store.

H. W. S. & Co.'s Confidential Market Report.

Are there any weak spots about your business? Do you know whether there are any or not? If you don't feel sure on this question, you should begin an investigation immediately in all departments. Is your store as neat and attractive as you can make it? How are the windows? Is the glass clean and inside free from cobwebs, dust and litter? Have you a good display of attractive goods in the windows, and do you change them often to give variety to the eyes of the passer by, and that the goods may not become shopworn? Is the arrangement of the goods and fixtures in the store such as make the transaction of your business as convenient as possible, and with a due regard to economy of space? Have you covers for the barrels to prevent waste and protect the contents from dust and dirt? Are your show barrels and baskets clean and attractive, and have you some pretty cans for teas, coffees, etc? If yes, are they clean or covered with fly specks and dust? How is it about those shelves? Have the goods been moved and the dust and dirt been brushed off lately, and have you a lot of merchandise there that has been on the shelves a long time? Do you when replenishing your stock upon the shelves, put the fresh goods in front and sell them first, thus letting the old stock grow older, or do you put the old goods to the front and dispose of them so to keep all your stock fresh and nice? How much old truck have you under that counter that should be overhauled and either thrown into the waste barrel and got out of the way, or put out for sale at some price which would clear it up and give you the money to use in your business? Haven't you boxes around containing odds and ends of merchandise that have been tucked away from time to time and neglected, to the detriment of the goods and the waste of capital? If so, get them out and expose the goods for sale at prices which will induce purchases, telling the people just what the stuff is, not trying to pass it off as first-class and fresh.

How much dirt is there in behind those barrels? or does the sweeper move them occasionally and keep cleaned up around them? How about the floor? Is it so thick with the accumulations of molasses drippings and all sorts of sticky substances that the wood is scarcely discernable? or do you have it nicely scraped up occasionally? A little sprinkling of scouring sand keeps the dirt all scoured off by the action of the feet. Are your scales cleaned in good style and the bears scoured up, or are you obliged to get down close to them and squint to see what the figures are?

Now what do you say about the refrigerator? Does it emit such a sour and offensive odor when you open it that you dislike to go there, or is it often scrubbed out and kept as sweet and clean as is demanded for the receptacle of the most delicate goods you sell?

There is the pork barrel, is the brine sweet, always, so the pork tastes right? Is the surrounding of the molasses hds. clean, or is the floor all covered with droppings from careless handling or unavoidable droppings? Have the dripping pans been washed out lately, or are they half full of molasses? and the measures, are they a disgusting sight for a customer to see, or have they been washed frequently?

These are some conundrums, and if you can't answer them satisfactorily it would seem for us a proper thing for you to investigate them, for all these points are of interest to the thorough-going retail grocer, who desires to conduct his business on correct principles.

If any man thinks there is not much work to be done in a retail grocery store, let him just read through the foregoing, and remember there are numberless points in connection with the care of a store not mentioned in this article, and this only refers to the care of the stock and fixtures, making no reference to the purchase, sale and delivery of goods.

Neatness and order are the first requisites of a properly conducted grocery store.

Too Late.

"I left a little check for \$10,000 among the wedding gifts," said the girl's father to his prospective son-in-law, "and after the ceremony is over we will quietly tear it up. See? That's the style now-a-days, George."

"Y-e-es," hesitated George, "that's the style, but I'm afraid it's too late to tear it up, now."

"Why?"

"Because I went down to the bank and got it cashed."

A New Orleans druggist has contrived a drug case in which is kept all the deadly poisons in use for compounding prescriptions. The device is worked by electricity. Whenever the case is opened an alarm is sounded by an electric bell, attached to the upper portion, which will not cease ringing until the case is closed. It was suggested to him by the many mistakes made by druggists in compounding prescriptions in which poison was used for a drug similar in appearance. The apparatus precludes all possibility of a poison being used without the person in attendance becoming aware that the deadly drugs are being handled.

"Silver King" coffee is all the rage. One silver present given with every 1 pound package.

"Fermentum" the only Reliable Compressed Yeast. See advertisement. Smoke the celebrated "American Field." Fox & Bradford, sole agents.



Order a case from your Jobber. See Quotations in Price-Current.

P. STEKETEE & SON,
JOBBER IN

DRY GOODS,
AND NOTIONS,
88 Monroe St.,

AND 10, 12, 14, 16 AND 18 FOUNTAIN STREET,

GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers
American and Stark A Bags A Specialty.

SPRING &
COMPANY,

WHOLESALE DEALERS IN

Staple and Fancy

DRY GOODS,

CARPETS,
MATTINGS,

OIL CLOTHS

ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids,

Michigan.



K of L
SMOKING TOBACCO,

Manufactured by the

National K. of L. Co-operative Tobacco Co.,

RALEIGH, N. C.

Arthur Meigs & Co.,

GRAND RAPIDS, MICH.,

Wholesale agents for the

STATE OF MICHIGAN.

This is the only authorized K. of L. Smoking Tobacco on the market. The stock of this corporation is all owned by the K. of L. Assemblies in the U. S., and every member will not only buy it himself, but do his utmost to make it popular. Dealers will therefore see the advisability of putting it in stock at once. We will fill orders for any quantity at following prices, usual terms:

2 oz. 46; 4 oz. 44; 8 oz. 43; 16 oz. 42.

ARTHUR MEIGS & CO.,

Wholesale Grocers,

77, 79, 81 and 83 South Division St., Grand Rapids, Mich.

The following quotations are given to show relative values, but they may be considered, to some extent, "outside prices," and are not as low as buyers of reasonable quantities can, in most instances, obtain them at. It will pay every merchant to make frequent visits to market, not only in respect to prices, but to keep posted on the ever-changing styles and fashions, many of which are never shown "on the road."

WIDE BROWN COTTONS.
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Always on Hand.

Belated Citizen—Can you give me a ticket to the grand stand?
Ticket Seller—Yes, sir.
Belated Citizen—Is it a good seat?
Ticket Seller—It's not a seat, it's a ticket.
Belated Citizen—Haven't you any seats left?
Ticket Seller—No, we have nothing left but tickets. That's something we never run short of.

Groceries.

Grocers' Association of the City of Muskegon.

OFFICERS.

President—H. B. Fargo.
First Vice-President—Wm. B. Keitt.
Second Vice-President—A. Towl.
Recording Secretary—Wm. Peck.
Financial Secretary—John DeHaas.
Board of Directors—O. Lambert, W. L. McKen-
zie, H. B. Smith, Wm. B. Kelly, A. Towl and
E. Johnson.
Finance Committee—Wm. B. Kelly, A. Towl and
E. Johnson.
Committee on Rooms and Library—O. Lam-
bert, H. B. Smith and W. L. McKen-
zie.
Arbitration Committee—B. Borman, Garrit
Wagner and John DeHaas.
Complaint Committee—Wm. B. Keitt, D. A.
Boelkins, J. O. Jeannot, R. S. Miner and L.
Vincent.
Law Committee—H. B. Fargo, Wm. B. Keitt
and A. Towl.
Transportation Committee—Wm. B. Keitt, An-
drew Wirenco and Wm. Peck.
Regular meetings—First and third Wednesday
evenings of each month.
Next meeting—Wednesday evening, June 18.

RETAIL GROCERS' ASSOCIATION OF GRAND RAPIDS.

ORGANIZED NOVEMBER 10, 1885.

President—Erwin J. Herriek.
First Vice-President—E. E. Walker.
Second Vice-President—J. A. Coyne.
Secretary—Cornelius A. Johnson.
Treasurer—B. S. Harris.
Board of Directors—Eugene Richmond, Wm.
H. Sigel, A. J. Elliott, Henry A. Hydon and
W. E. Knox.
Finance Committee—W. E. Knox, H. A. Hy-
don and A. J. Elliott.
Room Committee—J. A. Coyne, Eugene Rich-
mond and Wm. H. Sigel.
Arbitration Committee—James Farnsworth,
M. J. Lewis and A. Rasch.
Complaint Committee—George Lehman,
Martin C. DeJager and A. G. Wagner.
Collectors—Cooper & Barber, 67 Waterloo St.,
Eagle Hotel block.
Annual meetings—Second Tuesday in Novem-
ber.
Regular meetings—First and Third Tuesday
Evenings of each month.
Next meeting—Tuesday evening, July 7.

Kalamazoo Retail Grocers' Association.

President—P. Ranney.
First Vice-President—O. K. Buckhout.
Second Vice-President—Hugh Beggs.
Secretary—M. S. Seville.
Treasurer—Julius Schuster.
Regular Meetings—Second and fourth Tues-
days of each month.

JULY FOURTH.

How the Day Will be Observed at the
Corners.

CANT HOOK CORNERS, June 19, 1886.

MR. EDITOR—We are all well. When I
say we, I mean the baby, myself and Sol.
For, of course, the baby is up to date the
boss, so to speak, of the household. I am
in receipt of an invitation to the traveling
men, picnic, but fear I will be unable to be
present. However, Soliman will be there
in all his glory and has already challenged
Joe Reed and Will Edmunds to a foot race,
½ mile and back, for the gate money and a
tin watch. We are going to celebrate the
Fourth in becoming style. Rest assured,
Cant Hook Corners never takes a back seat.
Yesterday the Judge (Soliman, you know)
put on his white plug hat (the one Cass
Bradford gave him) and went out with a
subscription party to raise funds to buy fire
works with. The following is a complete list:

Soliman Snooks	\$1.00
P. Bisset	1.00
Peters & Hook	.08
Jim Fell	.08
Geo. Seymour	.08
Geo. McKay	.15
Total	\$2.92

This sum was at once turned over to Mc-
Kay, who agreed to send a box of assorted
fire works.

The following is the order of the day:

COME ONE! COME ALL!
The Glorious Fourth. Remember your
Country.
Cant Hook Corners Celebrates this Year.
The Sixth Anniversary.
PROGRAMME.

Procession, 9 a. m.
Head of procession will form at Dam-
longue street and will march at 9:10 a. m. in
the morning, sharp, to the cemetery. There
will be present three brass bands, consisting
of three pieces each, The Knights of Ease,
The Assorted Fellows of Phen and the Queer
Fellows.

Hon. Sam Mud will be orator of the day
and will deliver his famous address on
"Snow and its influence on the Hot
Weather."

Judge Soliman Snooks will deliver an ad-
dress on "Babies and their bearings on the
Drug Market."

Dancing in two large boweries. "Let
Mirth have its Sway."

By special arrangements Yankee Robin-
son and Geo. Owen, assisted by W. G.
Hawkins, will give an exhibition of trained
dogs and horses.

Fire Works in the Evening.
A fine lot of fire works have been made
expressly for this occasion and a Professional
Fire Works Exhibitor will come direct
from New York to see that all is done
right.

Remember this is FREE.
Soda water and ginger beer, also crackers
and cheese, for sale at the usual places.

You may be sure we will have a large
crowd. Soliman has sent for one extra
cheese and two barrels of crackers and we
are going to run an ice cream stand.

Yours Patriotically,
MEHTABLE SNOOKS.
(Widow Spriggs that was.)

The Grocery Market.

The downward movement in the sugar
market has been stopped by the advance of
beet sugar in England and the failure of the
tariff bill, which has had a tendency to im-
prove the price of raw native sugar. Spruces
are quiet, but pepper is slightly firmer.
Canned goods are quiet. Rice is nominally
dull. Other articles in the grocery line are
about steady.

Candy is without change. Nuts are
steady. Fruits are advancing.

The Rich and the Poor.

J. W. Donovan in the Chicago Current.

A wealthy employer lately said to a com-
plaining workman: "I have grown gray in
the service of these works in trying to
keep business in motion and furnish work
and reasonable wages to our men; and in
the present depressed markets it is no easy
undertaking." A glance at the two men's
faces would convince one that the brown-
haired laborer was far happier than the
gray-haired employer at the time of the in-
terview. This was true only in time of
trouble.

It is clear to many that, aside from the
luxury of travel and the benefits of finer
home surroundings, there is much truth in
the statement that riches, to the possessor,
are the cause of as much anxiety as the
want of means is to the poorer people; that
the burdens and the benefits of wealth are
nearly balanced, that the rich are ever
troubled by the threats of evil and the hatred
that so often worry and menace their lives
and property; for even their sleep is dis-
turbed by the burglar, and their walks are
beset by highwaymen and their children are
stolen as a means of villainous blackmail.

This was the story of Girard who when re-
minded of his great possessions and possible
pleasures, replied that his board and cloth-
ing was his only payment for the care of
his property. It is the same reply that
Astor made of his long troubled career in
getting a start in life, and making and con-
trolling his riches. Stewart's career was
even more to be dreaded. Even his lifeless
body was not permitted to rest after labor.

So far the glances are only at the men of
large fortunes, and nothing is seen of the
inside rivalry between the little and the larger
leaders in the list of great money own-
ers. The inside history would reveal jeal-
ousy, contention and rivalry wholly un-
known to the less burdened lives on smaller
incomes.

But over and above all this is another
phase of riches just coming into notice, and
not before well considered. It is the fact
that the wealthy are unpopular! Strange as
it sounds, the very wealthy are almost hated
by men of the world as we find them.

The attention of men is drawn to the
methods of money-making so firmly, and
the lights are turned on so powerfully that
no man gets credit for owning in reality
much more than the average can accumu-
late by honesty. All vast fortunes from
lumber or iron, drygoods or land speculations
—and especially sudden fortunes from
railroading, stock jobbing, corners on wheat
and wool, and the like, are viewed by the
poor and the masses together very much as
stealings of the rich, and the want of popu-
larity of the wealthy with the people of to-
day is traceable to this hatred of their
means employed to reach their fortunes.

In this our age is peculiar. Ever since
the election of Lincoln, the elevation of
Grant, and the rise of the multi-millionaires,
there has been a growing pride in the pro-
gress of the former class, and a dislike for
the latter. The rich and the poor care lit-
tle for each other, but the masses respect
and honor the progress of genius or good-
ness by every legitimate means. The rich
dote on the burden of property and the com-
forts of cottages; the poor make faces at the
means employed by their wealthy neighbors
to acquire property and neither agree on the
correct estimate of the other. They never
will agree. The old-fashioned farm life
and ranch life of Abraham, of Job, and of
Solomon, with their herds of cattle and
horses, their flocks of sheep, their harvest-
ing by hand and corn raising is no longer in
fashion; their sandals are put aside for
French heels; their hillside huts are unfit
for our workmen's homes, their clothing is
too meager, their style is too ancient. We
have a newer world and a stronger compe-
tition. We can't help it; it is ours to enjoy,
ours to race after, ours to win or lose or
look upon with serene indifference.

Will Organize On June 23.

STURGIS, Mich., June 18, 1886.
Editor Michigan Tradesman:
DEAR SIR—We have held our prelimi-
nary meeting, elected a chairman and a sec-
retary, and have written for copies of the
Ionia and Lowell associations' constitution
and by-laws for the purpose of a permanent
organization. Could you come and help us?
And, if so, when can you come, and how
much will be your charge? Our dealers are
all unanimously in favor of the organiza-
tion. We would like to start off in good
shape and with no flaws.

Yours in the Cause,
H. S. CHURCH, Chairman.

Purely Personal.

B. Frank Emery laid last week with
a felon, swearing like a pirate for pastime.
Ben. W. Putnam went to Chicago Sat-
urday night for a visit of mingled business
and pleasure.

S. A. Welling went to Detroit Monday,
where he will spend two or three days with
his daughter, Mrs. H. B. Carhart.

John Caulfield wants to sell out again.
This is the three hundred and twenty-ninth
time he has decided to sell out, but he means
business this time.

Organization in Indiana.

Geo. S. Megee, formerly a grip carrier in
this State and for a time located at Grand
Rapids, but now a grocer bold at Rushville,
Ind., writes THE TRADESMAN that he has
read so much about the grocers' associations
in Michigan that he is determined to orga-
nize the grocers of his town, which will be
the first move made in that direction in In-
diana.

All honor to the pioneer organizer of the
Hoosier State!

BULL DOG Tobaccos.

TRADE UNION —AND— LABOR UNION,

The largest amount of good tobacco for the
least money.

AND EXTRA GOOD

FINE CUTS

These goods are all UNION MADE, and
each box is duly stamped with the Union
Label. No scab work goes from this fac-
tory. Every employee is a Union man and
a K. of L.

If your jobber don't sell it, your order di-
rect will be filled promptly at prices quoted,
and delivered to your railroad depot free of
freight.

Bull Dog Tobacco Works,
COVINGTON, KY.

**SPURR'S
REVERE
COFFEE**

Guaranteed absolutely PURE, HIGHEST
GRADE, CULTIVATED coffee, and free from
any mixture with the rank coffee grown on
uncultivated lands, which cause dizzi-
ness, indigestion, sleeplessness, etc.
Sold in 1 lb pink paper bags, 1 lb foil
lined cartons, and 2 lb tins by all leading
Retail Grocers.

HOWARD W. SPURR & CO.,
Importers, Roasters and Packers,
BOSTON.

Guaranteed absolutely PURE, HIGHEST
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WHOLESALE PRICE CURRENT.

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

AXLE GREASE.

Challenge, 25 lb boxes, 2.10
Fraser, 25 lb boxes, 2.10
Diamond, 25 lb boxes, 2.10
Modoc, 25 lb boxes, 2.10

BAKING POWDER.

Princess, 1/2 lb cans, 6 doz, case, 1.25
" 1/2 lb cans, 6 doz, case, 1.25
" 1/2 lb cans, 6 doz, case, 1.25
" 1/2 lb cans, 6 doz, case, 1.25

Arctic, 1/2 lb cans, 6 doz, case, 1.25
" 1/2 lb cans, 6 doz, case, 1.25
" 1/2 lb cans, 6 doz, case, 1.25
" 1/2 lb cans, 6 doz, case, 1.25

Victorian, 1 lb cans, (tall), 2 doz, 2.00
Diamond, "bulk", 2 doz, 2.00

BLUING.

Dry, No. 2, 2 doz, 2.25
Dry, No. 3, 2 doz, 2.25
Liquid, 4 oz, 2 doz, 2.25
Liquid, 8 oz, 2 doz, 2.25

Arctic, 4 oz, 2 doz, 2.25
Arctic, 8 oz, 2 doz, 2.25
Arctic, 1 lb star, 2 doz, 2.25
Arctic, No. 3, 2 doz, 2.25

No. 2 Hurl, 2 doz, 2.25
No. 1 Hurl, 2 doz, 2.25
No. 2 Carpet, 2 doz, 2.25
No. 1 Carpet, 2 doz, 2.25

CANNED FISH.

Clams, 1 lb, Little Neck, 1.25
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Clams, 1 lb, Little Neck, 1.25
Clams, 1 lb, Little Neck, 1.25

Cove oysters, 1 lb standards, 1.25
Lobsters, 1 lb picnic, 1.25
Lobsters, 2 lb picnic, 1.25
Lobsters, 1 lb star, 1.25

Mackerel, 1 lb fresh standards, 1.25
Mackerel, 5 lb fresh standards, 1.25
Mackerel, 1 lb Tomato sauce, 1.25
Mackerel, 3 lb in Mustard, 1.25

Salmon, 1 lb Columbia river, 1.25
Salmon, 2 lb Columbia river, 1.25
Sardines, domestic, 1/2 lb, 1.25
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Trout, 3 lb brook, 1.25
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CANNED FRUITS.

Apples, 3 lb standards, 1.25
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Apples, 3 lb standards, 1.25

Green Gages, standards, 1.25
Peaches, standards, 1.25
Peaches, standards, 1.25
Peaches, standards, 1.25

Pineapples, standards, 1.25
Pineapples, Johnson's sliced, 1.25
Pineapples, Johnson's, grates, 1.25
Quinces, 1.25

Raspberries, extra, 1.25
Strawberries, 1.25
Strawberries, 1.25
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CANNED FRUITS—CALIFORNIA.

Apricots, 25 lb boxes, 2.25
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Green Gages, standards, 1.25
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The Gripsack Brigade.

Duff Jennings, representing the Dingman Soap Co., Buffalo, N. Y., was in town last week.

Geo. F. Owen left yesterday for Baltimore, to attend the annual convention of the T. P. A.

J. D. McLean, of Pittsburg, was in town a couple of days last week, introducing "Laurel" soap.

D. C. Underwood spent Sunday at Elmira, selling corner lots and organizing a national bank.

W. J. Jones, formerly of the firm of Kemink, Jones & Co., is now working the city trade for Telfer & Brooks.

Members of the T. P. A. living at Flint have organized a local post. J. K. Blake is president and M. S. Carlton secretary.

Samuel M. Lemon is taking L. L. Loomis' territory this week, while Loomis is selling a stock in another part of the State.

Chas. M. Falls went to Chicago last night to spend the week in the house—Gray, Kingman & Collins—fixing up his samples.

L. Wells Baldwin, general manager for M. E. McDowell & Co., selling agents for Blackwell's Durham, put in Sunday at this market.

Carson Manley, formerly with W. E. Overton, at Big Rapids, later with John Cole, at Fremont, has engaged to travel for the Gunn Hardware Company.

The boys attached to the Diamond Wall Finish Co. presented Ed. P. Andrew with a plug hat on the occasion of his severing his connection with the establishment.

D. E. McLean, formerly traveling salesman for Clark, Jewell & Co., succeeds Fred. R. Smith as Southern Michigan and Northern Indiana traveling salesman for Arthur Meigs & Co.

Ed. P. Andrew, formerly with the Diamond Wall Finish Co., has engaged to travel for S. A. Maxwell & Co., of Chicago, taking the entire trade east of the G. R. & I. and south of the F. & P. M. Railways. He will carry four trunks and start out on his initial trip July 6.

A. F. Peake writes THE TRADESMAN as follows from Petoskey: "I understand that some of my T. P. A. friends have written you relative to a soap purchase I recently made at this place. All I have to say is that I did not buy in jobbing quantities, as Richards and Howard did."

A. A. Howard writes THE TRADESMAN as follows: "It looks as if A. F. Peake, of Jackson, State agent for DeLand & Co.'s salaratus and baking powder, was going in to the prize soap business, as he recently purchased the article in large quantities on the streets of Petoskey."

THE TRADESMAN will reproduce its roster of the traveling men of Grand Rapids next week. The preparation of the list involves considerable extra labor and if those who have lately changed houses will kindly send in the names of their present connections the accuracy of the list will be assured.

Dan Jernie, proprietor of the Commercial hotel, at East Jordan, conducts about as clever a house as the traveling men meet this side of the heavenly shore. At the suggestion of the fraternity he has increased his rates from \$1.50 to \$2 per day, which is believed to be the first case of the kind on record.

Messrs. Robertson, Robinson and Warner, committee on sports for the coming picnic, will meet again in the side room of THE TRADESMAN office Saturday evening for the purpose of perfecting the amusement programme. One of the features of the reunion will be a male quartette made up from the ranks of the brigade.

Charley Robinson and Geo. Owen went fishing on the Jordan last Sun-Monday and were richly rewarded for the time expended. Charley took his usual ducking. He seems to take to water as naturally as a fish and a little more practice will enable him to do the man-fish act in the museums and side-shows. No options on that deal.

D. E. Stearns, general Western traveling manager for the Broadhead Worstead Mills, of Jamestown, N. Y., has returned from an extended trip to Puget Sound and Southern California. He will seek a few weeks rest at his cottage at Macatawa, when he starts out again for a run through Illinois.

W. J. Richards, general traveling representative for I. S. Van Deusen & Son, of Passaic City, N. J., was in the city last week and pulled THE TRADESMAN's latch string. Mr. Richards is a living witness to the extensive soap purchase recently made by A. F. Peake, at Petoskey, and in all probability shared a portion of the glory attending the occasion.

Plainwell Independent: C. B. Lamb has engaged with a boot and shoe house to travel in Minnesota and Wisconsin, and will sell his entire housekeeping outfit at auction. Mrs. Lamb will go to Cleveland and remain there until C. B. decides on a central town in his new territory to make their home. Mr. Lamb is one of the best and jolliest of men, and both himself and wife have added materially to the social life of Plainwell during their residence here. Their departure is deeply regretted.

Charley Robinson's numerous city friends have lately noticed that he is frequently followed along the street by an ungainly looking purp of the feminine persuasion. Those who have enquired after the pedigree of the animal have been assured that it is a full-blooded St. Bernard, and is valued at about \$100. The canine was a present to Charley from a leading merchant of South Boardman, and facts have lately come to THE TRADESMAN office which give good ground for the belief that Charley is the victim of the best joke of the season—that his dog

is as far removed from St. Bernard as she is from terrier and that the South Boardman gentleman gave the animal away to get rid of her.

A Belding correspondent writes as follows: The Belding man who sent you the "roast" on J. B. Evans in last week's paper ought to be furnished a free ticket to the infernal regions. As a matter of fact, Evans did not try to abduct the girls. They went of their own accord—asked him to take them riding as he was starting out for a drive—which he did. Instead of taking them back to the hotel, however, he conceived the idea of dropping them a mile out of town as a joke, in consequence of which they were compelled to walk back to town through the sand. The girls won't ask Evans to take them riding again, but they do not talk as though they cherished any resentment against the genial Doctor.

Messrs. Sears, Logie and Hawkins, the locating committee for the third annual picnic of the Grand Rapids traveling fraternity, went to Reed's Lake last Saturday and selected the North end of the pavilion grounds for picnic purposes. Arrangements were made for tables, benches, ice water, hot water and tea and coffee for those who wish to partake of basket refreshments, while those who prefer to buy their meals outright can be accommodated at the pavilion. The indications are that fully two hundred couples will attend the picnic and everything which will conduce to the comfort and pleasure of the occasion is being provided for. The final meeting for the purpose of perfecting all arrangements will be held at THE TRADESMAN office Saturday evening. All traveling men interested in making the picnic a success are invited to be present.

VISITING BUYERS.

The following retail dealers have visited the market during the past week and placed orders with the various houses:

Mr. Johnson, Johnson & Seibert, Caledonia. P. C. Stone, Cedar Springs. Henry DeKline, Jamestown. H. Reynolds, Belmont. J. E. Kennedy, Belding & Keeney, Ferry. Adam Newell, Tustin. J. W. Cook, Fennville. C. K. Hoyt, Hudsonville. John Barker, Fennville. John Demstra, Forest Grove. G. TenHoor, Forest Grove. H. Callier, Muskegon. W. H. Black, Cedar Springs. E. G. Smith, Wayland. Wm. Hudson, Vriesland. Johnson & Seibert, Caledonia. I. B. Smith, Wayland. Dunning & Roberts, Sparta. C. Durkee, Altona. Mr. Wright, Cutler & Wright, Morley. S. S. Dryden, Allegan. J. C. Fisher, Fennville & Kipper, Hopkins. Will Pipp, Pipp Brothers, Kalkaska. N. O. Ward, Stanwood. rection, Ionia.

C. V. Nash, Bravoo. Cole & Chapel, Ada. G. N. Reynolds, Belmont. John Gunstra, Lamont. J. W. Verbeke, Grand Haven. E. J. Joyce, Cannonsburg. E. W. Cooley, Ionia. John Vinkelmulder, Grandville. J. H. Bullemant, Grandville. J. W. Wrenn, Grandville. Geo. Glick, Freepont. F. G. Thurston, Lisbon. Geo. Serbner, Grandville. John Smith, Smith & Bristol, Ada. Thos. Cooley, Lisbon. C. K. Hoyt, Hudsonville. Adam Newell, Tustin. J. W. Moore, Jamestown. Jay Marlett, Berlin. C. W. Armstrong, Bowen's Mills. Neal McMillan, Rockford. Lowell Furniture Co., Lowell. Henry & Dickinson, Grand Haven. R. G. Beckwith, Bradley. Sisson & Lilly Lumber Co., Sisson's Mill. C. E. & S. J. Kooze, Grand Haven. E. T. Van Ostrand, Allegan. Naragang & Son, Byron Center. Walling Bros., Lamont. J. H. Moore, Jamestown. J. W. Verbeke, Grand Haven. W. A. DeHart, Vicksburg. J. C. Benbow, Cannonsburg. John Kamps, Zutphen. Fire brick, per M. 1.50. A. Purchase, South Blendon. R. J. Side, Kent City. Conrad Bros., Otsego. Sidney Stark, Holland. E. F. Shill, Holland. Mr. Spring, Spring & Lindley, Bay City. Mr. Crawford, Benson & Crawford, Saranac. Kanter & Son, Holland. D. H. Gale, Zeeland. W. N. Hutchinson, Grant. J. C. Scott, Lowell. C. S. Comstock, Pierson. J. A. Bolton, Muskegon. B. Gilbert & Co., Moline. Hoag & Judson, Cannonsburg. LaDu & Baldwin, Coral. E. M. DePree, Zeeland. H. J. Chapman, Middleville. Geo. Carrington, Trent. C. Miller & Son, Saginaw. J. C. Holcomb, Sisseton. Wyngarten & Peterson, Grand Haven. N. Bouma, Fisher. G. P. Stark, Cascade. G. H. Remington, Benaror. A. C. Cornell, Big Rapids. A. B. Long & Son, Blanchard. E. C. Watkins, Warden State House of Cor.

Some Suggestions to Stove Travelers.

Kindly remember at all times that you are engaged to sell our goods, upon our terms, and at our prices, without reference to terms, goods, or prices you may hear are being offered by other houses. You are paid a salary by us to perform our work in our way, and not to sell goods on the terms or prices offered by other houses, who do their business in a different manner from what we do ours.

Do not write us that legitimate competitors are doing anything which you could not prove in a court of law they were doing. Do not take hearsay, but when you make a statement to us be certain it is based upon absolute fact.

For the same reason that a nice sample room or nice sample stoves are attractive to a dealer, the appearance of the representative who sells the goods should be as good as he can make it.

In talking business, at all times be courteous and business-like, and confine talk to business as much as possible, and not to matters which are not germane to business. There is a time for talking everything, and it is unwise to mix base ball, preaching, horse racing, or discussions regarding the crops, with stove selling. Each have their place and should be talked of in their place.

Do not imagine that because some customer in your section is not pleased with a

certain pattern of stove or range made by us that it will pay us to change our methods of doing business, and build new patterns to suit the whims of this customer. Rather let it be your object to find out what the majority of our customers want, and when you make a suggestion have it based upon the opinion of the majority.

Make it a rule to present your orders in a business-like way, so that any inexperienced clerk can copy and enter them intelligently.

See that all orders are signed, so that, if necessary, the foundation for the transaction is in a legal form.

Do not skip over your territory because it is inconvenient for you to make certain small towns. Your trade can be better held by working the territory up for all there is in it, and giving sufficient time for each town, rather than skim ahead with the hope of taking large orders in the next town.

Never allow a customer to remain unsatisfied as to the good qualities of a stove or range after you have left him.

If any complaint is made, see that the customer is satisfied before you leave, that nothing for which we as manufacturers are to blame is left undone. In all cases of this kind the reputation of a stove or range is at stake, and it is your prrt, as our representative, to see that the customer is thoroughly satisfied.

Do not make special concessions to meet special whims of every dealer you meet, but rather in considering complaints that are made by the trade, reason with yourself as to whether it would be safe to establish such precedents as they wish you to make, and carry them through the entire business.

Never allow yourself to talk disparagingly of the goods of other houses. Depend upon the merits of the goods you are selling, and the ability of your house to keep pace with the times, rather than resort to denunciations of your competitors' goods.

Never tell a lie. Tell your customers the truth, although you lose a sale, and if you can establish a confidence in them it will be more profitable than any temporary gain in the way of making a sale through misrepresentation.

Try to keep posted on what competitors are doing, but keep your information for your own benefit, and do not discuss your competitors' goods or methods.

In making suggestions regarding changes in patterns, etc., always remember, if you are traveling for a house that has more than one representative on the road, that what may please your section of the country may not please the section of your brother traveler, and that you cannot consistently advise the house to do anything in the way of going to expense which will not benefit their entire trade.

Keep your house thoroughly posted as to your whereabouts, so that they can reach you every day either by mail or telegram.

These are general instructions which every stove salesman would do well to observe as thoroughly as possible, if he wishes to meet with the success that has crowned the efforts of those who have been the most successful in this department of the stove business.

One Century's Harvest of Democracy.

The record of the Republic is thus summed up by Mr. Andrew Carnegie in "Triumph of Democracy."

1. The majority of the English-speaking race under one republican flag, at peace.
2. The nation which is pledged by act of both parties to offer amicable arbitration for the settlement of international disputes.
3. The nation which contains the smallest proportion of illiterates, the largest proportion of those who read and write.
4. The nation which spends the least on war and most on education; which has the smallest army and navy, in proportion to its population and wealth, of any maritime power in the world.
5. The nation which provides most generously during their lives for every soldier and sailor injured in its cause, and for their widows and orphans.
6. The nation in which the rights of the minority and of property are most secure.
7. The nation whose flag, wherever it floats over sea and land, is the symbol and guarantor of the equality of the citizen.
8. The nation in whose Constitution no man suggests improvement; whose laws as they stand are satisfactory to all citizens.
9. The nation which has the ideal Second Chamber, the most august assembly in the world—the American Senate.
10. The nation whose Supreme Court is the envy of the ex-Prime Minister of the parent land.
11. The nation whose Constitution is "the most perfect piece of work ever struck off at one time by the mind and purpose of man," according to the present Prime Minister of the parent land.
12. The nation most profoundly conservative of what is good, yet based upon the political equality of the citizen.
13. The wealthiest nation in the world.
14. The nation first in public credit and in payment of debt.
15. The greatest agricultural nation in the world.
16. The greatest manufacturing nation in the world.
17. The greatest mining nation in the world.

The Hardware Market.

Business continues good. Nails are a trifle lower, but are firm at the decline. Strap hinges will shortly be advanced. Glass is firm at the advance. Screws are weak. Carbed wire is off a little. Other articles in the hardware line are about steady.

Good Words Unsolicited.

F. J. Clark, general dealer, Lacota: "Like the paper very much."

Maul Bros., grocers, Muskegon: "We do not want to miss any copies of THE TRADESMAN."

G. S. Burnett, general dealer, Collins: "I am well pleased with the paper and consider it well worth the money, and more, too."

Hides, Pelts and Wool.

Hides have taken a strong upward turn and are active and firm. Pelts are firmer. Wool is higher and excited. Tallow is firm at the advance.

COUNTRY PRODUCE.

Asparagus—30¢ per doz. bunches.
Beans—Local buyers pay 50¢/55¢ bu. for unpeaked and hold ordinary hand-picked for \$1.00/\$1.15.
Beans—String, \$1 bu. wax, \$1.50 bu.
Beets—New, 25¢/30¢ doz. bunches.
Butter—Michigan creamery is in poor demand at 12¢/14¢. Dairy is a drug on the market at 8¢/8c.
Cabbages—\$1.00/\$1.25 crate, according to size.
Carrots—25¢ doz.
Cherries—\$1.50/\$2 doz.
Cucumbers—35¢ doz.
Cheese—May and June stock of Michigan full cream is in fair demand at 8¢/9c.
Dried Apples—Quartered and sliced, 3¢/3½c.
Evaporated, 6¢/6½c, according to quality.
Dried Peaches—Pared, 15c.
Eggs—Somewhat scarce. Jobbers pay 10¢ @11 and sell for 11½¢/12.
Gooseberries—5¢ qt.
Honey—Easy at 13¢/14c.
Hay—Baled is dull at \$14 per ton in two and five ton lots and \$13 in car lots.
Lettuce—7c ¢ bu.
Maple Sugar—70¢/8c.
Onions—Green, 12¢/16¢ doz. bunches.
Southern, \$3 ¢ bbl.
Parsley—25¢ doz.
Peas—Home grown, 75¢/81 ¢ bu.
Pop Corn—2c ¢ bu.
Potatoes—Southern command \$2.50/\$3 ¢ bbl.
Poultry—In fair supply. Fowls sell for 10¢/10½c; turkeys, 12c. Ducks are out of market.
Radishes—15c ¢ doz.
Raspberries—Black and red are held at 10¢/12c ¢ qt.
Spinach—50c ¢ bu.
Strawberries—Home grown command 5¢/7c.
Tomatoes—Southern, \$1.25 ¢ box.
Turnips—40c ¢ bu.

GRAINS AND MILLING PRODUCTS.

Wheat—No change. The city millers pay as follows: Lancaster, 78; Fulse, 75c; Clawson, 75c.
Corn—Jobbing generally at 42¢/43c in 100 bu. lots and 35¢/38c in car lots.
Oats—White, 40c in small lots and 34¢/35c in car lots.
Rye—45¢/50c ¢ bu.
Barley—Brewers pay \$1.25 ¢ cwt.
Flour—No change. Fancy Patent, \$5 ¢ bbl. in sacks and \$5.25 in wood. Straight, \$4.20 ¢ bbl. in sacks and \$4.45 in wood.
Meal—Bolted, \$2.75 ¢ bbl.
Mill Feed—Screenings, \$13 ¢ ton. Bran, \$12 ¢ ton. Ships, \$13 ¢ ton. Middlings, \$13 ¢ ton. Corn and Oats, \$17 ¢ ton.

MISCELLANEOUS.

Hemlock Bark—Local tanners are taking all offerings of new bark on the basis of \$5 per cord, delivered, cash.
Ginseng—Local dealers pay \$1.75 ¢ lb for clean washed roots.
Rubber Boots and Shoes—Local jobbers are authorized to offer standard goods at 35 and 50 per cent. off, and second quality at 35, 55 and 10 per cent. off.
COAL AND BUILDING MATERIALS.
A. B. Knowlton quotes as follows:
Ohio White Lime, per bbl. 1 00
Ohio White Lime, per ton 8 50
Louisville Cement, per bbl. 1 30
Akron Cement, per bbl. 1 30
Brick, per 1000 1 00
Carrots, per 1000 1 00
Plastering hair, per bu. 25 00
Stucco, per bbl. 1 75
Land plaster, per ton 3 50
Fire brick, per M. 35 00
Fire clay, per M. 35 00
COAL.
Anthracite, egg and grate, car lots. \$5 75/60 00
Anthracite, stove and nut, car lots. 6 00/65 25
Cannel, car lots. 6 00/65 25
Ohio Lump, car lots. 3 10/35 25
Blossburg or Canby, car lots. 4 50/50 00
Portland Cement. 5 50/60 00
FRESH MEATS.
John Mohrhard quotes the trade selling prices as follows:
Fresh Beef, sides. 5 00/5 25
Fresh Beef, hind quarters. 8 00/8 25
Dressed Hogs. 5 50/5 75
Mutton, carcasses. 6 00/6 25
Pork Sausage. 6 00/6 25
Pork Lamb. 6 00/6 25
Calf. 6 00/6 25
Bologna. 7 00/7 25
Dressed. 6 50/7 00
Fowls. 11 00/12 00
Ducks. 12 00/14 00
Turkeys. 12 00/14 00
COOPERAGE.
Quay, Killen & Co. quote as follows, f. o. b. at Grand Rapids.
STAVES.
Red oak flr bbl. staves. M 6 50/7 00
Elm. M 6 00/6 50
White oak tee staves, 8' and 7' 1/2. M 10 00/11 00
White oak pork bbl. M 18 50/20 00
HEADS.
Tierce, doweled and circled, set. 15 00/16 00
Pork. 12 00/13 00
Tierce heads, square. M 23 00/25 00
Basswood, kiln dried, set. 4 00/4 25
ROOPS.
White oak and hickory tee, 8' ft. M 11 00/12 50
White oak and hickory tee, 7 1/2' ft. M 10 00/11 00
Hickory flr bbl. M 7 00/8 25
Ash, round. M 2 50/3 00
Ash, flat packed, 6 1/2' ft. M 3 50/4 25
BARRELS.
White oak pork barrels, h'd m'd. M 1 00/1 10
White oak pork barrels, machine. 85 00/95 00
White oak lard tierces. 1 15 00/1 25
Beef and lard half barrels. 1 00/1 10
Custom barrels, one end. 1 00/1 10
Flour barrels. 30 00/37 00
Produce barrels. 25 00/25 00
HARDWOOD LUMBER.
The furniture factories here pay as follows for dry stock:
Basswood, log-run. 13 00/13 00
Birch, log-run. 16 00/20 00
Birch, Nos. 1 and 2. 25 00/25 00
Black Ash, log-run. 13 00/13 00
Cherry, log-run. 25 00/25 00
Cherry, Nos. 1 and 2. 45 00/50 00
Cherry, cut. 60 00/60 00
Maple, log-run. 13 00/15 00
Maple, soft, log-run. 12 00/14 00
Maple, Nos. 1 and 2. 25 00/25 00
Maple, clear, flooring. 25 00/25 00
Maple, white, selected. 25 00/25 00
Red Oak, log-run. 18 00/18 00
Red Oak, Nos. 1 and 2. 25 00/25 00
Walnut, log-run. 25 00/25 00
Walnut, Nos. 1 and 2. 25 00/25 00
Walnut, culls. 25 00/25 00
Green Elm, log-run. 14 00/16 00
Whitewood, log-run. 25 00/25 00

Hardware.

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

AUGERS AND BITS.	
Ives', old style.....	dis 60x10
N. H. C. Co.....	dis 60x10
Douglases'.....	dis 60x10
Pieces'.....	dis 60x10
Snell's.....	dis 60x10
Cook's.....	dis 60x10
Jennings', genuine.....	dis 25
Jennings', imitation.....	dis 50x10
BALANCES.	
Spring.....	dis 40
BARROWS.	
Railroad Garden.....	\$ 13 00
Hand.....	dis 60x10x10
Cow.....	dis 60x10
Call.....	dis 30x15
Gong.....	dis 25
Door, Sargent.....	dis 60x10
BOLTS.	
Stove.....	dis 40
Carriage new list.....	dis 40
Plow.....	dis 30x15
Sleigh Shoe.....	dis 75
Wrought Barrel Bolts.....	dis 60x10
Cast Barrel Bolts.....	dis 60x10
Cast Barrel, brass knobs.....	dis 60
Cast Square Spring.....	dis 60
Cast Chain.....	dis 60x10
Wrought Barrel, brass knob.....	dis 60x10
Wrought Square.....	dis 60x10
Wrought Sunk Flush.....	dis 60
Wrought Bronze and Plated Knob.....	dis 60x10
Flueh.....	dis 60x10
Ives' Door.....	dis 60x10
BRACES.	
Barber.....	dis 40
Backus.....	dis 50x10
Spofford.....	dis 50
Am. Ball.....	dis 50
BUCKETS.	
Well, plain.....	\$ 3 50
Well, swivel.....	\$ 4 00
BUTTS, CAST.	
Cast Loose Pin, figured.....	dis 70x10
Cast Loose Pin, Berlin bronze.....	dis 70x10
Cast Loose Joint, genuine bronze.....	dis 60x10
Wrought Narrow, bright fast joint.....	dis 60x10
Wrought Loose Pin.....	dis 60x10
Wrought Loose Pin, acorn tip.....	dis 60x5
Wrought Loose Pin, joggled.....	dis 60x5
Wrought Loose Pin, joggled, silver tipped.....	dis 60x5
Wrought Table.....	dis 10x60
Wrought Inside Blind.....	dis 10x60
Wrought Brass.....	dis 10x60
Blind, Clark's.....	dis 80x10
Blind, Parker's.....	dis 80x10
Blind, Shepard's.....	dis 70
CAPS.	
Ely's 1-10.....	per m \$ 65
Hick's C. F.....	60
Musket.....	35
CATRICHES.	
Rim Fire, U. M. C. & Winchester new list 50x10	
Rim Fire, United States.....	dis 50x10
Central Fire.....	dis 50x10
CHISELS.	
Socket Firmer.....	dis 75x10
Socket Framing.....	dis 75x10
Socket Corner.....	dis 75x10
Socket Slicks.....	dis 75
Butcher's Tanged Firmer.....	dis 40
Barton's Socket Firmer.....	dis 20
Cold.....	net
COMBS.	
Curry, Lawrence's.....	dis 40x10
Hotchkiss.....	dis 25
COCKS.	
Brass, Racking's.....	60
Ribb's.....	60
Beer.....	40x10
Fenn's.....	60
COPPER.	
Planished, 14 oz cut to size.....	\$ 28
14x22, 14x36, 14 x60.....	31
Cold Rolled, 14x14 and 14x30.....	21
Cold Rolled, 14x48.....	19
DRILLS.	
Morse's Bit Stock.....	dis 40
Taper and Straight Shank.....	dis 40
Morse's Taper Shank.....	dis 40
ELBOWS.	
Com. 4 piece, 6 in.....	doz net \$ 85
Corrugated.....	dis 20x10
Adjustable.....	dis 34x10
EXPANSIVE BITS.	
Clar's, small, \$18 00; large, \$26 00.....	dis 20
Ives', \$18 00; 2, \$24 00; 3, \$30 00.....	dis 25
FILES—New List.	
American File Association List.....	dis 55x10
Dissott's.....	dis 55x10
New American.....	dis 55x10
Nicholson's.....	dis 55x10
Heller's.....	dis 55x10
Heller's Horse Raps.....	dis 55x10
GALVANIZED IRON.	
Nos. 16 to 20, 22 and 24, 25 and 26, 27 28	
List 12 13 14 15 16 18	
Discount, Juniata 50x10, Charcoal 60.	
STANDARD RULE AND LEVEL CO.'S.	
Maydole & Co.'s.....	dis 25
Sewell & Co.'s.....	dis 25
Yerkes & Plumb's.....	dis 40x10
Mason's Solid Cast Steel.....	30 c list 40
Blacksmith's Solid Cast Steel, Hand.....	30 c 40x10
HANGERS.	
Barn Door Kicker Mfg. Co., Wood track 50x10	
Champion, anti-friction.....	dis 60x10
Kidder, wood track.....	dis 40
HINGES.	
Gate, Clark's, 1, 2, 3.....	per doz, net 2 50
State.....	dis 60
Screw Hook and Strap, to 12 in. 4 1/4 14	
and longer.....	3 1/4
Screw Hook and Eye, 3/4.....	net 8 1/2
Screw Hook and Eye, 1.....	net 8 1/2
Screw Hook and Eye, 1 1/2.....	net 8 1/2
Strap and T.....	dis 65
HOLLOW WARE.	
Stamped Tin Ware.....	dis 30
Japanned Tin Ware.....	dis 30
Granite Iron Ware.....	dis 25
IRON.	
Grub 1.....	\$11 00, dis 60
Grub 2.....	\$11 50, dis 60
Grub 3.....	12 00, dis 60
KNOBS.	
Door, mineral, jap. trimmings.....	dis 25
Door, porcelain, jap. trimmings.....	dis 25
Door, porcelain, plat. trimmings.....	dis 25
Door, porcelain, trimmings.....	dis 25
Drawer and Shutter, porcelain.....	dis 25
Picture, H. L. Judd & Co.'s.....	dis 40
Hemacite.....	dis 40
LOCK DOOR.	
Russell & Irwin Mfg. Co.'s new list.....	dis 25
Mallory, Wheeler & Co.'s.....	dis 25
Brantford's.....	dis 25
Norwalk's.....	dis 25
LEVELS.	
Stanley Rule and Level Co.'s.....	dis 25
MATTOCKS.	
Adze Eye.....	\$16 00 dis 60
Hunt Eye.....	\$15 00 dis 60
Hunt's.....	\$18 50 dis 20
MAULS.	
Sperry & Co.'s, Post, handled.....	dis 25
MILLS.	
Coffee, Parkers Co.'s.....	dis 25
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	dis 25
Coffee, Landers, Ferry & Clark's.....	dis 25
Coffee, Enterprise.....	dis 25
MOLASSES GATES.	
Stebbin's Pattern.....	dis 25
Stebbin's Genuine.....	dis 25
Enterprise, self-measuring.....	dis 25
NAILS.	
Common, Bra and Fencing.	
10d to 60d.....	per keg
6d and 8d adv.....	\$15 00 dis 60
6d and 7d adv.....	\$15 00 dis 60
4d and 5d adv.....	\$15 00 dis 60
3d advance.....	\$15 00 dis 60
3d fine advance.....	\$15 00 dis 60
Finishing / 10d 8d 6d 4d	
Size—Inches / 3 3/4 2 1/2 2 1/4	
Adv. per keg \$125 1 50 1 75 2 00	
Steel Nails—2 39.	
OILERS.	
Zinc or tin, Chas. B. Patent.....	dis 25
Zinc, with brass bottom.....	dis 25
Brass or Copper.....	dis 25
Reaper.....	per gross, \$ 40
Olmsstead's.....	dis 25
PLANES.	
Ohio Tool Co.'s, Fancy.....	dis 25
Sciota Bench.....	dis 25
Sandusky Tool Co.'s, Fancy.....	dis 25
Bench, first quality.....	dis 25
Stanley Rule and Level Co.'s, wood.....	dis 25
PANS.	
Fry, Acme.....	dis 25

WHOLESALE CROCKERY, H. LEONARD & SONS, GRAND RAPIDS, MICH.

PRICE LIST. HOUSEHOLD DEPARTMENT. PART 9.

Terms Cash. Sixty days or 2 per cent. discount for Cash in ten days, on Crockery and Glassware. We present a few Specialties in English Decorated Dinner Sets from leading Factories. Merchants will do well to carry a line of goods on this order, as the people constantly demand more and more; need not keep very much, because we carry so many patterns in open stock, and are glad to keep up the assortment for you, and sell in any quantities. Perhaps the very best decorated line now is WEDGEWOOD & CO.'S LUSTRE BAND which we would be pleased to quote.



102 Pieces, \$16.75.

DINNER SET NO. 1052,

Decorated with

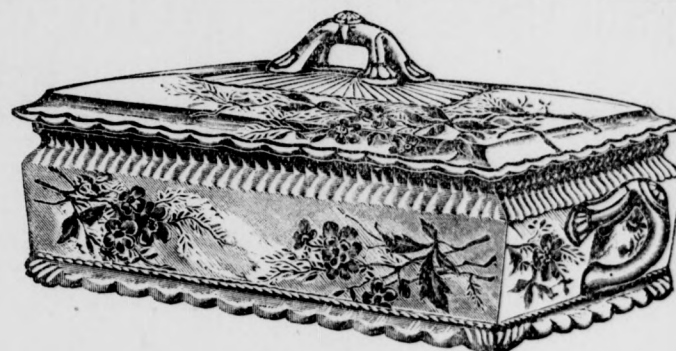
Fine Pink and Grey Flowers, with Gold.

102 Piece Set Contains

1 doz. Pie Plates,
1 doz. Tea Plates,
1 doz. Breakfast Plates,
1 doz. Fru. Saucers,
1 doz. Ind. Butters,
3 Platters, 8, 10, 12,
1 Sugar, 1 Cream,
12 Dinner Plates, \$2 extra.

2 Bakers, 8,
1 Boat, 1 Pickle,
1 Covered Dish,
1 Casserole,
1 Butter,
1 Slop Bowl,
12 Handled Teas,
12 Dinner Plates, \$2 extra.

This pattern is carried in open stock and any pieces wanted can be furnished.



102 Pieces, \$18.75.

Dinner Set No. 1029,

Decorated With

Fine Blue and Grey Flowers, with Gold. New "Windsor" Square Shape.

(See list of 102 piece set to the left.)

12 Dinner Plates, with above Set \$2.25 extra.

We carry this pattern in open stock, and can furnish any articles desired at proportionate prices.



Dark Green Lucerne.
104 Pieces, \$9.50.



Brown Chatsworth.
Pink Chatsworth.
104 Pieces, \$10.50.



Blue Japanese.
104 Pieces, \$9.50.

DINNER SETS, Printed on Ivory Body, New Square Shape.

1 doz. Pie Plates,
1 doz. Fruit Saucers,
2 Bakers, 8, 1 Boat,
1 Casserole and Cover,
1 Sugar.

104 Piece Set is Composed of
1 doz. Breakfast Plates,
1 doz. Individual Butters,
1 Covered Dish,
1 Water Pitcher,
1 Cream,

1 doz. Dinner Plates,
4 Platters, 1 each 8, 10, 12, 14,
1 Pickle, 1 Bowl,
1 Butter Dish and Cover,
1 doz. Handled Teas.



Tea Sets in Great Variety.

Plain Print, "Victor," 56 pieces, see cut above, per set, \$3.50
"Brazil," 56 pieces. New square shape. Per set, \$3.00
Both above patterns in Brown, Pink, Blue and Sea Green Decorations.



SEINE PATTERN.

DECORATED TOILET WARE.

Plain Printed Sets composed of

1 Ewer and Basin, 1 Covered Chamber, 1 Soap and Cover, 1 Mug,
1 Small Pitcher, 1 Brush Vase—making 9 pieces, and
1 Slop-Pail and Cover—making 11 pieces, in Brown, Pink, Blue
and Green Colors.

9 Pieces, Seine Pattern, per set, \$2.75.
11 " " " " \$5.00.



102 Piece Set, \$11.00.



LAHORE.

"BROWN LAHORE" DECORATION ON IVORY BODY.

A fine, soft, conventional decor. manufactured by T. & R. BOOTE, ENGLAND, and is recommended as the MOST SMOOTH, PERFECT AND PLEASING MEDIUM-PRICE SET on the market. Also carried in open stock with a complete assortment constantly on hand. 12 8 in. Dinner Plates with above Set \$1.60 extra.

Barbed Wire.
From the Industrial World.

Despite the hard times, the cessation of trade during the late strikes, and the generally unsatisfactory price of cereals, there is a steady and extensive demand for barb-wire fencing. The very cheap price at which it has of late been offered has been a real boon to farmers, and the popularity of this kind of fencing is maintained. Barb-wire is pre-eminently the fence of the people. Its usefulness is unquestioned, and its elements of portability, ease of construction into a fence, its durability, its strength, and its protective qualities are the marked features which have commended it to consumers. The variety of styles in which this fencing is now put upon the market meets the views of purchasers, and fills every measure of their requirement. No invention of the present day is more pre-eminently a common-sense and practical one than this. It supplied a need that farmers, particularly in this country, had felt for years. It was a real Godsend to the settlers on the treeless lands of great sections of the West and Northwest, and as an element in facilitating agriculture throughout this country it has been of incalculable importance. The demand for barbed wire has by no means reached its zenith. It is the product of the future as much as of the present. Having once entered into the conditions of American farming, it will ever remain an important factor. It must so remain, because it fulfills a mission that no product has yet been able to fill, that of supplying a durable, easily constructed, and thoroughly efficient fence at a price far beneath the cost of common lumber fencing. The present market value of barbed wire is abnormally low, and, despite the closeness of money matters, it is really a desirable purchase. The hardware trade has been greatly benefitted by this invention, as a large share of the product passes into consumption through the hands of the local hardware dealer. It being a new product he has had another profitable branch added to his trade, and the really wise dealer will cultivate it to its utmost extent, for it is a branch that by proper work can be enlarged almost indefinitely. Much of the opposition against those operating under the patents for making barbed wire has died out. The wholesome decision of the courts has given a stability to the course of manufacture which was sadly needed at one time. There is no good reason now why peace and harmony should not reign throughout the whole barb-wire industry.

The Danger of Centralism.

From the Chicago Current.

The employers of the American can do better by the working man than can the Knights of Labor. There is a danger that

the union man, in his contest with Capital, will accept conditions from Labor that he would spurn with horror if they were offered by Capital. It must be remembered that the General Government itself rarely interferes with a man's freedom of action. It does not, in time of peace, send a Walking Delegate to order the tailor from his bench, or to prevent trains from running. The time was when men quit work because they had no pay; then it came to quitting work when the men suffered a lesser grievance; now men cease working when some other man, or some other union, has a grievance against some other employer. It is not difficult to see that society would be impossible should a prolonged industrial reign of terror make its advent. Workmen, it is believed, will not hand over their own and their employers' interests to a body of men who may easily be moved by rival interests. Liberty of thought and action are what have made America—built our railroads, telegraphs, cities, and our Brooklyn bridge. It is a good scheme—this liberty. But a Central Board whose fiat would stop or start, as it might be pleased or displeased with the conduct of a certain branch of manufacture or traffic, would in effect be Russia consummated with hollow names. As it is, under Jay Gould, we have our freedom left to criticize his methods, and to hope that the ways by which he has made the most of his money and power will gradually become impracticable for imitators. In labor and capital as well as in politics, we must always stand out well against too much centralism. The inevitable in the way of Government railways, telegraphs, and whisky seems full of evils. Let that suffice. The federal scheme of a good union in every trade is a natural one. The endeavor to abolish trades unions and supplant them with a body of Knights of Labor is like abolishing our counties and States. It is restrictive of liberty. The employers ought to enter the lists and offer the unions better terms than that.

Doubtful Ownership.

Smith—I say, Brown, did I leave my umbrella at your place last night?
Brown—You left an umbrella, Smith, but I don't know whether it's yours or not.

Texas has a new industry. The Clear Creek Crab Canning Company has been organized in Galveston county, and is doing a big business in catching and canning crabs. The shells are removed entire except the claws, ground in a mill and shipped to France, where they are manufactured into a dentifrice. The oil that arises from the vats where the crabs are boiled is used in making soap, and is said to be equal to coconut oil for this purpose. The crabs themselves are packed in five gallon cans, and are reckoned good.

WM. SEARS & CO.

Cracker Manufacturers,

Agents for

AMBOY CHEESE.

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