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### MANUFACTURERS OF "Record Breakers,"

And other fine cigars. DETROIT,

A DREAMER'S CRY. I am tired of planning and toiling In the crowded hives of men;

I am sick of the showy seeming
Of a life that is half a lie;
Of the faces lined with scheming,
In the throng that hurries by.
From the sleeples- thought's endeavor
I would go where the children play;
For a dreamer lives forever,
And a toiler dies in a day.

I feel no pride, but pity
For the burdens the rich endure;
There is nothing sweet in the city
But the patient lives of the poor.
Oh, the little hands so skillful,
And the child mind choked with weeds,
The daughter's heart grows willful,
And the father's heart that bleeds.

No. no! from the street's rude bustle, From the trophies of mart and stage I would fly to the wood's low rustle, And the meadow's kindly page. Let me dream as of old by the river. And be loved for the dream alway; For a dreamer lives forever, And a toiler dies in a day.

THE OLD, OLD STORY.

On a clear, frosty evening in the latter part of October, Hesper Carroll stood leaning against the bars of her father's barnyard, waiting for the return of Jacob, who had gone to the 'the bound-boy," pasture to drive home the delinquent cows, which, though paragons of virtue generally, grew a trifle rebellious now that pasturage was becoming limited, and manifested a decided preference for re-maining in the meadows to search for dainty patches of green grass that could be found only in sheltered nooks.

The sun was sinking slowly down the glowing west, and its warm, slanting beams fell full upon the face and figure of the girl as she stood listening to the distant tinkle of the bells, and looking dreamily away across the broad meadows to the wooded slopes which were glowing with the rich tints of autumn. She made a fair picture as she stood in the gay sunshine, which tinged with gold the dark chestnut curls that were pushed back beneath the broad brim of a large straw hat that shaded but did not conceal the bonny, winsome face beneath it. Her deep violet eyes were fringed with long dark lashes, that swept far down on the rose-tinted cheek. A fair forehead, delicate, clear-cut nose sweet, crimson mouth, and snowy chin, full of dimples, completed a face which entitled its owner to the palm universally awarded her of being "the belle of the whole country-side." Her figure was perfect, and every movement instinct with grace, and the tiny foot that peeped from beneath her dress was fairy-like enough to have worn the slipper of the

fabled "Cinderella." The bells sounded nearer and nearer and just as Hesper turned to see if the cows were in view, a shadow fell across the path, and the substance thereof apappeared in the form of a tall, handsome young man, who advanced toward her, smiling as he held out his hand, say-

ing:
"Good-evening, Hesper. I called at
the house to see you, but Mrs. Carroll
told me I should find you here."

The hand he had grasped, very warmly t must be confessed, was decidedly with drawn, and he looked surprised at the brief "Good-evening" with which Hes-

per greeted him.
"I had hoped to find you nearly done milking," he added, as he stood watching the slender fingers energetically plucking to pieces a late clover-blossom.

"Mother sent me over to ask you to come and help her. We have our husking to-night, and she is a little behind-

"Yes, as your mother wants me; but I reached a dense part of the woods, and cannot go mow.

"I can wait for you, then. Mother told me to be sure to bring you."
"You need not wait," said Hesper, quickly, just a tinge of impatience in the usually sweet voice. "I sha'nt be ready for some time, and when I am Jacob can go with me. Tell Mrs. Rayburn, please, that I will come as soon as possible." And without even a glance at the troubled

which he had come.

"Good-evening," she answered, and, without even glancing toward him, she began at once to fill her pail with rich,

been nothing more serious than one of the process o

finished at the throat and wrists with snowy ruffles, while at the throat a cherrycolored ribbon was tied in a shower of loops. Her dark ringlets were brushed back from the fair blue-veined forehead, and kept in place by another piece of cherry-colored ribbon. As she stood before the glass giving the last touches to her dress she glanced for a moment at the reflection of her own bright, pretty face, and tossing her head defiantly, re-solved to "make Harry Rayburn's heart she does not know anything, and is little solved to "make Harry Rayburn's heart she does not know anything, and is little ache that night, if, indeed, he had a heart!" And here the curly head gave a burn limped away to "look after the gir!" disdainful toss. "To think of how long he had been pretending to care for her, "to be out of the way of the young folks" thought Fannie was the prettier, but she did not know that Harry thought so too until now! He had carried Fannie to the latest the latest three latest three latest three latest three latest l fair first, and then actually came back for her, as if he thought she would go with him! No, indeed! And how glad she was to pass him in Joe Wentworth's "What can I do for you?" Harry asked buggy. Joe loved her, that she was sure of, for he had told her so that very day, and said such beautiful things to her, and told her that it would break his heart if she did not love him; but-Joe was small and ugly, and had such a squeaky voice, and she did not care for him; and Harry was so tall and handsome-the very handsomest man she ever saw-and he had such a beautiful voice, so deep and mel-low, that when he said lovely things it ounded as if they were set to music. she did despise him; he was so deceitful, so unlike the Harry she used to know!" And the bright eyes flashed through the tears that a moment before had softened their indignant light, and she renewed her resolve to give him a heartache if he had not grown absolutely indifferent to her, and if he had, why he would see that she too was indifferent.

all the bravery of her best attire. Her

When Hesper entered the kitchen to say good-night to her mother, Mrs. Carcoll asked:

"Has Harry Rayburn come for you?" "No; father says that Jacob may go with me, it is such a short distance, and I shall not want for an escort coming

"That you may be sure of," said Mrs Carroll, looking fondly and proudly at the fair face of her child; "but I wonder that Harry did not come to walk over with you.

"He did, but I was not ready to go." "But couldn't he have waited? would not have kept him long, and he generally seems to mind no trouble if he can only be with you."

"I would not let him wait. Jacob will do just as well. Good-night, mother.'
And Hesper tripped away in the moon light in charge of her humble esquire. The pathway wound across the field and into a belt of woodland, and it was after entering the shadowy woods that, hearvoices. Hesper looked up to see Harry Rayburn. Coming forward, he said as he

joined her: "I happened to be coming along the path, and if you have no objections Jacob may go back and I will escort you the rest of the way.

"Did you tell your mother why I could not come sooner?" asked Hesper with quiet malice, determined to find out whether he had been home, or had, as she shrewdly suspected, been waiting to accompany her.

"Yes—that is, no; not yet," replied Harry, startled by the unexpected ques-

Hesper gave an audible sniff-how hand with her preparations. The husk-ing will break up with a dance. Will ing disdain!—and they walked on in silence for a few moments. They had

the moon was obscured by a cloud. "It is very dark; won't you take my arm?" said Harry gently. "No, thank you; I can see well enough!"

"But you might fall. I know the path o well—do lean on my arm.' "It would not be convenient," Hesper said coolly; "you are too dreadfully tall."

and notwithstanding Blossom's several lapses from obedience, the last pail was soon capped with snowy foam.

"Mother," she said as she entered the kitchen some time afterwards, where Mrs. Carroll was busy with her early supper, "Mrs. Rayburn has sent to ask me to go over and help her; they are going to have their husking to-night, and she wants me, May I go?"

"To be sure, Hesper; get ready and go at once. No doubt she does need help. The 'Squire told me yesterday she had had the rheumatism all the week, and was not able to do much."

Hesper disappeared, and was soon in her own little.

"And Harry waited for you, of course."

"To be sure, Hesper; get ready and go at once. No doubt she does need help. The 'Squire told me yesterday she had had the rheumatism all the week, and was not able to do much."

"And Harry waited for you, of course."

Hesper disappeared, and was soon in her own little room arraying herself in her own little room arraying herself in said the good dame mischievously.

"Yes, I waited for her," replied Harry dress, of soft dark green material, fitted doggedly, the color waving over his her pretty figure perfectly, and was swarthy cheek as he saw the little red mouth set and the head give just a perceptible toss, as though that waiting had done him but small good!
"Here, my dear," said Mrs. Rayburn, who was blissfully ignorant of this by-play, leading the way into an adjoining room where a long table covered with snowy, home-made linen stood on the floor, "this is the table, and Harry will help you bring the things to put on it.

> "to be out of the way of the young folks' courting;" for having no daughter of her white apron, was soon engaged in trans-

a little stiffly when they were alone.
"Bring in the heaviest dishes, please and just put them anywhere on the table; I can arrange them afterward." And Hesper tripped away to the other end of

pies, etc.
Of course, there was no talking done but Hesper would now and then sing softly to herself tiny snatches of songs, later, that it became known that he and as though utterly oblivious of Harry's Fanny Lawson were engaged, and that presence. When he had brought in the Harry had only been taking care of her dishes and arranged them in a row on the in Will's absence. Hearing this Hesper table, and could see nothing else to do, he went to where Hesper was arranging judged too hastily, and been so quick to sundry delicious, green apple tarts and resent Harry's supposed indifference. golden pumpkin pies, and asked in a tone half-piqued, half-pleading:

"Can I do anything else for you?" "Nothing at all, thank you," replied have minded it in the least. Now every-thesper, so intent upon the exact relation thing seemed so changed. No doubt that that a pie should bear to a tart that she could not even glance up; and when the why she had changed so to him, and young man did not move, but stood very probably thought she had been rresolute for a moment, supposing, of trifling with him. He had been so cold course, that he had not heard her, she re-peated: "There is nothing you can do and she could see that he tried to avoid now. You can go if you wish. If I her whenever he could. Of course she need your assistance any further I can could do nothing but feel miserable. She

in a tone of suppressed feeling, "and ask you to tell me what I have done that you and she would rahter die than have him hould treat me as you are doing?"
"Harry! Where is Harry?" called Squire Rayburn's voice, as he came

hurrying toward the room in a state of mild excitement.

Squire's bluff, good-natured face ap-"Oh, here you are. The boys are comdo, Hesper? You look as bright as a his determination to go also. Though bunch of holly-berries!" And with the usual relish that elderly specimens of the nothing to dissuade him. He had been usual relish that elderly specimens of the genus homo develop for such diversion, the 'Squire imprinted a hearty kiss upon the fresh, red lips of the bright face smilingly upturned to his. "Busy as a bee, are you?" he continued, looking around upon the confusion that Hesper's deft hands had already begun to reduc to tasteful order. "You will make a jolly wife for some lucky fellow by-and-by. It almost makes an old man like me wish he was young again; but I am a better-look-

ing man now than the most of them—eh, Hesper?" "A great deal better-looking than any of them," said Hasper quietly; and a moment afterward she glanced down the room as a pair of very emphatic bootheels went ringing across the floor and out into the piazza, and Master Harry strode off in full receipt of as genuine a for a moment, then released it, saying heartache as would have amply satisfied with repressed emotion:
Hesper's most vicious desire.

"I have come against

The great heap of corn had been husked, the bountiful supper dispatched, and the long room was cleared and ready your face!" for the dancers. Then came the tuning stood tapping her small foot impatiently as she watched the fine, sleek Devons slowly filing into the barnyard.

Harry Rayburn stood a moment irresolute, then, with a quiet "Good-evening, Hesper," turned again into the path by which he had come.

"Good-evening."

"I never said so, perhaps," she answered dryly.

"Hesper, what is the matter?" asked Harry Rayburn stood a moment irresolute, then, with a quiet "Good-evening, Hesper," turned again into the path by which he had come.

"Good-evening." of violins-that sound which instantly

"If I am not pleasant it is a pity you insisted on walking with me," she replied with quiet indifference, "You had better have let Jacob come with me."

"I wish I had," he exclaimed passionately: "and I heg your pardon, for fore."

"I wish I had," he group and on for fore. "I wish I had," he group for fore."

"I wish I had," he group and on for fore."

"I wish I had," he group and on for fore."

"I wish I had," he group and on for fore."

"I wish I had," he group and on for fore."

"I wish I had," he group and on for fore."

"I wish I had," he group and on for fore."

"I wish I had," he group and on for fore."

"I wish I had," he group and on for fore."

"I wish I had," he group and on for fore." began at once to fill her pail with rich, foaming milk.

"Stand still, Blossom. You are so cross that I never shall get through this tire-some milking." At Hesper's sharp reproof, accompanied by a smart blowfrom the small hand of that indignant damsel, Blossom turned a mildly reproachful glance upon her, for the delinquency had been nothing more serious than entering an energetic protest with her long, flowscription, Harry said, "Mother, here is by his looks-and is just about as much as my two hundred and sixty pounds and

humming an innocent-sounding tune, was steadily levying "blackmail" from Blossom's most vulnerable and defenseless points, evidently determined upon securing his vesper meal at her expense.

Hesper's little hands worked rapidly, and notwithstanding Blossom's several lapses from obedience, the last pail was soon capped with snowy foam.

Harry, who had danced repeatedly with Fanny Lawson and paid her a great deal of attention, had not been near Hesper. Joe Wentworth, on the contrary, was devoting himself to her, and she, it must be confessed, had received his deyou to help me fix the table. I can't move about quick like I used to do, and the girl don't know about such to the gather.

she was conscious how much she had

hurt Joe in trying to pique Harry, and she repented the selfish disregard of his feelings. But to further encourage him by even the slightest hope would be but to wound him the deeper. fore, his appeal ended, and he awaited her answer, it came in a passion of tears.

because I knew that I did not love you and never could." I doubt if Harry's voice would have unded sweeter or more manly than

"Oh, Joe, forgive me; I was cruel and selfish to trifle with you as I have done,

Joe's did when he answered gently: "Don't cry, Hesper; it hurts me. Never mind about me; if there was anything to forgive, I could not help forgiving you, because I love you. Now, good-by, and don't grieve over me any more, sweet-heart; I am not worth those tears." And, lifting her hand to his lips, he turned and

was gone. The weeks that followed were dreary ones to Hesper, though no one knew that aught had come to cloud the sunshine of her days.

Joe Wentworth was very gentle and considerate of her whenever they met, but that made her all the more regret the ungenerous way she had treated him. Harry she seldom saw, and their inter-course was very cold and indifferent. She still imagined herself very indignant at the room, where she was busy amidst his apparent trifling, and he seemed to

avoid her as much as possible.
It was only after Will Rayburn re begun to reproach herself for having resent Harry's supposed indifference. "But," she thought, "it was in part his fault; had he only told her at first, she would have understood and would not could not show him that she was not in-"But suppose I wish to stay," he said different to him because he might have

know that all the world seemed weariness without him."
Several months passed thus, and at length came Will Rayburn's wedding; and as soon as the merry-makings were "Here I am, father," Harry replied, a over he was to take his young wife and trifle impatiently, and the next moment emigrate to the West, which held out the door was thrown open and the glowing inducements to new settlers, and 'Squire's bluff, good-natured face ap-where Will's imagination pictured the speedy realization of dreams which had lured him to broader fields than the old ing, my son. You had better go out to homestead offered. Unexpectedly to meet them, hadn't you? Why, how d'ye every one at the last, Harry announced to unlike himself—so strangely restless—that they thought an absolute change might benefit him; at all events, they would not oppose what seemed to be so

earnest a desire. 'Twas the night before they were to leave, and Harry, having made his hur-ried preparations and walked restlessly up and down the long piazza, at length strode off across the fields and down the well-known path that he had not trod now for four months.

"Good-evening, Hesper," he said, as he came up the steps of the porch where Hesper sat alone in the moonlight.
"Good-evening, Harry," she answered, rising and offering him her hand.

He grasped it, looking at her earnestly e come against my will

you good-by.

"You are going away?" Hesper said, growing pale in the moonlight. "How long shall you be gone?"
"Forever, possibly; certainly for

"Why do you go?" she asked in a low, unsteady voice.
"Why?" he asked with a short laugh.

"Why shouldn't I go; what is there here

you; I am not the same man that I was four months ago. Why, the very world looks different. I will go where I can forget you, for that at best is as near hoppings as I ago aver hope to you. happiness as I can ever hope to reach. But forgive me for intruding thus upon you; I longed to see you again, and only meant to say good-by, but the sight of you completely unmans me, and I have

grow worthless and are but added weariness! A keen remores smote Hesper, for the answer,

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Grand Rapids, Mich.

J. U. LEAN,
Principal.

A. E. Yerex,
Sec'y and Treas.

GRAND RAPIDS GOSSIP. Wm. H. Van Leeuwen has opened his new drug store on Cherry street.

AMONG THE TRADE.

Orange-Wm. Sickelsteel contemplates opening a blacksmith shop at Tremayne's

O. Van Buren has nearly completed a double store building on his farm on Stocking street.

L. J. Martin, son of S. J. Martin, the Sullivan general dealer, has opened a restaurant at 18 Canal street.

Samuel M. Lemon prophesies that granulated sugar will touch 61/2 cents in New York, which is equivalent to 7% cents in Grand Rapids, between now and Christmas.

H. F. Hastings has been appointed broker for the Spreckels Sugar Refinery, of Philadelphia, and expects to be able to take orders for the new concern by

E. H. Manley has retired from the firm of Wellington & Manley, grocers at 33 West Bridge street. The business will be continued by the remaining partner, J. C. Wellington.

Dun & Co. have arranged to open collection office here in connection with their agency business. The department will be superintended by Manager Ferguson, but will occupy separate offices and be conducted by a separate working

Clark, Baker & Co., of Jackson, recently took possession of the H. C. Coe grocery stock, at Mason, on a bill of sale. I. M. Clark & Son subsequently purchased the bill of sale and took possession of the stock. Unless a purchaser is found before Monday, the store will be opened for business under the management of J. D. Clark.

### AROUND THE STATE. Owosso-Mrs. M. Troutman has opened

a bakery. Mason-H. C. Coe has assigned his

grocery stock. Shultz-Geo. Wilkinson is building a

blacksmith shop. Prairieville-M. T. Jones is putting in

a stock of hardware. Cedar Springs-N. Gerow has engaged

in the meat business. Bear Lake-E. A. Messer has started

bakery and restaurant. Evart-Mrs. Benj. Griffith will engage

in the millinery business. Bay City-Chas. N. Ghent has bought

Mellow & Co.'s drug stock. Clarksville-J. Fitcha has his store

building nearly completed. Wayland-W. H. Kimmerling has en

gaged in the meat business.

Kalamazoo-Ehrman Bros., bakers, are succeeded by Adam Ehrman.

Vassar-S. M. Calvin's general stor has been closed by creditors.

Eaton Rapids-Seeley & Facer have engaged in the meat business.

Marquette-N. & A. Johnson, grocers

are succeeded by A. Eckstrom. Cedar Springs - Mrs. S. Stark ha

opened a millinery establishment. Otsego-J. S. Linton, of Peoria, Ill., will engage in the boot and shoe busi-

Lisbon-J. F. Mann, the boot and shoe

dealer, contemplates building a new Fennville-Alva Smith, of the firm of

Hardie & Smith, blacksmiths, has moved to Hart. Atwood-Wm. Supernaw has sold his

stock of groceries to Chas. Randall, of Eastport. Wayland-J. C. Branch has added a

line of crockery and glassware to his a new engine and boiler in their handle grocery stock.

Evart-Davy & Co., general dealers. will occupy the new Lacy store with their clothing stock.

Charlotte-M. Heyman & Son have sold

Scott's Station. Sault Ste. Marie-Geo. F. Old will run a meat market in connection with his

grocery business. Eaton Rapids-J. E. Cupp has sold his grocery stock to Stirling & Crawford, and

retires from business. Owosso-J. J. Davis, the dry goods dealer, is building an addition, 22x25 feet,

in the rear of his store. Sault Ste. Marie-John Grass has closed

his fruit and confectionary stands, and left the Soo for the season. Detroit-The firm of Bacon & Clapp.

dealers in hats, caps, etc., has dissolved A. C. Bacon & Co. succeed. Cheshire-S. Bush, of Gobleville, is

building a store here, which he will engine to the water power of the Standoccupy with a general stock. Petoskey-Bower & Barber have located

their new drug store in the corner store formerly occupied by Hazlett Foy.

Fennville-Duell & Pierce have sold their fruit evaporator to Harden & Sweeting, whose dryer burned two years ago. Montague - Rudolph Herren moves

Spring Lake-John Pruim is re-building his brick store, which will be the econd structure on the burned district.

Alpena-Creighton & McGregor is the style of the firm succeeding Creighton & Vrooman in the boot and shoe business. Monroe-The Michigan Nursery Co., with an authorized capital of \$15,000. succeeds E. H. Reynolds in the nursery

Shelby-C. H. Rose has purchased Mrs. A. Moore's bazaar stock, which he has added to his own line of tobaccos and

confectionery. eral dealers, will build a storehouse near the depot and have it ready for occupancy before winter.

Saugatuck-C. E. Bird has purchased an interest in the drug store of L. A. Phelps, and the firm name now reads

Luther-Kingsley & Gardiner have purchased the Pool Bros. store building and will remove their grocery and bakery business into it about Nov. 1.

Howard City-Fred Ashley and George Bennett have purchased Mrs. M. L. Gayiord's dry goods and notion stock, to which they will add a line of new goods. Charlotte-E. N. Morgan has retired from the firm of Ells & Morgan, dealers

Kalamo. Levering-A. D. Loomis has bought the drug stock of Hass & Co., at Clarion, and will remove his drug and grocery stock to that place, consolidating it with the

stock purchased. Lake Odessa-F. E. Houghtalin and C. stock of Houghtalin & Co. and will continue the business under the style of Houghtalin & Jameson.

his grocery stock to Cleon, Manistee county, where he will re-engage in trade. He thinks Cleon is destined to be a trading point of considerable importance.

Muskegon-Desky Bros. contemplate closing out their variety stock and, with other parties, engaging in the manufacture of a patent hobby horse. The required capital will probably be \$25,000.

Alma-H. P. F. Schneider, of Wright Schneider & Stultz, has cut loose from the firm and gone west. He and Mr Stultz had been together twenty-one years and had been room-mates for sixteen

Bay City-Craig Bros. are succeeded in the retail grocery business by I. R. Brairn last week. The latter firm is engaged in the wholesale produce and commission business.

Howard City-John B. Quick has sold his drug stock and fixtures to Henry Baar, who has shipped the same to Grand Haven where he was recently burned out. Mr. Quick will probably move to St. Joseph, Mo.

Kalamazoo-Dr. C. P. Sayles has redrug stock. The store is being repaired and in two weeks will be reopened with their pine. a fresh stock of drugs, owned by the former owner.

Big Rapids-G. Dale Gardner's C. O. D. grocery was closed on chattel mortgage one day last week. Gould's mortgage is been previously secured on the stock to the amount of \$600.

MANUFACTURING MATTERS. Dorr-Brautigam Bros. will build and ate a turning factory

Saranac - Olmstead & Myers have started a chain pump factory. Ensley-The portable saw mill of Bush

& McConnell started up Oct. 22. Excelsior-The Excelsior Lumber Co., James Greacen, proprietor, has closed out. Evart-M. Belanger & Sons have placed

factory. Smyrna-W. R. Tebbel has built a new penstock and added a new roller to his

Tustin-T. E. Stevens has rented the their meat market to V. L. Dibble, of Bullock saw mill in this village for the coming winter.

> Hartford-T. T. Bratton will remove his eigar manufactory to this place from week. Chesterton, Ind.

Fremont-The Darling Milling Co. is making buckwheat flour.

Lowell-The Michigan Cutter Co. began operations Oct. 14 and is turning out thirty complete cutters per day.

Detroit-A. Loranger & Co., manufachave assigned to A. L. Hitchcock.

West Bay City-Fred L. Gilbert has been elected Secretary of F. W. Wheeler & Co., the shipbuilding corporation.

Evart-John Devitt has added a steam ard Mills, and proposes to run eighteen out of twenty-four hours.

Works will commence work about Nov. take pleasure in showing either staples 1, and will give employment to forty or or novelties to all merchants who will fifty persons, mostly girls.

Tustin-Brett Bros., of Ashton, contemplate moving their sawmill to this here from Clay Bank and will engage in place and running a planer, shingle mathe meat business with his brother, Fred. chine and band-saw in connection with the mill.

Eaton Rapids-F. A. Montgomery's new feed mill is completed and will be ready for operation as soon as the water wheels and machinery are in position.

Greenville-J. S. Crosby's sawmill shut down for the season Oct. 16. If Mr Crosby sells his standing pine near Edmore, the mill machinery will be moved to Kentucky.

Bear Lake-Hopkins & Co. have begun building a sawmill on the site of the Bunton & Hopkins' mill, recently burned. The mill will have a capacity of 50,000 feet per day and be ready for work March Sherman-Gilbert & Sturtevant, gen- 1, 1890. It will saw hard wood and hemlock.

North Muskegon-The North Muske gon shingle mill, known as the Hitchcock & Mernan mill, started up Oct. 16 with a small crew and will run to the end of the season. The mill pays the regulation

Whitehall—The Eagle tannery is being enlarged by an addition as high as the nain building, to accommodate eight new vats and a long shed built over the leaches. When the improvements are completed, the tannery will employ seventy-five men.

Chippewa Station-Morgan & McKee ver, who have about finished their shingle cut here, are preparing to resume operain agricultural implements, and is suc- tions at Trout Lake, where they propose ceeded by J. G. Miller, formerly of to cut lumber as well as shingles. Some of their camp equipage has already been shipped to the new location.

Pentwater-The Pentwater Bedstead Co. now employs 100 hands and is running to its fullest capacity, turning out more work than at any other period of its history. During the month of Sep-F. Jameson have purchased the general tember, it shipped \$10,000 worth of goods, and this month will do even better.

Muskegon-The Heap Dry Earth Close Co. will build a new factory adjoining Rockford-G. H. Spencer has shipped the present one, 48x150 feet in dimensions and three stories high. The addition will cost \$20,000. The company will also add an additional story to the present factory. The capacity of the factory will be increased five times and will employ seventy-five men.

> Palmyra-Jacob Mitchell is putting new foundations under his paper mill and building an addition, thirty feet long. The new machinery will consist of three dryers, an iron beater, a winder, and a new boiler and engine. The mill will then have a capacity of thirty tons of paper per week. The estimated cost of the improvements will exceed \$6,000.

East Saginaw-The venture of R. G. Peters, in bringing his Canadian logs to -not by Brucker, Craig & Co., as stated the Saginaw river for conversion into lumber, has demonstrated the wisdom of his conception concerning the advantage inhering in the Saginaw valley market. He has disposed of his entire cut at exceedingly satisfactory figures, and is ready to start next season with a clean balance sheet. The fact is, that a point has been reached at the point named, when there are sufficient mills dependent on a saw-bill to keep them in operation. ceived \$510 insurance on his damaged to make it quite advantageous to timberowners who are desirous of marketing

Muskegon-The Sargent Manufacturing Co. is being organized with a capital Industry, and the chances are that he stock of \$100,000, \$75,000 to be paid in, will not be troubled with their patronage of which \$53,000 has been already subheld by W. J. Gould & Co., of Detroit, scribed. The Sargent Manufacturing he is making fish of one class of custom-Co., of New York, will combine with the ers and flesh of another. The usual exfor \$500, a mother of Gardner having Geo. F. Childs Chair Co., of Chicago. perience of the village merchant is that The Sargent factory makes all kinds of the signing of the contract deprives invalid chairs, beds, etc., and the Child him of the better part of his village Chair Co. manufacturers reclining chairs. trade, as well as the loss of the better A factory will be built at once. The class of farmers—a class which is seldom building will be 50x150 feet in dimenseen identified with the P. of I. sions, two stories high and of brick. It will be ready for operation early next year and will employ seventy-five to 100 skilled mechanics. Muskegon men interested in the enterprise are Messrs. Mason, Hackley, Hume, Holbrook, Outhfrom the field. The Tradesman feels beer saloons for him if he happens to be waite, Kanitz, Smith, Nims, Hoyt, Er- that the people of Frankfort have made a out. win, Heap, A. W. Miller, Barney and serious mistake in relinquishing an organ-Stevens.

### Bank Notes.

H. N. Hovey has been elected a director in the Muskegon Savings Bank.

The Citizens' Savings Bank of Detroit will open its doors for business at 147 Griswold street and its branch bank at 461 Gratiot avenue on Thursday of this

T. C. Sherwood, State Banking Commissioner, spent last week among the putting in new process machinery for banks of the Saginaw Valley and will put in this week with the banks of Grand Rapids.

H. N. Keys, O. B. Campbell and T. P. Steadman have formed a copartnership to engage in the banking business at turers of extracts and baking powders, Elsie. The institution will be managed by Mr. Steadman, who has been with the First National Bank at Ovid for several vears.

### Here Until Nov. 9.

Chas. E. Watson, Michigan representative for S. A. Maxwell & Co., is quartered at Sweet's Hotel with his full line of Manistee — The Manistee Knitting fall, winter and Christmas goods and will the scheme. favor him with a call.

Carriage manufacturers are predicting that in the not distant future wooden increasing scarcity of lumber for wheels. | since."

MERCANTILE BONDSMEN.

Dealers Who Sign the P. of I. Contract

No Longer Freemen. CHAPTER V.

It is generally considered contrary to good business policy to have two sets of prices in any kind of a store, or to favor one class, clique or clan at the expense of another. Such, however, does not appear to be the guiding star of the P. of I. dealer who is foolish enough to sign the following contract:

This agreement, made and entered into and between — of —, dealer in — of the first part, and the Patrons of by and Industry, of the second part, witnesseth, that the said party of the first part, for and in consideration of the covenants to be performed by the parties of the second part, hereby agree with the parties of the second part as follows:

1. To sell goods to members of said Order as follows, to wit: --- will sell all lines of goods in ---- store, or that - may hereafter offer for sale at store, at the following named prices (and furnish invoice of same if required) for taken at the market price:

"leader" or "specialty," or for other cause at less that than the above rate, then the same kind of goods shall be sold to all members of the Order at such special price.

3. The party of the first part agrees to show the invoice of said goods to any member of said Order having authority of said Order to be copied by said member if he so desires. And the said party campaign speakers of a year ago." of the first part further agrees that will not sell goods to persons not mem-

bers of the Order, at the prices aforesaid. And the Patrons of Industry, parties of the second part, agree to and with the said parties of the first part, to patronize said part— of the first part in — line of goods, and to protect — by their will not make known to persons not members of said Order the prices they pay

furnish the president of his association with the bill and a description of the goods purchased, giving kind, marks, etc., sufficient to identify them, and said president shall investigate the same and if he cannot satisfactorily arrange the matter he shall refer the same to the

And it is further agreed by and between the parties that this contract shall be and remain in force for — from this date, to be renewed if desired by the parties. Witness our hands and seals the day of — A. D. 18—.

[L. S.] The dealer who signs the above con-

tract ties his hands pretty effectually and becomes party to agreements which no honorable man would abide by. No more iniquitous provision could be conceived than the last paragraph of article 3, to the effect that low prices are not to be granted anyone not a P. of I. In other words, the mechanic who goes into the store with the money in his fist is not to receive the same consideration as the farmer who brings in a basket of poor butter or ancient eggs. Any merchant who agrees to such an arrangement should not receive a cent's worth of trade from persons not members of the Patrons of as soon as it comes to be understood that

Building and Loan Associations.

The Frankfort association, after deciding to resume operations, has reconsidered the decision and concluded to retire ization which would be capable of ren- A.D. Spangler & Co dering so much assistance in the develop-

ment of the town. A number of Grand Rapids gentlemen business through local boards in all parts of the State. A. E. Worden will probably serve the association in the capacity of President, A. E. Yerex as Secretary and Homer W. Nash as Treasurer.

The Michigan Savings and Loan Asso- produce and solicit correspondence with ciation has been organized at Detroit, to both buyers and sellers. conduct an agency business throughout the State. O. W. Shipman is President and John Western Secretary. The shares will be \$100 and payments will be \$1 per CHAS. SCHMIDY & BROS. month. Pledges for 5,000 shares have already been secured.

The American association, of Minne apolis, does not thrive wherever the report of the Commissioner of Statistics of California is circulated. That officer punctures the bubble so completely that no amount of talk on the part of windy agents will overcome the objections to

Advertising That Does Not Pay. Moneybags-Advertising, my dear boy,

Young Blood—It hasn't paid me.
"What do you mean?"
"Nothing, except that father adver-

A, P. of I. lodge in the vicinity of Rockford started in the spring with 132 members. When it came time to pay the second quarter's dues, the membership had shrunk to thirty-four.

A Carson City correspondent writes "The P. of I.'s have two dealers here, but the other merchants are selling goods of all kinds so much cheaper than they do at the P. of I. stores that the farmers who do not belong to the order are getting the best of it. Some of the P. of L's begin to 'smell a mice.' "

Mary A. Brice, at St. Louis, contracted to sell the P. of I.'s on a 10 per cent. basis, but it proved so unsatisfactory that she quit it. She was honest and carried out her part of the agreement to the letter, but the Patrons did not support her as they had agreed to. She lost her village trade, and, take it all around, it about ruined her business.

Evart Review: "An apostle of the Patrons of Industry having failed in forming organizations in Districts No. 1 and 2, Osceola township, and Avondale school 2. In case that any goods are sold to district, Hartwick township, another of persons not members of the Order as a the same sort, with a difference, has tackled the job. He calls his order the "Patrons of Toil," but he failed to realize on his investment in District No. 2 last night, and will move on to the Warson district to-night. From what we hear of his talk last night, we should judge that the last organizer is a cull from the cheap

A Remus correspondent writes: "Last Friday was a day long to be remembered by the Patrons of Industry. As early as 1 o'clock, delegations began to arrive, and shortly after 4 o'clock about 100 had gathered at the Town Hall, whence they of goods, and to protect — by their gathered at the Town Hall, whence they efforts and influence. And the parties of proceeded to parade the streets. Headed the second part further agree that they by a martial band, and bearing banners, they marched through the principal streets and back to the hall. Following Should any member of the Order feel are a few of the inscriptions which were himself wronged by any deal he shall carried: 'Forward the Cause,' 'Unity is Strength,' Live and Let Live,' 'Ten Per Cent. or Bust,' 'Remus Association,'

> A P. of I. organizer went to Pewamo the other day and began to preach the false doctrine to the farmers of that vicinity and wanted to organize them. but the most of them had heard the history of the order from their merchants, and were not on the organize. He had to stay two days to drum up enough to get a quorum, and then took \$8 for the job, instead of \$13.50, the regular price. The better class of farmers would have nothing to do with it. The merchants would not contract with them and now the few dupes whom he did get are bewailing their fate and consider the whole thing a swindle.

> Big Rapids Herald: "Did you ever stop to consider the possibilities of the money to be made out of the P. of I.'s by the man who set the thing running?" queried Mayor D. F. Comstock. The Herald man assured him he had never looked at the matter from that standpoint. "Well, I have," said his honor, "and I can see where the man who runs the machine will make a million dollars. Now see here. It is given out that in Mecosta county there are three thousand members. At least calculation \$500 of the membership dues from these goes to grand or head lodge that is to be. You will notice that the time set for the grand, supreme, national or whatever it may be called lodge is in 1892. An average of \$500 from each county going to the grand mogul for three years will crowd a million dollars. By that time there will be no grand lodge, because the lodges proper will have died out. The head ones know what they are doing."

Fortune knocks once at every man's

WHOLESALE DEALERS IN

## are organizing a new association, to be known as the Fidelity, which will do FRUIYS AND PRODUCE

And General Commission Merchants. EAST SAGINAW, MICH.

ESTABLISHED 1870.

We buy and sell all kinds of fruit and

Manufacturers and Dealers in Foreign and American

Granite and Marble

## Monuments and Statuary

Having erected a New Granite Factory with the Latest Improved Machinery, we can Guarantee all Work First Class and Fill Orders Promptly.

WORKSHOP AND POLISHING MILLS: Cor. West Fulton and Straight Streets OFFICE AND SALESROOM:

93 Canal Street GRAND RAPIDS, - MICH. FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

TOR SALE-DRUG STOCK IN NORTHERN MICHI-gan, doing good business; inventory about \$2,200; satisfactory reasons for selling. Address No. 523, care Michigan Tradesman. 523 FOR SALE - WELL-SELECTED STOCK OF DRY goods, groceries, boots and shoes, hats and care FOR SALE-THE FINEST DRUG STORE IN THE City of Muskegon at 75 cents on the dollar; reasons

askegon at 75 cents on the dollar; r ss. C. L. Brundage, Muskegon Mic FOR SALE—A GOOD GROCERY BUSINESS HAVING the cream of the trade; best location in the city stock clean and well assorted; this is a rare chance fo any one to get a good paying business; poor healt the only reason. Address S. Stern, Kalamazoo, Micl.

FOR SALE-STOCK OF HARDWARE-WITH OR without store building: an excellent chance for a without store building; an excellent chance for se-e-awake party; good reasons given for selling ress at once Box 99. Fowler, Mich. 516

FOR SALE—DRUG SFORE AND STOCK SITUATED IN a lumbering town; go d farming country around, a very desirable place for a good physician. Address Box 442, Alpena, Mich. FOR SALE—GROCERY STOCK IN GOOD LOCATION
Will inventory \$7:00 to \$8:00 and doing a business
of about \$13,000. Address No. 502, care Tradesman.
502

FOR SALE—A GOOD PAYING BUSINESS—GOOD treason for selling out. Inquire of F. J. Detten thaler, 117 Monroe St.

### MISCELLANEOUS.

FOR SALE—A CINCINNATI SAFE, WITH BURGLAR proof chest; will be sold at two-thirds first cost, although used but two months. E. A. Stowe & Bro., 100 Louis St. 100 Louis St.

FOR SALE-DRAFT TEAM 5 YEARS OLD - DARK
FOR SALE-DRAFT TEAM 5 YEARS OLD - DARK
M. W. Willard, Kinney, Mich.
S22

WANTED-TO EXCHANGE KANSAS LANDS AND
real estate for a stock of groceries and general
merchandise. Address No. 517, care Michigan Trades
man. WANTED-WIDE-AWAKE MERCHANTS TO COM-W respond with the "Gobleville Sign Works;" way signs a specialty. Address Gobleville Sign V Gobleville, Mich. Sobleville, Mich.

\$500 - THE COMPLETE MACHINERY OF first class custom grist mill; two run o stones, one feed, the other for feed; all in good order ready to deliver on cars. Address Geo. M. Sayles Attorney-at-Law, Flint, Mich.

WANTED—SEND A POSTAL TO THE SUTLIFF COU-of the one Pass Book Co., Albany, N. Y., for samples and finest on the markets Book, the most complete and finest on the markets Book, the most complete and finest on the markets Book, the most complete can the country are now using them. DRY GOODS, HOSIERY Country are now using them.

WANTED—1,000 MORE MERCHANTS TO ADOPT OUR Improved Coupon Pass Book System. Send for samples. E. A. Stowe & Bro., Grand Rapids. 214

POR SALE—GOOD RESIDENCE LOT ON ONE OF the most pleasant streets "on the hill." Will exchange for stock in any good institution. Address 286, care Michigan Tradesman.

WHOLESALE Carpets,

Oil Cloths, Rugs, China Mattings

Parlor Screens Smith & Sanford,

Draperies,

### SAFE FOR SALE.

Malta

■•

on the Market.

MANUFACTURED BY

Our Fall Stock

Is now Complete and Ready for Inspection.

F. A. Wurzburg & Go.,

NOTIONS, UNDERWEAR,

19 & 21 SOUTH DIVISION ST.,

GRAND RAPIDS. - MICH.

≣Gastle

A nearly new, fire-proof safe, with burglar-proof chest, made by Cincinnati Safe and Lock Co. Will be sold at twothirds first cost. E. A. Stowe & Bro .. 100 Louis St., Grand Rapids.

E. W. HALL PLATING WORKS, Brass and Iron Polishing Nickle and Silver Plating



COFFEE

Merchants, YOU WANT THIS CABINET

Thousands of Them

Are in use all over the land. It does away with the unsightly barrels so

often seen on the floor of the average grocer. Beautifully grained and

varnished and put together in the best possible manner. Inside each cabinet will be found one complete set of castors with screws Every Wide-Awake Merchant

### Should Certainly Sell LION, THE KING OF COFFEES,

An Article of Absolute Merit.

It is fast supplanting the scores of inferior roasted coffees. Packed only in one pound packages. Put up in 100-lb cases, also in cabinets of 120 one-pound packages. For sale by the wholesale trade everywhere. Shipping depots in all first-class cities in the United States.

Woolson Spice Co., TOLEDO, OHIO.

L. WINTERNITZ, Resident Agent, Grand Rapids.



IF YOU WANT

The Best ACCEPT NONE BUT

Sauerkraut.

Order this brand from your wholesale grocer.

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Becretary—E. Pettowe, Grand Rapids.
Treaswith State of Control of Control

Greenville.

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M. C. Sherwood, Allegan; A. O. Wheeler, Manistee.

Jommittee on Building and Loan Associations—N. B.

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Carrington & North, 11cm L Cook, Bauer Dr H C Peckham, Freeport Y R A Hastings, Sparta Dr H B Hatch, Hart R Purdy, Lake Munger, Watson & Devoist, Coopersville No. 76-Kalamazoo B. M. A. esident, S. S. McCamly; Secretary, Chaunce E E Hewitt, Rockford No. 77—South Haven B. M. A No. 78-Caledonia B. M. A. President, J. O. Selbert; Secretary, J. H. Sachada. No. 79—East Jordan and So. Arm B. M. A. President, Chas. F. Dixon; Secretary, L. C. Madison. No. 80—Bay City and W. Bay City R. M. A. Proofdent F L. Harrison: Secretary Lee E. Joslyn.

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President, L. A. Vickery; Secretary, A. E. Ra.
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President, J. M. Beeman; Secretary, C. H. May. . 86-Millbrook and Blanchard B. M. A. sident, T. W. Preston; Secretary, H. P. Blanchard.

No. 87-Shepherd B. M. A. President, H. D. Bent; Secretary, A. W. Hurst

Association Notes

Bonuses in Manufacturing Enterprises

stantially agree as far as they go.

voluntary contribution is wrong in theory,

but may be expedient in some cases

Natural locations need no bonus; the

courages the establishment of losing

ital and enterprise. Bonuses encourage

One dissenting opinion says that "if

ing manufacturing enterprises bonuses.

must have gone to another place.

them build up a good thing.

last accounts:

Altona-Eli Lyons.

Assyria—J. W. Abbey. Bellevue—John Evans.

Brice-J. B. Gardner.

Capac-H. C. Sigel

Fish, L. A. Gardiner.

Berles, A. Wilzinski.

Harvard-Ward Bros. Howard City-Henry Henkel.

Ogden-A. J. Pence.

Olivet-F. H. Gage. Remus—Geo. Blank. Riverdale-J. B. Adams. Rockford-B. A. Fish.

Thos. Horton.

Hubbardston-M. Cahalen.

Maple Rapids-L. S. Aldrich.

Mecosta—Parks Bros. Millington—Chas. H. Valentine.

Imlay City-Cohn Bros.

advantages above other cities or towns,

what is the matter with moving to some

The P. of I. Dealers.

Big Rapids—C. A. Verity, A. V. Young, E. P. Shankweiler & Co., Mrs. Turk.

Carson City-A. B. Loomis, A. Y. Ses-

Cedar Springs-John Beucus, B. A.

Charlotte—John J. Richardson, Daron & Smith, J. Andrews, C. P. Lock.

Fremont-Boone & Pearson, J. B.

Kent City-R. McKinnon, M. L. Whit-

Lapeer-C. Tuttle & Son. W. H. Jen-

Morley—Henry Strope. Nashville—Powers & Stringham, H. M.

Sand Lake-Brayman & Blanchard.

Wheeler-Louise (Mrs. A.) Johnson,

C. Breckenridge, M. H. Bowerman,

An Indiana man grinds corn stalks and

VISITING BUYERS

then subjects the mass to a heavy

ordinary bituminous coal.

dealer, was in town Monday.

sler Bros., Rockford Nichols, Martin Botsford, Dorr Wait, Hudsonville

E Hewitt, Rockford B Gooding&Son,Gooding LASh, Pal melee F Hacker, Corinth ex Denton, Howard City Kruisenga, Holland Purchase, So Blendon Dalmon, Allendale

Baldwin L M Wolf, Hudsonville D C Blood, Whitneyville H Van Noord, Jamestown Lee Deuel, Bradley John De Vries, Jamestown G Ten Hoor, Forest Grove

Stanwood-F. M. Carpenter. Sumner-J. B. Tucker.

Coral—J. S. Newell & Co. East Saginaw—John P. Derby.

Flushing-Sweet Bros. & Clark.

Flint-John B. Wilson.

Burdside-Jno. G. Bruce & Son.

Always give with great

tion we enjoy."

adventurers.

care-if at all.

om the Bellaire Advertise

N. L. Rowe succeeds L. A. Phelps as Secretar Discussion of the Subject from Variof the Saugatuck B. M. A. Mr. Phelps has been a faithful officer Rockford Register: "The citizens of Rockford

and vicinity were addressed at Colby's hall, Monday evening, by C. L. Whitney, President of the Michigan Business Men's Association, upon the objects and benefits of such an Association. clerks. We do not mean in clerks considered as persons, but in clerks as a de-There was only a fair attendar ce, because of the briefness of the time to advertise it, but those partment of business. In any business who were present speak well of his address." Governor Luce's warm approval of the Business ness Men's Association will bear frequent repeti-tion. It is as follows: "I want to congratulate you that you have a Business Men's Association. It is a power which impels and builds up. All e by and through associated effort, hand to hand, arm to arm, purse to purse, shoulder to shoulder, step with step—that is the way mighty achievements are accomplished. You are a benefit to other men. So you are to be congratuclerk may destroy the merchant's populated that you have an Association. Associated larity and upset his business calculations. effort is one of the latest outgrowths of civiliza-It is therefore important that some thought should be given to the clerk

THE CLERK QUESTION.

uestion in order to get the best results. In cities it does not matter so much whether clerks are personally popular or not, because the trade they might influ-THE MICHIGAN TRADESMAN has been getting the opinions of representative business men on the subject and they ence toward their employers would bear a slight relation to the volume of busimake very interesting reading. All subness which comes to them from other sources. But in localities where readepitome of the matter may be given as ers of The Storekeeper are in business, clerks play a much more important part in the development of a man's business. Bonus by taxation is dead wrong; by

offer of one at an unsuitable location enenterprises which must be periodically helped, removed, or bust. Favorable openings should be filled with local capof this is doubted. It is open to no questin him. tion in the case of clerks of experience Taking a nature has not given a place great natural advantages above other cities or towns, its business men must make up for its natural wants in way of location, etc., Under this head there should be considered the necessities of trade which should enforce the employment of a new by their energy, push and public spirit. This is done, in a great measure, by givelerk. A merchant may have a rush of Injecting a few ideas of our own into the discussion, we would remark that many points have favorable openings but by a clerk who already has several custo- the boy's welfare. little capital, and that fully employed. Outside capital must be had. There are mers. This is unpleasant to a customer, and should be avoided whenever possible. If it occurs seldom it may be tolerated, natural locations which are undeveloped and some aid to bridge over this may bring a paying business which otherwise nature has not given a place great natural of the more favored points and helping The following are the P. of I. dealers who had not cancelled their contracts at which he can never make up. Nor should he wait until the amount of trade lost in this way is sufficient to keep a new clerk constantly busy before he employs one.

We have already intimated how a boy

Grand Rapids-John Cordes, Joseph

to whether the new hand is to be a permanent one or not. There are objections held by some to temporary clerks. Terry says it is unwise to employ a clerk who is liable to be discharged at the end of of every week or month, because he is constantly looking around for more constantly looking around for more constantly looking around for more constantly looking around necessarily. Shepherd—H. O. Bigelow. Sparta—Dole & Haynes, Woodin & Van

as we would advise. In the selection of a clerk we advise the merchant to aim high. If there is a wields the forces in his store together in men and women alike, for no one can deny the advantage of having women in

coarse prairie grass, moistens them with water, reduces them to a coarse pulp and sure, compressing then into blocks 12x4 stores—who, in the language of Emerson, has hitched his wagon to a star, try by and 4 inches thick. These, when thorougly dry, furnish more heat than all means to interest him in your business. High aims are not out of place behind a counter. Let the merchant go carefully over his list of young acquaint-G. M. Lonsbury, the Cooperville meat ances. Let him select one who is true From the Big Rapids Herald. and honest, is of excellent reputation, is popular with his friends of both sexes, is roads or anything else likely to benefit white Star. WE HInman, Sparta
J Kinney, Kinney
G H Walbrink, Allendale
J Raymond, Berlin
rent J Coon, Rockford
M Robson, Berlin
WE Statkins, Morgan
C Gregory, Fennville
voist, W R Lawton, Berlin
ille Herder & Lahuis, Zeeland
M Heyboer & Bro, Oakland
odin N F Miller, Lisbon
Brookings Lumber Co.,
Brookings Lumber well educated, bright, even precocious if the farmers," said a Michigan avenue steady, careful in conduct, good-looking, business man; "neither will I buy anof good physique and of good family. If other dollar's worth of stuff from a soyou want but a temporary clerk, enlist him under your banner, re-engaging him On the other hand, I shall retaliate all as frequently as you are in need of help. in my power. When the farmers organ-By the time you need a constant assistant, you have one trained to your hand, familiar with your store and popular with your trade. This, it seems to us, is the referred to in the Scriptures which says If the merchant desires a young helper slapped." in the store, who may be retained con-stantly, and whom he wishes to develop into a good salesman, the process of In our opinion, the gentleman has taken applied to a younger class of boys. One ago, he was a member of an organization can scarcely expect to find that earnest-nese of purpose in boys that would be beats and dishonest customers generally. expected in young men, but the indications of its probable development later that purpose. How long the organizawill not be absent, and can be recognized. tion lasted we all know, and the dead-If the boy is found who possesses these beat still lives and flourishes in our qualities, so much desired, it is best to midst. The farmer has the same right

will become valuable to him. partment of business. In any business which has grown beyond the ability of one man to handle, the clerk enters as a feature to be carefully studied. As the business grows in volume, its increase is due in great part to the efforts of the clerks. To be sure the merchant's personal popularity and his methods of delay business will have something to do only able to sequent the advanced by the fought them while they were chasing the fought them doing business will have something to do with this growth. To these, however, a which his increasing years demand by after false gods? No; the merchant and good clerk may add much, but a poor clerk may destroy the merchant's popu- who does not know that he has not re- treat the Patrons like men, and not

It is not customary to employ clerks for short terms. A merchant usually likes to employ a clerk by the year, and latent in the boy's mind will be brought latent in the boy's mind will be brought tions will be cheerfully resumed by both parties. endeavors to make his force adequate for the busy season, even though it is too his employer's business because he will parties. large for the dull season. The wisdom realize that his employer takes an inter-

Taking a case which may be considered the Clyde, Scotland. and established trade, because they are a a typical one, we will suppose a mer part of the fixed expense of a store. But chant wants a boy to sweep out the store, we believe merchants would do more dust off the counters, wash windows, business with greater ease and with less build fires, keep stock in order, run expense if temporary clerks were employed at certain seasons of the year errands and deliver goods. The immediate necessity the merchant feels is for some one to do work of this kind. He pays a salary commensurate with the work performed. He does not promise to keep the boy any specified time, nor does business at some portion of the day which will either compel customers to wait to be served or submit to be waited upon looks his own future interest as well as

The result is that after an engagement lasting a year, possibly more, in which If it occurs seldom it may be tolerated, the boy has been buffeted about by all but if it gets to be common the merchant hands in the store, and repulsed whenshould realize that it is time for him to ever he has manifested a curiosity in reemploy a new clerk. It is wise to give each customer as much time and as much gets discouraged, makes up his mind that each customer as much time and as much personal attention as possible. While it may seem to be opposed to good policy to that there is no chance for him in that carry this out to its extreme length, we believe a customer will be better satisfied enter another store as a full-fledged clerk and his purchases will amount to more or leaves business altogether for some in the end if it is done. It is distressing other pursuit. If he succeeds in securing to see a customer come in the store, look around anxiously, wait nervously a few minutes, and go out unwaited upon. It sell goods, a false representation which minutes, and go out unwaited upon. It sell goods, a false representation which represents a direct loss to the merchant his new employer discovers only at his

It can safely be taken for granted that should be engaged for a term of years, the clerk employed will, if care and and how the merchant owes it to himself judgment be exercised in his selection, that he should take his instruction upon bring some trade to the store, and the himself. In addition to this bare intimaamount of it depends largely upon the tion there is much that can be said. We amount of it depends largely upon the character of the clerk chosen.

Having decided to employ a clerk, the merchant should decide whom to employ, and in this decision he should not be hasty. He should remember that in his business, as in every other, a good clerk is worth a dozen poor ones. There are leavest of noor ones to be had. The good should not establish a business college in should not establish a business college in the character of the clerk chosen.

It is much that can be said. We all know how extensive has become the sugstence of educating young people in business colleges, and those who know these institutions know also how impracticable is the education imparted by them, save with respect to book-keeping. plenty of poor ones to be had. The good should not establish a business college in ones are more scarce. The poor ones are his own store. The clerks could easily plentiful and the merchant has scores of be induced to enter into the scheme applications from them, because they have proved their inefficiency, and have nothing to do in consequence of it. The councils of business, when, after the good ones are either employed or have store is closed, all hands shall gather higher aspirations than clerking, and together and with perfect freedom dis have made no applications. As a good cuss business affairs and the policy of the one will prove of great assistance to the store. Each clerk should be encouraged merchant, and a poor one only a stop-gap. to relate his experiences. These may be to be discharged so soon as his ineffi-classified into sales and failures to sell. to be discharged so soon as his meni-ciency becomes known, we will take it for granted that a good one is wanted, sales he has made during the day, and for granted that a good one is wanted, and we will strive to point out some relate any good points he may have made qualities which a good clerk should have. in closing them. His experiences will First, the decision should be made as call forth others and nothing but benefit to whether the new hand is to be a perma-

permanent employment and necessarily interest, can the storekeeper discuss and cannot so thoroughly give his attention to his employer's interest, He must be for bringing to the front any line of for bringing to the front any line of to his employer's interest, He must be ready to part with him at the height of the busy season, or at any other time when he decides to go. This objection we conceive to apply only to the stopgap, and not to a temporary clerk selected of great interest be talked over at length. In such a circle the merchant become

young person we say person advisedly, as one compact, working mass. He calls we desire this article to apply to young out their best energies in his behalf, and gives in return his experience and counsel. In many ways the business college when thus surrounded by actual business would be a success.

"I won't give one dollar for improving olution to the temporary clerk question. I shall turn the other cheek to be

timents of a well-known business man. election should be just as careful, only a wrong position. Only a year or two make a long time engagement with him, to organize under whatever name or title say for three or five years, with the com-

pensation for each year decided upon, the ince of any man to say him nay. He has boy understanding that a part of his com- the right to say, I'm going to do my tradpensation for the first two years is to be ing hereafter at this place, or that place the instruction he will receive in busi- and the right to do it. We unhesitat ous Standpoints.

Jno. K. Allen in The American Storekeeper.

Perhaps there is no department of store-keeping in which merchants are more vitally interested than in their clerks. We do not mean in clerks considered as persons, but in clerks as a desidered as persons and the right to do it. We unhesitations are about the advantages of this are obvious. The boy realizes that he called Patrons of Industry organization, the farmer is being systematically hoods with the farmer is being systematically hoods with the farmer is being systematically hoods.

In the instruction ne will receive in busing and the right to do it. We unhesitations are obvious. The advantages of this are obvious. The substitution has a desident and the right to do it. We unhesitations are obvious. The advantages of this are obvious. The boy realizes that he called Patrons of Industry organization, the farmer is being systematically hoods.

about the wonderful profits the mer Here is where most merchants fail: chant realizes, the farmer is to be pitied, ceived that instruction which makes boys attempt to ostracise him, or retaliate in aluable. the way threatened. The Big Rapids
We do not believe there are intuitive business men should let the latch string salesmen. There are bright young men hang outside their store and house doors who are able to catch on to business ways and continue to aid in improving the city by hanging on the outskirts of a business conversation and absorbing as much whole community is benefited by pulling as they can, but as a rule, the young together. And then, when the novelty helpers in a store will not develop their of being a P. of I. has worn off, and the full value if they are allowed to secure clouds have raised, and the prodigals are their entire education in this manner. Their faculties lie dormant like the potter's clay, ready for the shaping hand. the harmony and pleasing relations that have heretofore existed between the mer-Should the merchant take him in hand chants and the farmers of Mecosta county when he begins work and teach him some will be found unbroken and unimpaired

The oldest steamer in the world is the Industry, built in 1814, and now lying in

Dry	Goods.
Price	s Current.
	LOUIN COMMONS
Atlantic A	ACHED COTTONS.  754 Integrity XX.  554 655 King, E F. 654 454 10 E X. 654 754 11 E X. 654 12 Kow Market B. 12 Now Market B. 13 Nowton 654 14 New Market B. 15 Nowton 654 17 Top of the Heap. 17 Top of the Heap. 18 Comet, 40 in. 18 Comet, 40 in. 18 New Market L, 40 in. 18 Controls.
Atlanta A. A	6½ King, E F 6¼
Archery Bunting	. 414 " E X 614
Amory	53/ Lawrence I. I. 53/
Berwick L	. 64 New Market B 54
Blackstone O, 32	. 5 Noibe R 5¾
Chapman	. 4 Newton 634
Comet.	7 Riverside XX 5
Clifton C C C	. 61/4 Sea Island R 61/4
Conqueror XX	5 Sharon B 634
Exeter A	. 6½ Williamsville 7
Full Yard Wide	. 634 Comet, 40 in 814
Great Falls E	7 Carlisle " 7½
Hartford A	51/4 New Market L, 40111. 71/2
RIFA	CHED COTTONS.
Blackstone A A	. 8  First Prize 7
Beats All	. 4½ Fruit of the Loom %. 8
Cleveland	7 Fairmount 414
Cabot. %	. 63/ Lonsdale Cambric. 10½
Dwight Anchor	. 9   Middlesex 51/4
" shorts	8. 834 No Name
Empire	7 Our Own 51/6
Farwell	. 8 Sunlight 4½
ruit of the Loom.	Reference   Refe
HALF BI	LEACHED COTTONS.
abot	. 81/2 Dwight Allehor 9
UNBLEACH	ED CANTON FLANNEL.
remont N	. 5½ Middlesex No. 110 . 6½ 211 312 312 718 819
Hamilton N	. 61/2 " 211
Middlesey AT	8 " 312
" X	. 9 " " 819
" No. 25	. 9 ]
BLEACHE	D CANTON FLANNEL.
Middlesey P T	. 672 Middlesex A A 11
" A T	. 9 " A O131/2
" X A	7½ Middlesex A A
A F	.1072  J10
CO Biddeford	RSET JEANS.
Brunswick	. 6   Naumkeag satteen . 7½ . 6½   Rockport 6½
	PRINTS.
llen, staple	. 6  Merrim'ck shirtings. 51/2
" fancy	. 61/2 " Reppfurn . 81/2
merican fancy	6 " robes 614
merican indigo	. 6½ Portsmouth robes 6
merican shirtings	. 51/4 Simpson mourning 61/2
rnold "	### PRINTS.  6   6   Merrim'ck shirtings. 5½ 6   6   2   Pacific fancy
" long cloth B	. 81/2 Washington indigo 61/4
" century clot	h 7   " Turkey robes 71/2
" gold seal	.10½ " India robes 7½
Berlin solids	. 51/2 Plain 1 Ky A 24 81/2
" oil blue	. 61/2 " Ottoman Tur-
" " green	key red 6 Martha Washington
cocheco fancy " madders	. 6 Martha Washington . 6 Turkey red 34 71/2
Eddystone fancy	. 6 Martha Washington
lamilton fancy	. 6% Turkey red 9%
" staple Manchester fancy.	6 Riverpoint robes 5 6 Windsorfancy 6½
" new era	. 6½ " gold ticket
derrimack D fancy	
	TICKINGS.
moskeag A C A	.13½ Pearl River12¾
amilton N	
amilton N	DEMINS.

GRAIN BAGS. .. 20 | Georgia .. 17 | Pacific. .. 16 | Burlap. THREADS. Clark's Mile End....45 | Barbour's. Coats', J. & P......45 | Marshall's ..221/6 KNITTING COTTO White. Colored CAMBRICS .. 4% Kid Glove... 4% Newmarket. RED FLANNEL. MIXED FLANNEL. | Red & Blue, plaid .40 | Grey S R W Union R ... 22½ | Western W Windsor ... 18½ D R P ... 6 oz Western .21 | Flushing XX Union B ... 22½ | Manitoba ... WADDINGS. SILESIAS. 
 Slater, Iron Cross.
 9
 Pawtucket.
 11

 " Red Cross.
 9
 Dundie.
 9

 " Best.
 10½
 Bedford.
 11

 " Best AA.
 12½
 12

corsets. \$9 50 Wonderful 9 00 Brighton

SEWING SILK.

Corticelli, doz......85 Corticelli knitting, "twist, doz. 42 per ½oz ball.....30"

.13½ Everett...... .15 Lawrence XX.... .11½ Lancaster.....

6% Renfrew Dress. 6% Toil du Nord...

CARPET WARP.

Peerless, white.....18½ Peerless, colored...21

Amoskeag..... Amoskeag, 9 oz... Andover.....

### THE RICKARD LADDER.



FOSTER, STEVENS & CO., GRAND RAPIDS, MICH. Write for Circular

HARDWARE.	MOLASSES GATES. dls. Stebbin's Pattern
Prices Current.	NAILS Advance above 12d nails.
These prices are for cash buyers, who	FENCE AND BRADS.
Trees prices are for costs buggers, who pay promptly and buy in full packages.   Ives', old style	10d
AVPC	1
First Quality, S. B. Bronze. \$7 00 "D. B. Bronze. 11 00 "S. B. S. Steel. 85 00 "D. B. Steel. 13 00	CASEING AND BOX.  12d to 30d
BARROWS.   dis.   Railroad     \$ 14 00   Garden     net 30 00   BOLTS.   dis.	6d to 7d
Stove.         50&10           Carriage new list.         75           Plow         40&10	% inch. 25 % 'CLINCH. 11/2 and 1% inch. 11
Sleigh shoe.   70   8   8   3   50   Well, plain.   \$ 3   50   Well, swivel.   4   4   60   8   8   60   10   10   10   10   10   10   10	dd to 5d
BUTTS, CAST. dis. Cast Loose Pin, figured70&	
Cast Loose Pin, figured.         70&           Wrought Narrow, bright 5ast joint.         60&10           Wrought Loose Pin.         60&10           Wrought Table.         60&10           Wrought Inside Blind.         60&10           Wrought Brass.         75           Blind, Clark's.         70&10           Blind, Parker's.         70&10           Blind, Shepard's.         70	Ohio Tool Co.'s, fancy
Blind, Shepard's 70 BLOCKS.	Common, polished dis.  Common polished dis.  Iron and Tinned dis.  Copper Rivets and Burs
Ordinary Tackle, list April 17, '85	PATENT FLANISHED IRON. "A" Wood's patent planished Nos 24 to 27 10 6
Cast Steelper 15 4½	B' wood's pat. planished, Nos. 25 to 27 9
Ely's 1-10 per m 65 Hick's C. F " 60 G. D " 35	Broken packs %c per pound extra, Ropes.   Sisal, % inch and larger   11: Manilla   13: Steel and Iron   SQUARES, dis, Steel and Iron   Grand Bevels   Mitre   SHEET IRON.   SHEET IRON.
Musket         " 60           Rim Fire, U. M. C. & Winchester new list.         50           Rim Fire, United States         dis.         50           Central Fire         dis.         25	Com. Smooth. Com
Socket Firmer	Nos. 10 to 14
Curry, Lawrence's	wide not less than 2-10 extra
Hotchkiss	List acct. 19, '86
White Crayons, per gross	" Drab A " " White B
Planished, 14 oz cut to size     per pound     28       " 14x52, 14x56, 14x60     26       Cold Rolled, 14x56 and 14x60     24       Cold Rolled, 14x48     24       Bottoms     25	" White C
Bottoms	
Small sizes, ser pound	Cats, per 100t
Com. 4 piece, 6 in	Steel, Game Go&i Oneida Community, Newhouse's Go&i Oneida Community, Hawley & Norton's Hotchkiss' Place of the College of the
Clark's, small, \$18; large, \$26. 30 Ives', 1, \$18; 2, \$24; 3, \$30 25 FILES—New List. dis.	P. S. & W. Mfg. Co.'s 7 Mouse, choker 18c per do: Mouse, delusion 81.50 per do: Bright Market WIRE. dis.
Disston s	Coppered Spring Steel 5 Plain Fence per pound 0
GALVANIZED IRON.   GALVANIZED IRON.	" painted 2 8  WIRE GOODS, dis, Bright 70&10&1
Stanley Rule and Level Co.'s	Screw Eyes
Maydole & Co.'s         HARMERS.         dis.         25           Kip's         dis.         25           Yerkes & Plumb's         dis.         408:10           Mason's Solid Cast Steel         30c list 60           Blacksmith's Solid Cast Steel, Hand         30c 40&10	Gate Hooss and Eyes. 70&10&1  WRENCHES. dis. Baxter's Adjustable, nickeled. 3 Coe's Genuine . 5 Coe's Patent Agricultural, wrought, 7
Gate, Clark's, 1, 2, 3	MISCELLANEOUS. dis. Bird Cages
Mason's Solid Cast Steel	Screws, New List. Casters, Bed and Plate. Dampers, American
" " % net 7½ Strap and T dis. 70 HANGERS. dis.	METALS.
HOLLOW WARE	Duty: Sheet 21/6c per pound
Pots         60&05           Kettles         60&05           Spiders         60&05           Gray enameled         50	600 pound casks
HOUSE FURNISHING GOODS.   Stamped Tin Ware	14@1/2
Granite Iron Ware	Cooksonper pound 144 Hallett'sper pound 141 TIN-MELYN GRADE.
KNOBS—New List.   dis.	10x14 IX, " 77 14x20 IX, " 77
	14x20 1C, " \$5.5 4 10x14 1X, " 5 4 14x20 1X, " 6 Each additional X on this grade \$1.50.
Stanley Rule and Level Co.'s	14x20 IC, "Worcester
Mallory, Wheeler & Co.'s.         55           Branford's         55           Norwalk's         55           Stanley Rule and Level Co.'s.         70           Adze Eye.         \$16.00, dis. 60           Hunt Eye.         \$15.00, dis. 20&10.           Hunt's.         \$18.50, dis. 20&10.           MAULS.         35           Sperry & Co.'s, Post, handled         50           MILLS.         dis.           Coffee, Parkers Co.'s.         40	20x28 IC, "Allaway Grade. 11 5 14x20 IC, "Allaway Grade. 4 9 20x28 IC, " " 6 4 20x28 IC. " " 10 5 20x28 IC. " " 10 5
Coffee, Parkers Co.'s dis.	14x28 IX

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WEDNESDAY, OCTOBER 23, 1889.

### THE IDLER.

Unless some unlooked-for change takes place in our social conditions, we shall, before many years, be burdened with a very useless type of young man, in numbers sufficiently formidable to give him far more influence than he deserves. When wealth accumulates and concen trates as it is now doing in this country, the class which is not obliged to work for its living naturally increases in numbers. The father who has earned his own way to fortune, sends his boys to college, in a single corporation, and issued stock usually gives them too much spending to represent the value of their property, money, and expects them, after gradua- and placed these certificates on the stock tion and two or three years of European travel, to take their places in the counting-house and become steady workers. That he is often disappointed, we all tificates represented. But the idea that know. The boys, now grow to young a great monopoly would have the power manhood, have enjoyed themselves too to enrich its stockholders by exacting of well in idleness to take kindly to regular the public such prices as it pleased, was hours at desk or counter. When the old one which commended itself to a great folks are gathered to their fathers, there body of investors. None of them, probis usually in the case of large fortunes an assured income large enough for all morally right. They would have admitted reasonable and often for many unreason- that it was achieving a gain without renable needs, which can be had simply for the trouble of drawing checks or getting taken in connection with the large elecoupons cut off and cashed at the banker's. That the class of utterly good-for-nothing idlers is not already larger, speaks well for our republican influences, but at best with green cloth. But the conviction it is too large, and must, in the nature of things, increase, unless something can be this world is "sharp practice" is so done to check its development. One mistake that is made on the part of parents the certificates of the trust were bought is that they expect their children to adopt at excessive prices, in the face of its conthe same line of work in which their own successes have been achieved, forgetting of public opinion. that this may not be calculated to attract them or afford them congenial occupation. It is a mistake, too, for every man who has an independent fortune to assume that he must needs engage in a fixed money. The makers of the trust may commercial or professional career. Why should one who has ample means secured is a matter for regret. But there is no to him through safe dividend-paying investments do work which some poor man can do as well and earn his living ing could be so remunerative as a big thereby? Wealthy men have no business still further to crowd markets that are already over-crowded. If one has a special gift, and can do a certain thing wolf, and nobody need weep over their better than any one else can, let him do it. He may find abundant employment in supervision and organization. Why should he do mere routine work when

there are so many needy young fellows

But supposing this rich young fellow

who can do it quite as well?

nothing to supervise-nothing, in short, credulity with which that bubble was but his income to spend. What shall he floated grew out of the belief that the do with his time? To one who hates management of the business of the idleness and has abundant natural re- national government was corrupt from sources for the employment of all the top to bottom. General Grant and his spare time he can command, such a question seems absurd. But it is by no lous rascal, who spread the report that means absurd in the eyes of a matured the new firm was to make millions out of cub who has dawdled his way through the manipulation of government conschool and college, and has never given tracts, and that, in fact, it could tap the his supposed mind to anything more pro- national treasury by the clever use of the found than making up a betting book. ex-President's political connections. This There lies the trouble—those long years gave Ward his fulcrum to move men havnominally devoted to education! If the ing money in the direction he required; lad falls under influences which stimulate and they trusted their millions to him his intellect and develop his natural bent, in the faith that public corruption would his after life will not stretch out in an secure their gains. The result proved endless perspective of years which he that there were no such openings for knows not what to do with. Has he but profitable rascality; and once more the a love for horses, let him have his stock lambs who would fain have been wolves farm and improve the breed. Very likely were fleeced. he will spend a good deal of his time on Yet this did not shake the cynical disor near the race track, but at least the belief in general honesty, and especially their decision is a decided gain to those stock farm is a redeeming feature in his in the honest handling of public money. career. Has he mechanical or scientific That disbelief was a large factor in the tastes, there are unexplored lines of campaign of 1884, when the rallying cry investigation which only await the en- of one of the great political parties was couragement of capital to develop untold "Turn the rascals out " "Let the other wonders of discovery. Is he literary, side see the books!" Everybody knows there are a thousand ways in which he what was the result. The management can employ his time in research and of the nation's finances, its expenditures publication, ways which will give re- and its contracts were laid bare to hosmunerative employment to others of like tile scrutiny, with the result that no tastes. Is he a philanthropist, he can abuse of any magnitude was discovered. hardly take up a newspaper that does Four years later the same tactics were not offer suggestions. Let him, for employed by the other great party, with example, interest himself in founding a a result equally as fruitless. society whose object shall be to help exyacht, and instead of making aimless those who know the least about governhis money moving in ways that will, upon volved. The drag-net of investigation are now purchasing from more remote

the whole, make the world better.

Of course there will always be some The Michigan Tradesman of course there will always be some who are capable of nothing beyond faultless attire, the exertion of sitting in club windows and hanging about the saloons and pool-rooms. For these, perhaps, Retail Trade of the Wolverine State, there is no hope, save that they will go to ruin as swiftly as possible. They canand except there befalls a most unusual are emphatically "no good." The whole that cultivates manly virtues, no income can be too large. If the reverse be the case, no amount of preaching can ordinarily avail.

THE CREDULITY OF CYNICISM.

The threatened collapse of the Sugar Trust recalls several occurrences in our recent history in which the cynicism which thinks itself wisdom is found to be quite another thing. The Sugar Trust, like others of the kind, was a big experiment on the credulity of the business and investing public. Like the Cheap John's razors, it was "made to sell." Its projectors united a large number of refineries market. Nobody in his senses would have thought of paying such a price for the separate establishments as these cerably, would justify such an exaction as dering a service, and that this, when ment of risk, made the whole transaction of the same moral quality with those which take place across the table covered that the thing most likely to succeed in deeply rooted in the minds of many that demnation by the courts and the organs

The collapse of the job, therefore, i not to be deplored, since the heaviest losses will fall upon men who are least to be trusted with the use and control of have made their turn, in time; and that need to mourn over the losses of those who bought into it in the belief that nothconspiracy to fleece the public. The "lambs" who have been shorn in this case were caught in trying to play the

That this transaction should have taken place chiefly in New York is not surprising. No city of this country, unless it be San Francisco, has so much of this cynical confidence in the profitableness of fleecing the public. The case of the Grant has no talent for supervision, or has and Ward firm is in point. The foolish son were used as decoys by an unscrupu-

This cynical estimate of public life convicts in earning an honest livelihood. and those who take part in it, is a very Does he love the sea, let him keep his widely diffused error. It is strongest in voyages for pleasure, let him correct ment and its affairs. A new and green soundings, report errors in charts and member often goes to Washington or to of the Three Americas is being carried try experiments in navigation or marine Lansing with the conviction that he is out very nearly as originally planned. architecture. Then there is politics- going into a den of thieves. If there be As so much of the discussions of the but this, in its present condition, does an unsound spot in his own honesty, it conference will turn upon the formation not offer a very alluring field. Still, to is just this belief that jobbery, brieb- of closer business relations between the one who has a turn for statecraft, it taking, and theft are ordinary and even southern countries and our own, nothing presents noble opportunities for honor- safe transactions which lay him open to could be better than to familiarize the able effort. In all these ways and a hun- the tempter. When scandals of that members with the extent and character dred others, a young man who is good kind occur in our legislatures, it is apt of our industrial development, and its for anything at all may find employment to be this inexperienced and cynically consequent sufficiency as a basis for the for himself and others, and may keep credulous element which is found in supply of very much that our neighbors

first time make the discovery that such able than we could offer, if we had direct

eternal smash" of the Down-Easter ture factories of this city, last Friday, would not be far off. We are not so bad they learned more in an hour than the as to make it useless to essay a reforma- printed page could inform them in a

THE EIGHT HOUR MOVEMENT.

There is every reason to expect another eight hours as the legal limit of a day's labor in mines and factores in both this country and England. The great labor organizations of this country have the proposal under consideration, and in one trade at least-that of book-printingthere is an organization to resist the demand. In Great Britain, the miners are to lead off, and to begin a general strike if the demand is refused. But it Congress of Trades' Unions has been on the subject, and the published returns -which are very imperfect as yet-indi-

successful effort. We think the signs of the times indicate that they will meet with less resistance from public opinion generally than they did formerly. The belief that all such questions are settled by natural economic law has grown distinctly weaker with every year of recent history, and the disposition to lean on has increased proportionally. And along with this there has been a growth of the feeling that the working classes generally have to spend their lives under circumoody, and that a shorter tale of hours spent in "wasting fatigue in bad, overheated air" is desirable unless the race of mankind is to be sacrificed to industrialism. When we find this opinion not only in the writings of those who especially are characterized by the philanthropic spirit, but in the writings of economists, artists and others, we think it indicates that society has been thinking out this problem.

Mr. George Rice, of Marietta, Ohio, continues his manful struggle with the Standard Oil Company and the railroads it subsidizes. One of his last steps was to ask a duces tecum subpoena against all the railreads embraced in the Transcontinental Association, which would have required them to bring before the Inter-State Commerce Commission all their account books and other papers, which exhibited their transactions in shipping petroleum and its products. In justification of this, he alleged the tariff sheets of the Association which show an advance from 72 cents per hunded weight to 821/2 cents in September, 1888, and \$1.25 in January, 1889. He charged this last rate with being exorbitant, and alleged that special facilities were furnished to the Standard Oil Company which placed competing refiners at a great disadvantage. The Commission ruled that he had not made out a prima facie case against the railroads in question. But, as they announced their readiness to compel them to furnish the decided against him. On the contrary, who are laboring to correct the abuses of railroad management. It very distinctly notifies those corporations that their books must be opened to inspection, whenever a prima facie case is made out against them, and that they no longer enjoy the immunity from inspection which belongs to private firms and to corporations engaged in a purely private business. Since the Granger decisions were pronounced by the Supreme Court, these corporations have had no more emphatic reminder of their true position as public servants. And, as the law requires the United States courts to enforce the order of the Commission, they will have no alternative but to obey.

The tour of inspection of the Congress hauls up the greenhorns, who for the countries, and at terms no more favor-

practices are not so common as to be safe. communication by steamship lines. Sta- trusts, corners and combinations, and Cynical disbelief in the general honesty tistics tell us something of this develop- proceed on the assumption that the way is of itself an indication of untrustworth- ment, but to most people they convey to abolish them is to cut off all competiiness. It is equally an indication that little more than a faint and shadowy im- tion by diverting trade to a single channel. the cynic is out of touch with the facts pression of the facts for which they That is not the way the backbone of the of life. Public life and business life stand. Far more impressive is the in- sugar trust was broken. That result was not be made boys again and re educated, alike hold together because honesty and spection of the great establishments brought about by the competition of the truthfulness are the rule, and the con- where the gigantic energies of disciplined refineries which refused to go into the awakening of spirit and physique, they trary vices are exceptional. It is quite natural force are converting crude sub- trust. If all the wholesale grocers of the true that these and similar sins cling to stances into commodities fitted for human country had agreed to buy sugar of but matter depends upon early training. If both to a deplorable extent, and furnish use. As the commissioners watched the one refiner—and he had been a member abundance of scope for moral reform. process by which rough lumber was con- of the trust-the trust certificates would But it is not true that they are the ruling verted into furniture of elaborate finish not now be quoted at a discount of 40 element in either. If they were, "the and unique design in the mammoth furni- per cent. from the highest point. Then and Now.

> year. THE TRADESMAN has frequently commended the administration of Governor Luce, believing it to be one of the best general movement in favor of fixing ever given the people by any Executive. In no respect has the Governor been more particular than in the making of appointments, which have generally been such as to commend themselves to the people of the State. Such, however, is not the case in the appointment of I. R. Wadsworth, Supreme Secretary of the Patrons of Industry, to represent the farming interests of the State at the national convention of farmers, to be will not stop with them. The British held at Montgomery, Ala., next month. Mr. Wadsworth is neither a farmer nor taking the suffrage of the working classes the son of a farmer, that part of his time not spent in the employ of a railway company having been devoted to origicate a majority nearly four to one in nating and propagating a crusade which favor of the eight hours limit, and nearly has already cost the farmers of Michigan six to one in favor of agitating for a law thousands of dollars, placed many of them in compromising positions, and left In the general revival of business and the adherents of the movement wiser industry in both countries, the agitators only in point of experience. Governor think they see their opportunity for a Luce has undoubtedly been imposed upon in making the appointment and will probably be glad to revoke it as

> made plain to him. One great trouble the people have about the new inventions and great discoveries of the age is to readily obtain the use of specific arrangements of law or contract them at anything like a comparatively moderate cost. Combinations of men and capital control telegraphs, telephones, electric lights, electric railways, natural gas, etc., and furnish them to the people stances unfavorable to both mind and at just enough less the cost of the things they supersede to induce the public to use them. It is true, the public pays less for electric light than for illuminating gas, and natural gas is cheaper than coal. and the people are so much better off, but they do not begin to get them at the price they ought to. In other words, the people are prevented from realizing the full benefits of inventions and discoveries as long as it is possible for capitalists to help it. Competition will reduce the cost to the public in time, if it is not strangled by combination. These things could be furnished to the public at much less cost and still pay a reasonable interest on the capital invested.

soon as the true character of the man is

The Patrons of Industry talk loudly of

Written for THE TRADESMAN. He was a man of some account And well among the jobbers stood; For any reasonable amount

And now, as far as credit goes,

His name was good. He took to drink, and soon his nose Assumed a tint as red as blood,

His name is Mud.

Knew Her Business. Lady (in intelligence office)-Have you ver minded children before? Nurse-No, mum; but I've made manny choild mind me.

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If in want of Clover or Timothy, Orchard, Blue Grass, or Red Top, or, in fact, Any Kind of Seed, send or write to the

Seed Store.

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Plumbing,

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NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN. WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

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he did so, they cannot be said to have BEN. W. PUTNAM, Pres. JAMES M. BARNETT, Vice-Pres. FRED B. ALDRICH, Sec'y and Treas.

Lemon & Peters,

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We will forfeit \$1,000 if the "TOSS UP" Cigar is not a Clear Long Havana Filler of excellent quality, equal to more than the average ten cent cigars on the market.

## Headquarters for Syrups and Molasses

We began handling Syrups and Molasses on Feb. 11, 1889, since which time we

### Nineteen Carloads

Of these goods. Our goods are right and our prices are low, and merchants will consult their best interests by comparing samples and prices before placing their

## Telfer Spice Company.



GEO. H. REEDER.

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Grand Rapids, Mich. No Chemicals.



and it is soluble.

To increase the solubility of the powdered cocoa, various expe-

dients are employed, most of them being based upon the action of some alkali, potash, soda or even ammonia. Cocoa which has been prepared by one of these chemical processes can usually be recognized at once by the distinct alkaline reaction of the infusion in water.

W. Baker & Co.'s Breakfast Cocoa is manufactured from the first stage to the last by perfect mechanical processes, no chemical being used in its preparation. By one of the most ingenious of these mechanical processes the greatest degree of fineness is secured without the sacrifice of the attractive and beautiful red color which is characteristic of an absolutely pure and

W. Baker & Co., Dorchester, Mass.

WEDNESDAY, OCTOBER 23, 1889.

THE INTENSITY OF COMPETITION. It is a wise man that carries his boy heart up into manhood. It is a part of wisdom to profit by study, reading and observation. "If I knew once what I know now," said a wornout bookkeeper of Chicago, "I could have been a halfmillionaire as easily as to be poor."

"I have seen the little fellows that others. Yours may be the duller fore-once scrubbed out the store, putting noon and the more brilliant evening. aside a little saving each year, buying land and selling out lots, and to-day they are way up in riches, while I am as I always must be, for my days of business chances are over." "That very land by the Findley block," said an old resident of Toledo, "is worth more than a layer of gold dollars all over it, and I could have owned it once if I had dared to keeper needs no system at all. make the venture. We all lack some courage," he continued. "We might have known this would be the city, but a lits disadvantages. Selling has to be done good many settled in Manhattan and Maumee. The men that had grit enough have made money. "Everything over by that hill yonder,"

said a young man of Kansas City, "was sold for a song eighteen years ago, and I let it go because it was broken and uneven soil. I had an inkling to own it, but lacked a little nerve to take chances. To me it is as much grit as genuis for a man to buy growing property." "That big farm out by the University was all platted out into lots since I came here," said a resident of Michigan street, Indianapolis. "Nobody thought it would amount to much. The trees stood thick over half of it. In ten years it has turned into one of the finest suburbs of the whole city." "Yes; but the chances were better then," exclaimed a bystander. Better! Not so much. It was just about the time of the panic, in '73, and matters were very much un- hand, the little local shopman beats the settled everywhere. Chances! Well, great merchant whenever he can catch there are chances! Why, this country is only half settled. The change of the only half settled. The change of the last twenty-five years was greater than for the little pin and needle wants, and that of any other fifty years, and there is great room still for improvement. What have we done in Montana, Dakota, half of Texas, Northern Michigan, Washington Territory, half of Calefornia and he will stay little and local. He is wel-Oregon? Every time the sun rises in are not afraid of him. What you want America it adds \$20,000,000 to the wealth of our country. What will become of the South, that stands a quarter to a halfcentury behind the North in advancement? Where is the genius that shall develop the unworked ores and mines and get it cheap—you've got to sell cheap, and forests of Missouri? How few, after and you can't be losing money all the time. The other great merchants do all all, are the peoples that have libraries! all, are the peoples that have libraries! this. What more can you do to beat them? This more, with the rest, is what courthouses? How narrow is the limit

Stock-raising, breeding, building, home comforts have only extended over a small portion of America. The very chances of Chicago, Toledo, St. Louis, Minneapolis, and New York may be sealed for the present; but the world is growing grandly and fast. It is turning out new cities, new ideas, new men. the habit of looking down on their customers. Then they make extravagant state. out new cities, new ideas, new men. The days of discouragement are over. There is nothing impossible with genius. There is nothing impossible with genius.

It laughs at the theory. It is a lull, but not an end of inventions. When was the he wakes up to the fact that no one take: not an end of inventions. When was the day, and who were the men with better facilities for starting than the present on the good will of his sellers. What i that but admitting that his customer

The truth is, we are children of a larger growth, and, looking out on the world as children look upon it, the center seems face to face? overhead, the limit where the sky comes down to the trees, and the chances of is "What are you going to be?" The first advancement all limited to those within truth. Have you made up your mind t range of fancy's vision.

large city in law, medicine, mercantile, real estate, insurance, railroading and manufacturing but have within their they have the advantage of him; an employ from one to ten ambitious young that is the way he had to take themmen or women who will, ere long, outreach their employers in wealth and fit of them all; his general standing de progress in business.

business and stepping up higher, round by round, on the ladder of progress, or himself lacking in any of them he lowers saving up little sums to buy an interest in business, or becoming so valuable that afford to be ignorant, vulgar or selfish. the business must need one's services, is the regular line of railway that leads to the station of success in business, withthe station of success in business, withble of? It is useless to pretend and put out rechecking or transfer of baggage.

never see other cities like Chicago? other What 1 mean by the modern store is a merchants like Stewart? other inventors store in which the moral law is supreme, like Edison? other lawyers like Beach and the law of good taste almost supreme, and Carpenter? other statesmen like and the law of justice superfluous. and Carpenter? other statesmen like your customers' interests before your own, and manage your sellers so that all individual effort. The duplicates would be mere copies. The men would store news. That is the modern store; be imitators, and lose all caste of origi-trol the intelligent trade of his region;

But it is just possible that other large cities, and very many of them, are yet to grow up and prosper within the next century. The promise of it is tenfold doubt of my honesty. Employer—Not the least. greater than were the promises one hundred years ago. The same is true of the me? merchants, and doubly true of the lawyers and statesmen, for they have a large

us, and it will not do to be doubters, and I thought,

The Michigan Tradesman act like men of old when invited in the ark by Noah, responding, "I guess it will not be much of a shower. I'll stay out awhile and see." The shower is a certainty. The opportunity is as good as it

has been. The demand is increasing. The reward is in proportion to the genius. The competition may be ten times greater, but the uses of genius, property and business were never so numerous as in the present century.

Keep your boy heart up into manhood The chances come later to some than to

### The Modern Store.

It will be a long time before the little local stores find out the advantage of being just, and a little more than just; but, just as fast as they do, they will cease to be little and local. The invention grew out of certain embarrassments met in extended business. A little shopcustomer comes he can adapt himself; he can always sell, if he has what is wanted, by hired men and women, not by the merchant, not even under his eye or immediate direction. How? The answer

be a system. One item of it now more or less established is to have an invariable price on everything and mark it in plain figures. Another is the privilege of returning unsatisfactory articles, which, if well managed, is an excellent one; indeed it is Barnes, Lansing; W. R. Burt, East Saginaw. indispensable, whether you like it or not. (The proof—you allow it and grumble.) Another is guaranteeing more or less, a delicate business. Another is gauging the pay of your sellers; if you pay by amount of sales, that is one system; if you pay by efficiency and acceptability, that is another system; if you pay by premiums—you dare not let it be known -that is still another. However you pay is your system.

Every one of these items that go to make up the system by which a large store is constrained has its advantage. Because of these and other disadvantages growing out of doing business at second

his customer.

There is the little man's difficulty. He sell to ignorant people who never write letters or know what is going on in the world outside of their immediate neighborhood. The local merchant is necesis a scheme that will give you the upper hand of other large and far-reaching stores. That is the new invention. You have got to understand your region; have taste and judgment and knowledge of goods; you must have what is wanted

I mean by the modern store.

Merchants are apt to think of people outside that, being careful of money and eager for goods, they will come and buy, if only prices seem to be low This narrow view of working people's minds is the cause of most of the faults of the merchants. They are judges of goods and people are not; and this superiority is constantly in their minds. ments about their goods and prices as if there was no danger of getting caught at him seriously. His advertisements hav no effect, and his trade depends largel value the statements made to them ove the counter, face to face, by his sellers more than his own statements not mad

ange of fancy's vision.

There are scarcely ten firms in any truth and nothing but the truth? An then so far as the merchant being superio to his customers, he is probably midwa among them; but, taking them altogether pends on the hits and misses he make The old-fashioned way of learning a His business calls for continual exercis out rechecking or transfer of baggage.

Do you tell me that the world will the state of precent and put on airs and pretend. A merchant's contact with people through his business is his region will grow and he will grow.

### A Plain Understanding.

Discharged Employe-Have you any

Employe-Then why do you discharge

Employer—For that very reason.

When the first creamery was estabrange of country. It is enough to assert lished the name had a queer appearance that all this is not only possible, but on the sign, but now one passes a milkery, a glovery, a cheesery, a cidery, a tobaccery, a bootery, and lots of other things without giving the matter a

## K. KNUDSON, MERCHANT TAILOR And Dealer in

Gents' Furnishing Goods. Fine stock of Woolen Suitings and Overcoatings, which I will make to order cheaper than any other house in the city. Perfect fit guaranteed, 20 West Bridge St., Grand Rapids.

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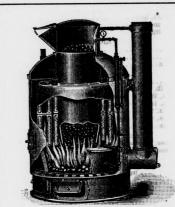
HISTORY-Commenced Business Novem ber, 1882:

Year.	Assets Dec. 31st.	Total Income.	Total Expend's	Surplus.
1882	\$100,359	\$ 2,578	\$ 2,675	
1883	109,793	25,276	16,505	
1884	115,670	40,933	35,142	
1885	126,257	51,054	41,168	
1886	239,501	57,759	45,660	\$ 5,378
1887	275,595	102,181	66,558	20,695
1888	300,227	123,240	99,249	35,983

### DIRECTORS:

Julius Houseman, George W. Gay, Mart'n L Sweet, I. M. Weston, H. Widdicomb, J. W to that short question, whatever the answer is, is the system. There has to Champlin, D. A. Blodgett, S. F. Aspinwall, James Blair, T. Stewart White, Philo C. Fuller, E. Crof ton Fox, A. J. Bowne, Thos. M. Peck, Francis Letellier, Grand Rapids; C. T. Hills, Muskegon R. A. Alger, Detroit; Dwight Cutler, Grand Barnes, Lansing; W. R. Burt, East Saginaw.

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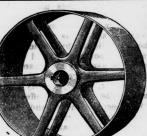
Crockery & Glassware

t	No. 0 Sun	45
		48
y		70
S		75
e	LAMP CHINNEYS.—Per box.	
-		
У	6 doz. in box.	
S	No. 0 Sun 1	90
S	No. 1 "2	
r	No. 2 "	
3,	No 0 Sun crimp top 2	15
e	No. 1 " " "	25
	No. 1 " " "	25
n	No. 0 Sun, crimp top	58
st	No. 1 " "	80
e	XXX Flint. No. 0 Sun, crimp top	80
0	No. 1 Sun, wrapped and labeled	70
e	No. 2 " " " 4	70
d		
r	La Basuc. No. 1 Sun, plain bulb, per doz. 1 No. 2. " 1 No. 1 crimp, per doz. 1 No. 3 " 1	25
y	No. 2. " " " "	50
	No. 1 crimp, per doz1	40
r,	No. 2 " "1	60
d	STONEWARE-AKRON.	
_	Butter Crocks, per gal 06	14
s,	Jugs. ¼ gal., per doz	/3
e-	Jugs, ½ gal., per doz. 68	
	" 2 " "	)
e-	Milk Pans, 1/2 gal., per doz. (glazed 66c) 60	
s.	Milk Pans, ½ gal., per doz. (glazed 66c) 66 " " " " " " " " " " " " " " " " 90c) 78	3
se	FRUIT JARS-Per gro.	
m	Mason's, pints \$ 9	50
7S	" quarts 10	00
rs	" ½-gallon	
	Lightning, quarts	00
ot	" %-gallon 16	00









## SHAFTING, HANGERS, AND PULLEYS A SPECIALTY

FIRST-CLASS IN EVERY RESPECT. Send Specifications for Estimates before Contracting

THE LANE & BODLEY CO.



## THE OLD RELIABLE

Boxes, Cans, Pails, Kegs, Half Barrels and Barrels

Frazer Garriage Grease

To the Pass Book.

Such is the fate of the Pass Book System wherever it comes in contact with the

## Tradesman Gredit

Which is now used by over 2,600 Michigan merchants

The Tradesman Coupon is the cheapest and most modern in the market, being sold as follows:

\$ 2 Coupons, per hundred.......\$2.50 Subject to the following discounts

E. A. SYOWE & BRO., Grand Rapids.

H. Leonard & Sons.

Grand Rapids, Mich.

Cor. Spring and Fulton Sts.

If we have not sent you our new Holiday Catalogue No. 100, we shall be pleased to send one on request. The largest line of Staple and Fancy Goods in this line ever shown in Western Michigan.

Terms on Holiday Goods--Due Jan. 1. Buy early while assortment is complete.

ALSO SEND FOR OUR GLASSWARE AND CROCKERY CATALOGUE NO. 98 AND LAMP AND LAMP GOODS CATALOGUE NO. 101, IF YOU HAVE NOT RECEIVED THEM.

H. Leonard & Sons.

### WM. R. KEELER & CO., Wholesale Confectioners,

We wish to announce to the trade that we are prepared to meet all competition in

our line, which comprises a full line of confectionery, fruit and nuts.

We also carry the Finest Line of Christmas Goods in the City.

Do not forget that we are agents for Rueckheim Bros.' Penny Goods, which are the best goods made, although sold at the same price as other makes. Mail orders promptly attended to.

Anthracite and Bituminous Coal. State Trade a Specialty.
Before ordering your coal write to us for prices.

GRAND RAPIDS ICE & COAL CO., GRAND RAPIDS, MICH.

### EDWIN FALLAS,

Butter, Eggs, Fairfield Cheese, Foreign Fruits, Mince Meat, Nuts, Etc. Oyster and Mince Meat Business Running Full Blast. Butter and Sweet Potatoes
Going Like Hot Cakes. Let your orders come.

Office and Salesroom, No. 9 Ionia St., Grand Rapids, Mich.

Headquarters for C. WILKINSON & SON'S

Fancy Jersey

Sweet Potatoes.

3 NORTH IONIA ST., GRAND RAPIDS.

### MOSELEY BROS.

----WHOLESALE----

Fruits, Seeds, Oysters 🛭 Produc**e.** 

All kinds of Field Seeds a Specialty.

If you are in market to buy or sell Clover Seed, Beans or Potatoes, will be

26, 28, 30 and 32 Ottawa St., - -GRAND RAPIDS.

Alfred J. Brown,

16 and 18 North Division Street, Grand Rapids.

A. HIMES,

Lehigh Valley Goal Go.'s

THE ABOVE COMPANY'S COAL IN CAR LOTS ALWAYS ON TRACK READY FOR SHIPMENT.

## MICHIGAN CIGAR CO.,

Big Rapids, Mich.

MANUFACTURERS OF THE JUSTLY CELEBRATED "M. C. C." "Yum Yum"

SEND FOR TRIAL ORDER.

## DETROIT SOAP CO.,

Manufacturers of the following well-known brands:

QUEEN ANNE, MOTTLED GERMAN, ROYAL BAR, CZAR, SUPERIOR, MASCOTTE, CAMEO, PHŒNIX, AND OTHERS,

For quotations in single box lots, see Price Current. For quotations in larger quantities, address, W. G. HAWKINS, LOCK BOX 173, GRAND RAPIDS.

## BLIVEN & ALLYN,

"BIG F" Brand of Oysters.

In Cans and Bulk, and Large Handlers of OCEAN FISH, SHELL CLAMS and OYSTERS. We make a specialty of fine goods in our line and are prepared to quote prices at any time. We solicit consignments of all kinds of Wild Game, such as Partridges, Quail, Ducks, Bear, etc.

H. M. BLIVEN, Manager.

63 Pearl St.

NELSON BROS. & CO.,

Wall Paper and Window Shades.

GRAND RAPIDS,

MICH.

HESTER & FOX.

SAW AND CRIST MILL MACHINERY, STEAM ENGINES & BOILERS.

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

And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for Sample Pulley and become convinced of their superiority.
44, 46 and 48 So. Division St., GRAND RAPIDS, MICH.

### GROCERIES.

### Purely Personal.

Oren Scotten, nephew of the millionaire tobacco manufacturer of Detroit, was in town last Thursday.

Wm. L. Hallenbeck and wife, of Coldwater, have been spending ten days with their relatives, Wm. H. Downs and cable to the retail as it is to the whole-

Oscar F. Conklin spent a couple of days at Traverse City last week. The Grand Traverse region appears to have remarkable attractions for O. F. of late.

Jas. M. Barnett, W. R. Shelby, C. E. Olney and L. H. Withey have returned from Park City, Utah, where they spent a week inspecting their silver mine.

Dr. Chas. S. Hazeltine left last night for Indianapolis, where he will attend

a grocery store under the same firm style.

E. H. Manley has gone to Owen Sound,

will embark in the drug business on his

land next season, and will probably induce several friends to do likewise.

### Wool, Hides. Pelts and Tallow.

been a good retail trade in these goods, which sends jobbers into the market to replenish. This gives manufacturers more hopes, and, being out of stock, are ready to buy when the price of wool or goods will warrant. On the whole, the outlook is better for higher prices for

Hides are in fair demand, at the decline for light weights, and in good request for heavy. The leather trade is in good condition for good stock, which sells readily. The supply of both hides and leather is ample and only conservative prices will move either. Low prices have apparently come to stay

Tallow is firm and in good demand.

Geo. E. Preston, of the firm of E. B. Preston & Co., of Chicago, has leased W. F. Blake's residence, on South College avenue, for the winter.

K. of G. were made last week, as follows: Albion House: Albion: Commercial House, Homer; Farwell House, Farwell.

H. Phillips Chemical Co., rendered timely engineer who was so badly burned in the C. & W. M. accident, Saturday.

town a couple of days last week. He is five years. Then our stock consisted of getting up a new brand of cigar, styled "El Puritano," the label of which bears thing almost unknown. As these goods a photographic representation of his had no absolute standard of quality, and

From the New Jersey Trade Review We congratulate our esteemed contemporary, THE MICHIGAN TRADESMAN. upon the completion of its sixth year of usefulness. It is a payer which com-mands the highest respect among the trade, and deservedly so. It has in the person of Mr. Stowe, its editor, a staunch years, to continue the work they have so

Sugar has sustained another 1/4 c decline and is weak at that-so weak, in fact, that still another decline is inevitup. Teas are firm. Coffee is steady. Salt is weak, and a decline to 50 cents at the factory is by no means improbable.

Going Out of the Grocery Business. holder in J. H. Thompson & Co., of Destated that his! house would shortly discontinue the wholesale grocery business, continue the wholesale grocery business, hereafter devoting its entire attention to have destructive system than has been the coffee and spice business.

PRICE CUTTING.

As Great an Evil in the Wholesale as the Retail Trade.

meeting of the New York Wholesale Grocers' Association, President G. Waldo it is as unfair for them to go into compellut, on the whole, the progress in the Smith delivered an address on the sub- tition with the wholesalers for the trade retail grocery trade in the period menject of price-cutting, which is as appli-

sale trade: sponding advantages? I think that if you should search for them with a fine-

must be true. As with sugar, so also with baking powder and some chocolates, and a great variety of other goods. When they were first put upon the market they were handled at a profit. But ket they were handled at a profit. But they were handled at a profit. But they were handled at a profit with the bar room emperation. Wool does not change materially, but is more firm in tone. Manufacturers who usually buy in 100,000 pound-lots, take but 5,000 or 10,000 pound-lots, and come often, waiting for the goods market to open at remunerative prices. There has been a question of the fittest, or if there had been a question of the race, there might have been some sense in it; but as it was a question of the race, there might have been some sense in it; but as it was a question of the race, there might have been some sense in it; but as it was a question of the race, there might have been some sense in it; but as it was a question of the race, there might have been some sense in it; but as it was a question of the race, there had been a purse to be given at the end of the race, there might have been some sense in it; but as it was a question of the race, there had been a question of tobacco smoke and the profamity with which bar room conversation it is no largely garnished. The delivery system in the times we speak of was in its infancy and inadequate, except in a few stores, for the transaction of business or largely garnished. The delivery system in the times we speak of was in its infancy and inadequate, except in a few stores, for the transaction of business or largely garnished. sense in it; but as it was a question of medium of a boy and basket. building up a remunerative business and tem of supplying customers with postals

of finding a net profit at the end of the bearing the address of the dealer, for the tory. Let us come down to modern times, that great convenience to the customer and see if we have grown any wiser in and the dealer, the old-time retailer the latter days. Last spring a certain milk company put a brand of milk upon out it. Then, most of the present use that the lowest estimate of the cost of doing business is 5 per cent. This would make the actual cost of hundling a case of the old-fashioned balance variety, the cost of the old-fashioned balance variety, the cost of the old-fashioned balance variety, the cost of the old-fashioned balance variety and actual cost of the old-fashioned balance variety the cost of the old-fashioned balance variety the cost of the old-fashioned balance variety the cost of the old-fashioned balance variety. of this milk twenty cents. If sold at \$4.25, there would be five cents left to add to the capital account at the end of the year. If sold at \$4.20, it would contribute its portion to all the various expenditude of the year and the tend of the year. If sold at \$4.20, it would contribute its portion to all the various expenditude of the year and their inferiority. tribute its portion to all the various expenses of doing business without leaving any net results. When it gets down to that point our interest in the business is entirely lost, and the work is being done entirely lost, and the work is being done.

lower point than that. Has anyone

gained any valuable trade by it? Thanks

to this Association and to the co-opera tion of the manufacturers, it has

been put upon a paying basis and will

have greatly changed in the last twenty

raw sugars, molasses, family soaps, tea, coffee, etc. The specialty house was a

as prices were constantly fluctuating on

such goods, it was always easy to get a

Idone before for many years. There is

Gripsack Brigade. entirely for the benefit of manufacturers, salesmen, clerks, landlords, etc. If sold at \$4.10, it would actually net a clean loss of ten cents per case, which would have to be taken from the capital account at the end of the year. Is there anyone here who has permanently Three additions to the hotel list of the improved his business by this means? So with sal-soda. The price has recently been cut to the point of cost, and, if we believe what we hear, to even a

Dr. W. G. Nesbitt, who represents the C. service in attending to the injuries of the M. Kerns, traveling representative for

Dilworth Bros., of Pittsburg, was in royal highness.

fair profit; and if the price was occa sionally shaded, it would not be uni-Thanks, Brother. versal and could be soon restored. Now a very large and constantly increasing proportion of the goods we deal in are special goods and proprietary articles. The price seldom varies, and if the price is once cut it is cut for all time, and, instead of a profit accruing, a loss occurs. If merchants would open a new expense tion, dishonesty and chicanery. It has been the means of uniting the merchants of Michigan in a strong, compact and chicanery account and charge up the loss on all goods sold at a less profit than 5 per cent., I think that they would seen be of Michigan in a strong, compact and powerful body, and one which is using its power year by year judiciously, yet progressively. May THE TRADESMAN and its present editor both live for many years to continue the work they have seen the first they would soon begin to realize that their losses in this way were much greater than they had supposed. If one house had all the cutresults, there might be some excuse for that house cutting. But as it is well known that when one cuts all cut, it is well begun. The Grocery Market. time to call a halt, and to set our faces resolutely against it. All my experience

and observation proves that money can not be made in that way. I am very certain that the man who sold the first case able this week. The corn syrup market of \$4 milk for \$4.10, whoever he may be has not gained any permanent advantage over his fellow-merchants by doing so. That same experience and observation is firm, owing to the new combination of the manufacturers. Cheese is stiffening has fully convinced me that there is no royal road to success but by the way of hard, continuous, faithful labor; good goods, not at ruinous, but at reasonable prices, the faithful performance of every honorable obligation, promptness ir doing business, close attention to de-Mr. Scripps, who is a leading stockholder in J. H. Thompson & Co., of Details, and with all these courtesy and troit, was in town last Thursday. He tact. I think that I can congratulate the Association on what I am assured is the fact, that more has been done during the

no doubt but that the firm price and re- good many stores which show some of the At the banquet which followed the goods, they must assist them to maintain the widely extending rows of barrels con According to Webster's unabridged, the meaning of the verb cut is to separate, to sever, to shame, to cut off, to cut short, to cause to fail, to check, to wound, to lacerate, to humble, to hurt, to put an end to, to destroy, to debar, to interrupt, to lessen, to remove. If Mr. Webster had been a wholesale grocer, and if he had suffered from the effects of cutting, as all grocers have, he could not have found sharper or more incisive or more fitting words to describe the effect.

Much has been done to cultivate a friendly spirit among merchants, and all have been impressed with the truth that a friendly spirit among merchants, and all have been impressed with the truth that a friendly spirit among merchants, and all have been impressed with the truth that a wilve and let live" policy is the best that our members are covenant-keeping men, who need not to be bound by fines word is as good as their bond, and that they are men whose der of the nineteenth century there is every reason to believe that a still greater advance will be made. With the increase of population and wealth that it is reasonable to expect in the future, in not have been done to secure a reason-inview of the remarkable strides in these more fitting words to describe the effect of cutting as it has been practiced for able compensation for a year of toil and directions in the past, the demand for

Ont., where he will visit a number of relatives and accompany a party of friends on a four weeks' hunting trip to the north shore of Lake Superior. He will re-engage in business on his return to Grand Rapids.

Dirk Kimm will be married on Thursday to Mrs. Bentum, relict of the late the north shore of Lake Superior and suffering grocer. This cut has cost the merchants millions upon millions of hard-earned money. But have the original cutters found it any easier to sell at a profit if no one had to the common which a fine tooth comb you would utterly fail to them. Long years ago some one out the price of sugar, and not only gave away all the net profit, but also put the entire cost of handling it upon the innormal tensor of the stores, the greater neatness and cleanliness of those of the present day; but almost as important a difference to be noticed is in the class of goods handled now and then. The condation of any process that has taken place in the retail grocery trade during the past score of years must strike every observant person who has reached midthe past and expense, for it is extended; of the past score of years must strike every observant person who has reached midthe past and expense, for it is contenting to the past score of years must strike every observant person who has reached midthe past and expense, for it is contenting the past score of years must strike every observan The remarkable progress that has taken Dr. Bentum, and in about two weeks he found it to sell at a profit if no one had enormously since the war, many articles cut? Did anyone succeed in building in this line having been entirely unwill embark in the drug business on his own account in the new store built by Jas. Rooney, on East Fulton street, near Centennial street.

Luc. But anyone stated in this line having been entirely discussion of the means? who will be the twelve hundred wholesale grocers of America have been greatly injured, has anyone been benefited by it? few dealers rely mainly upon a trade in the first line having been entirely discussion. The may be the means the mean of the street in this line having been entirely discussion. The may be the means? In this line having been entirely discussion in the sixties, staple groceries in those days being exclusively handled by many retailers. Now, however, not a few dealers rely mainly upon a trade in Centennial street.

Geo. P. Gifford has purchased seven acres of land on the east shore of the west arm of Grand Traverse Bay, about four miles northeast of Traverse City. The land has a water frontage of 600 feet, commanding a view of nine miles of shore.

Mr. Gifford will erect a cottage on the land way a will probably in-land way a will probably in-land way a good profit, and are easily handled as well as attractive in appearance. Too many retail grocery stores a couple of decades past were redolent of other than the spicy odors of the best modern establishments, a bar being a conspicuous feature of a great number, which being generally separated with baking powder and some chocolates, from the grocery department only by a year, I fail to see where the benefit can be found. But this is all ancient histhe market at \$4. Now, it is conceded ful inventions in grocers' tools and

bate system has come to stay. Manufacturers have come to see that if they wish twenty years back, one of which is the Manufac- characteristics of the establishments of to have responsible distributors of their receptacle for coal on the curb, facing a living margin of profit. Manufacturers taining fruits, vegetables, etc., and leavof retailers as it is for wholesalers to go tioned has been great, and the model into competition with their customers modern store is indeed a delight to the the retailers, for the trade of consumers. senses of smell and sight. Despite the the retailers, for the trade of consumers. senses of smell and sight. Despite the Much has been done to cultivate a large consumption of adulterated and Wholesale Druggists' Association. He is accompanied by his wife.

A. O. Halsted, of the firm of A. J. Halsted & Son, grocers at Ryerson, passed through the city Saturday on his way to Grand Ledge, where his father conducts agreeder year. It has cut short the career of some and caused some to fail. And what have been the corresponding to the corresponding to the career of some and caused some to fail. And what have been the corresponding to the career of some and caused some to fail. And what have been the corresponding to the career of some and caused some to fail. And what have been the corresponding to the career of some and caused some to fail. And what have been the corresponding to the career of some and caused some to fail. And what have been the corresponding to the career of some and caused some to fail. And what have been the corresponding to the career of some and caused some to fail. And what have been the corresponding to the career of some and caused some to fail. And what have been the corresponding to the career of some and caused some to fail. And what have been the corresponding to the career of some and caused some to fail. And what have been the corresponding to the career of some and caused some to fail. And what have been the corresponding to the career of some and caused some to fail. And what have been the corresponding to the career of some and caused some to fail. And what have been the corresponding to the career of some and caused some to fail. And what have been the corresponding to the career of some and caused some to fail. And what have been the corresponding to the career of some and caused some to fail. And what have been the corresponding to the career of some and caused some to fail. And what have been the corresponding to the career of the ever increase in the caused many a greater ratio than ever, while with the agreer with the teachings of the agreer with the treatler's facilities may be trusted to them; or, in the words of the cause of the ever increase in the cause of the may obtain their honest dues from de-linquent debtors with a minimum of trouble and expense, for it is extremely doubtful if the end of the century will ducers have temporarily staved off its effects cannot be used by merchants for manifest reasons. The reckless slashing the practice become more and more widely known, and the rivalry of trade show a healthler tone than during the past. The doctrine of the survival of the light. thorough exemplification than ever, however, and the incapable and indolent merchant must inevitably fall behind in the general progress of the trade.

Over Buying.

"To depart from regular business is to lose money," is a maxim among business men, and is so old that its parentage is "A legitimate business fairly attended to," says a well-known merchant, "will rarely fail to bring a competence if not wealth; and yet it is estimated that only four or five merchants out of 100 are able to keep their names out of the bankrupts' list. At first sight, it does not seem possible that this can be true, but it appears to be borne out by statistics, and if one runs over the list of business men whom he knew twenty years ago, he will be surprised to see how many of them were closed out by their creditors.

"The haste to be rich is given as the primary cause of half the failures, and the first step on that road is reached through speculation. A shrewd merchant will always scan the market closely, and anticipate advances or declines in the cost of goods. This, when carried to a proper business limit, is thoroughly legitimate. But when a man buys many more goods of a kind than he can possibly dispose of to his trade within the or at most within the year, he has stepped

for can make more money by neing Perfection Deales - Why don't you?

NEW HOUSE AND NEW GOODS. A. E. BROOKS & CO.,

Confectionery, Nuts and

CODY BLOCK, 158 EAST FULTON ST.,

TIGER



COFFEE.

Sold Under Our Personal Guarantee.

PRODUCE MARKET.

Apples—Dealers pay 25@50c per bu. for fall and winter fruit. holding Kings and Pippins at \$2.25 per bbl. and Kings and Snows at \$2.50. Ordinary varieties command \$1.75 per bbl.

Beans—Dealers pay \$1.25 for unpicked and \$1.50 for picked, holding at \$1.75@\$2 per bu.

Butter—Dairy is held steady at 19@20c. Creamery is firm at 24@25c.

BAKING POWDEB.

DRIED FRU

DRIED FRU

Apples, sun-d

ery is firm at 24@25c. Buckwheat Flour—\$5.75 per bbl. for New Y

Stock, Cabbages—\$3 per 100.
Cheese—Jobbers hold September and Oct make at 11%(5):21%c.
Cider—10c per gal.
Cooperage—Pork barrels, \$1.25; produce ba

Onions—Dealers pay 350 for clean scoon, a ing at 45@:5c. Pears—Only a few late varieties are ye

The Grand Rapids Packing and Provision quotes as follows:

Standard clear, short cut, best. 12 to 14 lbs

50 lb. Tins.

Extra Mess, warranted 200 lbs.

Extra Mess, Chicago packing.
Plate.

Extra Plate.

Boneless, rump. SAUSAGE-Fresh and Smoked.

In quarter barrels. In quarter barrels... In kits..... Swift and Company quote as follows:

tongues

Whitefish ...

blood or head.

Frankfort.....

Standards.....

Standard, 25 lb. boxes...... Twist. 25 "

French Cream, 25 lb, pails.

PANCY—In
Lemon Drops
Sour Drops
Peppermint Drops
Chocolate Drops
H. M. Chocolate Drops
Gum Drops
Licorice Drops
Licorice Drops
Lozenges, plain.
"printed
Imperials

Imperials.

Cream Bar... Molasses Bar

Chocolate Drops, in pails
Gum Drops, in pails....
" " in bbls.....

Oranges DDI.
Lemons, choice

"fancy, large case
Figs, layers, new
"Bags, 50 lb.
Dates, frails, 50 lb.
"frails, 50 lb.
"Fard, 10-lb. box.
"50-lb. ".
"Persian, 50-lb. box.
Bananas

Almonds, Tarragona.

"Ivaca.....
"California.

Filberts, Sicily... Walnuts, Grenobl "Californ

Game Cocks .....

Moss Drops, in pails.
" in bbls...
Sour Drops, in pails...
Imperials, in pails...
" in bbls...

OYSTERS and FISH,

FRESH FISH.

OYSTERS-Cans.

OVSTERS-Bulk

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows

Twist, 25 "Cut Loaf, 25 "

F. J. Dettenthaler quotes as follows:

Beef, carcass...... hind quarters

Benzonia-Packard & Betts succeed J

For Sale by Leading Wholesale Grocers.

WHOLESALE

Our Specialty-Candy made from sugar and good to eat. GRAND RAPIDS, MICH

Buy a Case of



I. M. CLARK & SON.

Wholesale Price Current.

The quotations given below are such as are ordinarily offered cash buyers who

ream-	BAKING POWDER.	Apples, sun-dried 51/2@ 53/4	Kegs
York	ROYAL FAVES  10c cans 95  14 lb. " 1 40  10c cans 95  14 lb. " 1 40  10c cans 1 90  10c cans 1 90  10c cans 1 90  11c cans 1 10c  10c cans 1 90  11c cans 1 10c	" evaporated. 71% 8 8 Apricots. " @15 Blackberries "	Kitchen, 3 doz. in box 2 3 Hand, 3 " 2 3
ctober	joz. " 1 40	Nectarines "12 Peaches " 12	Hand, 3 " " 2 3
arrels	12 oz. " 3 80 1 lb " 4 95	Plums "20	Silver Thread, 15 gallons2 9
\$9.25	2½ lb."11 78	DRIED FRUITS—Citron. In drum	Silver Thread, 15 gallons 29 39 47 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5
at 8c	4 lb. "17 76	In boxes	" one-half barrels @2
old at	2	DRIED FRUITS—Currants. Zante, in barrels @ 534 " in less quantity @ 6	Hall ballelbooks
mands	Arctic, 1/8 lb. cans, 6 doz 45	DRIED FRUITS—Prunes. Turkey	" half barrel 30@3 "SWEET GOODS. X XX Ginger Snaps 9 99 Sugar Creams 9 99 Frosted Creams 99
er bu.;	Arctic, % 10. cans, 6 doz 43  " '4' lb. " 4 " 75  " '4' lb. " 2 " 1 40  " 1 lb. " 2 " 2 40  " 5 lb. " 1 12 00  Absolute, ¼ lb. cans, 100s 11 75  " '5 lb. " 50s 10 00  " 1 lb. " 50s 10 30  Telfer's 1 lb. " 50s 37  Telfer's 1 lb. " 50s 37	Bosna	Sugar Creams9 91 Frosted Creams 93
Dela-	" 1 lb. " 2 " 2 40 " 5 lb. " 1 " 12 00	Valencias 8 @ 81/2	Graham Crackers 9 Oatmeal Crackers 9
com-	Absolute, 1/4 lb. cans, 100s11 75 1/6 lb. " 50s10 00	Ondaras 91/6010	Boxes
, hold-	Telfer's, 1 lb. " 50s18 75 1 lb. cans, doz 45	London Layers, California	Kegs, English43
yet in	Telfer's, ½ lb. cans, doz 45 "½ lb. " 85 " 1 lb. " 1 50	DRIED FRUITS—Peel.	TEAS.
rs pay	1 lb. " 1 50 Acme, ½ lb. cans, 3 doz 75 " ½ lb. " 2 " 1 50 " ½ lb. " 1 " 3 00 " bulk 20 Red Star, ½ lb. cans, 45 " ½ lb. " 85 " 1 lb " 1 50 AXLE GREASE. Frazer's \$2 60 Autrors 1 75	Lemon	Fair14 @16
	" 1 lb. " 1 " 3 00 " bulk 20	FARINACEOUS GOODS. Farina, 100 lb. kegs 04	Good 18 @22 Choice 24 @29
mands	Red Star, ¼ lb. cans, 45		Choicest
; ripe,	" 11b " 150	" imported @10	Good
	Frazer's	Hommy, per bbt   3 50   Macaroni, dom 12 lb box   60   " imported   @10   Pearl Barley   @ 3   Peas, green   @1 40   " split   @ 3   Sago, German   @ 614	Choicest
on Co.		Sago, German   @ 6½   Tapioca, fl'k or p'rl   @ 6½   Wheat, cracked   @ 6½	Fair
on 00.	Diamond	Wheat, cracked @ 6½ Vermicelli, import @10	Choice
11 00	American, 2 doz. in case 70		Extra choice, wire leaf 640 GUNPOWDER. Common to fair25 @35
. 10 50 . 11 50	Arctic Liq, 4-oz 3 40	Jennings' D. C. Lemon Vanills	Extra fine to finest50 @65 Choicest fancy75 @85
. 11 50 . 11 50	" " 1 pt 10 00 " " 8-oz paper bot 7 20	4 oz. " 1 40 2 25	IMPERIAL. Common to fair20 @35
. 11 50 . 11 50	American. 2 doz. in case 70 BLUING. Gross Arctic Liq, 4-0z 3 40 " "½pt 70 " " 1pt 10 00 " " 8-0z paper bot 7 20 " " Pepper Box No. 2 3 00 " " " 4 4 00 " " 4 5 8 00	Jennings' D. C. Lemon Vanills 2 0z. Panel, doz. 85 1 25 4 0z. " 1 40 2 25 6 0z. " 2 25 3 25 No. 3, " 1 00 1 60 No. 8, " 2 75 4 00 No. 10, " 4 50 6 00 No. 10, " 1 60 2 50 ½ pt, Round, " 4 25 7 50 1 " " 8 50 1 5 00 Cod, whole	Superior to fine40 @50 YOUNG HYSON.
. 12 00	вкоомя.	No. 10, " 4 50 6 00	Common to fair18 @26
101/4	No 9 Hurl 1 70	No. 4, Taper, 1 60 2 50 1/2 pt, Round, 4 25 7 50	Superior to fine30 @40 OOLONG. Common to fair25 @30
6½	No. 1     1 90       No. 2 Carpet     2 00       No. 1     2 25       Parlor Gem     2 60	FISH—SALT.	Superior to fine30 @50 Fine to choicest55 @65
9 51/2	Parlor Gem	honologe @ #1/	ENGLISH BREAKFAST. Fair
8	Common Whisk. 90 Fancy 100 Mill. 325 Warehouse 275	Herring, round, ½ bbl. 2 50	Choice30 @35
6	Warehouse 2 75	" Holland, bbls 10 00	Best
6	BUCKWHEAT. Kings 100 lb. cases 5 00 " 80 lb. cases 4 25	Halibut 1000114 1000114 Herring, round, ½ bbl. 2 50 "gibbed. 2 75 "Holland, bbls. 10 00 "kegs, new @ 85 "Scaled to Scaled to S	TOBACCOS—Plug. S. W. Venable & Co,'s Brands
7¼	Dairy solid packed 13	"Scaled" 25 Mack. sh's, No. 2, ½ bbl 11 25 Mack. sh's, No. 2, ½ bbl 11 65 ""12 lb kit. 1 65 "10 lb. kits. 65 00 "10 lb. kits. 55 White, No. 1, ½ bbls. 55 ""12 lb. kits. 1 15 ""10 lb. kits. 90 "Family, ½ bbls. 2 35 "kits. 50 GUN POWDER.	Nimrod, 4x12 and 2x123
$7\frac{1}{2}$	" rolls 14 Creamery, solid packed 15 " rolls 16 CANDLES	Trout, ½ bbls @5 00	Reception, 22-5x12, 16 oz3 Vinco, 1x6, 4½ to 1b3
	" rolls 16	White, No. 1, ½ bbls5 50	Vinco, 1x6, 4½ to b
61/4	CANDLES Hotel, 40 lb. boxes. 10½ Star, 40 " 3½ Paraffine 12 Wicking 25	" 10 lb. kits 90 " Family 1/4 bbls 9 97	Jas. G. Butler & Co.'s Brands
63/4	Wicking	" kits 50	Something Good 3
$6\frac{1}{2}$ $6\frac{3}{8}$	CANNED GOODS-Fish.	Kegs 5 25	Double Pedro 3 Peach Pie 3 Wedding Cake, blk 3
61/4	Clam Chowder, 3 lb	LAMP WICKS.	"Tobacco"3
7 60	" 2 lb. "1 75	Half kegs 2 88  LAMP WICKS.  NO. 0. 30  NO. 1. 40  NO. 2. 50  Pure. 30  Calabria 25  Sicily 15	D. Scotten & Co.'s Brands.
7 25	" 2 lb. " 2 65	LICORICE,	Hiawatha 62 Sweet Cuba 37
9 00	" 2 lb. Star	Calabria. 25 Sicily. 18	TRADESMAN CREDIT COUPONS.
7	" 1 lb. stand 1 75	MOT LEGER	\$ 2, per hundred 2 5 \$ 5, " 3 0
12	" 2 lb. "3 00 " 3 lb. in Mustard3 00 " 3 lb. soused3 00	Black Strap	\$ 2, per hundred 2 5 \$ 5, " 3 0 \$10, " 4 0 \$20, " 5 0 Subject to the following dis
51/2	Salmon, 1 lb. Columbia 190	New Orleans, good 25@30	
5½ 5½ 5½	Sardines, domestic 1/48 5	New Orleans, good	500 "10 "
	Sardines, domestic \( \frac{1}{4} \struct \). \( \frac{1}{2} \struct \). \( \frac{1} \struct \). \( \frac{1}{2} \struct \). \( \f	OATMEAL. Muscatine, Barrels 5 75	200 or over 5 per cent 500 " 10 " 1000 " 20 " VINEGAR.
2 00	" spiced, ½s 10 Trout, 3 lb, brook	" Half barrels3 12 " Cases2 15@2 25	40 gr
2 75	CANNED GOODS-Fruits.	ROLLED OATS. Muscatine, Barrels @5 75	\$1 for barrel. YEAST.
1 50	Apples, gallons, stand 90 Cherries, red standard 1 20	Muscatine, Barrels @5 75  "Half bbls @3 12  "Cases 2 15@2 25	Fermentum, Compressed
	" pitted	Michigan Test 9	MISCELLANEOUS. Cocoa Shells, bulk
	Egg Plums, stand	Water White	Jelly, 30-lb, pails 5 Sage 15
@ 6 @ 6½	Grapes	Medium     5 50       " ½ bbl     3 00       Small, bbl     6 25	PAPER & WOODENWARI
@ 4	Peaches, all yellow, stand . 1 70		PAPER. Curtiss & Co. quote as fol
@ 6½ @10	" Pie 1 15 Pears 1 25	72 bbf 3 b PIPES 3 b Clay, No. 216 1 75 T. D. full count 75 Cob, No., 3 49 RICE 846 Carolina head 644	lows:
@ 5½ @ 8	Pineapples	" T. D. full count 75 Cob, No., 3	Straw
@ 5½ @ 5	Raspberries, extra	Carolina head6½	Sugar
@ 5 @ 5	Strawberries	No. 1	Bakers
@ 8 (@ 6	CANNED VEGETABLES	" No. 1	Sugar
	Asparagus, Oyster Bay		" No. 24
	" Strings @ 90 " Stringless, Erie 90	Common Fine per bbl	48 Catton 99
@ 71/2	" Lewis' Boston Baked 1 40 Corn, Archer's Trophy 1 00	100 "	Cotton, No. 2
@ 8 @ 7½	Corn, Archer's Trophy	20 pocket. 2 05 60 2 15 100 2 40 Ashton bu, bags 75 Higgins 75 Warsaw 37 14 bu 20 SALEPATIS	No. 5 Hemp
@15	Peas, French	" ½ bu " 20 SALERATUS.	No. 8 B
@35 @28	" extra marrofat. @1 25 " soaked	DeLand's, pure	Tubs, No. 1
@20 $@18$	" Sitted	Dwight's	Tubs, No. 1
@16	Mushrooms, extra fine2 15 Pumpkin, 3 lb. Golden1 00	Mixed bird	" No. 1, three-hoop 1 7
②\$1 15 ② 1 60	Mushrooms, extra fine	Canary 4	Rowls 11 inch 1 0
	Tomatoes, Red Coat @1 00 Good Enough1 00	Hemp4	" 13 " 1 2 " 1 2 " 15 " 2 0 " 17 " 2 7"
s:	" stand br @1 00	Rape 4½ Mustard 7½ shoe Polish. Jettine, 1 doz. in box75	" assorted, 178 and 178 2 b
10	CHEESE. Michigan Full Cream 1134@121/2	Jettine, 1 doz. in box	Baskets, market
11	Sap Sago16 @16½ CHOCOLATE—BAKER'S.	SNUFF. Scotch, in bladders	" with covers 1 9 " willow cl'ths, No.1 5 7 " " No.2 6 2 " " No.3 7 2
10	German Sweet	French Rappee, in Jars43	" " No.2 6 2 " No.3 7 2 " splint " No.1 3 5
11	Cocoa         38           Breakfast Cocoa         48	Detroit Soap Co.'s Brands.	" splint " No.1 3 50
12	Broma	Superior       3 30         Queen Anne       3 85         German Family       2 40         Mottled German       3 00	
12	Rubber, 100 lumps	Old German 9 70	GRAINS and FEEDSTUFFS WHEAT.
14	Spruce30	U. S. Big Bargain 1 87 Frost, Floater 3 75	White
18	CHICORY.  Bulk	U. S. Big Bargain       1 87         Frost, Floater       3 75         Cocoa Castile       3 00         Cocoa Castile, Fancy       3 36	All wheat bought on 60 lb. test
18			Straight, in sacks 4 70
14	" good	Alleft B. Wristey 8 Braids, Happy Family, 75. 2 98 Old Country, 80. 3 30 Una, 100. 3 65 Bouncer, 100. 3 15 SPICES—Whole. Allspice. 9 Cassia China in mats	" barrels. 4 99 Patent " sacks. 5 76 " barrels. 5 96
14	" fancy, washed19 @22	Bouncer, 100	Bolted Darrels 5 90
13	COFFEE—Green.  Rio, fair 17 @19  "good	Allspice	Bolted
@18 18	Peaberry	" Batavia in bund 11 " Saigon in rolls 40 Cloves, Amboyna 26 " Zanzibar 20 Mace Batavia 80	
18	" Mandheling26 @29	Cloves, Amboyna26 "Zanzibar20	Bran.
	coffee, add ½c. per lb. for roast-	Mace Batavia80 Nutmegs, fancy80	Mixed Feed
14	age.	Nutmegs, fancy 80     " No. 1. 75     " No. 2. 70	Small lots 38
12 11½ 12½ 12	coffees-Package.		Small lots
121/2	Lion 2334 "in cabinets 2444 McLaughlin's XXXX 234 Durham 235 Thompson's Honey Bee 235 Cood Morning 235	spices—Ground—In Bulk.	Small lots
61/6	Durham23½	SPICES   Ground   - III blik.	No. 1
5½ 10 9½ 12	Good Morning	" Saigon	No. 1 1 10
12	COFFEE EXTRACT.	"Zanzibar25 Ginger, African12½	No. 1
10½	Valley City	Cochin	Car " 353/ Small lots 25 Car " 23 - No. 1 RYE. 35@40 No. 1 BARLEY. No. 2 100 No. 1 110 No. 2 9 00
@7 50	Cotton 40 ft nor dog 1 95	Mace Batavia90 Mustard, English92	HIDES, PELTS and FURS.
@5 00 @6 50	"50 ft. "1 50 "60 ft. "1 50 "70 ft. "2 00 "80 ft. "2 00 "80 ft. "2 25 Jute 60 ft. "1 10 "72 ft" "1 15	Mace Batavia. 90 Mustard, English 22 "and Trie. 25 "Trieste. 27	Perkins & Hess pay as follows:
@18 @ 5 @ 414	Jute 60 ft " 2 25		HILLS
@ 4½ @ 5½ @ 9	" 72 ft " 1 15	Nutmegs, No. 2	Green 4 @ 4½ Part Cured @ 4½ Full " 6 5 Dry . 5 @ 6 Calfskins, green 3 @ 4 " cured 44@ 5
@ 8 @ 7½	CONDENSED MILK. Eagle	Herbs & Spices, small 65 " large1 25	Dry Kips 5 @ 6
@1 50	CRACKERS.	ii homole	
@17 @15	Kenosha Butter       8         Seymour       6         Butter       6	Darreis 6 SUGARS.	% off for No. 2.
@15 @15 @ 9	" family. 6 " biscuit 7 Boston. 8	SUGARS. Cut Loaf. @ 7% Cubes . @ 7% Powdered . @ 7% Granulated, H. & E.'s. 7.44@7.55 " Knight's . 7.44@7.55 Confectionery & 74	Shearlings10 @25
@11	City Soda 8 1	Granulated, H. & E.'s7.44@7.56 "Franklin 7.44@7.56	Estimated wool, per 10 20 @28
@12½ @12	City Soda       8         Soda       6½         S. Oyster       6	Knight's7.44@7.56	Tallow
Ø	City Oyster, XXX	No. 1, White Extra C. 6%@ 7 No. 2 Extra C. 6%@ 654	Switches 14@ 2 Ginseng 2 00@2 78
@81/2	Strictly pure 38	** Frankini. 7. 44@7.56 ** Knight's 7. 44@7.56 ** Confectionery A @ 7½ No. 1, White Extra C 6½@ 6½ No. 2 Extra C 6½@ 6½ No. 3 C, golden 6½@ 6½ No. 4 C, dark 5½@ 5½ No. 5 C 5½@ 5½	Washed25@30
@61/2	Crocore	No E ()	I margared

Michigan State Pharmaceutical Ass'n. resident—Frank Inglis. Detroit.
First Vice-President—F. M. Alsdorf, Lansing.
First Vice-President—Henry Kephart, Berrien Springs.
Fild Vice-President—Jas. Vernor, Detroit.
Georetary—H. J. Brown, Ann Arbor.
Freasurer—Win Dupont, Detroit.
Geomittee—C. A. Bugbee, Cheboygan; E. T.
Webb, Jackson; D. E. Prall, East Saginaw; Geo. Mc-Drault, Kallamaro; J. J. Growley, Detroit.
Franch, Kallamaro; J. J. Growley, Detroit.
George Alson, 1980.

Grand Rapids Pharmaceutical Society. President. J. W. Hayward, Secretary, Frank H. Escott Grand Rapids Drug Clerks' Association.

Detroit Pharmaceutical Society dent, J. W. Allen; Secretary, W. F. Jackman Muskegon Drug Clerks' Association. sident, C. S. Koon; Secretary, J. W. Hoyt.

### Powers of Pharmacy Boards.

The Court of Common Pleas of Pitts burg rendered. October 1, a decision of great interest to druggists, in all states Pennsylvania Board of Pharmacy.

applicants are required to satisfy the board of their fitness by passing an

Scheutz demanded that he be given a certificate without examination. The business every time he al board refused his demand, because at the stock to come in his store. time of the application Scheutz was under twenty-one years of age, and had only been an assistant to the proprietor of the store, never having managed one

Judge Ewing declared, with respect to the board's first reason, that it is irrelelish any limitation upon applicants whatever in the matter of age. With respect fair examination. His petition is therefore dismissed.

### Catching Rattlesnakes for Oil. From the Atlanta Constitution

Most people think that rattlesnakes are entirely useless upon the earth, but

the story told by "The Athens Banner" will set aside such a belief. There are places in south Georgia where men extract oil from the rattlesnake and use it to cure rheumatism. These persons will give a negro one dollar to point out a rattlesnake to them, and then they kill it in a peculiar manner. They place a forked stick over the snake's head, then put a cord around it and strangle the snake. This is done to keep the snake from biting itself. The body of the reptile is then strung up and the oil extracted from it. It sells at two dollars per ounce, and this industry is a very The snakes in that section are very large, averaging five feet in length, and one rattler gives up a great deal of oil. A little negro once saw two to get the money for finding them. It was a mile to the nearest house. He was afraid the snakes would crawl off while he was gone, and so he took off his coat and placed it between the two snakes. He went off, came back, and found them still eyeing the coat. He had them charmed. So the snake is

### cultivated down there as a profitable in-The Drug Market.

dustry.

There are no important changes to note this week. Opium and quinine are unchanged. Morphia is steady. Cream tartar is higher, and it is thought the present small advance is the forerunner tending higher.

Electricity has formed a combination with the drop-a-nickel-in-the-slot scheme and has produced a very useful little contrivance in the shape of a reading lamp for railroad cars. The apparatus is situated immediately over the passenger's head, and under the rack, and is contained in a small box five by three. The light is of five-candle power, and is obtained by the introduction of a penny at the top of the box, and by a subsequent presure of a knob, and will last for half an hour, extinguishing itself at the end of that time automatically.

One of the results of recent legislation in Massachusetts is the closing up of drug stores in various places, owing to the inability of proprietors to get permits to handle spirituous liquors, even for medicinal purposes. The action of the selectmen, in whose hands the affair is left, is complained of as grossly unfair in many instances. While this may not be true, it is certain that the law operates so as to enable them to show the greatest favoritism, should they feel so inclined.

Dr. Edson, of the New York Board of Health, sums up his conclusions in regard to typhoid fever, as follows: First, that typhoid fever never infects the atmosphere; second, that it never arises de novo, and third, that the causes of the disease, in order of their frequency, are as follows: First, infected water; sec-ond, infected milk; third, infected ice; fourth, digital infections; fifth, infected

A system of building houses entirely of sheet iron has been communicated to the Society of Architecture, in Paris. The walls, partitions, roofs and wains-coating are composed of double metallic sheets, separated by an air mattress, which is surrounded by different nonconductors of heat.

Gaylord-Russell & Phillips succeed H. W. Warner in the drug business.

The Watchful Merchant

ful eye on his stock. How often it happens that a customer asks for an article and is informed that "We are just out, but shall have some in a few days. Every time the merchant says this he loses trade, and it may be a customer. It does not pay to be out of sample A merchant should make it a rule to inspect his stock daily, or a portion of it, and as soon as an article is running light in stock an order should be made so that the fresh supply may be on the shelves by the time the present

stock is exhausted. A merchant should reduce his orders to ich a system that freight bills will not eye is kept at work orders may be so bunched that it will not be necessary to the package will be of respectable dimen-There is money in keeping orders bunched as much as possible, as every unnecessary package reduces the year's profit to the amount of freight charge.

There is a feature in ordering goods that should always be kept in mind. The orders should not be too large. How which have pharmacy laws. It was in the case of C. W. Scheutz vs. Alonzo dirty looking stocks of goods. This is Robbins and others, constituting the especially noticeable in a patent medicine stock, where the wrappers have been In the act of May 24, 1887, under which the board was created, there was a clause which provided that all persons who, at buy an old bottle of patent medicine which provided that all persons who, at time of its passage, were managing or owning drug stores, should be granted certificates without further question, if they applied within a certain limit. All other applicants are required to satisfy he should have ordered a quarter of a dozen. He has four times what his trade ven a demands. The result is he injures his business every time he allows an over-

This is also true in a measure of the notion stock. Some merchants buy a lot of cheap jewelry and novelties, much more than their trade can use; it is put in a show case, and not very well arranged at that, or if so, it is allowed to become disarranged until it is so uninvant and not justified by law. The board has no power, he thinks, to estabseen in all lines of goods. The merchant has an overstock, or he is "out." Either to the board's second reason, however, he of these conditions should be strenuously expresses his approval, and holds that if guarded against by every merchant. They Scheutz was not a proprietor when he are evils in his business that if allowed applied for a certificate he can not justly to have firm hold will always hold him expect it to be issued to him under pro-visions of the act until he has passed a smuch use of system with the merchant as with the farmer; neither can prosper without it, and the merchant who thinks he can earn money by actually elling the goods over the counter has, it is feared, mistaken his calling. And yet how many merchants are keeping store after this fashion, and they complain because business is poor, when the fact is that their profit is consumed in the purchase of unsalable goods. It is possible that a careful merchant may fall into some of these errors, but the possi-bilities are that if he has his watchfulness will soon detect it and he will be able to correct it.

These are points that every merchant should study carefully. He cannot afford to do otherwise. A careful search about the shelves will reveal an alarmination of the statement o ing pile of old and unsalable goods. These should be worked off at most any price and the stock cleaned up to date. If they cannot be sold to advantage, or drag, make an auction of them. It will at the same time advertise your business. With the old stock cleaned out the store will take on a different appearance, and when the people of the vicinity once learn that a certain merchant never keeps old goods in stock, but, on the other hand, keeps a well selected, though small stock, they will much prefer to trade with him rather than with the merchant who has failed to clean up his stock.

A clean stock does not mean that a merchant can sell readily every article in it. That would be unreasonable. But it means that he can be judicious in his means that he can be judicious in his purchases and thus save himself a needless outlay, and at the same time have on the same time have the same ess outlay, and at the same time have on hand a more desirable stock of goods. Study your business. You have not mastered it yet. The goods on the shelves are not well arranged. How can you improve the appearance? The stove is not clean. The books are not yet and the shelves are not yet. of higher prices. Balsom copaiba is There are a hundred things that demand your constant attention, and yet, maybe, you are entirely heedless of all of them.

If so, begin to-morrow the transforma-If so, begin to-morrow the transforma-tion work, and the close of the year will show a larger balance in your favor than you have ever enjoyed.

Formulæ for Some Insecticides. I,-MOTH PAPER.

pieces of bibulous paper. Dry on metal-

Melt together and make into pastilles. III.-ESSENCE FOR COCKROACHES. Etherial oil of cherry laurel.
Essence of cloves.
Essence of bergamot
Oil of turpentine.

does not know what may befall her before she awakes in the morning, and she worries a great deal over this strange affliction. Her people watch her as closely as possible, but she objects to any Alcohol.

Mix and dissolve. Mix and dissolve. V .- PASTILLES FOR GNATS. ce of anise.

anise and pour into moulds. VII.—NESSLER'S INSECTICIDE.

dilute with five volumes of water.

DARWIN DOUBTED.

Every merchant needs to keep a watch- Prof. Virchow Says that the Proof of His Theory Is Still Lacking.

Some sensation has been caused at the Anthropological Congress Vienna by the speech of the great Berlin biologist, Prof. Virchow. About a year ago, Virchow, on a similar occasion, made a severe attack on the Darwinian position, and this year he is similarly outspoken. We make the following extracts from his long address to the Congress: "Twenty years ago, when we met at Innspruck, it was precisely the moment when the Darwinian theory had made its first victorious mark throughout the My friend Vogt at once rushed be needlessly numerous. If a watchful docfrine. We have since in vain sought eye is kept at work orders may be so for the intermediate stages, which were into the ranks of the champions of this bunched that it will not be necessary to have the smallest shipments made, but the proto-man, the pro-anthropos, is not yet discovered. For anthropological science the pro-anthropos is not subject of a discussion. The anthropologist may, perhaps, see him in a dream, but as soon as he awakes he cannot say that he has made any approach toward him. At that time in Innspruck the prospect was, apparently, that the course of descent from ape to man would be reconstructed all at once; but now, we cannot even prove the descent of the separate races from one another. At this moment we are able to say that among the peoples of antiquity no single one was any nearer to the apes than we are. At this moment I can affirm that there is not upon earth any absolutely unknown race of men. The least known of all are the peoples of the central mountainous districts of the Malay Peninsula, but otherwise we know the people of Terra del Fuego quite as well as the Eskimo, Bashkirs, Polynesians and Lapps. Nay, we know more of many of these races than we do of certain European tribes; I need only mention the Albanians. Every living race is still human; no single one has yet been found we can designate as Siminian or Aqua, 16 deg.
-Simian. Even when in certain ones quasi-Simian. Even when in certain ones phenomena appear which are characteristic of the ape—e. g., the peculiar apelike projections of the skull in certain races-still we cannot, on that account alone, say that these men are ape-like.

As regards the lake dwellings, I have been able to submit to comparative examination nearly every single skull that has been found. The result has been that we have certainly met with opposite characteristics among various races; but of all these, there is not one that lies outside of the boundaries of our present popula-tion. It can thus be positively demonstrated that in the course of 5,000 years no change of type worthy of mention has taken place. If you ask me whether the first man were white or black, I can only say I don't know." Prof. Virchow summed up the question as to what anthropological science during the last forty years has gained, and whether, as contend, it has gone forward or ward. "Twenty years ago the leadbackward. ers of our science asserted that they knew many things which, as a matter of fact, they did not know. Nowadays we know what we know. I can only reckon up our account in so far as to say that we have made no debts; that is, we have made no loan from hypotheses; we are in no danger of seeing that which we know overturned in the course of the next moment. We have leveled the ground, so that the coming generation may make abundant use of the material at their disposition. As an attainable objective of the next twenty years, we must look to

> Constituent Elements of Some Popular Preparations. VANADIUM INK. ura Ursi..... Tannin..... Distilled water..... Acacia, 1st picked...
>
> 2d "...
>
> 3d "...
>
> sifted sorts... Vanadate of ammonia......
> Distilled water..... Mix the two solutions by agitation. This fluid writes black, does not pene-Aloe, Barb, (po. 60)...
> " Cape, (po. 20)...
> " Scootri, (po. 60). Catechu, 1s, (½s, 14 ½s, 16)...

the anthropology of the European nation-

bleached by javelle water. BLOOM OF ROSES. apply with a sponge. A DELICATE AND REFRSHING TOILET WATER.

Muriate of ammonia40 grs.Any strong cologne2 oz.Distilled water7 oz. Apply to the face with sponge or soft MAGIC LINIMENT.

A Somnambulist in a Coal Bin.

Absinthium 5 00@5 5
Amygdalae, Dulc 45@ 7
Amydalae, Amarae 7 25@7 5
Anisi 185@1 9
Auranti Cortex @2 5
Bergamii 2 80@3 0
Cajiputi 90@1 0
Caryophylli @1 5
Cedar 35@ 6
Chenopodii @1 7
Cinnamonii 1 35@1 4 From the Chicago Herald. Over on the West Side is a very handsome young lady who is afflicted with somnambulism. When she puts her pretty head upon the pillow at night she Gaultheria ... Geranium, ounce. Gersanium, ounce. Gossipii, Sem. gal. Hedeoma. Juniperi. Lavendula. hours. One night not long ago she went to bed at the usual hour. Along about 1 10 parts 5 parts 1 part Picis Liquida, (gal.,35) Ricini Mix. Scatter, at night, plentifully, coal in the cellar coal-bin sleeping soundly. She was aroused quietly and where she slept. coal in the cellar coal-bin sleeping around the haunts of the pests. It answers equally well against all the well until morning. In her dreams she well until morning. In her dreams she must have imagined that coal cost more than a good bed and she was about right. Tiglii... Thyme.

portant branch of industry. It is chiefly carried on in the cantons of Karadja Abad, in the districts of Vardar Yenidje and of Vendine, a village of Salonica. There are two gatherings, the first being the best quality, as the pepper reddens imperfectly in the autumn. The last harvest in the cantons of Yenidje Karadia Abad amounted to about 350,000 okes (oke, 2.84 pounds), and in that of Vendine Karadja Abad to about the same quantity. About 45 per cent. is exported to Europe, 30 per cent. to the neighboring countries, Bulgaria, Servia and Austria-Hungary, and the remainder to different parts of the Turkish empire.

### CINSENC ROOT.

We pay the highest price for it. Address PECK BROS., Wholesale Druggists GRAND RAPIDS.

### LIQUOR & POISON RECORD COMBINED.

Acknowledged to be the

Best on the Market. E. A. STOWE BRO, GRAND RAPIDS

ACIDUM

AMMONIA.

ANILINE.

Cubese (po. 1 60......1 85@2

BALSAMUM.

Juniperus ......Xanthoxylum .....

Abies, Canadian ....

Ulmus Po (Ground 12)

Glycyrrhiza Glabra..

Haematox, 15 lb. box...

Carbonate Precip..... Citrate and Quinia.... Citrate Soluble...... Ferrocyanidum Sol....

Arnica ...

EXTRACTUM.

FERRUM.

FLORA.

FOLIA.

GUMMI.

Ammoniae ...... Assafœtida, (po. 30) ...

Absinthium .....

Rosmarini....

OLEUM.

10@ 12

Cassiae Cinchona Flava

Wholesale Price Current.

RADIX.

Anchusa ...... Arum, po ...... Calamus .....

Calamus
Gentiana, (po. 15)
Glychrrhiza, (pv. 15)
Hydrastis Canaden,
(po. 50)
Hellebore, Ala, po.
Inula, po.
Iris plox (po. 20@22)
Jalapa, pr.
Maranta, ½s
Podophyllum, po.
Rhei

cut.....

Anisum, (po. 20).... Apium (graveleons). Bird, 1s.... Carui, (po. 18).... Cardamon.

Corlandrum..... Cannabis Sativa..

Cydonium..... Chenopodium ... Dipterix Odorate

Allow Appendix Append

Frumenti, W., D. Co. 2 00@2 50 D. F. R..... 1 75@2 00

SPONGES.

Florida sheeps' wool
carriage 225@2 50
Nassau sheeps' wool
carriage 200
Velvet extra sheeps'
wool carriage 110
Extra yellow sheeps'
carriage 85
Grass sheeps' wool carriage 85

Juniperis Co. O. T..

Saacharum N. E.... Spt. Vini Galli.... Vini Oporto.... Vini Alba...

Florida sheeps' wool

Prunus virg.....

Aconitum Napellis R.

TINCTURES.

Tolutar

" Co.. Sanguinaria. Barosma ... Cantharides. Capsicum ... Cardamon ... " Co.

Columba

35@ 65 Ergot Gentian Co. Guaica ... ammon ... 25 og 65 ... 25 og 65 ... 26 og 65 ..

Quassia ...... Rhatany ...... Rhei ....

Cassia Acutifol

90061 50067 00 550 60 65 61 60 65 61 50 400 50 0 60 150 20 150 20 Alumen 29 ground, (po. 7) Annatto 29



# RE-PAINT eal's Your Buggy

Cantharides Russian, po ... (20 Capsici Fructus, af ... (20 Carmine, No. 40 ... (20 Capsis Flava ... (20 Capsis Flava ... (20 Capsis Fructus ... (20 Capsis Fructu

25@ 28 po ..... 15@ 18 Capsici Fructus, af ..

20@ 25 Caryophyllus, (po. 28)
25@ 30 Carmine, No. 40...
15@ 20 Cera Alba, S. & F...
20@ 50 Coccus
10@ 12 Cassia Fructus
16@ 18 Centraria.

Coccus
Cassia Fructus
Centraria
Cetaceum
Chloroform

Chondrus ..... Cinchonidine, P. & W

Corks, list, dis. per cent Creasotum Creta, (bbl. 75)

" French 40@
15 Glassware flint, 75 & 10 per
12 cent. by box 70 less
6 Glue, Brown 9@
12 " White 13@

4 Humulus.... 00 Hydraag Chlor Mite.

50 Pyrethrum, pv.... 50 Quassiae ..... 60 Quinia, S. P. & W...

Quinia, S. P. & W	42@ 47
"S. German	33@ 45
Rubia Tinctorum	12@ 14
Saecharum Lactis pv	25@ 2
Sanguis Draconis	40@ 50
Santonine	@4 50
Sapo, W	12@ 14
"M	8@ 10
"G	@ 15
Seidlitz Mixture	@ 25
Sinapis	@ 18
"Opt	@ 30
Snuff, Maccaboy, De	

opt...... Snuff, Maccaboy, De

Voes Snuff, Scotch, De. Voes Soda Boras, (po. 12). Soda et Potass Tart...

Soda et Potass Tart.
Soda Carb....
Soda, Bi-Carb...
Soda, Ash.
Soda, Sulphas.
Spts. Ether Co...
" Myrcia Dom...
" Vini Rect. bbl.
2 05)

Terebenth Venice... Theobromae .....

Whale, winter
Lard, extra.
Lard, No. 1.
Linsed, pure raw
Lindseed, boiled...
Neat's Foot, winter
strained
Spirits Turpentine.
PAINTS.
Red Venetian
Ochre, yellow Mars.
"Ber.
Putty, compercial

Putty, commercial.

Whiting, white Span...
Whiting, Gilders'...
White, Paris American
Whiting, Paris Eng.
cliff

VARNISHES.

" Vini Acc., 205)... (@2 15 2 05)... (@2 15 2 05)... (@1 10 2 15 2 05)... (@2 15 2 05)... (@2 15 2 05)... (@2 15 2 05)... (@2 15 2 05)... (@2 16 2 05)... (@2

OILS.

Bbl. Gal .. 70 70 .. 55 60

@2 00

| Squibbs | Squi

(a) 35 | Emery, an number | po | po | 150 | 25 | Ergota, (po.) 45 | 150 | 20 | Flake White | 100 | 15 | Galla | 220 | 25 | Gambier | Gelatin, Cooper | French | French | 100 | 15 | French | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100

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their interest to keep the DIA-MOND TEA, as it fulfills all that is claimed, making it one of the very best selling articles handled. Place your order with our Wholesal

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ceive them. Send in a trial order.

GRAND RAPIDS, MICH.

### The Michigan Tradesman

THE OLD, OLD STORY.

[CONTINUED FROM FIRST PAGE.]
"Yes; and, oh, I have been so unhappy!"
"Then, my darling, why did you treat

me so coldly?"
"Because I was jealous. I thought you did not care for me as you used to do?"
Harry Rayburn laughed a low, sweet laugh, and lifting the flushed face gently and kissing the trembling lips, asked, smiling, "Jealous of whom, Hester?" Fanny Lawson. I thought you

loved her best! "Oh! silly little girl. Not to know that I could not love any one else in the whole world as I love you. I was only taking care of Fanny while Will was away, and this has been the cause of my long heartache, has it?"

"But Harry, you took her to the fair

"So I did, sweetheart, but I started early, so that I could return in time to take you, meaning to tell you that morning that Will had put her in my care. though I never for one moment thought it possible that you could misunderstand my attentions to her. When I returned for you I met you with Joe Wentworth. and from that day you have been so changed that I have been miserable. I could not imagine at first what could b the cause of it, but afterward I thought that you did not care for me, and so meant to show me your indifference.

The night of our husking you were so cold, so unlike what you had been be fore, that I made up my mind it would be useless to say anything to you thought then that you loved Wentworth. and I was a wretched man. When Will said he was going West I determined to go too. I could not have stayed here be-lieving that you cared for another man but now I am the happiest man alive!
Will can go West if he wishes; I cannot imagine anything that would induce me to go now. But Hesper, sweeeheart, one thing more"—Harry smilled mischiev-ously—"and then I think the clouds will all have been swept away: am I 'so dreadfully tall' now, and is father 'a great deal handsomer' than I am ?"

"Oh! Harry, why do you recall those spiteful speeches that I have been so sorry for, and that were not true; for there is no one in all the world half so handsome or so good as you are. all of that dreadful time, and I promise that I will never give you another heartache, and forgive an unkindness that has cost me as much sorrow as it has done

you."

The moon peeped down curiously into the porch—the moon has not a particle of manners, and is just as curious about lovers to-day as she was about their ancestors hundreds of years ago!—doubtless she was grieved that she had not sped westward sooner, for looking in through the climbing roses and honeysuckle vines that wreathed the porch she only saw a man's arm around the slender figure of the woman whose sweet face lay hidden on his breast, while his bearded cheek rested lovingly against her soft chesnut

The Danger in Handling Gasoline. Many merchants who handle gasoline and many housekeepers who use the substance have no idea how dangerous an article they are dealing with. Could the writer have his choice, he would prefer to deal with the same number of pounds of dynamite. Dynamite, as now made, is not dangerous unless subjected to shock or intense heat. Gasoline, on the contrary, will vaporize at any temperature above the freezing point and whenever the vapor of gasoline comes in contact with flame, an explosion is the inevitable

An article lately published in the Phila delphia Enquirer stated that gasoline could be exploded sixty feet from a flame, provided a breeze wafted the vapor in the direction of the flame. It is not safe to have a naked light in the same room with an open can of gasoline. Any person who doubts this assertion may make 354 Main St., a few simple experiments which will give him a better idea of how gasoline burns, and, at the same time, teach him more respect for that substance.

Procure a two-ounce vial filled with gasoline. This quantity is enoughdon't run the risk of having any more of it around to get on fire during the experiment. Pour a little of the gasoline upon a board, table or floor; see how near a lighted match can be brought before the gasoline ignites. The distance at which it will take fire may be a surprise to the experimenter. Usually the gasoline will burn entirely up and not even scorch the board upon which it is placed.

Next, place the open vial of gasoline in a window or other place where there is a draft; approach with a lighted match or candle from the leeward, and see how many feet distant the light will be when

the gasoline bursts into flame. There is no such thing as a fire test, as far as gasoline is concerned. Kerosene oil vaporizes anywhere from 65 to 180 degrees. Gasoline is always ready to vaporize. As before stated, the freezing point alone prevents vaporization and thetroit Express danger. When gasoline must be handled, give it no chance to get on fire. It will take all the chances and do it every time

### Very Laudable.

"Do you want to hire a man, mister?" "No; I can't say that I do. Are you looking for a situation?"

"Yes. sir."

"Then I hope you will get one. I like

farmers' dogs have interviewed him.

The furniture factories here pay as follows for

l	dry stock, measured merchantable, mili culi	5
į	out:	
١	Basswood, log-run	0
ļ	Direch log-run	w
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1	Cherry, log-run	0
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	Red Oak, \$ sawed, regular \$ \$\text{\text{\$\alpha\text{25}\ 0}}\$ \$ \$\text{Red Oak, \$\text{No. 1, step plank}}\$ \$ \$\text{\text{\$\alpha\text{25}\ 0}}\$ \$ \$\text{Walnut, log run}\$ \$ \$\text{\text{\$\alpha\text{55}\ 0}}\$ \$ \$\text{Walnut, Nos. 1 and 2}\$ \$ \$\text{\text{\$\alpha\text{57}\ 0}}\$ \$ \$\text{Walnut, seul}\$ \$ \$\text{\text{\$\alpha\text{57}\ 0}}\$ \$ \$\text{\$\alpha\text{57}\ 0}\$ \$\$ \$\text{\$\alpha\text{57}\ 0}\$ \$\$ \$\text{\$\alpha\text{57}\ 0}\$ \$\$\text{\$\alpha\text{57}\ 0}}\$ \$\$ \$\text{\$\alpha\text{57}\ 0}\$ \$\$\text{\$\alpha\text{57}\ 0}}\$ \$	NU.
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	White Aso log-run	N.
	Whitewood log-run	ЛU
	White Oak log-run	ĸ
	White Oak, 16 sawed, Nos. 1 and 242 00@43 0	X

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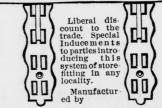
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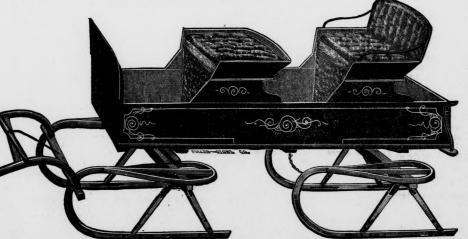
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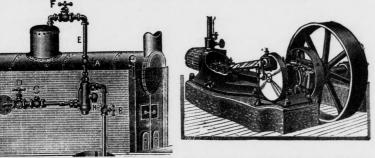
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