

# The Michigan Tradesman.

VOL. 5.

GRAND RAPIDS, WEDNESDAY, MAY 16, 1888.

NO. 243.

**F. J. DEYENTHALER**

WHOLESALE

**Salt Lake Fish**

AND OYSTERS.

Packing and Warehouse,

37 North Division Street.

Office, 117 Monroe St.,

GRAND RAPIDS, MICH.

SEND FOR PRICE LIST.

**FRED. D. YALE & CO.**

MANUFACTURERS OF

**Imperial**

AND

**La Belle**

BAKING POWDERS,

—AND—

All Kinds of Extracts  
and Flavorings.

JOBBERS OF

Teas, Toilet Soaps, Cigars  
and Grocers' Sundries.

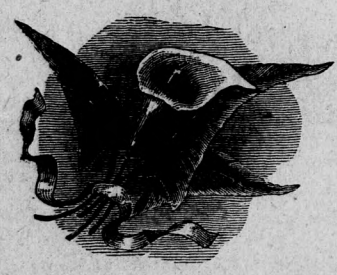
**Telfer Spice Company,**

SOLE MANUFACTURERS OF

**ABSOLUTE SPICES,**

—AND—

**Absolute Baking Powder.**



JOBBERS OF


Teas, Coffees and Grocers' Sundries,

GRAND RAPIDS.

ESTABLISHED 1866.

**BARNEY BROS.,**

159 So. Water Street, Chicago.



We do a General Commission Business and offer as inducements twenty years' experience and clear record. The best equipped and largest salesroom in the business in this city. Ample storage facilities—full 20,000 feet of floor space in the center of the best market in the West. Ample capital and first-class references on file with THE TRADESMAN. Write us if you wish information, whether to buy or sell. It will cost you nothing.

**BARNETT BROS.**

**SEEDS!**

IF YOU WANT

Medium Clover,  
Mammoth Clover,  
Timothy,  
Alsike,  
Alfalfa,  
Hungarian,  
Millet,  
Red Top,

Orchard Grass,  
Blue Grass,  
Field Peas,  
Spring Rye,  
Spring Barley.

OR ANY KIND OF SEEDS SEND TO

**W. T. LAMOREAUX,**

71 Canal Street,  
Grand Rapids, Mich.

**Jaxon**

ANTI-WASHBOARD  
SOAP

This soap may be used in ANY WAY and for ANY PURPOSE that any other is used, and will be found to excel all in cleaning qualities, but if you will

**FOLLOW DIRECTIONS.**

which are plain and simple much rubbing, and consequently much labor and wear of clothes, will be saved.

The peculiar property possessed by our soap is that of loosening and separating the dirt without injuring the fabric, instead of eating up the dirt and thereby rotting the cloth.

Ask your wholesale grocer about our SPECIAL OFFER. It makes retail profit very satisfactory.

**Central City Soap Co.,**  
JACKSON, MICH.

**Latest and Best!**

Send Stamp for sample of the

**TRADESMAN CREDIT COUPON,**

the best and newest system on the market. Furnished in Denominations of \$5, \$10 and \$20.

**E. A. STOWE & BRO.,**  
Grand Rapids, Mich.

**SOAPS!**

They Please Everybody.

**BEST FAMILY, HEADLIGHT and LITTLE DAISY**

SOAPS are conceded by all to be the best soaps ever sold in Michigan.

Commendations are coming in daily. Send for price list.

**Grand Rapids Soap Co.**

**REUBEN HATCH**  
Attorney at Law,  
Rooms 28 & 24 Widdicombs Bld. Monroe St.,  
GRAND RAPIDS.

A limited amount of money to loan on real estate security.

**JUDD & CO.,**  
JOBBERS OF SADDLERY HARDWARE  
And Full Line Groceries,  
102 CANAL STREET.

**SAFES!**

Anyone in want of a first-class Fire or Burglar Proof Safe of the Cincinnati Safe and Lock Co. manufacture will find it to his advantage to write or call on us. We have light expenses, and are able to sell lower than any other house representing first-class work. Second-hand safes always on hand.

**C. M. GOODRICH & CO.,**  
With Safety Deposit Co., Basement of Widdicombs Bld.

**EDMUND B. DIKEMAN**

THE GREAT

**Watch Maker**

AND **Jeweler,**

44 CANAL ST.,  
Grand Rapids, Mich.

**Voigt, Herpolsheimer & Co.,**  
Importers and Jobbers of

**DRY GOODS**

Staple and Fancy.

**Overalls, Pants, Etc.,**

OUR OWN MAKE.

**A Complete Line of**  
Fancy Crockery & Fancy Woodenware

OUR OWN IMPORTATION.

Inspection Solicited. Chicago and Detroit Prices Guaranteed.

**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.

**CHAS. A. COYE**

MANUFACTURER OF

Horse and Wagon Covers,  
Awnings and Tents,  
Flags and Banners,  
Oiled Clothing,  
Feed Bags,  
Wide Ducks, etc.

Telephone 106.  
73 CANAL ST., - GRAND RAPIDS.

**GRAND RAPIDS MICHIGAN**  
LIFE INSURANCE CO.

**JULIUS HOUSEMAN, Pres.,**  
A. K. WATSON, Treas.,  
S. F. ASPINWALL, Secy.  
CASH CAPITAL, \$200,000.

**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 attended to.

**RAGS, RUBBERS, BONES & METALS**  
BOUGHT BY  
**Wm. Brummeler,**

JOBBER IN  
TINWARE, GLASSWARE AND NOTIONS,  
TELEPHONE 640.  
79 Spring St., - Grand Rapids.

**WANTED.**

**Butter, Eggs, Wool, Potatoes, Beans, Dried Fruit, Apples and all kinds of Produce.**

If you have any of the above goods to ship, or anything in the Produce line let us hear from you. Liberal cash advances made when desired.

**Earl Bros., Commission Merchants,**  
157 South Water St., CHICAGO.

Reference: FIRST NATIONAL BANK, Chicago.  
MICHIGAN TRADESMAN, Grand Rapids.

**EDWIN FALLAS,**

PROPRIETOR OF

**VALLEY CITY COLD STORAGE,**

JOBBER OF

Oranges, Lemons, Bananas, Butter, Eggs and Egg Crates.

No. 3 egg crates, 37c. No. 3 egg crates, 30c. No. 1 fillers, 13c. No. 3 fillers, 10c.

I have facilities for handling each line above named that are unsurpassed.

I aim to handle the best that can be obtained. Mail orders filled promptly at lowest market price. A liberal discount on Egg Crates and fillers in large lots.

**SALESROOM, - No. 9 Ionia St., Grand Rapids.**

**POTATOES.**

We give prompt personal attention to the sale of POTATOES, APPLES, BEANS and ONIONS in car lots. We offer best facilities and watchful attention. Consignments respectfully solicited. Liberal cash advances on Car Lots when desired.

**Wm. H. Thompson & Co.,**  
COMMISSION MERCHANTS,  
166 South Water St., CHICAGO.

Reference: BEISENTHAL, GROSS & MILLER, Bankers, Chicago.

**H. M. GOEBEL**

Is the largest jobber of

**Wall Paper**

In the State, not excluding Detroit. An immense stock now on hand in latest patterns, and we want to sell. Prices lowest. Also wholesale Paints and Varnishes. Brushes and artists materials. Orders filled promptly. Correspond with me.

19 Canal St., GRAND RAPIDS.

ASK FOR

**ARDENTER**

**MUSTARD**

**BEST IN THE WORLD.**

**PRODUCE!**

We should be pleased to open correspondence with anyone having APPLES, POTATOES, ONIONS, BEANS, DRIED FRUITS and other Country Produce to offer. CAR LOTS A SPECIALTY. Consignments will receive our best attention. We are willing at all times to make liberal advances when drafts are drawn with bill lading attached. Goods sold on arrival or held as per request of shipper.

**S. T. FISH & Co.,**  
Commission Merchants,  
189 So. Water St., Chicago, ILL.

Reference: First National Bank, or any Wholesale Grocer here.

**FOURTH NATIONAL BANK**

Grand Rapids, Mich.

A. J. BOWNE, President.  
GEO. C. PIERCE, Vice President.  
H. P. BAKER, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

Make a Specialty of Collections. Accounts of Country Merchants Solicited.

**STANTON, SAMPSON & CO.,**

Manufacturers and Jobbers of

**Men's Furnishing Goods.**

Sole Manufacturers of the "Peninsular" Brand Pants, Shirts and Overalls.

State agents for Cutisoid Collars and Cuffs.  
120 and 122 Jefferson, Ave.,  
DETROIT, - MICHIGAN.  
GEO. F. OWEN, Grand Rapids;  
Western Michigan Salesman.

MAX.

Written for THE TRADESMAN.

In a small village located near one of our large cities, two brothers kept a general store. Their place of business was only a type of its class—counters on each side, divided in the center to allow reader access to the goods piled neatly upon the shelves behind, the usual array of canned goods and highly-colored charts and portraits of more or less lovely female faces by way of advertising that "A. S. Birk & Co.'s Famous Soaps contain no" etc., etc.—and was more than usually tasty and attractive.

Its proprietors were, at first glance, extremely alike in appearance. Both were young, well dressed and stylish. Both wore the same pleasant, genial smile in their intercourse with their friends and customers—of which latter they had not a few, both prompt and profitable. But, notwithstanding the great similarity of their appearance, a closer acquaintance would, to the sharp observer, at once acquaint him with the reason for the greater popularity of Max, the elder of the brothers Tarsney. Although the younger of the two, Albert, was much handsomer, physically, there was a gleam in his dark eyes which spoke only too plainly of the revengeful, vindictive spirit within. Albert Tarsney was a man with whom, should he set his heart upon it, no ties of any kind would be allowed to stand in the way of accomplishing the object aimed at.

While he had numerous warm friends, there was a greater proportion of the townspeople who made it a matter of some study to make their purchases at a time when Max would be at hand to wait upon them. Max was open-hearted as the daylight and would much sooner lose a dollar by informing a customer of the true nature of the article to be purchased than to make ten by falsely representing it.

A few months previous to the time of which I write, a gentleman had removed his family to the little town, purchasing a fine residence and making it a summer home when the heat and dust of the city were at their height. Convenient to his place of business, the village of Lardon being only a few miles away, Mr. Sands could easily run down Saturday evening and pass Sunday with his family, returning to his business on Monday morning.

Mr. Sands' "family" consisted solely of his wife and their daughter, Ethel, a lovely girl of 17, just budding into the perfection of womanhood. No such face had ever before been seen in Lardon, and the young men of the town having any pretense to society and its customs were all agog at once, and all became possessed of a wild desire to be the first in a hotly-contested race for first place in Miss Sands' good graces.

Ethel Sands, contrary to the general rule with rich men's only daughters, had been brought up with the utmost simplicity. Her charms of manner and speech were not the false gilding of affected, ball-room etiquette, but bore the impress of nature in the most charming way.

Both of the brothers Tarsney, being sufficiently well off to do so without laying themselves liable to the title of fortune-hunters, laid siege to the fortress which contained Ethel Sands' affection. Max was successful, and in the course of a few weeks won from Ethel a shy consent to his suit. To say that Max was a happy man when, upon calling upon Mr. Sands and making his request for his daughter that gentleman at once consented and said that it made him only too happy to think that he could entrust his daughter's happiness and welfare to such a worthy man's keeping, would be to put it very mildly. He was simply delirious with joy and rushed off immediately to his brother with the good news.

Albert received it somewhat coldly. A frown wrinkled his forehead, and he bit his brown mustache viciously, a peculiar trick of his when particularly agitated.

"I am glad you have been successful," Albert said the words coldly, and his lips seemed to be forced to open and give them utterance. Max was quick to notice it, and he, in the fullness of his happiness, felt truly sorry for his brother's failure, although his success would mean his own failure and misery.

"Al," said Max, tenderly, and his voice was very gentle and sympathetic, as he made use of the nickname he loved so well, "Al, I am almost sorry, for your sake, that I have succeeded. I didn't realize, in my own blind selfishness, that you would be so out upon about it, old fellow. Forgive me, won't you, Al?"

The loving accent and the genuine affection in Max's face seemed to strike an answering chord in Albert's heart. Reaching out his hand he said, with apparent candor and truth:

"Max, my dear fellow, don't look so woe-begone. I love Ethel, it is true, but you are not to blame for that, and it is all right. I'll get over it in time. I haven't the least hard feeling toward you in the matter, rest assured of that."

And the young man extended his hand to his brother, who cordially grasped it, and, for the time, nothing further was said about the matter.

Max and Ethel were married one beautiful day early in the fall, when the forest trees were beginning to change their tints of green for the gala robes of autumn, and the atmosphere seemed blended into their radiant hues. All nature seemed propitious, and the young couple commenced the journey of life under the most favorable auspices.

Max built a little cottage near his place of business and, after a short bridal trip, the newly-wedded pair took up their residence therein. Their home was a picture in reality of contentment and love. It seemed that the ruthless hand of sorrow would be daunted and kept at bay forever by Max's unselfish devotion and love.

Six months passed and Albert seemed to have entirely outlived his passion for Ethel and merged it into a brotherly regard for his brother's wife. He was often to be seen in the cosy sitting room of Max's home, and there was a freedom and ease in his manner that completely set at rest any doubts that might still linger in Max's mind.

One evening, soon after closing the store, Max remarked:

"All, I'm going to Detroit to-morrow. We need some goods and I have a dozen errands for Ethel. Take good care of her while I'm gone. I'll be back to-morrow night or early Monday morning."

Bidding his brother good-night, Max went home and prepared for his journey. In the morning, Max said a loving good-bye to his wife and boarded the train. Not a thought that any harm could come to his jewel in his absence entered Max's mind. He would return in two days at the latest, and surely nothing could happen in that time.

He hastened his business with all possible speed, but he missed the Saturday night train and was compelled to wait until Monday ere returning home. Impatiently he walked the streets, stared into the shop windows, trying to pass away the tedious hours, and gladly did he hail the approach of Monday morning.

As Max approached his home, the strange appearance thereof filled him with a vague alarm. The blinds, although it was nearly 9 o'clock in the morning, were closed tightly, and no appearance of life was visible. Max opened the door with his night-key and entered. No one met him at the door, although he surely expected to find his wife waiting to welcome him. Hastily he looked through the rooms and finally hastened to his wife's bedroom. There a sight met his gaze that paralyzed him, dazing all his senses and transforming him, for the time being, into a veritable lunatic. His wife, the lovely girl he had left but two days before radiant with health and beauty, lay stretched upon the carpet, her long golden tresses mingling with the life-blood that still oozed horribly through a small orifice in her temple. Closely grasped in her hand was a small revolver—a present from himself to "keep burglars away," as he had laughingly expressed it at the time—telling the ghastly tale of how she died. Max staggered forward and knelt beside the corpse of the one he loved above all else. His dazed eyes could barely see her form, but he managed to grasp her hand, and knelt there, softly caressing the dimpled fingers and imploring her to "wake up, Ethel, darling. I've come home." Clearly, the sight had driven his senses from him, and a piece of crumpled paper closely grasped in the hand which he so lovingly held attracted his attention. Mechanically he opened it and glanced over the, at first, to him, unmeaning lines. They were as follows:

Your husband is a villain—one of the blackest. He married you, knowing that he had a living legal wife. I have said nothing, knowing that you loved him. But I can stand it no longer. I love you so madly that I cannot live without you. Meet me to-night at the South Depot, and I will take you away from the vile monster who illegally calls you wife to a place where your sad story will never be known, and we will both be happy. I pray you, for the sake of your own honor, do not fail to come. I shall expect you.

ALBERT TARSNEY.

At length, the full meaning of the words dawned upon Max's benumbed mind. Arising, he went to the drawer of a dresser and took therefrom a revolver of large caliber. With a white, set look of determination on his face, Max examined the weapon carefully and placed it in his overcoat pocket. Then he looked once more upon the face of his dead wife and left the house, carefully locking the door behind him. Once upon the street, his strange actions were not so noticeable, and the tortured man seemed to delight in keeping his emotions hidden. Two or three acquaintances passed him, and to them he spoke in his usual pleasant manner. Presently Max reached the store. His brother stood near the scales waiting upon a customer, and Max spoke to him with a calm, steady voice, making some casual remarks about business, although he did not know the meaning of his own words.

The customer left the store, and Max asked Albert to step from behind the counter a moment. Then he showed him the note. Albert read it, and his face paled to the whiteness of snow as he did so.

"Albert, I will burn this, and then you and I will never mention such a trivial matter again."

As he spoke, he held the note over the flame of a match until it crumbled to ashes. Then he turned, as if to leave the store, but by a quick motion, the revolver was drawn from his pocket and his brother was stretched upon the floor, a corpse. In another instant, one of the leaden messengers of death entered his own brain, and the tragedy was complete.

The townspeople had many theories to advance as to the probable cause of the double murder and suicide—Max having the revolver in his hand making it supposable that he had done the deed—but they were sadly deficient in clearing it up, and the mystery Max took to the grave with him by burying the note.

RELUF.

**What I Know about Dead-Beats.**

Written for THE TRADESMAN.

CHAPTER II.

We were selling goods in a general store, from 1853 to 1863, beyond the Mississippi river, in the then new and thriving State of Iowa. About 1857, there came into our store a case of men's boots which sold at \$2.50 per pair. One pair was sold which proved to be too small, and, being soiled, was bought back for \$2.25. One morning we pointed out to Mr. Lewis the soiled boots and instructed him to sell them if an opportunity offered at \$2.25. That day we had a large trade and were both very busy. During the day a young man wished to look at boots. I showed him the boots at \$2.50 per pair and the soiled boots at \$2.25, and then returned to serve other waiting customers. After examining the boots, the young man threw a pair of boots over his shoulder, and, advancing to Mr. Lewis, said, "I will take the soiled boots," handing him \$2.25.

As evening came on, our customers thinned out and we began tidying up matters in the store. Mr. Lewis had told me that the soiled boots were sold. In putting the boots in order, I found the said boots and called Mr. Lewis' attention to it. Says he, "I would charge him the 25 cents and make him pay it." "Let us try another plan," says I, "and if we do not realize full value for the boots, I will treat."

About that time two cheap violins, full rigged and ready for business, came into the stock, the exact cost of each being 84 cents and the selling price \$1.50. Not many days passed until our young second-hand boot dead-beat entered the store. Glances were exchanged and the boys took down violin No. 1 and began to say "Old Hundred" and "Coronation." Our young d-b was fond of music, particularly that of the violin, and immediately enquired:

"Is that violin for sale?"

"Not unless you want it more than we do," was the reply.

"Wouldn't you sell it to accommodate a fellow?"

"Certainly, in the case of a good customer like yourself."

"What is the price?"

"Five dollars."

"I'll give you a gold sovereign (\$4.90) for it."

"That is rather low, but seeing it is you, we'll call it a go."

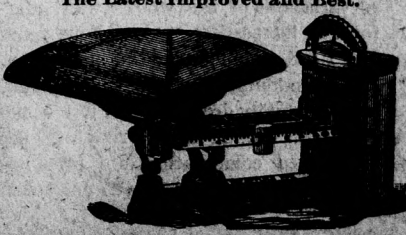
The gold coin was dropped into our till, and the young dead-beat departed in happiness over his purchase. He also left in the store a couple of happy men, but Lewis was the happier of the two.

Conundrum: If the young fellow was the dead-beat in the boot deal, who was the dead-beat in the fiddle trade—the buyer or the seller?

P. H.

**Perfection Scale**

The Latest Improved and Best.



**DOES NOT REQUIRE DOWN WEIGHT**

Will Soon Save Its Cost on any Counter.

ED. C. WHEELER & CO., Detroit.  
HAWKINS & PERRY, Grand Rapids.  
McCAUSLAND & CO., E. Saginaw  
and by Wholesale Grocers generally. Send for Illustrated Catalogue.



ASSOCIATION DEPARTMENT.

Michigan Business Men's Association. President—Frank Hamilton, Traverse City. First Vice-President—Paul P. Morgan, Monroe.

The following auxiliary associations are operating under charters granted by the Michigan Business Men's Association: No. 1—Traverse City B. M. A.

At the last regular meeting of the Muskegon B. M. A. held on the 8th, thirty-one applications for membership were received and accepted.

There was an interchange of views relative to the car shops and line of boats to Milwaukee, but nothing was offered except that the Board of Trade had received a reply to the invitation to unite efforts to accomplish these purposes.

Agreeable to previous engagement, the editor of THE TRADER met with the business men of Grand Rapids last Thursday evening and assisted in the formation of one of the most promising associations yet organized in the State.

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In Favor of an Inspector.

The Grand Rapids Mercantile Association has endeavored to interest Mayor Weston in the appointment of an inspector of meats, vegetables and milk, and, judging from the following paragraph, in an inaugural address, it appears to have succeeded:

Next in importance to the water question, as regards public health, is the milk supply of our city. Last year the general death rate of our city was twice that of Chicago.

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Association Notes.

Wesley J. Austin succeeds W. G. Shane as Secretary of the Sherman B. M. A.

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Hardware.

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

Yves' old style... dis 60. Douglass... dis 60. Snell's... dis 60. Cook's... dis 60. Jennings' imitation... dis 60.

Cast Loose Pin, Berlin bronzed... dis 70. Cast Loose Pin, genuine bronzed... dis 70. Wrought Loose Pin... dis 70.

Socket Firm... dis 70. Socket Framing... dis 70. Socket Corner... dis 70. Socket Slicks... dis 70.

Stanley Rule and Level Co.'s... dis 50. Maydole & Co.'s... dis 25. Kerp's... dis 25.

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Hardware.

Iron and Tin... dis 55. Copper Pipes and Burs... dis 40. Cast Iron... dis 40.

Steel and Iron... dis 70. Steel and Bevels... dis 40. Mitre... dis 30. SHEET IRON... dis 40.

Sheet Zinc... dis 64. American, all kinds... dis 60. Swedes, all kinds... dis 60.

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Hardware.

Casters, Bed and Plate... dis 10.80. Dampers, American... dis 40. Forks, hoes, rakes... dis 40.

Basewood, log-run... dis 13. Birch, log-run... dis 15. Maple, log-run... dis 11.

Maple, clear, flooring... dis 25. Maple, white, selected... dis 25. Red Oak, log-run... dis 24.

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Maple, clear, flooring... dis 25. Maple, white, selected... dis 25. Red Oak, log-run... dis 24.

SHOE DRESSINGS.

Brown's French, Bixby's Royal, Eclipse Safety Barrel, Raven Gloss, Spanish Gloss, Topsey, Gilt Edge.

HIRTH & KRAUSE, JOBBERS, 118 Canal St., GRAND RAPIDS.

D. D. COOK, PROPRIETOR OF THE Valley City Show Case Factory, MANUFACTURER OF SHOW CASES.

Prescription Cases, My Prices are Lower than any of My Competitors. Send for Catalogues.

Offer No. 170. FREE—To Merchants Only: A three-foot, French glass, oval-front Show Case. Address at once, R. W. Tansill & Co., 55 State St., Chicago.

WHOLESALE AND RETAIL COAL and WOOD. E. A. HAMILTON, Agt., 101 Ottawa St., Ledyard Block.

J. E. FELDNER & CO., CUSTOM SHIRT MAKERS, AND DEALERS IN Men's Furnishing Goods.

WHIPS. GRAHAM ROYS, Grand Rapids, Mich.

How to be Successful Merchants.

From the Mail and Express. Take the bold step of gradually reducing stock.

Divide your risks as the insurance people do, so that in case of failure you will not be much hurt.

When an account is opened, ask the parties to what extent they wish to go, and keep them to the amount agreed upon.

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The First Conviction Under the New Law.

August Rahl was examined in the police court this afternoon on the charge of selling watered milk.

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Regulating the Peddler.

The B. M. A. Committee on Trade Interests has, under instructions from the main body, been looking up the matter of peddling.

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A Final Reminder.

TRAVERS CITY, May 10, 1888. DEAR SIR—The Executive Board of our Association will meet in one week, at which time I should like to present any word or suggestion from local officers relative to local matters.

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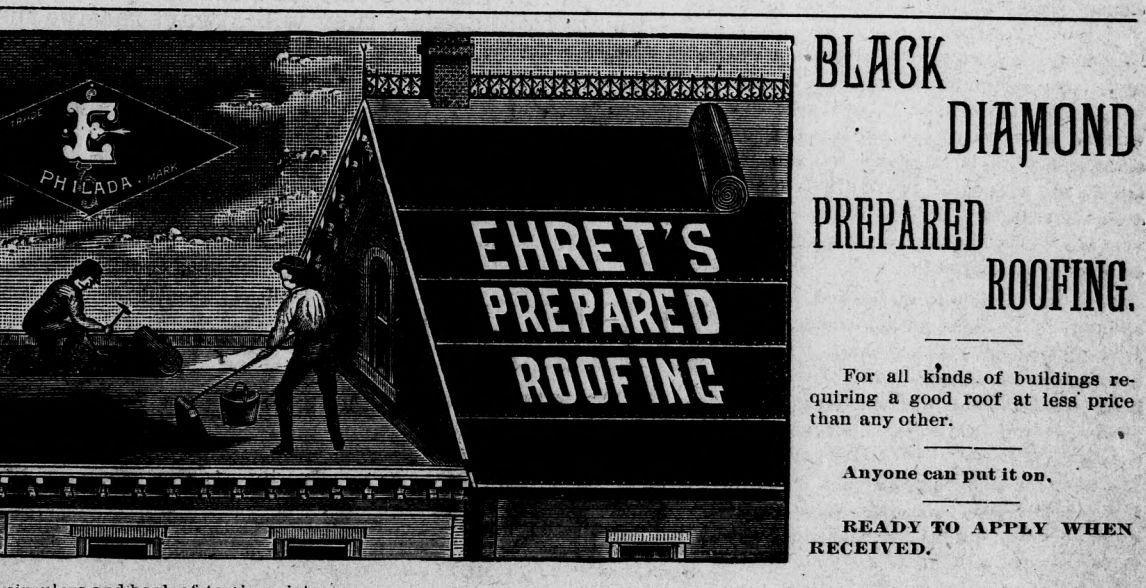
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SENIOR'S FLOOR PAINT

THIS PAINT is composed of NATURAL MINERAL and HYDRAULIC CEMENT, and will out-wear other pigments. It will cement up the cracks, fill up the pores of the wood and make a hard and serviceable covering.

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NEAL'S CARRIAGE PAINTS. Re-paint your old buggy and make it look like new for LESS THAN ONE DOLLAR. Eight beautiful shades. Prepared ready for use. They dry hard in a few hours, and have a beautiful and durable gloss.

## The Michigan Tradesman.

### A STORY WITHOUT AN END.

Written for THE TRADESMAN.

"Who is she, Tim?"

"Which one?"

"The one in black, with blonde hair."

"Oh, that one! Why, that's Lizzie Carney, old Pat Carney's girl; and she's as good as she is pretty."

Two men stood on the steps of the Badger House, the leading hostelry of Almont, a thriving little city in the State of Ohio. The elder was a liveryman, Timothy Holden, by name. The younger was a so-called "commercial tourist"—a traveling salesman—representing a large Detroit tobacco firm. Harry Larrimer was about twenty-five, well built and handsome. He had been on the road for nearly six years and, like many young unmarried men, as well as some older ones, had not a dollar to his name beyond his salary. Good looking and intellectually bright, he was just the kind of a fellow one would expect to find a breaker of women's hearts, and yet he had had but one *affaire d'amour*.

"Tim," he began again, "can't you introduce me?"

"Well, Harry, I'd like to, but I am not well enough acquainted to take the chances of the introduction. Can't tell how she'd take it."

"Well, who is she, anyway?"

"The daughter of old man Carney, the foreman of the bolt works. The old man is fairly well off, has given Lizzie a good education and is as jealous of her as a cat is of a bowl of cream."

"Is she the only child?"

"No; she has a brother, just as opposite to her as day is to night—a good-for-nothing, drunken vagabond, who broke his mother's heart, and is fast driving the old man into his grave. He learned to drink whisky in college, more than anything else, I reckon, and when he isn't drunk it's because he can't wheedle money out of Lizzie or her father."

That same evening, Harry went to the skating rink with the daughter of the hotel man and, finding Miss Carney there also, sought and received an introduction.

Now, if you expect this to end with a diatribe against roller rinks, or become the romance of a runaway match, you are mistaken. Unfortunately for all concerned, this is a true tale and the end is not yet. Harry Larrimer lives, breathes and travels to-day. Miss Carney, too, still performs her little acts of charity and lives on, a victim to—what shall I say?—not folly, but an unfortunate idea.

Let us pass over a few months, and we find that Harry, in his travels, has often been in Almont, has sought the company and been successful in gaining the love and respect of Lizzie. They were engaged to be married, and Harry had the best wishes of his friends and was making Almont his Sunday stopping-place.

Like all young men, Harry had his foibles. He was too good-natured for one thing, and found it difficult to walk in a path which is much narrower than that of many of his fellow travelers.

Now, don't misunderstand me. The traveling man is not the worst creature in the world. He is not, by any means, that climax of everything loose and bad, which has been so often taught. The day has gone by when the drinking, roistering, gambling salesman is the one who is most successful. The man with a clear head is the one who carries the banner of success in the battle of competition. But there are some of the "boys" who do not belong to the churches and who do like to play cards and take their semi-occasional "smile."

Harry was one of these. When but seventeen years old he had been one of the "merry lads" of Detroit and, in an unfortunate moment, when his brain was not entirely cleared from the cobwebs of the previous night's dissipation, he had married a woman some years his senior. It was a cloud on his life, but a divorce was soon obtained, and a straightforward life lived ever after had entitled him to the respect of all who knew him, and his folly was condoned on account of his youth.

This story he told to Lizzie, and she respected him the more for his candor. As a sporting friend of his once said: "You see these mettlesome horses which trot along, head up and tail out, with a loose rein, but, as soon as you pull on them, off they go in a dead break—well, that's Harry Larrimer."

Among the many suitors that follow in the train of every handsome woman is always to be found some one who is not worthy the title of man.

Lizzie Carney had such an one. He was also a traveling man, and sold pig-iron to the works in which Lizzie's father was employed. No doubt he loved Lizzie, but she had told him he had no chance for hope. Like a man, he should have stepped aside for some one else, but he did not and the dog in the manger story was repeated. Did Harry love the girl? My dear friend, he did. Many a night did he sit up with his comrades—of course, the most intimate—and bore them; for a man's love affair is only a bore to others. He exhibited her portrait, he told his plans. He showed, in his life on the road, that the little heathen god's arrow had wounded him deeply, and yet he did just what he knew she, of all things, despised—he drank whisky. Too good-natured to say "No," afraid of losing trade, for he sold cigars and called on the saloon trade—whatever excuse you will—he drank whisky, and that pig-iron and steel

man wrote an anonymous letter to Lizzie and told her of it!

You can't blame her for feeling as she did. With the vivid example of her brother before her, with the knowledge that his course was the cause of her mother's death, with the ever-present picture of her father's prematurely gray hairs caused by the demon Drink—you can't blame her. Only the day before this anonymous letter came, at a temperance revival meeting, her brother, flanked by two of the most notorious drunkards in town, had created a terrible scene and she had been compelled to witness his ejection from the church.

When Harry came, the next Sunday, she showed him the letter, asked him if it was true and, if so, begged him to sign a pledge.

In his pride, in the first moment of his wrath at the writer of the letter, he refused. Words followed and, to-day, some years after this, they are still apart. Harry is yet on the road, but he looks more seedy than of yore. They say he drinks, and you can see the moral now of this story of his life. It is too deep for my philosophy, and I cannot say whether he might have ruined her life by becoming what he now is, or whether she might have helped him to fill an honorable place in society. The Fates, with their spinning wheel and shears, decide such questions—not we. LEO. A. CARO.

## To Cigar Dealers

Realizing the demand for, and knowing the difficulty in obtaining a FIRST-CLASS FIVE-CENT CIGAR, we have concluded to try and meet this demand with a new Cigar called

### SILVER SPOTS

This Cigar we positively guarantee a clear Havana filler, with a spotted Sumatra Wrapper, and entirely free from any artificial flavor or adulterations.

It will be sold on its merits. Sample orders filled on 60 days approval.

Price \$35 per 1,000 in any quantities. Express prepaid on orders of 500 and more. Handsome advertising matter goes with first order. Secure this Cigar and increase your Cigar Trade. It is sure to do it.

**GEO. T. WARREN & CO.,**  
Flint, Mich.

PLACE to secure a thorough and useful education is at the GRAND RAPIDS (Mich.) BUSINESS COLLEGE. Write for College Journal. Address, C. G. SWENBERG.



**RETAIL GROCERS**  
Who wish to serve their Customers with GOOD COFFEE would do well to avoid Brands that require the support of Gift Schemes, Prize Promises or Lottery Inducements.

### DILWORTH'S COFFEE,

Which Holds Trade on Account of Superior Merit Alone.  
Unequaled Quality. Improved Roasting Process. Patent Preservative Packages.

For Sale by all Jobbers at Grand Rapids, Detroit, Saginaw, East Saginaw and Bay City.

DILWORTH BROTHERS, Proprietors, PITTSBURGH, Penn.

## REEDER, PALMER & CO.,

Wholesale Boots and Shoes.  
STATE AGENTS FOR LYCOMING RUBBER CO.,  
24 Pearl St., Grand Rapids, Mich., TELEPHONE NO. 968.

**LION COFFEE**  
MOCHA, JAVA ANDRIO  
WOOLSON SPICE CO.  
KANSAS CITY, MO. TOLEDO, OHIO.

**LION COFFEE**  
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**LION COFFEE**  
MOCHA, JAVA ANDRIO  
WOOLSON SPICE CO.  
KANSAS CITY, MO. TOLEDO, OHIO.

**MERCHANTS!** Increase Your SALES AND PROFITS BY HANDLING LION COFFEE.

**IT GIVES ABSOLUTE SATISFACTION**

To Consumers, and is, Consequently, a Quick and Easy Seller.

Lion Coffee has more actual Merit than any Roasted Coffee sold at the price either in Packages or in Bulk and storekeepers all over the State of Michigan and elsewhere who are not already handling Lion are urged to give it a trial. We cheerfully answer all communications regarding prices, etc. Convenient shipping depots established at all prominent cities, securing quick delivery. For sale by all the wholesale trade everywhere. Manufactured by the Woolson Spice Co., Toledo, Ohio.

L. WINTERNITZ, Resident Agent, Grand Rapids, Mich.

**SWIFT'S**  
Choice Chicago Dressed Beef

—AND—  
**MUTTON**

Can be found at all times in full supply and at popular prices at the branch houses in all the larger cities and is Retailed by all First-Class Butchers.

The trade of all marketmen and meat dealers is solicited. Our Wholesale Branch House, L. F. Swift & Co., located at Grand Rapids, always has on hand a full supply of our Beef, Mutton and Provisions, and the public may rest assured that in purchasing our meats from dealers they will always receive the best.

Swift and Company,  
Union Stock Yards, CHICAGO, ILL.

**SPRING & COMPANY,**  
JOBBER IN

**DRY GOODS,**  
Hosiery, Carpets, Etc.

6 and 8 Monroe St., Grand Rapids.

**DETROIT SOAP CO.,**  
DETROIT, MICH.

Manufacturers of the following well-known brands of

**SOAPS!**

QUEEN ANNE, MOTTLED GERMAN, MICHIGAN, ROYAL BAR,  
TRUE BLUE, SUPERIOR, CZAR, MASCOTTE,  
MONDAY, PHENIX, WABASH, CAMEO,  
AND OTHERS. For quotations address

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Salesman for Western Michigan,  
GEO. E. HOWES, S. A. HOWES, C. N. RAPP.

**AMOS S. MUSSELMAN & CO.,**

Wholesale Grocers,  
21 and 23 SOUTH IONIA ST., GRAND RAPIDS, MICH.

**GEO. E. HOWES & CO.,**  
JOBBER IN

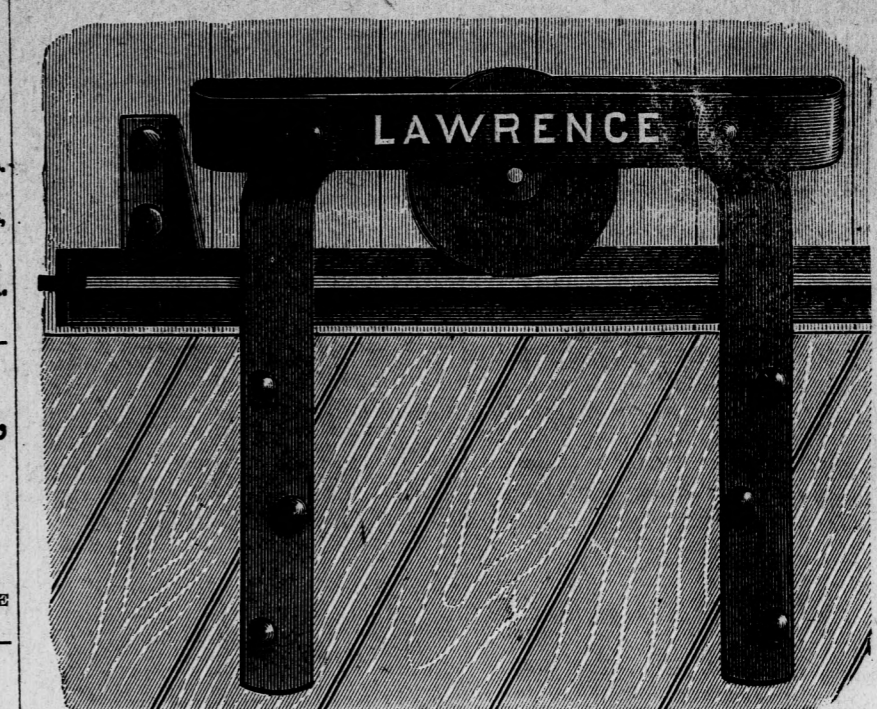
Apples, Potatoes AND Onions. **SPECIALTIES:**  
Oranges, Lemons, Bananas.  
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**RINDGE, BERTSCH & CO.,**  
MANUFACTURERS AND WHOLESALE DEALERS IN

**BOOTS AND SHOES.**  
AGENTS FOR THE  
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Constructed Entirely of Steel.



STEEL WHEEL, STEEL RAIL, STEEL FRAME,

Runs Noiselessly, Requires No Oil. The new and valuable points of the

### "LAWRENCE" BARN DOOR HANGER

Are readily seen from the above illustration. The drop straps and front rider bar are formed of one piece. The back rider bar circles at each end and fastens to the front, making the frame perfectly rigid at every point.

Our new steel rail is the strongest made, is easily and quickly put up, and is the only bracket rail made that will not sag vertically or warp horizontally.

**PRICE LIST.**

No. 1	.....\$14 Per Dozen.	Length of Run, 6 Feet.
No. 2	.....\$17 Per Dozen.	Length of Run, 9 Feet.

Lawrence Rail, 10 cents per foot. Write for discounts to

**Foster, Stevens & Co.,**  
GRAND RAPIDS, MICH.

## DON'T WAIT

FOR THE  
Chicago or Detroit Drummer!

BUY YOUR SPRING LINE OF  
**MEN'S AND BOY'S WOOL, FUR AND STRAW HATS,**

LADIES and MISSES STRAWS  
NEAR HOME.

Saving Yourself Time, Trouble and Expense.  
THE ONLY

**WHOLESALE HAT HOUSE**  
In WESTERN MICHIGAN,

**I. C. LEVI**  
34, 36, 38, 40 and 42 Canal Street,  
GRAND RAPIDS, MICH.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written for THE TRADESMAN.

If you should want me to make and forward an analysis of the personal characteristics of an individual and the individual is habitually given to the use of the manufactured products of the weed nicotine, in their various forms, a few days given me for observing his ways and manners connected with the purchase and use of the article would assist me materially in making my report. There are, unquestionably, many other commodities which serve, in their barter, sale and use, as partial indices of the human character, but it would require a large aggregation of them to compete with the single article of tobacco; and I honestly believe that if I were commissioned to write a thousand dollar article for the next edition of the American Cyclopaedia on the "Idiosyncrasies of the Animal Man," I should make arrangements for a month's employment in a popular retail tobacco store.

"The weed" commences its influence on the human character almost as soon as the human character commences to develop. It is one of the first things to arouse ambition in the youthful mind, as the youngster who doesn't determine to eventually beat his progenitor's record regarding the distance to which a mouthful of saliva can be projected is a truly exceptional youth. Then, if early awakens envy, determination and perseverance—envy for the boy for whom tobacco is no longer an emetic, determination to subdue his own rebellious stomach and perseverance in accomplishing his object. And the singular vegetable product in question has a marvelous effect in developing the organ of secretiveness. No matter how inveterate chewers or smokers you and I may be, we have, from the beginning, impressed it upon our off-spring that about the most heinous offense they could commit would be to imitate the example which we are daily putting before them, and until the time arrives when paternal discipline has lost its terrors, we are ingeniously kept in blissful ignorance of the fact that our hopefuls are experienced and well-qualified connoisseurs in more varieties of smoking and chewing products than a small battalion of us smoking or chewing old fogies.

According to the veracious Diedrich Knickerbocker, the humor and almost the thoughts of the old Dutch governors of New Amsterdam could be determined by the velocity and volume of the smoke from their pipes, and I don't think that the old chronicler exaggerated very materially. When old man Crossgrain came in this morning and for the fiftieth time this week filled his antiquated clay at my expense, I could discover distinctly from his manner of smoking that his feelings were similar to those of the gentleman who boasted that he had enjoyed religion for twenty years—and it never cost him a cent. The short, jerky puffs of Slathers, when he passed my door a few moments ago, showed conclusively that he was bracing himself for being suddenly hailed and urgently dunned. When Jack Goodman drove by just now, his briar-root furnished me evidence that he had been passing some rival horseman on the road, and as I observed the clouds from Dennis Dooley's black duodeen, over yonder by the saloon, I can actually read his thoughts—he is reflecting whether he can get home with one more drink in his stomach.

Don't make the mistake of fixing the tobacco user's financial status by the style and quality of his purchases. Young Toodles, whose tailor recently offered me an account against him at a discount of seventy-five per cent., will probably grumble at the flavor of your \$80 Key Wests, while Dodson, with \$50,000 invested in gilt edge securities, is perfectly satisfied with a five-center. Farmer Shorthorn's hired man uses the best grades of fine-cutts obtainable, but Shorthorn himself munches "shorts;" and, although Bagwell, the banker, contentedly puffs twenty-cent smoking, you have to order a special grade for his clerk. An old dealer, in speaking of the peculiarities of the tobacco user's tastes, once remarked to me:

"One spring, years ago, when tobacco was sold in bulk, we had a bad flood and almost before I knew it my basement was full of water. Among other things damaged were a couple of barrels of smoking, and when I got around to open them up the contents were green with mould and almost rotten. Just as I was getting ready to dump them into the river, one of the wealthiest men in town came in and, after examining the stuff, asked what I would take for the lot. I named a nominal price, and he carted the stinking mess home and used it for both smoking and chewing. And it's a singular fact that that very same day I sold his eighteen-year-old boy a couple of pounds of smoking, of a strongly greenback flavored quality, for exactly the same money that the old man paid me for the two barrels."

The peculiarities of people in their purchases of the weed would alone form the subject for an extended newspaper article, but I have space for only a brief allusion to them. Put it down as an assured fact that

the stranger who visits every store in town in quest of a certain brand of chewing wants only a nickel's worth, but don't be surprised at an order for two pounds from the individual who enquires, "Got any good fifty-cent fac-out here?" Observe that the fewer the years and the more limited the experience of the chewer, the stronger and blacker will be the goods that he wants. Notice that the young fellow who handles six or eight five-cent cigars and carefully tests their elasticity before buying one invariably coats his purchase with a liberal quantity of saliva. If, after many importunities and after considerable correspondence and trouble, you succeed in finding a certain brand of smoking for a certain customer, don't be disappointed if he uses only one-twenty-fifth part of the invoice. If a young dude from the neighboring city, after being informed that you don't keep a certain kind of cigarette, asks you, "What kind of a d-d town is this, anyhow?" accept the offensiveness calmly and reflect that it is only one of the peculiarities of the traffic. If a red-shirted "logger" from the north woods demoralizes with his teeth four or five tea-cent cuts of plug and finally invests in one of them, submit to the deprecation with equanimity and attribute it to the same cause. Don't get disgruntled if your customer tears off the top of a package of "Durham" and, after smoking a pipeful, informs you that he doesn't want it—it will help to keep your "free-for-all" box acceptable to its patrons. And if the same party returns from another store and disgusts your lady customers with smoke from the vilest tobacco that was ever put on the market, regard the matter philosophically as only one of the almost numberless singularities and eccentricities of the grand army of tobacco users.

The cigar, of all the manufactured products of "the weed," is probably the nearest approach to a barometer of its user's feelings, and, as a barometer of this nature, it has on sundry occasions afforded me much information and satisfaction. I can positively testify that at the Battle of Mission Ridge the cigar of General Grant relieved me of every doubt and apprehension and that on two or three similar occasions the unceasing "dry smoke" of General Sherman had the same happy effect. In a very threatening storm on the lakes, I had much rather trust the captain's cigar than his word, and when my railway train at night is running at what seems to me a reckless and almost insane rate of speed, if gives me a feeling of great relief to see the conductor enjoying his weed with calmness and deliberation.

I am now thinking seriously of using the barometer mentioned in business affairs. If, as a commencement, it will assist me in partially escaping the wiles of the insidious d-b., it will certainly prove of practical value, and I have very little doubt but that I can eventually discover the particular manner in which the smoking d-b. will "give himself away."

MICHIGAN CIGAR CO.

MANUFACTURERS OF THE JUSTLY CELEBRATED

"M. C. C."

The Most Popular 10c cigar, and

"YUM YUM,"

The Best Selling 5c Cigar in the Market. Send for trial order.

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RISING SUN BUCKWHEAT.

Guaranteed Absolutely Pure.

ORDERS FROM RETAIL TRADE SOLICITED.

NEWAYGO ROLLER MILLS,

Newaygo, Mich.

WALL PAPER & WINDOW SHADES

House and Store Shades Made to Order.

NELSON BROS. & CO.

68 Monroe Street, Grand Rapids.

TIME TABLES.

Grand Rapids & Indiana.

All Trains daily except Sunday.

Table with columns: Train Name, Arrives, Leaves. Includes Traverse City & Mackinaw Ex., Traverse City Ex., From Cincinnati, Ft. Wayne and Mackinaw Ex., Saginaw Express.

Saginaw express runs through solid.

7:00 a. m. train has chair car for Traverse City. 11:30 a. m. train has chair car for Petokey and Mackinaw City.

5:00 p. m. train has sleeping cars for Petokey and Mackinaw City.

Cincinnati Express. GOING SOUTH.

Table with columns: Train Name, Arrives, Leaves. Includes Port Wayne Express, Cincinnati Express, Traverse City and Mackinaw Ex.

7:15 a. m. train has parlor chair car for Cincinnati.

5:00 p. m. train has Woodruff sleeper for Cincinnati.

5:00 p. m. train connects with M. C. R. R. at Kalamazoo for Battle Creek, Jackson, Detroit and Canadian points, arriving in Detroit at 10:45 p. m.

Muskegon, Grand Rapids & Indiana.

Table with columns: Train Name, Arrives, Leaves. Includes Muskegon Express, Michigan Central.

Michigan Central. Grand Rapids Division.

DEPART.

Table with columns: Train Name, Arrives, Leaves. Includes Detroit Express, Day Express, Atlantic Express, Mixed.

ARRIVE.

Table with columns: Train Name, Arrives, Leaves. Includes Pacific Express, Mail, Grand Rapids Express, Mixed.

Daily. All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.

Parlor cars run on Day Express and Saginaw Express to and from Detroit. Direct connections made at Detroit with all through trains East over M. C. R. R. (Canada Southern Div.).

O. W. HUGGINS, Gen'l Pass. and Ticket Agt., Chicago.

CHAS. H. NOLAN, Gen'l Agent.

Lake Shore & Michigan Southern.

Kalamazoo Division.

Table with columns: Train Name, Arrives, Leaves. Includes Ex. & Mail, N. Y. Mail, Grand Rapids, Allegan, Kalamazoo, White Pigeon, Toledo, Cleveland, Buffalo, Chicago.

Detroit, Grand Haven & Milwaukee.

GOING WEST.

Table with columns: Train Name, Arrives, Leaves. Includes Morning Express, Through Mail, Grand Rapids Express, Night Express, Mixed.

GOING EAST.

Table with columns: Train Name, Arrives, Leaves. Includes Detroit Express, Through Mail, Grand Rapids Express, Limited Express.

Daily. Sundays excepted. \*Daily.

Detroit Express has parlor car to Detroit, making direct connections for all points East, arriving in New York 10:15 a. m. next day. Limited Express, East, has through sleeper Grand Rapids to Niagara Falls, connecting at Milwaukee Junction with through sleeper to Toronto.

Through tickets and sleeping car berths secured at D. G. H. & M. R.'s office, 28 Monroe St., and at the depot.

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Send for Cigar Catalogue and ask for Special Inside Prices on anything in our line.

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Lorillard's New "Smoking or Chewing" YELLOW JACKET LONG CUT.

Packed in 3 oz., 8 oz. or 16 oz. Handsomely Decorated Papers. To be had of all Jobbers at the very low price of 20 CENTS per POUND.

IT IS THE Mildest, Smoothest Smoke Ever Offered for Less than 30 Cents per Pound.

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Vertical, Horizontal, Hoisting and Marine Engines. Steam Pumps, Blowers and Exhaust Fans. SAW MILLS, any Size or Capacity Wanted. Estimates Given on Complete Outline.

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WHOLESALE DEALERS IN Fresh and Salt Beef, Fresh and Salt Pork, Pork Loins, Dry Salt Pork, Hams, Shoulders, Bacon, Boneless Ham, Sausage of all Kinds, Dried Beef for Slicing.

LARD, Strictly Pure and Warranted, in tierces, barrels, one-half barrels, 50 pound cans, 20 pound cans, 3, 5 and 10 pound pails.

Pickled Pigs' Feet, Tripe, Etc. Our prices for first-class goods are very low and all goods are warranted first-class in every instance.

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Oswego PURE AND "Silver" "Pure" GLOSS STARCH.

Kingsford's Oswego CORN STARCH for Puddings, Custards, Blanc-Mange, etc. THE PERFECTION OF QUALITY. WILL PLEASE YOU EVERY TIME! ALWAYS ASK YOUR GROCER FOR THESE GOODS.

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The Weber Piano is recognized beyond controversy as the Standard for excellence in every particular. It is renowned for its sympathetic, pure and rich tone combined with greatest power. The most eminent artists and musicians, as well as the musical public and the press, unite in the verdict that The Weber Stands Unrivaled.

Sheet music and musical merchandise. Everything in the musical line.

Weber Pianos, Fischer Pianos, Smith Pianos, A. B. Chase Organs, Estey Organs, Hillstrom Organs,

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W. C. DENISON, GENERAL DEALER IN

Stationary and Portable Engines and Boilers,

Vertical, Horizontal, Hoisting and Marine Engines. Steam Pumps, Blowers and Exhaust Fans. SAW MILLS, any Size or Capacity Wanted. Estimates Given on Complete Outline.

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Groceries.

Trying to Give the People Good Milk. From the Detroit News.

A case showing the depravity to which a man of professed honesty will descend...

But there was difficulty in making a case against the offender, under the circumstances...

"Just take this milk back home," requested the inspector, "and I will be on hand at your house in the morning when that dealer delivers the milk."

"Below par, is it?" queried a young doctor present. "If I were the baby's mother I'd kick that milk peddler as long and as far as my shoes would stand the racket."

After this break the room was fumigated and Dr. Duffield declared himself: "There's the kind of fiendish fraud that we're bent on putting an end to."

Another instance worthy of presentation is that of a milk dealer who thinks that a lie well stuck to is about as good as the truth.

"But that's not what you're selling," persisted the inspector. "Yes, it is," and the dealer would have it no other way.

Again a test was made of milk in transit for delivery, and again the fact of its adulteration established. The difference between the article as it came from the cows and as it was sold was shown and explained.

Milkmen have been wrongfully accused through the crookedness of grocery dealers, who have bought pure milk and then watered it to swell their profits.

The Greenville creamery will be closed this season because it is not profitable for the management.

The Howard City creamery will probably not be operated this season, although the proprietors expect to engage in the manufacture of cheese.

The business men of Long Rapids and Alpena have organized a stock company under the style of the Long Rapids Creamery Co., to engage in the manufacture of creamery butter at Long Rapids.

The Grocery Market. Sugar is without nominal change in price, but is a trifle firmer in New York.

It begins to look as though the bottom had dropped out of the pig tin syndicate, as that staple has declined from 38 to 20 cents on the New York market.

L. Winterhills has received two car loads of Heinz bottle and barrel pickles, and is placing the same among the city trade.

WHOLESALE PRICE CURRENT.

The quotations given below are such as are ordinarily offered cash buyers, who pay promptly and buy in full packages.

Table with multiple columns listing various goods like Flour, Sugar, and other commodities with their respective prices.

Buy flour manufactured by the Crescent Roller Mills. Every sack warranted. Voigt Milling Co.

CASH SALE CHECKS. Encourage your trade to pay cash instead of running book accounts by using Cash Sale Checks.

Encourage your trade to pay cash instead of running book accounts by using Cash Sale Checks. For sale at 50 cents per 100 by E. A. STOWE & BRO., Grand Rapids.

Is now holding forth at A. Eaton & Co.'s 77 CANAL ST., Grand Rapids, Mich.

GENUINE K. of L. CIGARS. The product of Organized, Working Cigar-makers. Established Sept. 1, 1886, on the Co-operative plan by members of L. A. 3374, K. of L. Smokers and Friends of Labor.

THE HARDWARE MARKET. Sugar is without nominal change in price, but is a trifle firmer in New York.

Advertisement for Frost's Patent Box Sifter, Pat. Sep. 16, 1875, by S. B. Frost & Raymond, Grand Rapids.

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PROVISIONS.

The Grand Rapids Packing & Provision Co. quote as follows:

Table listing various provisions like Pork, Beef, Mutton, and other meats with their prices.

Buy flour manufactured by the Crescent Roller Mills. Every sack warranted. Voigt Milling Co.

CASH SALE CHECKS. Encourage your trade to pay cash instead of running book accounts by using Cash Sale Checks.

Encourage your trade to pay cash instead of running book accounts by using Cash Sale Checks. For sale at 50 cents per 100 by E. A. STOWE & BRO., Grand Rapids.

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THE HARDWARE MARKET. Sugar is without nominal change in price, but is a trifle firmer in New York.

Advertisement for Frost's Patent Box Sifter, Pat. Sep. 16, 1875, by S. B. Frost & Raymond, Grand Rapids.

EGGS ELEVEN CENTS For all the Good Fresh Eggs you will ship us this week.

BUTTER And sell it for you at full market price, and make prompt returns.

Lamoreaux & Johnston 71 Canal St., GRAND RAPIDS, MICH. CIGAR DEALERS

\$11,550 Worth of Real Estate. And personal property to be actually given away to purchasers of the celebrated "Golden-Red" and "Presto" Cigars.

FOREIGN, TROPICAL AND CALIFORNIA FRUITS. Bananas, Our Specialty.

WALKS - GOODYEAR CONNECTICUT Rubbers.

G. R. MAYHEW, 85 Monroe Street, GRAND RAPIDS, ROMEO, MICH.

THURBER, WHYLAND & CO., NEW YORK, RELIABLE FOOD PRODUCTS.

Lamoreaux & Johnston 71 Canal St., GRAND RAPIDS, MICH. CIGAR DEALERS

\$11,550 Worth of Real Estate. And personal property to be actually given away to purchasers of the celebrated "Golden-Red" and "Presto" Cigars.

FOREIGN, TROPICAL AND CALIFORNIA FRUITS. Bananas, Our Specialty.

WALKS - GOODYEAR CONNECTICUT Rubbers.

G. R. MAYHEW, 85 Monroe Street, GRAND RAPIDS, ROMEO, MICH.

Forest City Baking Powder. THESE GOODS ARE "PAR EXCELLENCE"

HERCULES POWDER. Manufactured by Hercules Powder Co., CLEVELAND, O.

HERCULES POWDER. Manufactured by Hercules Powder Co., CLEVELAND, O.

Drugs & Medicines

ADULTERATED PAINTS.

WHOLESALE PRICE CURRENT.

HAZELTINE & PERKINS DRUG CO.

RECOMMENDED BY EMINENT PHYSICIANS

Michigan State Pharmaceutical Ass'n. President—Arthur Bassett, Detroit. Vice-President—G. M. Harwood, Potoski. Secretary—H. E. Parkhill, Detroit. Treasurer—Wm. D. Duff, Detroit. Local Secretary—James Verner, Detroit. Next Meeting—At Detroit, September 4, 5, 6 and 7.

Analytical Process for Detecting the Presence of Adulterants. From the Druggist. We present below a scheme for the detection of baryta and lime in ready-mixed paints. To understand this scheme it is necessary to bear in mind that baryta and lime are the usual adulterants in light colored paints, and that lead and zinc are the basic pigments of all good light-colored ready-mixed paints. No baryta or lime should be found in white ready-mixed paint, and whenever their presence is detected the paint is adulterated.

Table listing various chemicals and their prices. Includes items like Aceticum, Benzolium, Boracium, Carbolicum, Citricum, Hydrochlor, Iodine, Lactum, Lobelia, Magnesia, Potassium, Sodium, Sulphur, Tartaricum, Zinc, etc.

HAZELTINE & PERKINS DRUG CO., Importers and Jobbers of DRUGS, CHEMICALS, AND DRUGGISTS' SUPPLIES. PATENT MEDICINES, PAINTS, OILS, VARNISHES.

The Best Tonic. A CONCENTRATED LIQUID EXTRACT OF MALT & HOPS FOR SALE BY ALL DRUGGISTS. TROY, NEW YORK, JANUARY 29, 1888. GENTLEMEN—I duly received the case of your "Best" Tonic and have since had a great many in this institution. I must say that the beneficial effects on weak and debilitated patients have been most satisfactory, especially to those in a stage of recovery after severe sickness.

Effects of Hashesh—The Experience of a Drug Clerk. But a few miles from the city of Manchester lives a man who was once as fine a drug clerk as there was in Boston. But that was some time ago, and no doubt he is forgotten by the fraternity in that city. His name is Rolphie R. Sanford, and he is at present residing with his widowed mother, who owns a fine residence not far from Manchester. His experience with hashesh is worth reproducing. A representative of the Manchester Union saw Sanford some time ago, and as it was just after dinner and he had partaken of his meal with unusual relish, he was in the mood for talking. "Why, my boy," said he, "drug clerks, of course, have secrets. You want me to tell you a little story, eh? If I should tell you some of the secrets of course they would be secrets no longer, but I'll give you a little of my experience with hashesh. It's a stuff that no one wants to meddle with with impunity, allow me to inform you. If I had not been careless I would not be able to tell you my experience with hashesh.

The Height of Snobbery. From the New York Sun. A young millionaire of this city, who inherited a celebrated grocery establishment, the revenues of which he yet enjoys, narrates an experience that he recently had in a high life. The impending marriage of a member of the "upper few hundred," who had once been a schoolmate of his, and with whom he had kept an acquaintance, was announced. He did not get an invitation to the dude's wedding, but was favored with a note from him: "You will be surprised at not receiving an invitation to my wedding, but really I must be frank with you. I have a high regard for you personally, but you are a grocer, and I regret to tell you that the appearance of a grocer at my wedding would give offense to the society people who are to be present." etc. This awful slight has not entirely destroyed the successor of his father in the grocery line. He is rather pleased to tell that he has had a visit from a society swell who was so happy as to be favored with an invitation to the wedding and who asked the privilege of borrowing enough money to buy an outfit worthy of the occasion. The grocer loaned him the cash and the best man at the wedding will appear in a suit that has been paid for by the grocer to whom the groom could not send an invitation.

Is Salicylic Acid a Slow Poison? From the Pharmaceutical Era. Salicylic acid in frequently repeated small doses has been pronounced by commissions of medical men injurious to the health, although the experimental ground for such a verdict has not been made public. To test the matter Kolbe took fifty grains daily in his drink for nine months without suffering any inconvenience. Dr. Lehman gave two laborers in Munich during three months about half this daily dose, without inducing any apparent derangement of the system. It seems probable from these experiments that the prejudice against salicylic acid as a preservative agent in articles of food and drink is not well founded. At the same time we have in benzoic acid an agent equally efficient, against which no such prejudice exists.

HAVE YOU AN IMPROVED LIQUOR AND POISON RECORD, COMBINED? IF NOT SEND \$1 TO E. A. STOVE & BRO., Grand Rapids, Mich., and get one by RETURN MAIL. Whiskies, Brandies, Gins, Wines, Rums, SOUR MASH WHISKEY, Druggists' Favorite Rye Whisky, Acme White Lead & Color Works, DETROIT, MICH.

HAZELTINE & PERKINS DRUG CO. Grand Rapids, Mich. PIONEER PREPARED PAINTS. Write for Sample Cards and Prices. We have Supplied our Trade with this P. P. P. Brand and it is all the manufacturers claim for it. We sell it on a GUARANTEE. Hazeltine & Perkins Drug Co., GENERAL AGENTS, GRAND RAPIDS, MICH. USE DECKHAM'S CROUP REMEDY. 25c & 50c per doz. \$3.00 & 3.50. Peckham's Croup Remedy is prepared especially for children and is a safe and certain cure for Croup, Whooping-Cough, Colds, and all bronchial and pulmonary complaints of childhood. Druggists make no mistake in keeping Peckham's Croup Remedy in stock. Trade supplied by Hazeltine & Perkins Drug Co., Grand Rapids. Farand, Williams & Co., Detroit. James E. Davis & Co., Detroit. Peter Van Schaack & Sons, Chicago. DR. H. C. PECKHAM, Freeport, Mich. VIC'S BED-BUG KILLER. No Color, No Smell and No Damage to Bed Clothes or Furniture. Retail for 25 cents for large package. Trade supplied through all wholesale druggists, or direct by the manufacturers. F. J. WURZBURG, WHOLESALE AGENT, Grand Rapids, Mich.

## The Michigan Tradesman.

### BENEVOLENCE—FALSE and TRUE.

Written for THE TRADESMAN.

I was much interested in Country Merchant's ideas on benevolence to tramps in a late number of THE TRADESMAN and will add my testimony to the truth of what he affirms. It is certain that to help those who can help themselves is not only no benevolence but quite the reverse—it is to rob them of what they could and would procure if the help were withheld and necessity, the maker of manhood, permitted to do its work, that of stinging the "unlucky" on to self-help.

It is safe to affirm that tramps and beggars are made and educated for their work by false benevolence, which kills out all but the hog and hyena elements in human nature and causes them to waste five dollars in time in begging one dollar's worth of cold victuals and old clothes, and men of good heart, but of soft brains, who are popularly termed "benevolent," are to blame for it. But the tramp nuisance, although disgusting and irritating, is the very least of the evils which spring from the same species of beings in a different phase of begging and sponging, not less real and a thousand times more dangerous and damaging to the live workers and useful men of a community.

Again I refer to that class who through the provident, rich and poor, asking for accommodations, who generate the bad debts and worthless accounts which rob producers of every community, every year, of a thousand times more than do all other criminal classes. And here, again, false benevolence, the robber of robbers (taking their manhood, even all that a man hath), comes in and slaughters fools, in order to ruin himself, and then complains that he is "abused" when the beat adds insult to injury and rouses up raving mad when required to pay.

Right here, I will condense the story of a certain eccentric character, a sort of backwoods philosopher, living near here, to illustrate this business. One day, a short time ago, while waiting for mail at the post-office, the subject of benevolence, tramps, credit and bad luck was being discussed among the crowd. He listened as long as he could hold in, and then "biled over" thus:

"My friends, while you are speaking of accommodations, benevolence, good and bad luck, help and hindrance, I am reminded of a bit of my own experience, which I just ache to tell you, and if you'll let up a little I'll tell it true and short, or I'll burst a blood vessel. I, even I, was once a mighty benevolent sort of a chap, as the world goes; was sorry for tramps and everybody who was unlucky and, of course, I got the name of being a monstrous clever fellow—and kept it for years. I ran my farm for all 'twas worth, gathered in plenty of all a man wants—enough to keep twenty families. The 'unlucky'—not tramps, but the 'very respectable' and 'so unfortunate'—gathered in my wake, and I accommodated everybody, and for years was known as the very prince of good fellows. By signing notes, lending to friends and helping the unfortunate, I certainly leaked half of all my income for many years. But I was such a 'nice fellow' that I never realized it until later—and they were so much obliged and so thankful I really thought it was a good investment, as I was rarely pinched by their bad luck, had plenty and owed no man. At last, after nearly twenty years, I—everybody's friend and everybody my friend—was flung out poorer, yes, poorer, than a beggar—absolutely penniless. Well, then, for the first time, although I thought I was better educated than the crowd, I began to learn my A B C's in the only possible school that can teach the fool of fools. The hour that I was seen flat down, that crowd of sweet friends vanished and many who had passed by their own parents, sons and brothers, to ask and receive 'help' from my granary full of wheat, despised me worse than a tramp and added outrageous insult to deadly injury. I surely thought that the end of the world had come, at least for me. How I escaped insanity I don't know; but I did, and in time I woke up and began to think for the first time in thirty years. When I came to see the actual effect upon 'friends' of my 'accommodations' and realized that I had all unwittingly been the cause of that effect, it utterly sobered me. I never blamed any but my fool self after that, for I saw that I had been their instructor. Then it was revealed to me that I suffered all that punishment—the hatred and the kicks, of fools, drunk on the ideal of false benevolence, by as just a retribution as was ever measured out to a transgressor. My teachers had taught me the most dangerous lie ever given to man, i. e., that it is benevolence to 'help all who ask and turn none empty away,' without qualification or sifting, and had they taught me that to steal horses was a cardinal virtue, it could not have brought me worse punishment."

Now, I say, the ideal benevolent man—the simple one who gives or lends to the crowd of unlucky but so friendly and respectable, from tramps down to the most dangerous cut-throat who is too cowardly and crafty to join a band of thieves, beating only the simple fools who believe all they see—is the worst sinner of the lot. I don't ask you to take my word—take results for it. Nature—sealless force—is the judge here, and when the unlucky turn upon the clever, accommodating fellow, (the boss idiot) and look one another and have the worse than their

worst enemies and refuse to forgive him for dividing his much or little with them in their bad luck, although it seems wofully cruel and unjust, it is the only possible schooling that can teach bottom truth and direct him to true benevolence, which gives in secret and never lends or trusts, hoping for as much back again, as so many kind-hearted men do when they cannot afford to give the thing loaned as an accommodation. The credit system and popular free-heartedness cater to that weakness in undeveloped human nature which delays payment or the doing of a man's duty to "a more convenient season."

Tramps are only the stragglers in this army of moral locusts that scourge society. Ask any merchant or honest laborer, and he will declare that what he has lost through the folly of accommodating the unlucky friend or crediting the respectable swindler is the very heaviest tax laid upon him. All this is the result of so many getting into the habit of postponing payment until easy times or some cheaper method than square business can be found to accommodate them. And the simple one who yields gives time and gratifies the unfortunates in their animal laziness—mental, moral or physical—is innocently to blame for the worse than suicide of the laggards. Proper legislation would sweep the tramp nuisance from the land, gather them into organized bands of productive labor under military discipline and relieve society of a great curse. We can guard against criminals, but no legislation, no practical method known to man, it seems, can guard us from our friends, who are able bodied and unlucky and who are ever asking more time and accommodations. More time! Poor wretches! They have begged everything, every kind of material of the provident that man can produce, and, at last, they beg time—as if man can make it for them by the year and supply them according to the demand.

And right here is the great mischief, the woe upon woe that slaughters the delinquent. He looks upon time as worthless—except when others use it for him and give it to him without price. Only his neighbors' time is valuable to him—he cannot use his own; and this began when he found "a clever fellow," able to spare him time or its results to repair bad luck or a waste of time.

It is now high time, I think, that we learn this vital truth. It is impossible to show mercy to the unmerciful or benevolence to those who rob themselves. True benevolence is often apparently cruel in forcing men to help themselves. The best men in all lands in youth have found what the world terms the opposite of kindness, and results prove that the schooling which makes men self-helpers, prompt in every duty, squarely on time, asking no favors, is the only real benevolence that exists, while

popular benevolence and lending to help friends brutalizes into rapacious ingrates and most deadly enemies of man the very subjects who worship at its shrine. Teach the young what benevolence really is in its deepest, highest significance, the spinal column of Holy Wit, the veritable light of the world, and they are safe; success in the highest degree will crown their efforts. But, for the sake of all that is worth living for, don't allow them to grow up with the ideas of benevolence that have cursed and blighted the lives of so many of this generation, making the simple ones who possess souls the pack horses of the soulless, who, in turn, are transformed into beasts of prey so fendish and cruel, when masters of their benefactors, that they are absolutely without a match in human animals. The American able bodied tramp represents this evil genius in its coarsest and most undisciplined form. But his prototype, appearing in respectable guise in every community, whom people trust as they never do the tramp species, is the finished embodiment of nineteen centuries of Satanic evolution, deceiving the very elect. He lives and thrives upon the popular ideal of benevolence and of friendly assistance to a friend, asking accommodations, and his victims, unlike the victims of the out and out criminal, are solely confined to the really benevolent and compassionate. He never devours any but the most worthy, and these he knows (by a superior vulpine instinct) from those of his own kind, who are never deceived into trusting a familiar spirit. If people could once learn that there is really no benevolence outside of rigid, iron-clad business rules, or the guide found in the old book—secret almsgiving, expecting no return from those needing assistance—it would cut off the supply that engenders the direct curse of modern civilized life. It should be understood, if a man really is a friend indeed, to his fellow, that fellow will be the very last man upon whose shoulders he will lay burdens, instead of the first, as is the law of this modern graduate of Satan's finished school. Bear this in mind as a veritable law. The man, if forced to lay burdens upon his fellow men, always goes to strangers and spares his friends, while the sham man rides none but friends, making them his slaves through their good nature and becoming more of a burden than any other; he worships and loves them until they are too weak to throw him off, then tramples them under foot. Had they realized the law of true benevolence, which causes a being possessing a soul to go hungry rather than load down an overburdened friend and to spare the friend more than all others, they would have been saved from punishment worse than civilized law can inflict upon the vilest of criminals. True benevolence is ever straight business—the business rule is the Golden Rule.

C. H. BARLOW.

## JENNESS & MCGURDY,

Importers and Manufacturers' Agents.

DEALERS IN

## Crockery, China, Glassware,

Fancy Goods of all Description.

HOTEL AND STEAMBOAT GOODS.

Bronze and Library Lamps, Chandeliers, Brackets, Etc.,

73 and 75 Jefferson Ave.,

DETROIT, - MICH.

Wholesale Agents for Duffield's Canadian Lamps.



## PUTNAM & BROOKS,

WHOLESALE MANUFACTURERS OF

## CANDY

And Heavy Jobbers In

Oranges, Lemons,  
BANANAS, NUTS,

Dates, Figs, Citrons, Prunells, Etc.

PRICES QUOTED AND CORRESPONDENCE SOLICITED

13, 15, 17 South Ionia Street, GRAND RAPIDS.  
13, 15, 17 Railroad Place

"NO MORE SCHEMES."

## Red Star Baking Powder

SOLD AT ACTUAL VALUE

1/4 lb Cans	45 per dozen;	- - - - -	Retail 5 cents
1/2 lb Cans	85 per dozen;	- - - - -	Retail 10 cents
1 lb Cans	1.50 per dozen;	- - - - -	Retail 20 cents

Sold only in cans.

QUALITY GUARANTEED.

## ARCTIC MANUFACTURING COMPANY,

38 and 40 Louis Street,

GRAND RAPIDS, - MICHIGAN.

Very Attractive. Full Weight. Full Strength. Order a Sample Lot.

## ARTHUR MEIGS & CO.,

77, 79, 81, and 83 South Division Street,

GRAND RAPIDS, MICH.

One Block from Union Depot on Oakes Street.

## WHOLESALE GROCERS.

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## TEA.

JOBBERS OF

## Tobacco and Cigars.

SHIPPERS OF

VEGETABLES, FRUITS and PRODUCE.

PROPRIETORS OF THE

## RED FOX PLUG TOBACCO.

AGENCY OF

Boss Tobacco Pail Cover.

Full and Complete Line of FIXTURES and STORE FURNITURE.

Largest STOCK and greatest VARIETY of any House in City.

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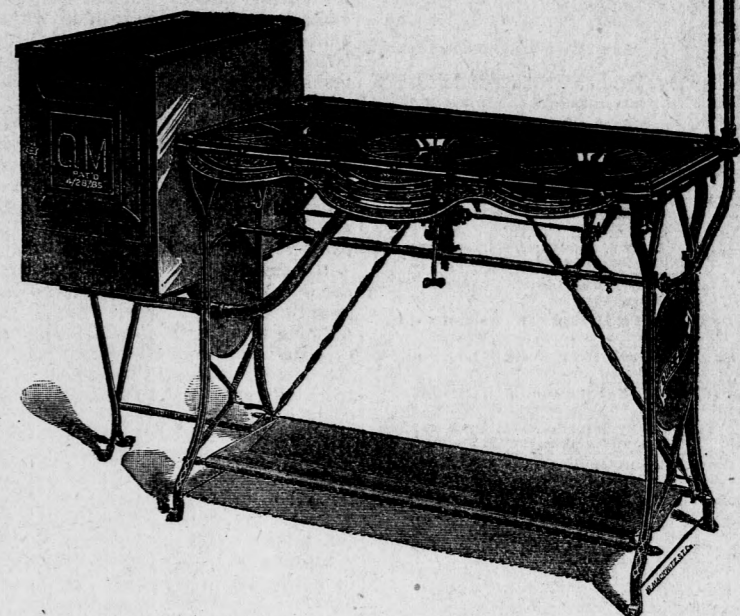
## H. LEONARD & SONS,

134 to 140 Fulton St., GRAND RAPIDS.

## The "QUICK MEAL"

Gasoline Stove.

SIMPLEST! SAFEST! BEST!



The "QUICK MEAL" is now the most popular Stove made. One-fifth of all the Gasoline Stoves sold last year in the entire United States were of this incomparable stove.

### THE PEOPLE LIKE IT

**BECAUSE** It is so simple a child can understand it. The arrangement of the Levers for Opening the Valves can be found on no other stove, and the frame is so worked that no mistake can be made in opening or closing.

**BECAUSE** It is so absolutely safe that we have yet to hear of the first accident from its use, and it is almost the only stove made that ABSOLUTELY CLOSES THE VALVES and TOTALLY EXTINGUISHES THE FLAMES while being filled.

**BECAUSE** It has more than every advantage claimed by any other stove, all similar stoves being only attempts at imitation of the "QUICK MEAL" which has jumped into popular favor, in such a surprising manner solely on account of its honest merit.

### PRICES

Are as low as any, ranging from \$3 for Single Burners to \$20 each for the larger burners, subject to regular trade discount. If the "QUICK MEAL" is not sold in your town, write to us for Catalogue and prices.

## P. STEKETEE & SONS,

JOBBERS 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 } A Specialty.  
American and Stark A Bags

## CLARK, JEWELL & CO.,

Wholesale Grocers,

HANDLE EVERYTHING IN THE PROVISION LINE.

Pork, Beef, Lard, Hams, Shoulders, Bacon, Sausage, Pigs' Feet, Canned Beef, Lunch Tongue, Potted Ham, etc.