

MICHIGAN TRADESMAN.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, JUNE 3, 1891.

NO. 402

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NC13---THE OPERATOR'S STORY.

One afternoon last September, at the Glen Mountain House, at Watkins Glen, New York, a telegraphic friend told me how he won great success in his profession, as follows:

Almost three years ago I first visited this famous watering-place. I had been "working a circuit" in various cities, and stopped off here for a little recreation.

One evening, in the dining room, amid the clatter of dishes and knives and forks, my trained ear caught a meaning from the idle drumming on the table of knives in the hands of two well-dressed men opposite me. To the crowd, if noticed at all, these sounds only indicated impatience at the hurrying, yet delayed waiters.

If it had been commonplace conversation I should not have heeded their communication, except, perhaps, for sport to "call" them. They ticked off a phrase or two at intervals during their meal. Once the head-waiter noticed the clinking of a spoon upon a cup, and enquired if either of them wanted anything. For an instant they were confused, then one said he wanted more coffee. A waiter replenished his nearly full cup. After that the ticks were less frequent. Of course, it was none of my business, but I could not help hearing the tick-talk, and the conversation was so curious that it greatly interested me.

That very evening, while I was reading in the office, the two conversers in lighting-lingo at the table came in and lit fresh cigars. Occasionally the hotel "sunder" clicked tidings from the world in the surrounding night. The death of a man of national prominence was heralded by the instrument. Before the hotel operator informed the bystanders of that important news one of the stranger operators said to the other: "He's dead at last."

"Hush!" whispered the other.

Nobody seemed to notice the betraying observation or its rejoinder.

As I wondered at the object in view of that pair of mysterious conversers I did not reveal my identity, but determined to heed any signs. Whenever they were in the dining-room first I thought best not to sit near them, and, therefore, did not then obtain any peculiar information.

After a steamboat ride on beautiful Seneca, I visited Ithaca, to inspect Cornell University. When I returned to Watkins, the landlord told me he was sorry he could not give me my former room, because of an extra large excursion party. He could, however, give me one as good, which I thankfully accepted.

That night I was far from being sorry for the change of room, as I heard mysterious raps on the wall. Somebody was signalling to someone in another room. If the message had been ordinary I should have signalled that I was an unintentional listener.

It was the same old jargon of unmeaning words and phrases. From the frequent repetition of some of them, a few had become familiar to me. As a com-

mercial operator, I had handled many cipher messages. To amuse myself I tried to solve these. In them a leading expression had been: "The soup is late." Now the raps said: "The soup is getting hot." I was more than ever convinced there was a plot somewhere about something. These conversations being disguised were in themselves suspicious. I thought I had made out some of the key to the cipher.

As the night was pleasant I went downstairs and took a stroll. A few stars peeped out. The wind sighed through the famous gorge close by. I sauntered along, cautiously, however, as the adjacent chasm would have been a convenient place for a footpad to dispose of his victim without exciting alarm.

Suddenly I saw a light flash out and disappear above the glen. Almost without any reason, I turned my head and saw a light flash from the upper portion of the hotel. The moonless night swallowed up both lights. Perhaps the light in the hotel was accidental. Maybe my excited senses were deceived about the gleam over the glen. Nobody of flesh and blood could flash a light one hundred and fifty feet above the little stream whose voice was lost in the black depths below. Perhaps it was a firefly flashing its tiny lamp out in that emptiness nearly five hundred feet from bank to bank at that point.

I stepped close to a large tree, and thought for some time about the unknown ingredients of that "soup." I hugged the friendly pine tree as somebody walked cautiously past, going towards the hotel. A few minutes after I determined to investigate one theory.

Cautiously I sought the track of the railway. Carefully I crept along the ties and went out over the abyss. I estimated the distance where the light flashed and earnestly groped for something, I knew not what. You may think I was foolish.

I was about to go back to the hotel when my right hand, beside a rail, touched a fine wire. I struck a match and, shielding the blaze, I perceived that the copper wire ran into a pasteboard cuff-box, tied securely under a cross-timber. The wire led off into the air towards the hotel.

The brief light was out. There I clung, held up by the structure which, for all its stone, iron and wood, seemed to almost sway in the gale sweeping down the canyon. Taking out my pocket-knife, I grasped the wire on the outside of the rail with my left hand, and, with my right, closed over it the big knife-blade. The outer severed end I fastened around a rail.

You may be sure I carefully untied that box. I was tempted to heave it into the gorge, but recollected that such a course would frustrate my plan to detect and convict those dynamiters. As if treading a path among eggs, I started to return. I left that mysterious box in a summer house to guard against any spy noting it in the hotel.

By urgent request, the night clerk

cautiously admitted me to the room of the proprietor. With due precaution, I confided in him. He went out and gave the clerk some instructions in a low tone, and handed me a pass-key. I slyly went to my room.

The house was still. Suddenly there rang out an alarm of fire. Soon confusion reigned. Guests were rudely awakened. They hurried out of windows or down the stairs. In a few minutes everybody returned, pale, trembling, and nervous. The fire had been put out with not very heavy damage, strange to say. Nobody, fortunately, was hurt. Everybody congratulated everybody on narrow escapes. To this day there are, I understand, only three persons who have known the origin of that fire alarm. □

To any outsider would it not have been surprising that the occupants of rooms adjoining mine were more dressed than any others of the fleeing guests? Furthermore, my neighbors had scarcely disappeared downstairs till my pass-key furnished by the proprietor was used. If ever an intrusion was justifiable that was, for a quick glance, before a hasty exit, showed me a lighted bull's-eye lantern set on the carpet, and near it an open valise. That valise held an electric battery. Its wires led to another valise which contained a reel from which led a wire running through a space beneath the partially-raised lower sash out into the darkness toward the railway bridge.

Scarcely had the fire-alarm commotion subsided when there was a rumbling and a roar in the quiet night. The New York night express was nearing Watkins Glen Station. The bridge watchman came from his shanty, and signaled: "Go ahead!" To what? The ponderous train crept over the bridge. I shuddered, thinking of what might have happened.

The conspirators were hushed. I could imagine one, whose room gave him a view of the bridge, peering out anxiously as the train's light flashed onto the doomed bridge. Did any remorse seize him for the dastardly deed of trying to hurl that unwarned train to certain death and ruin? He seized the reel with one hand to quickly draw in the evidence of his crime. With the other he pressed the electric button and speeded the fatal spark to the end of the wire. The devilish contrivance did not work. Before the fiend could recover from his astonishment the train had passed safely across the bridge.

With an oath the villain turned as the door was flung open, and revolvers held him prisoner. The tarantula, when cornered, stings itself. The train-wrecker pushed his right hand into a side-pocket, and withdrew it, not holding a revolver, but something which he swallowed. He staggered and fell—dead. Prussic acid, carried for years, had rescued him from earthly punishment. His partner, next door, was captured by surprise. He, too, was fully dressed, but stoutly denied his complicity in any crime.

The electric wire, infernal apparatus, machine, and my testimony convicted him. He is now visiting Auburn, to be entertained by the state for ten years. He turned traitor to the rest of the gang, and tried to turn state's evidence. A number of rascals had planned to wreck that train. Several stationed themselves in the glen below to plunder the debris and bodies.

My good luck in frustrating the murderous design commended me to the rail-

road company, and I was given a lucrative position as some of my reward for preventing what would have proven a calamity almost unparalleled in the history of railroads. That cuff-box box is kept among the archives of the company. Come out north of here to-morrow, and I will show you a hole like a cellar dug by the explosion of its contents. It contained enough dynamite and NCE—terchloride of nitrogen—to have more than accomplished its villainous purpose.

T. G. LA MOILLE.

Decadence of the Poorhouse.

One of the most terrible phantoms that used to stalk in the pathway of the poor man a generation ago, was the dread that after all his life of toil he might come to the poorhouse at last. Or, if he was fortunate enough to die in his own bed at home, he might after all be indebted to the parish for a coffin, and find a grave in the Potter's field. It was no use to tell him that poverty was no disgrace—disgrace or no disgrace, the dread of it was strong enough to sadden all his days, and disturb his nights with unquiet dreams. He knew very well that people who ought to know better, would look askance at his children if their father died in the poorhouse, or was buried by the parish. Of course, very much of this was mere sentiment. But sentiment is often very powerful. The shame of the poor, who are poor by misfortune and not by fault, is much more poignant than the shame of those who, by idleness and unthrift, have kept poor in spite of many opportunities to provide ampler means. We cannot shake ourselves wholly free of the power of mere sentiment. No doubt some of the best men on earth have been very poor. But apart altogether from its inconvenience, we have all a strong, inborn sentiment against poverty. And this dread of the poorhouse and parish coffin that disturbed poor men thirty years ago commands our pity at the least. A great change has happily taken place in the last ten or twenty years. We hear very little of the poorhouse now. Men are now complaining that all they can do is just to make ends meet, and they count themselves very lucky if they can put by a little for a rainy day. Men say, and justly, too, that life is not worth living, if all one's conscious hours and energies are to be absorbed in merely supplying the animal wants; home, food, clothing and a very small medium of the comforts of life. All this is true. And it would be a bad sign if men sat down in thorough contentment in such circumstances. To leave home at 7 o'clock in the morning and not return till 7 o'clock in the evening, for ten, twenty, or forty years and at the end of all that long servitude find that with care and thrift, with industry and sobriety, all that has been done has been just to meet the actual needs of life; this is not an encouraging conclusion to long years of toil. But there is much cause for thankfulness and hope. We have got away from the poorhouse, and the parish coffin and the pauper's grave. In this free country the word "pauper" will soon have no meaning at all. The toiler who asks with some bitterness and discontent, "Is life worth living?" will probably find that he is walking a much easier path than his fathers trod, and he should be rejoiced at the assurance that there will be a much more pleasant path for the footsteps of his children and his children's children.

VINDEX.

SUMMER WASH GOODS:

CANTON CLOTH,
BRANDENBURG CLOTH,
B. C. SATINE,
EXPORT SATINE,
SERGE SATINE,
CASHMERE SATINE,
A. F. C. GINGHAM,
SONORA GINGHAM,
AMOSKEAG GINGHAM,

OUTING FLANNELS,
PRINTS,
WIDE BLUES,
SHIRTING,
LYON SERGE,
ARMENIAN SERGE,
SEERSUCKERS,
CHALLI,
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OUTING SHIRTS, SUMMER UNDERWEAR, PANTS, HAMMOCKS,
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Possibly we can save you money. We have a good white envelope (our 154) which we sell:

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| 2,000 | 2.15 | 2.25 |
| 5,000 | 1.75 | 1.85 |
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Special prices on larger quantities. This is not a cheap stock, but good fair envelope. We have cheaper and have better grades, but can recommend this one.

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Confectioners, 46 Ottawa Street, Grand Rapids, Mich.

OLD MAN SLIM.

Breezy Epistle from a Canadian Merchant.

QUEEN'S HOLLOW, Ont., May 16 — I wish you would publish this letter in your paper, as I want to convince my son, Izik, that he is not so alfred smart as he thinks he is. You see it has taken me about two weeks to write it and when Izik was in the store I would hide it in the cracker barrel. One day he found it and you ought to have seen him cut up. He danced around the store and laughed till the stovepipe fell a-straddle of seven rolls of butter and gave each a black eye. Then he got mad and said he knew my days of usefulness had long since departed but that he never dreamed that I was such an incomprehensible ass as to expect that a great paper like THE MICHIGAN TRADESMAN would publish such rot as that. I said I didn't care a cent if it was a great paper, for you once published some letters that a Mr. Snooks sent you, and that I was a better speller than Mr. Snooks and that I didn't believe that Cant Hook Corners, where Mr. Snooks lived, was any more of a place than Queen's Hollow. You see my Ann by my first wife lives in a village called Saginaw, somewhere in your State, and her husband, who runs a grocery store, takes your paper, and one time she came home on a visit with her lunch wrapped up in your paper and that's how I came to see Mr. Snooks' letter.

I have told Izik, time and time again, that I was several years older than he, but he don't appear to place any confidence in what I say. Shortly after his mother died a sort of a chronic tiredness seemed to spread all over him and he got too infernal lazy to turn the grindstone or watch the gap. Izik said it was a sure symptom of greatness and it was a shame to waste such fine commercial talents on a little farm. I thought it would be a greater shame to waste the farm (if it was small and pimpled all over with pine stumps) with such talents as Izik's, so I traded it off for a store down in the Hollow. I always said that a boy that was too blamed modest to hoe corn would never earn his salt selling codfish and soap, but Elder Sipes said, "Give the boy a chance," so we left the farm. The first trouble we had was about the sign. I wanted it painted, "Old Slim & Young Slim," but Izik wanted his name first. We finally compromised by making it "Slim & Slim, General Store." Izik said I could remain "Old Slim," if I wanted to, and he would be "Slim, Junior." Izik married the Elder's daughter and she has made quite a man of him.

Right across the concession line on the opposite corner, Old Cronk, our disreputable competitor, keeps a sort of variety shop, a little of everything and not much of anything. He owns a big farm down the creek that used to have a sawmill on it before the pine timber was all used up. Old Cronk is the meanest Tory in the Hollow. He is a magistrate and is postmaster of the Hollow and probably will be till old Sir John A. dies, unless we become annexed to the States before that event happens. Old Cronk consumes British grog, shaves notes and skins fleas and mixes the skins with his pepper and sells it to his farm hands for five cents per pound more than we get for our pure pepper. Cronk is a wide-mouthed loyalist, but awful stingy. He was never known to plow for a neighbor for fear that the neighbor's chickens might follow and pick up the grubs. During the late political campaign he worked himself up to a point bordering on insanity and declared he would defeat unrestricted reciprocity with the Yankees or bust a tug. In his recklessness he actually gave away free gratis a quart and a half of old cider that was spoiled for making vinegar to one of his farmer hands and he promised a cheap chrono of the Queen to a mill hand up the creek, if he would vote the Tory ticket, but Izik says Cronk refused to give it to him after election, because the man's wife had named her new baby Jim Blain.

Old Cronk made a speech in the schoolhouse the night before the election. He was full of British grog and so was Bill SMIKE, the Tory blacksmith of the Hollow. Bill was made chairman and when

he stood upon a bench to open the meeting, he inflated himself to about five times his everyday size, hung his hat upon the blackboard, rolled up his wampus sleeves, swallowed his Prince of Wales quid of plug tobacco and said that if any disloyal traitor of a Yankee son of a blue-livered advocate of annexation with the States ventured to open his clam shell during the proceedings, he would pulverized and — just at this point in Bill's remarks a desk in the rear end of the room went to grass with its superfluous weight and a little red-headed boy tumbled off the top of the door and dropped into the water pail. When order again prevailed, Bill had subsided and Old Cronk had struck an imposing attitude. He said it was the proudest moment of his life to stand there in that temple erected to knowledge and dedicated to the fostering of British institutions and the enlightenment of Her Majesty's subjects, and point out the highway to his fellow countrymen that leads to true British loyalty. During all his public career as a postmaster and magistrate, he would defy the face of clay to say that he had ever uttered one single word of respect for the blasted Yankees. This reciprocity was simply a foul conspiracy on the part of the Yankees and their disloyal sympathizers to snatch this fair Dominion from the British crown and unhorse that grand old Roman, Sir J-o-h-n! He then threw the throttle wide open and yelled: "Can there be a man so base, within the sound of my voice, that will march to the poles to-morrow and, without a blush on his face, take his ballot in his hand and stab his Queen?" Cronk was cut short here by Bill SMIKE, who, while asleep, fell off the bench and knocked over the map of North America. Some of the boys, supposing that the meeting was over and remembering Cronk's last remark, began to shout, "God save the Queen," after which they adjourned to the tavern.

When I got back to the store, Izik was explaining to a drummer from a grocery house in London how the McKinley bill had ruined our egg business. The drummer said it was done to protect the great American hen and the Canadian people could never prosper until they went into the same breed of fowls. Our commercial travelers are mighty smart fellows. They are not so cheeky as yours, but they can drink more whisky and tell more stories than yours.

Izik is a grit and voted for reciprocity. He says Toryism has been the curse of Canada ever since the U. E. loyalists deserted the American colonies in their struggle for liberty and, gathering their scarlet robes about them and shaking the sacred dust from their shoes, wandered off and fastened their poisonous fangs in the very life-blood of the new Canadian provinces. I think Izik is a little jealous because the Tories trade with Old Cronk and, besides, Izik wants the post-office awful bad. It beats all what lofty ideas Izik's wife has put into his head lately.

Now, Mr. Editor, if your folks in Michigan would care to know how we run things and do business over here in Ontario, I might write you a letter every week. You see, if you publish the first one, I will not have to hide any more, for Izik will only be too glad to have me write to a Yankee paper, just to spite Old Cronk. You may call me what I am known by all around the Hollow,

OLD MAN SLIM.

[THE TRADESMAN is quite sure that its readers will be glad to hear more from Mr. Slim.]

How it Looks in Minnesota.

From the Northwest Trade.

THE MICHIGAN TRADESMAN, of Grand Rapids, comes to hand in much improved form and in new dress with taffy colored cover. THE TRADESMAN is esteemed as a valuable exchange and a meritorious representative of the trade, its columns being fresh and original, without that ultra dependence upon other journals which more pretentious contemporaries often evince. We congratulate it on its improved appearance.

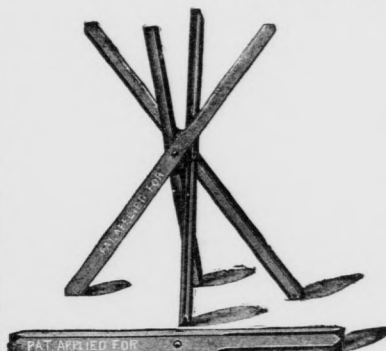
THE "WHEN" CIGAR.

Dealers who once had a strong demand for the celebrated "WHEN" cigar will be pleased to learn that the brand is again in the market and can be obtained through the

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They are made in three heights, viz., 16, 22 and 28 inches.

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WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

AMONG THE TRADE.

AROUND THE STATE.

Clayton—L. R. Waterman has opened a grocery store.

Farmington—S. H. Adams has opened a meat market.

Morenci—P. S. Lee is succeeded by S. S. Beatty in general trade.

Clio—F. N. Foote is closing out his grocery and feed business.

Saugatuck—K. S. Jones has removed his jewelry stock to Holland.

Lowell—A. E. Parks succeeds the Lowell Grocery Co. in the 'grocery' business.

Bauer—Gus Begeman is succeeded by Begeman & Otto in the grocery business.

Detroit—Edward W. Smith succeeds Smith & Hilderscheid in the fruit business.

Jackson—Munro Bros. are succeeded by Harrington & Sons in the hardware business.

Manistee—J. E. Somerville has purchased the wall paper stock of Johnson & Gillhooley.

Sand Lake—Thos. J. Blanchard has sold his sawmill to Chas. E. Petrie, the Pierson lumberman.

Maple Rapids—O. Bullis has purchased the drug stock of L. Chambers and consolidated it with his own.

Detroit—Frederick F. Ingram & Co. succeed Williamson, Ingram & Griggs as manufacturing pharmacists.

Chippewa Lake—H. C. Ward has purchased the G. A. Goodsell grocery stock and consolidated it with his own.

Jackson—The Warner Hardware Co. succeeds Warner & Dodge in the wholesale and retail hardware business.

Maple Rapids—Aldrich & VanSickle have purchased the hardware stock of Brunck & Sessions and consolidated it with his own.

Crystal—W. E. Worden has removed to this place from Big Rapids and purchased an interest in the general stock of C. De Young.

Rockford—Geo. A. Sage, who has conducted the grocery business here for fifteen years, has sold out to Seymour Hunting and Frank O. Kelsey, who will continue the business under the style of Hunting & Kelsey.

Petoskey—Alex. Rosenthal has purchased the Huntley & Furtney boot and shoe stock and will continue the business. He has removed his dry goods stock from Shipshewana, Ind., and will close same out as fast as possible.

Muskegon—The Magoon & Kimball Co. has been formed in this city, with an authorized capital of \$10,000 and \$6,000 paid in. The stockholders are Geo. A. Magoon, Geo. C. Kimball and Chas. H. Kimball, their respective positions in the company being that of President, Vice-President, and Secretary and Treasurer. The new company will handle wood, ice and oils, and do a general forwarding and commission business. C. H. Kimball will at once move here from Springfield, Mass. He is also a stockholder in the Michigan Washing Machine Co.

MANUFACTURING MATTERS.

Sault Ste. Marie—Ainsworth & Alexander have agreed to erect a sawmill here, a \$5,000 bonus being the incentive.

Oscoda—The H. M. Loud & Sons Lumber Co. has rebuilt its tramways, recently destroyed by fire, and the mill is running day and night.

Ionia—The Michigan Overall Co. has increased its capital stock from \$25,000 to \$50,000, the new stock having been

taken mostly by the former stockholders.

Boyne City—Wm. H. White will build and operate a band sawmill, north of his present site, this fall. The capacity of the new mill will be 30,000 hardwood per day.

Bay City—Ross, Bradley & Co. are putting a large patent shavings press into their plant, and have booked orders already for several carloads of shavings to be shipped to other cities.

Ionia—The Ionia Preserving Co. has been organized with a capital stock of \$5,000, equally divided among Dr. J. J. Defendorf, O. Scott Wood, Homer Strong and H. R. Wagar. The corporation will can vegetables and put up pickles.

Ludington—The Haskell & Barnell Co. has been organized for the purpose of manufacturing articles of wood and general planing mill work, by Haman Barnell, George T. Haskell and Henry L. Haskell. Capital stock, \$10,000.

St. Helen—Henry Stevens & Co. recently purchased of David Ward a tract of pine in Hayes township, Otsego county, estimated to cut 50,000,000 feet, and expect to build a spur track which will enable hauling the timber to their mills.

Horton's Bay—The Horton Bay Milling Co. has been organized with a capital stock of \$7,000 for the purpose of erecting and operating a flour mill. The officers of the new corporation are as follows: President, Franklin Coleman; Secretary, Levi Lewis; Treasurer, Jas. Dilworth.

Tawas—The mill of the Winona Salt & Lumber Co. is in operation, starting a month later than usual, as the dock was full of lumber. The mill will cut for the owners 5,000,000 feet, and also a number of million feet for other parties. Last season the mill cut 9,000,000 feet; mostly out of small norway, running 20 to the thousand. It is expected the cut will be larger this season, as the stock is of better quality.

Lake Odessa—The Columbian Safety Cart Co. has been organized here to embark in the manufacture of road carts. The capital stock is \$10,000, of which \$4,000 is paid in. Geo. W. Irish, of Grand Ledge, holds 300 shares of \$10 each, and the remainder of stock is held by Lake Odessa residents, as follows: Frank W. Clark 50 shares, W. S. Hart 50, S. O. Hosford 50, Lincoln Cass 50, W. R. Aldru 50, W. J. Percival 10, S. Blair 20, Clyde W. Francis 10, E. Townsend 5, Geo. B. Yost 10, Frank Winchell 5, S. H. Mallory 10, Arthur Tolles 10, F. B. Nims 10, J. J. Teeple 10, M. F. Armour 5, W. W. Carter 5, Jas. S. Scheidt 5, W. A. Shafer 5.

Detroit—James D. May, receiver for the Anchor Manufacturing Co., which failed last fall, appeared before Judge Reilly and asked that Wm. M. McKellar, President of the defunct company, and Moore & Moore, attorneys representing the stockholders, be ordered to produce the stock book, showing the holders of stocks numbered from 1 to 150. Another order was asked for against W. F. Linn, Secretary, that he produce the cash book. Receiver May claims the stock book is being withheld to prevent the enforcement of the payment of an assessment on it which is due, and that the Secretary is clinging to the cash book because he claims that there is money due him.

Use Tradesman or Superior Coupons.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

AN ESTABLISHED GROCERY FOR SALE. Address J. A. Scollay, Reed City, Mich. 256

FOR SALE—I HAVE A STOCK OF DRUGS AND books to the amount of \$1,500, situated in the best little town in Michigan, which I offer for sale for cash or its equivalent. W. R. Mandigo, Sherwood, Mich. 248

DRUG STOCK—NEAT AND ATTRACTIVE, AND NEW hardware fixtures. Excellent location on best retail street in Grand Rapids. Expenses very light and trade steadily increasing. Low inventory, just completed, \$2,500. On account of failing health, will sell at invoice or for \$2,400 cash, if sold by March 15. Otherwise will hold it as an investment. A genuine bargain. Personal investigation solicited. Address "F," care Hazeltine Perkins Drug Co., City. 197

FOR SALE—A FIRST-CLASS, WELL-SORTED stock of hardware and building material, situated at Port Huron. Did a business of \$68,000 last year. No old stock or rubbish. Will invoice about \$30,000. Proprietor sick in bed and unable to attend to the business. Address Geo. M. Dayton, Lansing, Mich. 228

FOR SALE—HALF INTEREST IN A GENERAL stock located in a thriving town. Capital necessary, about \$1,200. Address No. 241, care Michigan Tradesman. 431

FOR SALE—GROCERY STOCK, DESIRABLE LOCATION. A bonanza to the right man. Address Grocer, care Michigan Tradesman. 246

FOR SALE—WELL-SELECTED DRUG STOCK, inventorying about \$1,200, situated in good country town of 500 people. Reason for selling, proprietor has other business. Address No. 173, care Michigan Tradesman. 431

FOR SALE—A COMPLETE DRUG STOCK AND fixtures, stock well assorted can be bought at a bargain. Address for particulars S. P. Hicks, Lowell, Mich. 124

WANTED—I HAVE SPOT CASH TO PAY FOR A general or grocery stock; must be cheap. Address No. 28, care Michigan Tradesman. 26

SITUATIONS WANTED.

WANTED—BY YOUNG MAN, SITUATION AS BOOK-keeper, assistant book-keeper or collector. Rest of references. Address E. care Michigan Tradesman. 243

WANTED—POSITION BY REGISTERED PHARMACEUTIST. Best of references and no bad habits. Address No. 261 care Michigan Tradesman. 251

MISCELLANEOUS.

AGENTS WANTED—FOR A NEW ARTICLE JUST out. Most wonderful advertising device ever known. Sell to every merchant and mfr. Splendid employment. Big pay. Steady work. Enclose stamp. Arc Mt. Mfg. Co., Racine, Wis. 249

CANNING WORKS WANTED—WILL GIVE A BONUS to right parties. Address Box 46, Sheridan, Mich. 250

FOR SALE—CHEAP ENOUGH FOR AN INVESTMENT. Corner lot and house on North Lafayette St., cellar, brick foundation, soft water in kitchen. \$1,200. Terms to suit. Address No. 187, care Michigan Tradesman. 187

FOR SALE—TWELVE TO TWENTY ACRES OF LAND for summer home. Seven miles north of Traverse City on the East Arm of Traverse Bay on the Peninsula ready fitted for building. C. E. Clapp, Archie, Mich. 238

FOR SALE OR RENT—CORNER LOT AND 5-ROOM house on North Lafayette St., cellar, brick foundation and soft water in kitchen. \$1,200. Terms to suit. Cheap enough for an investment. Address No. 187, care Michigan Tradesman. 187

HORSE FOR SALE—IRON GREY GELDING. STANDS 16½ hands high. Weight, 1,650. Suitable for heavy work. F. Goodman & Co., Burnips Corners, Mich. 257

FOR SALE—STORE AND DWELLING COMBINED. Also good barn. All in good repair. Located in one of the best towns in Michigan of 1,000 inhabitants. Will trade for stock of goods. For particulars address No. 258, care Michigan Tradesman. 258

WANTED—FIVE SALESMEN BY THE GEORGE D. Hawkins Medicine Co. (Manufacturers and wholesale dealers in Hawkins Great Specific Cures) to represent them on the road. Commencing on July 10th. No one but first-class experienced salesmen need apply. Good positions guaranteed to good salesmen. Write for terms to George D. Hawkins Medicine Company, Hawkins, Mich. 214

WANTED—SALESMAN FOR GENERAL STORE. ONE who is capable of taking care of the dry goods and shoe department. Address No. 254, care Michigan Tradesman. 254

WANTED—SALESMEN ON SALARY OR COMMISSION to handle the New Patent Chemical Ink Erasing Pencil. The greatest selling novelty ever produced. Erases ink thoroughly in two seconds; no abrasion of paper, 200 to 500 per cent. profit. One agent's sales amount to \$200 in six days; another \$32 in two hours. We want one energetic general agent for each state and territory. For terms and full particulars, address The Monroe Eraser Mfg. Co., La Crosse, Wis. 259

TENNIS SHOES



OXFORDS.

Men's, 40 cents net,
Boys', 37 cents,
Youths', 34 cents.

G. R. MAYHEW,
Grand Rapids.

Crockery & Glassware

| LAMP BURNERS. | |
|----------------|----|
| No. 0 Sun..... | 45 |
| No. 1 "..... | 50 |
| No. 2 "..... | 75 |
| Tubular..... | 75 |

| LAMP CHIMNEYS.—Per box. | |
|-------------------------|------|
| 6 doz. in box..... | |
| No. 0 Sun..... | 1 75 |
| No. 1 "..... | 1 88 |
| No. 2 "..... | 2 70 |

| First quality. | |
|---------------------------|------|
| No. 0 Sun, crimp top..... | 2 25 |
| No. 1 "..... | 2 40 |
| No. 2 "..... | 3 40 |

| XXX Flint. | |
|---------------------------|------|
| No. 0 Sun, crimp top..... | 2 60 |
| No. 1 "..... | 2 80 |
| No. 2 "..... | 3 80 |

| Pearl top. | |
|-------------------------------------|------|
| No. 1 Sun, wrapped and labeled..... | 3 70 |
| No. 2 "..... | 4 70 |
| No. 2 Hinge, "..... | 4 70 |

| La Bastic. | |
|-------------------------------------|------|
| No. 1 Sun, plain bulb, per doz..... | 1 25 |
| No. 2 "..... | 1 50 |
| No. 1 crimp, per doz..... | 1 35 |
| No. 2 "..... | 1 60 |

| FRUIT JARS. | |
|-----------------------|--------|
| Mason's or Lightning. | |
| Pints..... | \$7 50 |
| Quarts..... | 8 10 |
| Half gallons..... | 10 50 |
| Gallons..... | 15 50 |
| Cups only..... | 3 50 |

| STONEWARE—AKRON. | |
|---|--------|
| Butter Crocks, per gal..... | 06 1/4 |
| Jugs, 1/2 gal., per doz..... | 75 |
| " 1 "..... | 90 |
| " 2 "..... | 1 80 |
| Milk Pans, 1/2 gal., per doz. (glazed 75c)..... | 65 |
| " 1 "..... | 78 |

Wayne County Savings Bank, Detroit, Mich.

\$500,000 TO INVEST IN BONDS
Issued by cities, counties, towns and school districts of Michigan. Officers of these municipalities about to issue bonds will find it to their advantage to apply to this bank. Blank bonds and blanks for proceedings supplied without charge. All communications and enquiries will have prompt attention. This bank pays 4 per cent. on deposits, compounded semi-annually. May, 1891. S. D. ELWOOD, Treasurer.

How to Keep a Store.

By Samuel H. Terry. A book of 400 pages written from the experience and observation of an old merchant. It treats of Selection of Business, Location, Buying, Selling, Credit, Advertising, Account Keeping, Partnerships, etc. Of great interest to every one in trade. \$1.50.

THE TRADESMAN COMPANY,
Grand Rapids.

GET THE BEST!



WILLIAMS' Root Beer Extract

It is a pure, concentrated Extract of Roots and Herbs. It makes a refreshing, healthful summer beverage at a moderate cost, for family use.

Every dozen is packed in a SHOW STAND, which greatly increases the sale, as it is always in sight.

25-cent size only \$1.75 per doz.
3 dozen for \$5.

For sale by all jobbers. Order a supply from your wholesale house. Show cards and advertising matter are packed in each dozen.

H. F. HASTINGS,
Manufacturers' Agent,
GRAND RAPIDS, MICH.

Purely Personal.

M. M. Whitney, Jackson representative for Fleischman & Co., was in town several days last week.

A. H. Wiggins, of the firm of J. F. Barrows & Co., druggists at Lawrence, spent Sunday in the city.

W. D. Brainerd, of the drug firm of W. D. Brainerd & Co., druggist at Eaton Rapids, was in town last Wednesday.

Wm. T. Lamoreaux left Saturday night for Boston, where he will spend a week in the pursuit of pointers on the wool market.

Cyrus Prince, grocer at Vermontville, and H. H. Church, book and stationery dealer at the same place, were in the Grand Rapids market last week.

Lee Deuel, the Bradley general dealer, surprised his friends and patrons last week by introducing a brand new wife to his home. The bride is an Indiana lady and is a worthy associate of one of the best of men.

D. H. Palmer, formerly book-keeper for Swift & Company, left Saturday for New York, whence he sails for Liverpool on the 3rd on the *Teutonia*. He will spend the summer in England and France, returning to Grand Rapids in the fall to begin the study of law.

Geo. A. Sage who has sold his stock after a career of fifteen years as a grocer at Rockford, paid his parting compliments to the jobbing trade at this market last week. Mr. Sage has always been a welcome visitor and his retirement from trade is a matter of general regret.

Gripsack Brigade

Frank E. Edmunds, formerly connected with the Auditor's office of the G. R. & L., has engaged to travel for J. L. Strelitsky. He is a brother of Taffy Bill.

Louis Immebart has purchased an interest in the grocery stock of S. W. Perkins, at Traverse City. The new firm will be known as S. W. Perkins & Co.

Frank E. Chase says that the new proprietors of the Northern Hotel, at Big Rapids, run a better house at \$2 than the cranky and crazy Sid. did at the \$2.50 rate.

J. H. Bennett, traveling representative for the Grand Rapids Refrigerator Co., has removed his family from Minneapolis to this city, having purchased a handsome residence on Paris avenue.

The Muskegon Cracker Co. has re-engaged its four traveling salesmen—L. C. Bradford, I. W. Feighner, A. S. McWilliams and O. Rasmus. The re-engagement indicates that the boys have given good satisfaction during the past year.

Chas. E. Watson, who has represented S. A. Maxwell & Co. for the past eight years, has engaged to travel for the Burrows Brothers Company, of Cleveland. He will cover the Saginaw valley, the Lake Huron towns, the Upper Peninsula as far as Duluth and his former customers in the Western part of the State.

Geo. H. Seymour received the second prize of \$100 cash in the J. G. Butler Tobacco Co.'s distribution, while the third prize of \$50 cash went to Jas. N. Bradford. The four retailers' prizes, \$50, \$25, \$15 and \$10, went to the following dealers in the order named: S. Fox, Eckford; S. Phelps, Ceresco; E. A. Jackson, Roxana; S. E. Phillips, Hastings.

John Allgier, grocer at the corner of Clancy and Fairbanks streets, has added a line of boots and shoes.

She Asked No More Questions.

A man boarded a train the other day and took a seat in front of a woman who was very curious about the country. She asked about the crops, about the price of land, the characteristics of the people, the climate and many other things. To all her inquiries the stranger returned a respectful "I don't know, ma'am, I really don't know."

"Is this as good a climate as New York?"

"I think so, ma'am, but really I cannot say."

"Do the people seem to be well contented?"

"I don't know."

"Whom do they seem to prefer as a presidential candidate?"

"I can't say, ma'am."

"Are the farmers low-spirited over the decline in wheat?"

"They may be, but I have no means of knowing."

"Should you say this was a good state for a young man to begin life in?"

"I shouldn't like to give an opinion."

His non-committal answers annoyed the woman. She was silent for half a minute, and then began again:

"Have you been in Michigan long?"

"Three years, ma'am."

"And yet you don't seem to be very well informed about matters and things?"

"Well, ma'am, to tell you the truth," he replied, as he turned about, "I'm a resident of Ohio. I came up here and stole a horse, and was sent to the Ionia prison for three years. I haven't been out more than two hours yet."

His questioner rose and took the fourth seat back, "in a way to make the dust fly," as the reporter expressed it, and did not open her mouth again, even to the conductor, until the train was running into Detroit.

Wools Dull—Hides Unchanged—Tallow Lower.

Wools are dull and slow, with no activity in cloths. Prices in the country are higher than on the seaboard. In fact, a lot of unwashed was sold in Boston, shipped into the country and sold for 2c per pound profit to the country buyer. Australian is in good demand to manufacturers who are running on short orders with many in part or wholly shut down. Stocks are small for this time of the year, except in Michigan fleece, on which concessions have to be made to effect sales.

Hides have somewhat recovered in demand, but remain at the declined price, with no sales worthy of note. They are held higher West than East, and it is only a question of necessity that brings buyers and sellers together.

Tallow is in good supply and fair demand at lower prices. The matter of shrinkage during warm weather prevents shipments, only as they have margins to cover, which is difficult to obtain.

Edison's Dream.

It becomes more and more evident that the greater successes of the electric telegraph, telephone and phonograph have not exhausted the inventive genius of Thomas A. Edison. When that gentleman arrived in Chicago a few days ago he was asked what electric novelty he had in store for the World's Fair. He replied that he had something in view, but he was not prepared to give details just at present. His intention is to "have such a happy combination of photography and electricity that a man can sit in his own parlor and see depicted upon a curtain the forms of the players in opera upon a distant stage and hear the voices of the singers."

ANNOUNCEMENT.

The firm of Williams, Sheley & Brooks is this day dissolved by mutual consent.

WILLIAM C. WILLIAMS,
ALANSON SHELEY,
ALANSON S. BROOKS.

Detroit, May 27, 1891.

The firm of James E. Davis & Co. is this day dissolved by mutual consent.

JAMES E. DAVIS,
GEO. W. BISSELL.

Detroit, May 27, 1891.

Referring to the above announcements, we beg to state that as successor to the firms of WILLIAMS, SHELEY & BROOKS and JAMES E. DAVIS & Co., we shall endeavor to execute all orders with which we are entrusted in a manner which shall prove satisfactory to all customers in every respect. Our main aim shall be to make prompt shipments and to give lowest possible prices. We wish to state to those who have done business with Williams, Sheley & Brooks, that all orders received by us will have the personal attention of a member of that firm; and that orders received from customers of James E. Davis & Co. will receive the personal attention of our Mr. James E. Davis. With kind regards, and hoping that we shall hear from you frequently, we remain,

Yours very truly,

Williams, Davis, Brooks & Co.,

11, 13, 15 & 17 Larned Street East.

THE OLD STAND.

William C. Williams. James E. Davis. Alanson Sheley. Alanson S. Brooks.



WILLIAM CONNOR,
Box 346, Marshall, Mich.

and the many congratulations we receive from the merchants of our perfect fit and satisfactory prices, and

To Clothing and General Store Merchants:

If your stock is running low or out of sizes we have still a fair line of spring and summer suitings to select from, also Overcoats, Pants, etc., and if you require samples to select from, send us word about the style and price and they shall be expressed to you, or, if you write our Michigan representative, WILLIAM CONNOR, who resides at Marshall, Mich., he will be pleased to call upon you. All mail orders promptly attended to. It is wonderful the number of mail orders we receive for our elegant diagonal, also cork screw worsted Prince Albert coat and vests and three button cut away, frock and sack suitings of same material

Please Remember

That no manufacturers sell more ready-made clothing in Michigan, and that we catered for the Michigan trade for thirty years and knows their wants. Our Fall and Winter line will be up to the usual standard.

MICHAEL KOLB & SON,
Wholesale Clothing Manufacturers

ROCHESTER, N. Y.

William Connor will be at Sweet's Hotel on Thursday, Friday and Saturday June 11, 12 and 13, to close out balance of present season's clothing at less than first cost and will also have full line of samples for the fall trade and respectfully solicits an inspection of new styles of overcoats and suitings in men's, youths', boys' and children's sizes.

BOGUS BARGAINS.

As Illustrated in the so-called Bankrupt Sales.

John N. Mockett in Toledo Blade.

Don't you think the merchants of the city are entitled to some protection, from the press, against the migratory class of dealers who drop into our midst every season and announce, in glaring six-foot letters, some "bankrupt sale," "assignee sale," or some other questionable "sale"? During the past few years this catch-penny method of gulling the credulous has assumed gigantic proportions. There is hardly a branch of trade but feels the effects of this pernicious system of doing business. The jeweler, the clothier, the boot and shoe dealer, and others, all have the same complaint to make. Let the daily papers consider the advertisements they carry of their local merchants; they amount to considerable every year. Yet they will publish the improbable stories of these traveling montebanks whose aim and business is solely to fleece the credulous and unwary.

The press has it in its power to crush this evil which encroaches upon the trade of the local merchants. Public opinion, once aroused upon this matter, the state will make such laws as will force disreputable and worthless schemers from the field. The merchants of the city, who have settled places of doing business, must bear their portion of the burdens of taxation. Every tax collector knows where to find these men. The peddler however, has no settled locality, but goes from place to place selling his wares without sharing any of the municipal expenses which the local merchant has to bear.

He may palm off absolutely worthless goods upon an unsuspecting public at prices honest goods could be bought for from reputable dealers. He can rob his customers, and they have no redress; for, being but a bird of passage, he can easily make his escape should anybody return to demand justice. It is in the interest of the consumers of the city, as well as the merchants, that this class of persons should be placed before the community in their true light. They should, at least, be made to pay a proper license fee for carrying on their business. Start out one of your reporters to interview the local merchants on this subject, and you will realize, as you never have before, the curse of the nefarious system. It is not the intelligent buyer who suffers at the hands of these wanderers, but the poor and ignorant classes, who are led to believe the glittering promises, so ingeniously made by these sharpers; it is these who are invariably the dupes of the great sham "Bankrupt," "Fire" and assignee sales. And they, being citizens, should have these "fake" concerns presented to them through the columns of the press in their true light.

Tennyson Sells Milk.

A New York daily states that Tennyson adds a pretty penny to his income by selling milk from the cows on his Isle of Wight estate. More than this, he actually has the name of Alfred, Lord Tennyson, painted on the side of his milk-carts. This will give finical aristocratic admirers of England's laureate a shock. Sensible folks will be unable to see any harm in it. Milk is a good deal more necessary to human existence (especially in its early stages) than poetry. It is refreshing to the democratic American mind to know that the poet laureate of England has entered the commercial world; and there is no reason why this turn to business affairs should affect, in the least, the dignity of the exalted position the poet holds, so long as his milk does not become as thin as his recent poetry.

Additions of the List.

The following additions to the list of traveling men published a couple of weeks ago have been handed in:

N. D. Carpenter, Carnegie, Phipps & Co., Limited, Pittsburg.

P. M. Childs, Fairbanks, Morse & Co., Chicago.

W. H. Gardner, McCormick Harvester Co., Chicago.

Dry Goods Price Current.

| UNBLEACHED COTTONS. | | DEMINS. | |
|----------------------------|---------------|---------------------------|------------------|
| Adriatic | 7 | Amoskeag | 12 1/2 |
| Argyle | 6 1/2 | " | 9 1/2 |
| Atlanta A A | 6 1/2 | " | 11 1/2 |
| Atlantic A | 7 | Beaver Creek A A | 10 |
| " | H | " | CC |
| " | P | Boston Mfg Co. br. | 7 |
| " | D | " | d & twist 10 1/2 |
| " | LL | Columbian XXX br. | 10 1/2 |
| Amory | 7 | " | XXX bl. 19 |
| Archery Bunting | 4 | GINGHAMS. | |
| Beaver Dam A A | 5 1/2 | Amoskeag | 7 1/2 |
| Blackstone O, 32 | 5 1/2 | " | Persian dress |
| Black Crow | 6 1/2 | " | Canton |
| Black Rock | 7 | " | AFC |
| Boot, AL | 7 1/2 | Arlington staple | 6 1/2 |
| Capital A | 5 1/2 | Arasapha fancy | 4 1/2 |
| Cavanat V | 5 1/2 | Bates Warwick dress | 8 1/2 |
| Chapman cheese cl. | 3 1/2 | " | staples |
| Clifton C R | 5 1/2 | Centennial | 10 1/2 |
| Comet | 7 | Criterion | 10 1/2 |
| Dwight Star | 7 1/2 | Cumberland staple | 5 1/2 |
| Clifton CCC | 6 1/2 | Cumberland | 4 1/2 |
| BLEACHED COTTONS. | | Essex | 4 1/2 |
| A B C | 8 1/2 | Elfin | 7 1/2 |
| Amazon | 8 | Everett classics | 8 1/2 |
| Amsburg | 10 | Exposition | 7 1/2 |
| Art Cambric | 10 | Glenarie | 6 1/2 |
| Blackstone A A | 8 | Glenarven | 6 1/2 |
| Beats All | 4 1/2 | Glenwood | 7 1/2 |
| Boston | 12 | Hampton | 6 1/2 |
| Cabot | 7 1/2 | Johnson Chalon cl | 6 1/2 |
| Cabot, % | 6 1/2 | " | indigo blue |
| Charter Oak | 5 1/2 | " | zephyrs |
| Conway W | 7 1/2 | Lancaster, staple | 6 1/2 |
| Cleveland | 8 1/2 | GRAIN BAGS. | |
| Dwight Anchor | 8 1/2 | Amoskeag | 16 1/2 |
| " | shorts | Stark | 20 |
| Edwards | 8 1/2 | American | 16 1/2 |
| Empire | 7 | THREADS. | |
| Farwell | 7 1/2 | Clark's Mile End | 45 |
| Fruit of the Loom | 7 1/2 | Coats, J. & P. | 45 |
| Pitchville | 7 1/2 | Holyoke | 22 1/2 |
| First Prize | 6 1/2 | KNITTING COTTON. | |
| Fruit of the Loom | 4 1/2 | White. Colored. | |
| Fairmount | 4 1/2 | No. 6 | 33 |
| Full Value | 6 1/2 | " | 8 |
| HALF BLEACHED COTTONS. | | " | 10 |
| Cabot | 7 1/2 | " | 12 |
| Farwell | 8 | CAMBRICS. | |
| UNBLEACHED CANTON FLANNEL. | | Slater | 4 1/2 |
| Tremont N | 5 1/2 | White Star | 4 1/2 |
| Hamilton N | 6 1/2 | Kid Glove | 4 1/2 |
| " | L | Newmarket | 4 1/2 |
| Middlesex T | 7 | Edwards | 4 1/2 |
| " | X | RED FLANNEL. | |
| " | No. 25 | Fireman | 3 1/2 |
| BLEACHED CANTON FLANNEL. | | Creedmore | 2 1/2 |
| Hamilton N | 7 1/2 | Talbot XXX | 30 |
| Middlesex P T | 8 | Nameless | 27 1/2 |
| " | A T | MIXED FLANNEL. | |
| " | X A | Red & Blue, plaid | 40 |
| " | X F | Union R | 22 1/2 |
| CARPET WARP. | | Windward | 18 1/2 |
| Peerless, white | 18 | 6 oz Western | 21 |
| " | colored | Union B | 22 1/2 |
| Integrity | 18 1/2 | DOMET FLANNEL. | |
| DRESS GOODS. | | Nameless | 8 @ 9 1/2 |
| Hamilton | 8 | " | 8 1/2 @ 10 |
| " | 9 | CANYASS AND PADDING. | |
| " | 10 1/2 | Slater | 9 1/2 |
| G G Cashmere | 12 | " | 9 1/2 |
| Nameless | 16 | " | 10 1/2 |
| " | 18 | " | 11 1/2 |
| CORSETS. | | " | 12 1/2 |
| Coralline | 89 50 | " | 13 |
| Schilling's | 9 00 | " | 15 |
| CORSET JEANS. | | " | 17 |
| Armory | 6 1/2 | " | 20 |
| Androscoquin | 7 1/2 | DUCKS. | |
| Biddeford | 6 | Severin, 8 oz. | 9 1/2 |
| Brunswick | 6 1/2 | Mayland, 8 oz. | 10 1/2 |
| PRINTS. | | Greenwood, 7 1/2 oz. | 9 1/2 |
| Allen turkey reds | 5 1/2 | Greenwood, 8 oz. | 11 1/2 |
| " | robes | WADDINGS. | |
| " | pink & purple | White, doz. | 25 |
| " | buffs | Colored, doz. | 20 |
| " | pink checks | SILKES. | |
| " | staples | Slater, Iron Cross | 8 |
| " | shirtings | " | Red Cross |
| American fancy | 5 1/2 | " | Best |
| American indigo | 5 1/2 | " | Best A A |
| American shirtings | 4 1/2 | SEWING SILK. | |
| Argentine Grays | 6 | Corticelli, doz. | 75 |
| Anchor Shirtings | 4 1/2 | " | twist, doz. |
| Arnold | 6 1/2 | " | 50 yd, doz. |
| Arnold Merino | 6 | HOOKS AND EYES—PER GROSS. | |
| " | long cloth B | No 1 Bk & White | 10 |
| " | " | " | 2 |
| " | century cloth | " | 3 |
| " | gold seal | PINS. | |
| " | green seal | No 2—20, M C | 50 |
| " | yellow seal | " | 3—18, S C |
| " | serge | COTTON TAPE. | |
| " | Turkey red | No 2 White & Bk | 12 |
| Ballou solid black | 5 | " | 4 |
| " | colors | " | 6 |
| Bengal blue, green, | 5 1/2 | SAFETY PINS. | |
| red and orange | 5 1/2 | No 2 | 25 |
| Berlin solids | 5 1/2 | " | 28 |
| " | oil blue | NEEDLES—PER M. | |
| " | green | A. James | 1 50 |
| " | Pondards | Crowley's | 1 35 |
| " | red | Marshall's | 1 00 |
| " | red | TABLE OIL CLOTH. | |
| " | 4 | 5—4 | 2 25 |
| " | 3—4 XXXX | " | 2 10 |
| Cochecho fancy | 6 | COTTON TWINES. | |
| " | madders | Cotton Sall Twine | 28 |
| " | XX twills | " | Crown |
| " | solids | " | Domestic |
| TICKINGS. | | " | Anchor |
| Amoskeag A C A | 13 | " | Bristol |
| Hamilton N | 7 1/2 | " | Cherry Valley |
| " | D | " | I X L |
| " | Awning | PLAID OSNABURGS. | |
| Farmer | 11 | Alabama | 6 1/2 |
| First Prize | 11 1/2 | Alamance | 6 1/2 |
| Lenox Mills | 18 | Augusta | 7 1/2 |
| COTTON DRILL. | | Arasapha | 6 1/2 |
| Atlanta, D | 6 1/2 | Georgia | 6 1/2 |
| Boot | 6 1/2 | Granite | 6 1/2 |
| Clifton, K | 7 1/2 | Haw River | 5 1/2 |
| SATINES. | | Haw J | 5 |
| Simpson | 20 | NEEDLES—PER M. | |
| " | 18 | A. James | 1 50 |
| " | 16 | Crowley's | 1 35 |
| Cochecho | 10 1/2 | Marshall's | 1 00 |

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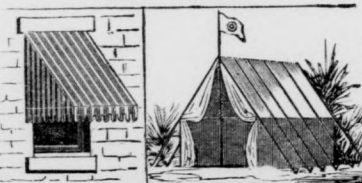
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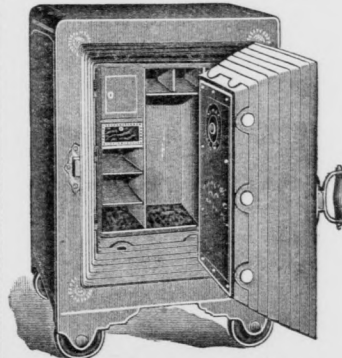
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| Snell's | dis. | 60 |
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| Jennings', genuine | dis. | 40 |
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| AXES. | | |
| First Quality, S. B. Bronze | dis. | 7 50 |
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| Cast Loose Pin, figured | dis. | 70 & 10 |
| Wrought Narrow, bright fast joint | dis. | 60 & 10 |
| Wrought Loose Pin | dis. | 60 & 10 |
| Wrought Table | dis. | 60 & 10 |
| Wrought Inside Blind | dis. | 60 & 10 |
| Wrought Brass | dis. | 70 |
| Blind, Clark's | dis. | 70 & 10 |
| Blind, Parker's | dis. | 70 & 10 |
| Blind, Shepard's | dis. | 70 |
| BLOCKS. | | |
| Ordinary Tackle, list April 17, '85 | dis. | 40 |
| CRADLES. | | |
| Grain | dis. | 50 & 10 |
| CROW BARS. | | |
| Cast Steel | per lb | 5 |
| CAPS. | | |
| Ely's 1-10 | per m | 60 |
| Hick's C. F. | dis. | 60 |
| G. D | dis. | 3 |
| Musket | dis. | 60 |
| CARTRIDGES. | | |
| Rim Fire | dis. | 5 |
| Central Fire | dis. | 2 |
| CHISELS. | | |
| Socket Firmer | dis. | 70 & 10 |
| Socket Framing | dis. | 70 & 10 |
| Socket Corner | dis. | 70 & 10 |
| Socket Slicks | dis. | 70 & 10 |
| Butchers' Tanged Firmer | dis. | 4 |
| COMBS. | | |
| Curry, Lawrence's | dis. | 4 |
| Hotchkiss | dis. | 2 |
| CHALK. | | |
| White Crayons, per gross | dis. | 12 & 12 1/2 |
| COPPER. | | |
| Planished, 14 oz cut to size | per pound | 3 |
| " 14x52, 14x56, 14x60 | per pound | 3 |
| Cold Rolled, 14x56 and 14x60 | per pound | 3 |
| Cold Rolled, 14x48 | per pound | 3 |
| Bottoms | per pound | 3 |
| DRILLS. | | |
| Morse's Bit Stocks | dis. | 2 |
| Taper and straight Shank | dis. | 2 |
| Morse's Taper Shank | dis. | 2 |
| DRIPPING PANS. | | |
| Small sizes, ser pound | dis. | 60 |
| Large sizes, per pound | dis. | 60 |
| ELBOWS. | | |
| Com. 4 piece, 6 in. | doz. net | 7 |
| Corrugated | dis. | 20 & 10 |
| Adjustable | dis. | 40 & 10 |
| EXPANSIVE BITS. | | |
| Clark's, small, \$18; large, \$26 | dis. | 2 |
| Ives', 1, \$18; 2, \$24; 3, \$30 | dis. | 2 |
| FILES—New List. | | |
| Disston's | dis. | 60 & 10 |
| New American | dis. | 60 & 10 |
| Nicholson's | dis. | 60 & 10 |
| Heller's | dis. | 60 & 10 |
| Heller's Horse Rasps | dis. | 60 & 10 |
| GALVANIZED IRON | | |
| Nos. 16 to 20; 22 and 24; 25 and 26; 27 | dis. | 12 |
| List 12 13 14 15 | dis. | 12 |
| Discount, 60 | dis. | 12 |
| GAUGES. | | |
| Stanley Rule and Level Co.'s | dis. | 12 |

| | | |
|---|----------|------------|
| Maydole & Co.'s..... | dis. | .25 |
| Kip's..... | dis. | .25 |
| Yerkes & Plumb's..... | dis. | 40&10 |
| Mason's Solid Cast Steel..... | 3oc | list 60 |
| Blacksmith's Solid Cast Steel, Hand..... | 3oc | 40&10 |
| HINGES. | | |
| Gate, Clark's, 1, 2, 3 | dls. | 60&10 |
| State..... | per doz. | net, 2 50 |
| Screw Hook and Strap, to 12 In. 4½ 14 and longer..... | | ¾ |
| Screw Hook and Eye..... | net | 10 |
| " " " " " " %..... | net | 8½ |
| " " " " " " %..... | net | 7½ |
| " " " " " " %..... | net | 7¼ |
| Strap and T..... | dis. | 50 |
| HANGERS. | | |
| Barn Door Kidder Mfg. Co., Wood track..... | 50&10 | |
| Champion, anti-friction..... | 60&10 | |
| Clidder, wood track..... | WIRE | |
| Pots..... | do | 60 |
| Kettles..... | do | 60 |
| Spiders..... | do | 60 |
| Gray enameled..... | 40&10 | |
| HOUSE FURNISHING GOODS. | | |
| Stamped Tin Ware..... | new list | 70 |
| Japaned Tin Ware..... | | 2 |
| Granite Iron Ware..... | new list | 33&½ |
| WIRE GOODS. | | |
| Bright..... | 70&10&1½ | |
| Screw Eyes..... | 70&10&1½ | |
| Gook's..... | 70&10&1½ | |
| Gate Hooks and Eyes..... | 70&10&1½ | |
| LEVELS. | | |
| Stanley Rule and Level Co.'s..... | dis. | 70 |
| KNOBS—New List. | | |
| Door, mineral, jap. trimmings..... | dis. | 50 |
| Door, porcelain, jap. trimmings..... | | 50 |
| Door, porcelain, plate trimmings..... | | 50 |
| Door, porcelain, trimmings..... | | 50 |
| Drawer and Shutter, porcelain..... | | 70 |
| LOCKS—DOOR. | | |
| Russell & Irwin Mfg. Co.'s new list..... | dis. | 50 |
| Mallory, Wheeler & Co.'s..... | | 50 |
| Branford's..... | | 50 |
| Norwalk's..... | | 50 |
| MATTOKS. | | |
| Adze Eye..... | \$16.00, | dis. 6 |
| Hunt Eye..... | \$15.00, | dis. 6 |
| Hunt's..... | \$18.50, | dis. 20&10 |
| MAULS. | | |
| Sperry & Co.'s, Post, handled..... | dis. | 50 |
| MILLS. | | |
| Coffee, Parkers Co..... | dis. | 40 |
| " P. S. & W. Mfg. Co.'s Mallicables..... | | 40 |
| " Landers, Berry & Clf. k's..... | | 40 |
| " Enterprise..... | | 40 |
| MOLASSES GATES. | | |
| Stebbin's Pattern..... | dis. | 60&10 |
| Stebbin's Genuine..... | | 60&10 |
| Enterprise, self-measuring..... | | 60&10 |
| NAILS. | | |
| Steel nails, base..... | | 1 80 |
| Wire nails, base..... | | 2 20 |
| Advance over base: | Steel | Wire |
| 60..... | Base | Bas |
| 50..... | Base | 1 |
| 40..... | 05 | 2 |
| 30..... | 10 | 3 |
| 20..... | 15 | 3 |
| 16..... | 15 | 3 |
| 12..... | 20 | 4 |
| 10..... | 25 | 5 |
| 8..... | 40 | 6 |
| & 6..... | 60 | 9 |
| 4..... | 1.00 | 1 50 |
| 3..... | 1.50 | 2 00 |
| 2..... | 1.50 | 2 00 |
| Fine 3..... | 60 | |
| Case 10..... | 75 | |
| " 8..... | 90 | |
| Finish..... | 85 | |
| " 8..... | 1.00 | |
| " 6..... | 1.15 | |
| Clinch..... | 85 | |
| " 8..... | 1.00 | |
| " 6..... | 1.15 | |
| Barrell ¾..... | 1.75 | |
| FLANES. | | |
| Olio Tool Co.'s, fancy..... | dis. | 20 |
| Schota Bench..... | | 20 |
| Sandusky Tool Co.'s, fancy..... | | 20 |
| Bench, first quality..... | | 20 |
| Stanley Rule and Level Co.'s, wood..... | | 20 |
| PANS. | | |
| Fry, Acme..... | dis. | 60— |
| Common, polished..... | dis. | 50 |
| RIVETS. | | |
| Iron and Tinned..... | dis. | 20 |
| Copper Rivets and Buds..... | | 20 |
| PATENT PLANISHED IRON. | | |
| "A" Wood's patent planished, Nos. 24 to 27 10..... | | 9 |
| "B" Wood's pat. planished, Nos. 25 to 27..... | | 9 |
| Broken packs ¼c per pound extra..... | | 9 |

| | |
|---|---------------------------|
| Sisal, ½ Inc and larger | 8 |
| Manilla SQUARES. | 1½ dis. |
| Steel and Iron..... | 75 |
| Try and Bevels..... | 60 |
| Mitre..... | 30 |
| SHEET IRON. | |
| Nos. 10 to 14..... | Com. Smooth. \$3 10 |
| Nos. 15 to 17..... | 4 30 |
| Nos. 18 to 21..... | 4 30 |
| Nos. 22 to 24..... | 4 30 |
| Nos. 25 to 26..... | 4 40 |
| No. 27..... | 4 60 |
| All sheets No. 18 and lighter, over 30 inches wide not less than 2½ extra | |
| SAND PAPER. | |
| List acct. 19, 186..... | dis. 50 |
| RASH CORD. | |
| Silver Lake, White A..... | list 50 |
| " " Drab A..... | " 55 |
| " " White B..... | " 50 |
| " " Drab B..... | " 55 |
| " " White C..... | " 35 |
| Discount, 10..... | |
| RASH WEIGHTS. | |
| Solid Eyes..... | per ton \$25 |
| " Hand..... | dis. 20 |
| " Silver Steel Dia. X Cuts, per foot..... | 70 |
| " Special Steel Dia. X Cuts, per foot..... | 50 |
| " Special Steel Dia. X Cuts, per foot..... | 40 |
| " Hampton and Electric Tooth X Cuts, per foot..... | 30 |
| TRAPS. | |
| Steel, Game..... | dis. 6x10 |
| Oneida Community, Newhouse's..... | 35 |
| Oneida Community, Hawley & Norton's..... | 70 |
| Mouse, choker..... | 15c per doz |
| Mouse, delusion..... | \$1.50 per doz. |
| WIRE. | |
| Bright Market..... | 65 |
| Annealed Market..... | 70-10 |
| Coppered Market..... | 60 |
| Tinned Market..... | 62½ |
| Coppered Spring Steel..... | 50 |
| Barbed Fence, galvanized..... | 3 40 |
| " painted..... | 2 85 |
| An Sable..... | dis. 25 & 10 25 & 10 40 5 |
| Putnam..... | dis. 05 |
| Northwestern..... | dis. 10 & 10 |
| WRENCHES. | |
| Baxter's Adjustable, nickeled..... | 30 |
| Coe's Genuine..... | 50 |
| Coe's Patent Agricultural, wrought..... | 75 |
| Coe's Patent, malleable..... | 75 & 10 |
| MISCELLANEOUS. | |
| Bird Cages..... | dis. 50 |
| Pumps, Clstern..... | " 75 |
| Screws, New 1 st..... | 70 & 10 |
| Castors, Bed a D Plate..... | 50 & 10 & 10 |
| Dampers, American..... | 40 |
| Forks, hoes, rakes and all steel goods..... | 65 |
| METALS. | |
| Pig Large..... | 25c |
| Pig Bars..... | 28c |
| ZINC. | |
| Duty: Sheet, 2½c per pound..... | |
| 600 pound casks..... | 6½ |
| Per pound..... | 7 |
| SOLDER. | |
| ¼ @ ¾..... | 15 |
| Extra Wiping..... | 16 |
| The prices of the many other qualities of solder in the market indicated by private brands vary according to composition. | |
| ANTIMONY | |
| Cookson..... | per pound 16 |
| Hallett's..... | 13 |
| TIN—MELTN GRADE. | |
| 10x14 IC, Charcoal..... | \$ 7 50 |
| 14x20 IC, "..... | 7 50 |
| 10x14 IX, "..... | 9 25 |
| 14x20 IX, "..... | 9 25 |
| Each additional X on this grade, \$1.75. | |
| TIN—ALLAWAY GRADE. | |
| 10x14 IC, Charcoal..... | \$ 6 50 |
| 14x20 IC, "..... | 6 50 |
| 10x14 IX, "..... | 8 00 |
| 14x20 IX, "..... | 8 00 |
| Each additional X on this grade \$1.50. | |
| ROOFING PLATES | |
| 14x20 IC, " Worcester..... | 6 50 |
| 14x20 IX, " "..... | 8 50 |
| 20x28 IC, " "..... | 13 50 |
| 14x20 IX, " Allaway Grade..... | 5 75 |
| 14x20 IX, " "..... | 7 25 |
| 20x28 IX, " "..... | 12 00 |
| 20x28 IX, " "..... | 15 00 |
| BOILER SIZE TIN PLATE. | |
| 14x28 IX..... | \$14 00 |
| 14x31 IX..... | 15 |
| 14x56 IX, for No. 8 Boilers, " per pound..... | 10 |
| 14x60 IX, " "..... | 10 |

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Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

Subscription Price, One Dollar per year, payable strictly in advance.

Advertising Rates made known on application.

Publication Office, 100 Louis St.

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, JUNE 3, 1891.

THE FRUITS OF UNIONISM.

The street railway strike has ceased to cut any figure, so far as any difference between the company and its former employees is concerned, as the company has supplied the places of all the strikers and is running cars on all its lines as regularly as ever. Having failed to accomplish the object for which they struck—three quarters of the men having no grievance but going out because ordered to do so by their union—the strikers are now endeavoring to prevent people riding on the cars by intimidation, coercion, boycotting, stone throwing, clubbing the employees of the road and destroying the boarding houses which harbor them. In this, the strikers and their union friends have been partially successful, but the spirit of Americanism is beginning to assert itself and the patronage of the street cars is daily increasing.

But for the encouragement of public officials and shyster merchants, the strike would not have lasted a week. Most of those who sympathized with the strike at its inception now revolt at the pillage and destruction which have ensued and are beginning to take strong grounds on the side of law and order, as they realize that the fruits of oath-bound unionism are riot, anarchy and murder—that the men who belong to the unions and cater to their ideas bow their heads to a tyranny ten times more oppressive than that of the Czar of Russia.

At a meeting of representative business men, held at the Board of Trade rooms Saturday afternoon, the conduct of the Mayor, Common Council, Prosecuting Attorney and acting Police Judge were denounced in unmeasured terms and they were given to understand that the law must be enforced and order restored. Unless the demagogic public officials now do their duty and suppress the rioting which has been allowed to continue under the name of unionism, the people will rise *en masse* and compel the enforcement of the law.

SHOULD BE DETERMINED.

One of the evils of the bonus method is thus set forth by the *Detroit News*:

It is intimated that the Cochrane roller mill making plant, which the city of Escanaba secured by paying a generous bonus, is about to move to Virginia, probably for another bonus, and as many another Michigan town has been plundered in the same way, this would be a good time to see what the courts can do for the protection of bonus paying people. There has been one lower court decision in Michigan to the effect that a town which pays a price for a factory has an interest in it, and must be paid for it if the factory leaves. The people of Escanaba should serve an injunction upon the Cochrane institution, and take the matter to the Supreme Court before they stop.

THE TRADESMAN joins with the *News* in advising the people of Escanaba to

make a test case of the matter, to the end that the exact status of bonus industries may be established.

At this time, when America is paying the penalty of opening her doors to the poor and oppressed—and criminal classes—of all nations, any fact connected with the importation problem is of interest. Sweden recently instituted an enquiry into the effect upon the population of that country of the great volume of emigration to America, resulting in the conclusion that the country is being almost denuded of young men, that young women for domestic service are becoming scarce, that the wages demanded by servants have risen to double the figures of a few years ago, that the supply of conscripts is running short, and generally the country is being stripped of its effective population.

The Bureau of Engraving and Printing has the plates of the new \$2 certificate nearly ready for the printers. There will not be so much lathe work on it as there is on the old series of \$2 bills, and much more of the white background will be visible. There will be a vignette of the late Secretary Windom in the center of the certificate, and a bright carmine seal will be substituted for the brown seal which appears on the old notes. This seal will be put in the right lower quarter of the bill. About \$40,000,000 of the old \$2 certificates are outstanding, and as fast as they are received at the Treasury they will be marked for destruction.

Shellac is practically cornered, all of the available stocks in Calcutta, except of one grade, having been shipped to London and the United States, and producers refuse to sell their output at prices ruling at the export markets. Manufacturers declare that they cannot produce shellac at the old prices, and that a readjustment of values must be made. Part of the advance that has been made in London and the United States must therefore be regarded as permanent.

Judge Champlin is out with a card to the effect that the Judges of the Supreme Court work sixteen hours a day on the average. If the Judges are not more discreet, they will find their tribunal boycotted by the labor unions for permitting the Judges to put in so many hours.

Origin of the Word "Interest."

Careful enquiry into the subject has led me to the very curious origin of the word "interest" itself, as signifying the compensation paid for the use of money. Anciently the term employed was "use" or "usury," meaning not unlawful or excessive interest, but any interest whatever. Indeed, until a very recent period, notes were drawn in New England, and, for all that I know, in other parts of the country also, payable "with use" instead of "with interest." Now, this taking of usury, or accepting money for the use of money, was strictly forbidden to the Jews by the Mosaic law in transactions between themselves, and it was only permitted in dealings with strangers. Christianity retained the prohibition and taught that it was a sin for a man to accept any kind of reward for a loan of money. In the "Merchant of Venice" Shakespeare makes the Christian Antonio, vilify the taking of interest to the Jew, Shylock, and meet his reasonable

argument that money may as righteously be paid for the hire of money as for the hire of any other kind of property, by denouncing him as a devil and a villain. In the course of the discussion the word "interest" is employed by both parties as synonymous with "usury," without a suggestion of the modern distinction between the two, showing that they had in Shakespeare's day the same meaning.

The religious condemnation of the taking of hire for money, which, during the early ages of Christianity, owing to the limited extent of trade and commerce, produced little inconvenience, proved to be very injurious, so soon the advance of civilization and the development of the world's wealth made it profitable for men to borrow capital for the carrying out of their business undertakings. Borrowers were compelled to either resort to Jews like Shylock, who had no scruples of conscience to prevent their exacting the highest rates they could get, or else to equally unscrupulous Christians. Both required payment, as modern usurers do, not only of what their loans were reasonably worth, but of an additional amount to compensate them for the odium they incurred by their transactions. This, at length, set the ecclesiastical authorities to scrutinizing the doctrine on the subject, with a view to discovering a method by which good Christians might conscientiously compete in money lending with the Jews and with Christian extortioners. The conclusion they came to was, that, while payment for the hire of money ought not to be exacted, the lender was justly entitled to compensation for the profits he might have made by using it himself and which he lost by lending it. The borrower was, therefore, in conscience bound to pay, not use or usury for the loan made to him, but damages for keeping the money out of the owner's hands. The law term for such damages was *id quod interest*, or, as it is still expressed in the French law, "interest damages" (damages-interests). Hence came by abbreviation our modern "interest," which has entirely supplanted the old "usury," leaving still attached to the latter word the odium which once attended all interest. The rates of hire for money were therefore fixed by law, and "usury" ultimately denoted only the exaction of more than legal interest, as it does to this day. But, though, when Shakespeare wrote the "Merchant of Venice," the taking of interest had been lawful for half a century, the ancient prejudice against it had, as we see, not yet died out, and a certain obloquy followed those who practiced it. More than this, it was many years before the courts could bring themselves to allow interest in cases where it had not been expressly promised, and then they did it only upon the same theory as that upon which it was first conceded, namely, as damages for the wrong done to the owner of the principal for not paying it to him on the day when it was due.

MATTHEW MARSHALL.

Canadian Sugar to Compete with Ours.

An Ottawa dispatch to the *Philadelphia Press* says that "it is understood that the government has decided to grant a rebate on all sugars manufactured in Canada for export, which will place the Canadian refiner in the same position as the American refiner, to trade in foreign markets. Canadian refiners are now pressing for a rebate on sugar manufactured for domestic purposes."

We were going to fill this space with a description of our new place of business, but a representative of one of Detroit's largest houses remarked, after being shown through the establishment:

"You have the largest and by far the most convenient wholesale grocery house in the state, and the cost of handling your goods so reduced by having cars run directly into your store and other conveniences, it would seem an easy thing for you to undersell any of them."

So, being too crowded with business to write an article to fill the space, we will simply quote the truthful statement of the Detroit business man.

OLNEY & JUDSON GROCER CO.

P. S.—As we write this article, we count fourteen retail delivery wagons in front of our store waiting to be loaded. Stop where you see the most business going on.

Nos. 34-36-38 Ottawa St., and 94-96 Louis St.

Good Advice to Wool Growers and Buyers.

Written for THE TRADESMAN.

The day has come when parties putting up fleece wool, regardless of condition, must stop or accept such price at a lower rate as can be coaxed from purchasers.

The indiscriminate stuffing of tags and unwashed wool and clippings with sweepings from the shearing floor inside the fleece, both washed and unwashed, reverts back on the grower and dealer alike.

Again, an excess of twine (over 10 feet is an excess), the large size of same, as well as the kind, will affect the price. As to kind, a sisal or jute should not be used (binder twine of this material), as the small particles come off and adhere to the fleece. The cards will not remove it, nor will it take the dyes to correspond with fibers of wool, leaving a spot on the cloth, giving it a speckly appearance. The cost of smaller or better hemp or linen twine cuts no figure, even if 20 feet is used, but 20 to 30 feet of regular wool twine does. It should be glazed and less of it used.

For all this disparagement in our fleece wools the grower is first to blame, and the buyer next for taking it in any such condition. They are all now forced to look to it, or submit to the depreciation. Buyers may take it from the farmer, but he certainly will find another disastrous year like the past four, if he does.

All this is brought about by foreign countries (especially Australia) putting up their fleece with care and light twine. They take off the skirts of the fleece and sell each separately, tied with 5 feet of light twine, while our growers don't take off the skirting but stuff in all they tagged off from sheep in spring. The difference to manufacturers is, twelve times the cost to grade for carding, or twelve men to grade fleece, with tags left to be scoured, against one man on Australian and no tags. Buyers must see to it, and growers pay for past years' negligence.

Better not wash this year.

WM. T. HESS.

The national banking statistics for the last six months present some curious and interesting features. The opposition to the national banks has always been largely sectional in its character, being confined, for the most part, to the West and South, and the representatives of these sections have denounced the East as being in the grasp of bankers and money kings, and have demanded the abolition

of the national banking system as the only hope of the West and South. The geography of the one hundred and four new banks established during the last half year is therefore all the more interesting. Texas is credited with thirteen of these, and the new state of Washington with ten, as against twelve for Pennsylvania and seven for the "gold bug" state of New York. Illinois, where the Farmers' Alliance has made itself a political power, and one of the chief demands of which is the abolition of the entire national banking system, has taken out seven new bank charters, with an aggregate capital of \$1,450,000, while New York, with double the population of Illinois, has taken out only the same number, with an aggregate capital of only \$500,000. These figures are a significant commentary on the opposition to the system, and show how thoroughly demagogic and superficial it is. In no part of the country is the system so essential to growth and development as where the greatest opposition has been made to it. The facts are all against the cranky agitators.

Good Words Unsolicited.

B. Zevalkink, grocer, Grand Rapids: "We missed THE TRADESMAN this week. Please mail us another copy, as we can't be a single week without it."

Albert Retan, dry goods, St. Johns: "Send it along. We consider THE TRADESMAN the business man's best friend, and am unwilling to miss a single number."

Geo. H. Spencer, general dealer, Pomona: "You must have failed to receive the last \$1 I sent you, but as THE TRADESMAN is well worth \$2 a year to me, I enclose herewith another \$1, trusting it will reach you all right."

Geo. B. Caldwell, State Accountant, Lansing: "I must congratulate you on the improved appearance of THE TRADESMAN this week. It is not only a credit to the Second City, but indicates that same progressive spirit on your part which has made your paper valuable to the trade in particular and to those not now in trade who desire to know what the busy world is doing."

Muskegon Notes.

Charpentier & Charpentier, whose grocery store on Pine street was destroyed in the fire, have engaged a store in the brick block at 44 South Terrace street, and have put in a stock of groceries.

E. P. Watson has removed his grocery stock from the old location on Terrace street to 5 East Western avenue.

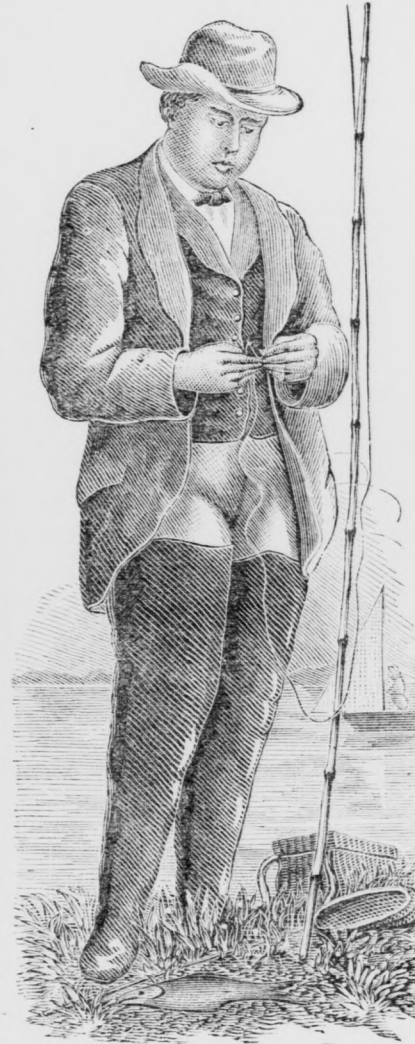
C. M. Philabaum has taken the store vacated by Mr. Watson and resumed the grocery business under the former style of the "Bee Hive." The stock was furnished by the Olney & Judson Grocer Co. and Franklin MacVeagh & Co.

FISHING TACKLE

— AND —

SPORTING GOODS

HEADQUARTERS.



SPALDING & CO.

SUCCESSORS TO

L. S. HILL & CO.

Importers, Manufacturers
and Jobbers of

Sporting & Athletic Goods.

100 Monroe St.,

40, 42 & 44 N. Ionia St.

Grand Rapids, Mich., April 8, '91.

Having sold to Foster, Stevens & Co., of this city, our entire stock of sporting goods consisting of guns, ammunition, fishing tackle, bicycles, etc., we would bespeak for them the same generous patronage we have enjoyed for the past ten years, and trust with their facility for carrying on the sporting goods business our patrons will find their interests will be well protected in their hands.

Very truly yours,

SPALDING & CO.

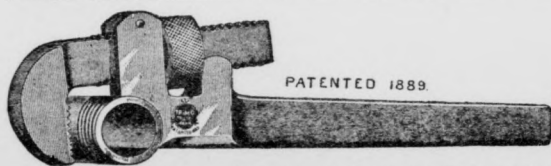
Having purchased the above stock of goods and added to it very largely, and placed it in charge of William Woodworth, who for many years was with L. S. Hill & Co., and then Spalding & Co., we think we are now in excellent shape to supply the trade of Western Michigan.

Wall Paper and Window Shades.

House and Store Shades Made to Order.

NELSON BROS. & CO.,

68 MONROE STREET.



PATENTED 1889.

TRIMO

Pipe Wrench

Made of Forged Steel and Interchangeable in all its Parts. Sold by

HESTER & FOX, - - - Grand Rapids, Mich.

FOSTER-STEVENS
& CO.
MONROE ST.

Drugs & Medicines.

State Board of Pharmacy.
One Year—Stanley E. Parkill, Owosso.
Two Years—Jacob Jesson, Muskegon.
Three Years—James Vernon, Detroit.
Four Years—Ottmar Eberbach, Ann Arbor.
Five Years—George Gundrum, Ionia.
President—Jacob Jesson, Muskegon.
Secretary—Jas. Vernon, Detroit.
Treasurer—S. E. Parkill, Owosso.
Meetings for 1901—Ann Arbor, May 5; Star Island (Detroit) July 7; Houghton, Sept. 1; Lansing Nov. 4.

Michigan State Pharmaceutical Ass'n.
President—D. E. Prall, Saginaw.
First Vice-President—H. G. Coleman, Kalamazoo.
Second Vice-President—Prof. A. B. Prescott, Ann Arbor.
Third Vice-President—Jas. Vernon, Detroit.
Secretary—C. A. Bugbee, Cheboygan.
Treasurer—Wm Dupont, Detroit.
Next Meeting—At Ann Arbor, in October, 1901.

Grand Rapids Pharmaceutical Society.
President, W. R. Jewett, Secretary, Frank H. Ecott.
Regular Meetings—First Wednesday evening of March, June, September and December.

Grand Rapids Drug Clerks' Association.
President, F. D. Kipp; Secretary, W. C. Smith.

Detroit Pharmaceutical Society.
President, F. W. R. Perry; Secretary, E. S. Anderson.

Muskegon Drug Clerks' Association.
President C. S. Koon; Secretary, A. T. Wheeler.

Success and Failure Among Advertisers.

Recent statistics, according to Bradstreet's Commercial Directory, show that in all lines of industrial life more than four-fifths, or over eighty-two per cent. of all who failed in business in the United States last year were brought to that condition primarily because of lack of equipment, either natural or acquired, mental or financial, or through lack of special education in their respective lines of trade.

It is clear and plainly evident that poor and superficial preparation for business life is the one great weakness of our present industrial training—the broadest of all avenues leading to failure. It is this lack of proper equipment which causes certain advertisers to fail, while others gradually work their way to eminent success and great wealth. The great study with the advertiser, therefore, should be how to start right, how to go on right, how to constantly keep fully equipped.

Advertising is a science. What would be thought of a young man or youth who developed a genius for mathematics, or said, "I will not study arithmetic, or algebra, or geometry. I will not give time to the teaching of the professors or masters of the great science, but I will work out all for myself, arriving at better methods, through the power of my own intellect and genius." However great his natural ability he could not progress far in a lifetime. But if he availed himself of the knowledge left to all as a heritage—treasure accumulated by thousands of great minds in the years and ages past—then might he become great in the profound science, and possibly renowned through some advance or improvement or simplifying of methods.

The same holds true in the science of advertising; the man who becomes great in it must possess genius of a certain description; and he must ever be a student—first, to secure the wisdom of the past and present; second, to keep in the van, to be a leader in the rapid march of progress.

As the ordinary youth readily learns enough of mathematics to very well serve the purposes of ordinary business life, so may the ordinary advertiser succeed moderately well with the same half careless study and the same lack of genius.

Hard, patient work accomplishes much. In one sense industry and research are the parents of genius. Thus, advertisers without much genius, who study the science moderately, succeed fairly, while those who have natural genius in a high degree, but who will not work to learn from others, almost invariably fail. But great success is the result of the happy union of natural genius and careful, patient study and investigation.

PRINTERS' INK, published weekly at \$2 a year, by Geo. P. Rowell & Co., New York.

This little magazine is an educator; it teaches the science of advertising. From an editorial standpoint it is able. Its contributors are, in the main, the most successful advertisers and advertising

experts. Its advertisers are very largely the ablest advertising agencies and the liveliest and most valuable advertising medium. Its proprietor, the strong, leading agency, of whom that progressive, thoughtful student and teacher of the science of advertising, Mr. George P. Rowell, is the head. The reader is certainly brought in contact with many of the brightest and ablest minds who are interested in advertising. Such interchange of thought means constant progress.

It is an exchange for the promotion of the science of advertising through bringing together, in free discussion, the ablest minds. As a publication calculated to successfully educate and develop the advertiser, it stands entirely unequaled and unrivaled in this or any other country. Issued weekly, its teaching and influence are continuous on the reader; thus are men guided and developed almost without realizing it. This continuous education means continuous progress for the great field of advertisers. Do not understand me as saying that all wisdom in the art is to be found in this magazine, but I do say that more is to be found there than in any other single channel in the world. The chart is a little thing, but on it much of the safety of the mariner depends. PRINTERS' INK is the chart or guide to whom many advertisers already owe much of their safety and success.

For twenty years I have constantly advertised. Successful at the start, through the value of an original, popular idea, I was weak enough to fancy that I knew something about advertising. The loss of over one hundred thousand dollars in 1872 made a profound impression on me, to the effect that I knew nothing about it. I went to work to try to learn the art, and, by constant endeavor and study, I have been able to hold a place in the ranks of success.

Could I have had at that time such a magazine, such an exchange of thought, such a teacher and educator as PRINTERS' INK, I think I should have saved over one hundred thousand dollars in 1872. I also believe I should have made more money, and with less worry and care, as the years rolled by.

The reader doubtless infers that I would pay a high price for PRINTERS' INK if necessary. I would pay one thousand dollars a year for it, if it could not be secured for less, simply because I believe it to be worth more than that sum to me in my business.

The successful lawyer studies the *Law Reporter*, the successful physician and surgeon the *Medical and Surgical Review*, and the successful advertiser *Printers' Ink*.

Mistake not, reader. This article is not intended to flatter and does not flatter. Flattery imitates as nearly as possible the form of honest, deserved merit, and the one is only too frequently taken for the other. Happy are those whose keen perceptions enable them to clearly distinguish the true and substantial from the false and hollow.

E. C. ALLEN.

Call for a Half Cent.

The $\frac{1}{2}$ cent has become a necessity in American trade, and the American Newsdealers' Association will petition Congress to establish a $\frac{1}{2}$ cent coinage. On 1 cent papers the dealers' profit is only $\frac{1}{2}$ cent, and in many instances the $\frac{1}{2}$ cent is lost because there is no coin of this value. An appreciable loss arises from this source in the course of a year. It is a favorable way in marking retail goods of all kinds to rate them in such a way that the $\frac{1}{2}$ comes in, and in every case goes to the dealer. This odd cent in a large establishment certainly amounts to several dollars daily, which the buyer loses and the seller gains for the want of a $\frac{1}{2}$ cent coin. The infinitesimal division of industry and retail supply long ago made these coins a necessity in Europe. A centime is the one-fifth of a cent. Switzerland has a centime piece, Belgium a 2 centime piece, Germany has the pfennig, equal to one-fourth of a cent.

BUSINESS LAW.

Summarized Decisions from Courts of Last Resort.

INSURANCE—"VACANT AND UNOCCUPIED."

According to the decision of the Supreme Court of Illinois, in the case of Rockford Insurance Co. vs. Storig, the question what is meant by the term "vacant and unoccupied" in a policy of insurance is a question of law, but the question whether a building was at the time of a loss "vacant and unoccupied" within the meaning of the policy is a question of fact.

BANK—PAYMENT—DECEIT—RECOVERY.

A bank which ignorantly pays money to the holder of an instrument upon the faith of a third person's statement that he knows the holder to be the payee, and is afterwards compelled to pay the amount to the true payee, may recover the sum from the third person in an action of deceit, according to the decision of the Supreme Court of Colorado in the case of Lahy vs. City National Bank of Denver.

STATE TAXATION—TELEGRAPH COMPANY.

In the case of Commonwealth of Massachusetts vs. Western Union Telegraph Co., the validity was questioned of a law of Massachusetts which taxed the buildings, machinery and other property of the company within the State, first ascertaining and deducting the amount of property of the company already assessed by municipal or other local authority. The Supreme Court of the United States upheld the validity of the law, but directed certain modifications to be made in the judgment of the State Court.

LANDLORD AND TENANT—SALE OF GRAIN.

A party engaged in the business of buying and selling grain in Illinois in August and December bought in the regular course of business oats and corn of a tenant amounting to \$227, which was paid for at the time. The purchase was in the ordinary course of business, without any notice that the vendor was a tenant, or that the grain was raised upon rented premises, and there were no facts or circumstances shown to put the purchaser on inquiry. The tenant being indebted for the rent, his landlord sued the purchaser personally for the value of the grain, and it was stipulated that any proof showing a right of recovery in any form of action should be admitted. The Supreme Court of Illinois held, in the case of Finney vs. Harding, that the plaintiff could not maintain the action. The court said that a bona fide purchaser of grain from a tenant without notice of the landlord's lien thereon for unpaid rent, or of facts sufficient to put him on inquiry, will not be liable to the landlord for its value in a personal action, but the landlord may still levy his distress warrant on the grain if it can be found and identified.

Large Umbrella.

The biggest umbrella in the world has been made for the use of a West African king. The umbrella, which can be closed in the usual manner, is twenty-one feet in diameter, and is affixed to a polished mahogany staff of the same length. The canopy is made of India straw, lined with cardinal and white, has a score of straw tassels and a border of crimson satin. On the top is a pine-shaped straw ornament which terminates in a glided cone. When in use the umbrella is fixed in the ground, and under its shelter the king is able to entertain thirty guests at dinner.

She Was Shopping.

Friend (noticing the confusion of goods of every description scattered promiscuously around the store)—Hello! what's happened? Been taking an inventory, had a fire, or are you going to move out? Merchant—That shows how little you know about storekeeping. We have merely been waiting on a lady who dropped in for a paper of pins.

Gossip About Detroit Druggists.

DETROIT, June 1.—The next meeting of the Detroit Pharmaceutical Society will be the annual meeting, when new officers will be elected.

Don't say a word about it, but Fred Stevens, the hustling, genial and highly respected druggist, a leader in the druggist base ball nine, is now standing on the brink of the precipice and early in June will leap into matrimony. Fred's brother druggists all wish him joy.

The drug business is quiet, but new stores are being opened in all directions by young men who think they see millions in it. They better leave their money in the bank at 4 per cent. and work on a salary.

A genuine surprise was sprung on our druggists by the consolidation of the business of Williams, Sheley & Brooks and Jas. E. Davis & Co. It makes a strong combination and, with Jas. E. Davis as general manager, things are likely to hum. Jas. E. is built that way. He can't help it.

We are beginning to think of taking our summer vacations, but will not decide where to go until we know which road affords the best walking.

Fred Perry, the retiring President of the Pharmaceutical Society, has filled the position to the satisfaction of every member. There is no man in the business who stands higher in the estimation of those in the drug business than Mr. Perry.

There is a great deal of curiosity to know how the officers of the Board of Pharmacy will be dealt out. The next meeting will tell the story. ***

A Strong Team.

The drug houses of Williams, Sheley & Brooks and James E. Davis & Co. have decided to amalgamate as Williams, Davis, Brooks & Co., with a capital stock of \$300,000. Mr. Davis will be general manager and executive head. Mr. Williams will have charge of the finances. Mr. Brooks will be the buyer and Mr. Sheley will be a plain partner with nothing to do but share in the profits. The new firm will occupy the present quarters of Williams, Sheley & Brooks. The consolidation makes the new house a strong one.

Test for Purity of Wax.

The best method to ascertain whether your beeswax contains Japan wax, resin, stearic acid, etc., or not, is the following: Add one gramme of the beeswax to a solution of three grammes sodium carbonate in ten o. c. water, and heat to the boiling point. Pure wax, on cooling, separates completely from the liquid, which assumes a very faint opalescence. If there are present any of the above-named adulterants the liquid will become turbid and milky.

The Drug Market.

Opium is dull and lower. Morphine is unchanged. Quinine is weak. Oil orange is higher. Oil cloves has declined. Oil cubebs is lower. Lupulin has declined. Strychnia has advanced. Linseed oil is lower. Lycopodium has advanced.

Detroit—Wm. H. Burke has purchased the drug stock of the S. A. Dupont estate.

Drug Store for Sale at a Bargain

On long time if desired, or will exchange for part productive real estate. Stock clean and well assorted. Location the best in the city. I wish to retire permanently from the drug business.

C. L. BRUNDAGE,

Opp. New Post Office. 117 W. Western Ave. Muskegon, Mich.

CINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists, GRAND RAPIDS.

Wholesale Price Current.

Advanced—Oil orange, strychnia, lycopodium.
Declined—Gum opium, oil cloves, oil cubeb, lupulin, linseed oil.

| ACIDUM. | | TINCTURES. | |
|--------------------------|-----------|----------------------|----|
| Aceticum | 80 10 | Aconitum Napellis R. | 60 |
| Benzolium German. | 80 10 | doz | 50 |
| Boricum | 20 35 | Aloes | 60 |
| Carbolicum | 23 35 | doz | 60 |
| Citricum | 58 60 | Arnica | 50 |
| Hydrochlor | 36 5 | Arnica | 50 |
| Nitricum | 10 12 | Asafetida | 50 |
| Oxalicum | 11 13 | Atropa Belladonna | 60 |
| Phosphoricum dil. | 29 | Benzoin | 60 |
| Salicylicum | 1 40 21 | doz | 50 |
| Sulphuricum | 13 40 5 | Sanguinaria | 50 |
| Tannicum | 1 40 21 | Barosma | 50 |
| Tartaricum | 40 42 | Cantharides | 50 |
| AMMONIA. | | CAPSICUM. | |
| Aqua, 16 deg. | 3 1/2 5 | doz | 50 |
| 20 deg. | 5 1/2 7 | doz | 50 |
| Carbonas | 12 14 | doz | 50 |
| Chloridum | 12 14 | doz | 50 |
| ANILINE. | | CATECHU. | |
| Black | 2 00 2 25 | doz | 50 |
| Brown | 80 21 0 | doz | 50 |
| Red | 45 50 | doz | 50 |
| Yellow | 2 50 2 30 | doz | 50 |
| BACCÆ. | | CINCHONA. | |
| Cubeae (po. 90) | 90 21 10 | doz | 50 |
| Juniperus | 80 10 | doz | 50 |
| Xanthoxylum | 25 30 | doz | 50 |
| BALSAMUM. | | COLUMBA. | |
| Copaiba | 55 60 | doz | 50 |
| Peru | 61 75 | doz | 50 |
| Terabin, Canada | 35 40 | doz | 50 |
| Tolutan | 35 50 | doz | 50 |
| CORTEX. | | CONFITUM. | |
| Abies, Canadian | 18 | doz | 50 |
| Cassia | 11 | doz | 50 |
| Cinchona Flava | 18 | doz | 50 |
| Euonymus atropurp. | 30 | doz | 50 |
| Myrica Cerifera, po. | 20 | doz | 50 |
| Prunus Virgin. | 12 | doz | 50 |
| Quillaja, grd. | 14 | doz | 50 |
| Sassafras | 14 | doz | 50 |
| Ulmus Po (Ground 12) | 10 | doz | 50 |
| EXTRACTUM. | | DIGITALIS. | |
| Glycyrrhiza Glabra | 24 25 | doz | 50 |
| Haematox, 15 lb. box | 11 12 | doz | 50 |
| " 1s. | 13 14 | doz | 50 |
| " 1/2s. | 14 15 | doz | 50 |
| " 1/4s. | 16 17 | doz | 50 |
| FERRUM. | | ERGOT. | |
| Carbonate Precip. | 15 | doz | 50 |
| Citrate and Quinia | 63 50 | doz | 50 |
| Citrate Soluble | 80 | doz | 50 |
| Ferrocyanidum Sol. | 50 | doz | 50 |
| Solut Chloride | 15 | doz | 50 |
| Sulphate, com'l. | 1 1/2 2 | doz | 50 |
| " pure | 2 7 | doz | 50 |
| FLORA. | | GENTIAN. | |
| Arnica | 18 20 | doz | 50 |
| Anthem. | 20 25 | doz | 50 |
| Matricaria | 25 30 | doz | 50 |
| FOLIA. | | GUALCA. | |
| Barosma | 30 35 | doz | 50 |
| Cassia Acutifol. | 25 28 | doz | 50 |
| " Alx. | 35 50 | doz | 50 |
| Salvia officinalis, 1/2s | 12 15 | doz | 50 |
| Ura Ursi | 80 10 | doz | 50 |
| GUMMI. | | ZINGIBER. | |
| Acacia, 1st picked | 21 00 | doz | 50 |
| " 2d | 20 | doz | 50 |
| " 3d | 20 | doz | 50 |
| " sifted sorts | 65 | doz | 50 |
| " po | 75 21 00 | doz | 50 |
| Aloe, Barb. (po. 60) | 50 60 | doz | 50 |
| " Cape, (po. 20) | 12 | doz | 50 |
| " Socotri, (po. 60) | 50 | doz | 50 |
| Catechu, 1s, 1/2s, 1/4s | 1 16 | doz | 50 |
| Ammoniac | 25 30 | doz | 50 |
| Asafoetida, (po. 30) | 20 | doz | 50 |
| Benzoinum | 50 55 | doz | 50 |
| Camphora | 52 55 | doz | 50 |
| Euphorbium po | 35 10 | doz | 50 |
| Galbanum | 63 00 | doz | 50 |
| Gamboge, po. | 80 95 | doz | 50 |
| Gualaca, (po. 40) | 20 | doz | 50 |
| Kino, (po. 25) | 20 | doz | 50 |
| Mastic | 20 | doz | 50 |
| Myrrh, (po. 45) | 40 | doz | 50 |
| Opil, (po. 3 40) | 2 00 2 23 | doz | 50 |
| Shellac | 23 30 | doz | 50 |
| " bleached | 23 33 | doz | 50 |
| Tragacanth | 30 75 | doz | 50 |
| HERBA—In ounce packages. | | SPIRITUS. | |
| Absinthium | 25 | doz | 50 |
| Eupatorium | 20 | doz | 50 |
| Lobelia | 25 | doz | 50 |
| Majorum | 25 | doz | 50 |
| Mentha Piperita | 23 | doz | 50 |
| " Vir | 25 | doz | 50 |
| Rue | 25 | doz | 50 |
| Tanacetum, V. | 22 | doz | 50 |
| Thymus, V. | 25 | doz | 50 |
| MAGNESIA. | | SYRUPS. | |
| Calcined, Pat. | 55 60 | doz | 50 |
| Carbonate, Pat. | 20 22 | doz | 50 |
| Carbonate, K. & M. | 20 25 | doz | 50 |
| Carbonate, Jennings | 35 36 | doz | 50 |
| OLEUM. | | doz | 50 |
| Absinthium | 5 00 2 50 | doz | 50 |
| Amygdalae, Dulc. | 45 75 | doz | 50 |
| Amygdalae, Amarae | 8 00 2 25 | doz | 50 |
| Anisi | 1 70 2 10 | doz | 50 |
| Aurant Cortex | 3 00 2 30 | doz | 50 |
| Bergamuti | 3 75 2 40 | doz | 50 |
| Cajuputi | 1 00 2 10 | doz | 50 |
| Caryophylli | 1 00 2 10 | doz | 50 |
| Cedar | 35 65 | doz | 50 |
| Chenopodii | 2 00 | doz | 50 |
| Cinnamonuli | 1 15 2 10 | doz | 50 |
| Citronella | 45 | doz | 50 |
| Conium Mac. | 35 65 | doz | 50 |
| Copaiba | 1 20 2 10 | doz | 50 |

| Morphia, S. P. & W. | 2 20 2 45 | Seldlitz Mixture | 25 | Lindseed, boiled | 55 | 58 |
|---------------------------|-----------|------------------------------|------------|------------------------|-----------|----------|
| S. N. Y. Q. & | 2 40 | Sinapis | 18 | Neat's Foot, winter | 50 | 69 |
| C. Co. | 2 10 2 35 | Snuff, opt. | 30 | strained | 50 | 69 |
| Moschus Canton | 2 40 | Snuff, Maccaboy, De | 35 | Spirits Turpentine | 43 1/2 | 50 |
| Myristica, No. 1 | 70 75 | Voos | 35 | PAINTS. | | bbl. lb. |
| Nux Vomica, (po. 20) | 2 10 | Snuff, Scotch, De. Voos | 35 | Red Venetian | 1 1/2 | 2 1/2 |
| Op. Sepia | 33 38 | Soda Boras, (po. 13) | 12 13 | Ochre, yellow Mars | 1 1/2 | 2 1/2 |
| Pepsin Saac, H. & P. D. | 2 00 | Soda et Potass Tart. | 30 33 | " Ber | 1 1/2 | 2 1/2 |
| Picis Liq. N. C., 1/2 gal | 2 00 | Soda Carb. | 1 1/2 2 | Putty, commercial | 2 1/2 | 2 1/2 |
| doz | 2 00 | Soda, Bi-Carb. | 5 | " strictly pure | 2 1/2 | 2 1/2 |
| Picis Liq., quarts | 2 00 | Soda, Ash | 3 1/2 4 | Vermilion Prime Amer- | 13 1/2 | 16 |
| doz | 2 00 | Soda, Sulphas | 2 5 | Vermilion, English | 70 75 | 75 |
| Pil Hydrarg., (po. 80) | 2 50 | Spts. Ether Co | 50 55 | Green, Peninsular | 70 75 | 75 |
| Piper Nigra, (po. 22) | 2 1 | " Myrcia Dom | 25 25 | Lead, red | 67 1/2 | 71 |
| Piper Alba, (po. 65) | 2 3 | " Myrcia Imp. | 25 25 | " white | 67 1/2 | 71 |
| Pix Burgun. | 2 7 | " Vini Rect. bbl. | 2 37 | Whiting, white Span | 67 1/2 | 71 |
| Plumbi Acet | 14 15 | Less 5c gal., cash ten days. | 2 37 | Whiting, Gliders | 67 1/2 | 71 |
| Pulvis Ipecac et opil. | 1 10 2 20 | Strychnia Crystal | 21 30 | White, Paris American | 1 00 | 1 00 |
| Pyrethrum, boxes H | 30 30 | Sulphur, Subl. | 3 4 | Whiting, Paris Eng. | 67 1/2 | 71 |
| & P. D. Co., doz. | 21 25 | " Roll | 22 34 | cliff | 1 40 | 1 40 |
| Pyrethrum, pv | 30 35 | Tamarinds | 8 10 | Pioneer Prepared Paint | 30 1 40 | 30 1 40 |
| Quassia | 8 10 | Terebenth Venice | 23 30 | Swiss Villa Prepared | 1 00 2 10 | 2 10 |
| Quinia, S. P. & W. | 33 36 | Teobromae | 45 55 | Paints | 1 00 2 10 | 2 10 |
| S. German | 24 30 | Vanilla | 9 00 16 00 | VARNISHES. | | |
| Rubia Tinctum | 12 14 | Zinc Sulph. | 7 8 | No. 1 Turp. Coach | 1 10 2 10 | 2 10 |
| Saccharum Lactis pv. | 2 33 | OILS. | | Extra Turp. | 1 00 2 10 | 2 10 |
| Salacin | 1 80 2 15 | Bbl. Gal | | Coach Body | 2 75 2 30 | 2 30 |
| Sanguis Draconis | 40 50 | Whale, winter | 70 70 | No. 1 Turp. Furn. | 1 00 2 10 | 2 10 |
| Santonine | 24 50 | Lard, extra | 55 60 | Extra Turk Damar | 1 55 2 10 | 2 10 |
| Sapo, W. | 12 14 | Lard, No. 1 | 45 50 | Japan Dryer, No. 1 | 70 75 | 75 |
| " M. | 10 12 | Linseed, pure raw | 52 55 | | | |
| " G. | 15 | | | | | |

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES.

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES, GINS, WINES, RUMS.

We sell Liquors for Medicinal Purposes only.

We give our Personal Attention to Mail Orders and Guarantee Satisfaction.

All orders are Shipped and Invoiced the same day we receive them. Send in a trial order.

Hazeltine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

GROCERIES.

Pearl Barley.

To pearl barley means to gradually wear off the rough outer coating or hull. Unlike other kinds of grain, the hull has a wonderful faculty of sticking and the only way to get it off is to wear it off.

Oats are easily hulled by drying and afterward passing them through or between two gritty sandstones dressed for this purpose. Rice and buckwheat are also easily hulled, but with barley it is altogether a different matter, and the only way to get rid of the hull is to place the kernels between two substances, generally stone on one side and steel bars on the other, and hold them there until the hull is worn away. The stone revolves rapidly in one direction while the steel bars revolve in the opposite direction at considerably less speed, usually in the proportion of fourteen to one, or while the stone makes 450 revolutions the bars make thirty. This opposite movement of the stone and bars has a tendency to keep the barley rolling, and as it comes into contact with the stone on one hand and the bars on the other the outside coating is worn off.

The simplest possible way of making pearl barley is to put it into a barley mill and hold it there until the hull is worn off; this usually requires about ten minutes' time, but, of course, much depends upon the kind of machine used; whatever is used, the principle is the same. It is to gradually wear off the hull without breaking the berry.

Since rolled wheat has become such a favorite dish it has become necessary to hull the rough outer bran, and especially the fuzzy ends of the kernels, before steaming and rolling. The barley mill is especially well adapted to do this work, but speed must be reduced considerably so as not to break the kernels. It also requires much less time. The same is true of wheat. In the manufacture of whole wheat flour, first pearl the rough bran and fuzz, then grind the balance into flour.

As before stated, the simplest process of making pearl barley is with one machine. By this process the hulls and flour from the barley are mixed together and disposed of as feed. To get a close yield and a fine quality of goods, several machines should be used, together with a full line of separating, grading and cleaning machinery. The Martin barley pearling machine was first introduced into the United States at the Centennial Exposition, and is now used in several of the leading mills in this country. It is so constructed as to automatically feed and empty the product, and requires very little attention. It is very light running, and requires only a five-inch belt to run it. About 50 per cent. of pearl barley can be had from good clean grain. The ofal is very valuable for feed, and always meets with a ready sale at good prices. The demand for pearl barley is increasing, but the consumption of it is largely confined to foreigners. The Yankees are beginning to eat barley soup, and find it not so bad after all. It is now being used largely as a rolled product like rolled oats and wheat.

The flow sheet here given is very carefully prepared; all the different sizes of wire and perforated metal are given. First the barley is passed through a grader clothed with 5-64x $\frac{1}{2}$ inch for small seeds and ofal, then through 9-64x $\frac{1}{2}$ inch for medium barley, the coarse barley passing out at the end to be afterward passed to the pearling machine. From the first pearler the material goes to the scalper clothed with 1-16x $\frac{1}{2}$ inch perforated metal, then to aspirator where the hulls are drawn off, then to second pearler, and again to scalper with 1-16x $\frac{1}{2}$ inch perforated metal, and to aspirator, then to No. 3 pearler and a scalper clothed with 20x20 wire for taking out flour, next to No. 4 pearler, and then to polishing machine clothed with 22x22 wire; then to aspirator and to grader, where the finished product is graded into six different grades. By this process seventy-five kegs of very choice pearl barley can be made per day.

When War-Songs Meant Something.

A veteran of the Civil War, in speaking of the effect of war-songs, recently said:

"I have been with the column, marching along roads which were muddy, when the men looked like anything but human beings as they crawled along splashed from head to foot with dirt, their clothing disarranged, their pantaloons tucked in their stockings, and their heavy brogans laden with mud. Some strong-lunged fellow way up at the head of the column would strike up a war-song. It might be 'Tramp, Tramp, Tramp,' or it might be 'John Brown's Body.' In an instant he would be joined by others, and soon, away down the long road as far as the column stretched, a mighty chorus would be going up, while the men would brace up, their eyes brighten and their footsteps lose the weary movement as they kept step to the music. Twenty-five thousand or thirty thousand men stretched out over a long distance in marching, and you can imagine the effect of such a chorus of male voices. Perhaps away off on some parallel road, a mile or two away, another column would be advancing, and this, too, would take up the refrain, and the effect be heightened two-fold. Those were the days when war-song meant something to the men who sang them."

Tack It on the Wall.

The elder Baron Rothschild had the walls of his bank placarded with the following curious maxims:

Carefully examine every detail of your business.

Be prompt in everything.

Take time to consider and then decide quickly.

Dare to go forward.

Bear troubles patiently.

Be brave in the struggle of life.

Maintain your integrity as a sacred thing.

Never tell business lies.

Make no useless acquaintances.

Never try to appear something more than you are.

Pay you debts promptly.

Learn how to risk your money at the right moment.

Shun strong liquor.

Then work hard and you will be certain to succeed.

Business Changes at Leroy.

LEROY, June 1.—H. M. Patrick, who has been engaged in general trade here for the past dozen years, has concluded to remove his stock to Cadillac and has already taken steps in that direction.

Geo. W. Kellogg, who has clerked for the H. M. Patrick Co. for several years, has formed a copartnership with M. E. VanDusen, under the style of Kellogg & VanDusen, and will embark in the grocery, hardware and undertaking business. The new firm purchased the hardware and undertaking stock of the H. M. Patrick Co.

Love At First Sight.

From the New York Weekly.

Friend—So yours was a case of love at first sight?

Mrs. Getthere—Yes, indeed. I fell desperately in love with my dear husband the moment I set eyes upon him. I remember it as distinctly as if it were yesterday. I was walking with papa on the beach at Long Branch, when suddenly papa stopped, and pointing him out, said: "There, my dear, is a man worth ten millions."

Country Callers.

Calls have been received at THE TRADESMAN office during the past week from the following gentleman in trade: W. D. Brainerd, Eaton Rapids. Hunting & Kelsey, Rockford. T. Armock, Wright. J. H. Manning, Lake.

As Seen by Canadian Eyes.

From the Toronto Merchant.

THE MICHIGAN TRADESMAN has recently made its appearance in a bright new cover. THE TRADESMAN always contains a valuable stock of reading matter, and is a welcome visitor to our exchange table.

Thos. Reid succeeds Mr. Hawkes as local manager for Swift & Company. Mr. Reid hails from Chicago and W. Hawkes will return to that place.

For the finest coffees in the world, high grade teas, spices, etc., see J. P. Visner, 304 North Ionia street, Grand Rapids, Mich., general representative for E. J. Gillies & Co., New York City.

PRODUCE MARKET.

Asparagus—40c per doz. bu.
Beans—No change in dry. Wax commands \$2.25 per bu. String is in fair demand at \$1.50 per bu.
Butter—The usual summer glow begins to be foreshadowed. Dealers now pay 12@13c and hold at 14c. Creamery is in moderate demand at 15@16c.
Cabbages—New stock is in fair demand at \$3.50 per crate.
Carrots—20@25c per bu.
Cucumbers—65c per doz.
Eggs—The market is steady. Dealers pay 14@15c and hold at 15@16c.
Honey—Dull at 16@18 for clean comb.
Lettuce—8c for Grand Rapids Forcing.
New Potatoes—Early arrivals have sold at \$5.75@6 per bu.
Onions—Green command 10@15c. per doz., according to size. Bermudas bring \$2.00 per crate.
Parsnips—40c per bushel.
Potatoes—The market is steady. Local handlers pay 9c and hold at 8c.
Pleasant—3c per lb.
Peas—\$1.75 per bu. crate.
Radishes—30c per dozen bunches.
Strawberries—The market is well supplied at \$1.75@2 per 24 qt. case.
Tomatoes—Not enough in market to quote.

PROVISIONS.

The Grand Rapids Packing and Provision Co. quotes as follows:

PORK IN BARRELS.
Mess, new..... 11 50
Short cut..... 12 00
Extra clear pig, short cut..... 14 00
Extra clear, heavy..... 13 50
Clear, fat back..... 13 50
Boston clear, short cut..... 13 75
Clear back, short cut..... 13 50
Standard clear, short cut, best..... 14 00

SAUSAGE—Fresh and Smoked.
Pork Sausage..... 7
Ham Sausage..... 9
Tongue Sausage..... 9
Frankfort Sausage..... 8
Blood Sausage..... 5
Bologna, straight..... 5
Bologna, thick..... 5
Head Cheese..... 5

LARD—Kettle Rendered.
Tierces..... 8 1/4
Tubs..... 8 1/2
50 lb. Tins..... 8 1/2

LARD. Family. Com. pound.
Tierces..... 6 1/4
0 and 50 lb. Tubs..... 6 1/4
3 lb. Pails, 20 in a case..... 7 1/4
5 lb. Pails, 12 in a case..... 7 1/4
10 lb. Pails, 6 in a case..... 7 1/4
20 lb. Pails, 4 in a case..... 7 1/4
50 lb. Cans..... 6 1/4

BEEF IN BARRELS.
Extra Mess, warranted 200 lbs..... 9 25
Extra Mess, Chicago packing..... 9 25
Boneless, rump butts.....

SMOKED MEATS—Canned or Plain.

Hams, average 20 lbs..... 9 1/4
" 16 lbs..... 10
" 12 to 14 lbs..... 10 1/4
" picnic..... 8 1/4
" best boneless..... 8 1/4
Shoulders..... 6 1/4
Breakfast Bacon, boneless..... 8 1/4
Dried beef, ham prices..... 10 1/4
Long Clinks, heavy..... 6 1/4
Briskets, medium..... 6 1/4
" light..... 6 1/4

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass..... 6 1/2 @
" hind quarters..... 8 @ 8 1/2
" fore..... 4 1/2 @ 5
" loins, No. 3..... 11 1/2 @
" ribs..... 8 @
" rounds..... 12 1/2 @
" tongues..... 12 1/2 @
Bologna..... 10 @
Pork loins..... 10 @
" shoulders..... 7 1/2 @
Sausage, blood or head..... 5 1/2 @
" liver..... 5 1/2 @
" Frankfort..... 7 1/2 @
Mutton..... 8 1/2 @
Veal..... 8 @

FISH AND OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.
Whitefish..... 8 @
Trout..... 8 @
Halibut..... 15 @
Cliscoes..... 5 @
Flounders..... 9 @
Bluefish..... 10 @
Mackerel..... 12 @
Cod..... 12 @
California salmon..... 20 @

OYSTERS—CANS.
Fairhaven Counts..... 40 @

SHELL GOODS.
Oysters, per 100..... 1 50
Clams, "..... 1 00

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.
Full Weight. Bbls. Pails.
Standard, per lb..... 6 1/2 @ 7 1/2
" H. H. 6 1/2 @ 7 1/2
" Twist 6 1/2 @ 7 1/2
Boston Cream 7 1/2 @ 8 1/2
Cut Loaf 7 1/2 @ 8 1/2
Extra H. H. 7 1/2 @ 8 1/2

MIXED CANDY.
Full Weight. Bbls. Pails.
Standard..... 6 1/2 @ 7 1/2
Leader..... 6 1/2 @ 7 1/2
Special..... 7 @ 8
Royal..... 7 @ 8
Nobby..... 7 1/2 @ 8 1/2
Broken..... 7 1/2 @ 8 1/2
English Rock..... 7 1/2 @ 8 1/2
Conserves..... 7 @ 8
Broken Taffy..... 7 1/2 @ 8 1/2
Peanut Squares..... 10 @
Extra..... 10 1/2 @
Valley Creams..... 13 1/2 @

FANCY—in bulk.
Full Weight. Bbls. Pails.
Lozenges, plain..... 10 1/2 @ 11 1/2
" printed..... 11 @ 12 1/2
Chocolate Drops..... 14 @
Chocolate Monumentals..... 5 @ 6 1/2
Gum Drops..... 8 @ 9
Moss Drops..... 8 1/2 @ 9 1/2
Sour Drops..... 10 1/2 @ 11 1/2
Imperial..... 10 1/2 @ 11 1/2

FANCY—in 5 lb. boxes. Per Box
Lemon Drops..... 55
Sour Drops..... 55
Peppermint Drops..... 55
Chocolate Drops..... 70
Gum Drops..... 40 @ 50
Licorice Drops..... 1 00
A. B. Licorice Drops..... 1 30
Lozenges, plain..... 65
" printed..... 70
Imperial..... 65
Mottoes..... 75
Cream Bar..... 60
Molasses Bar..... 55
Caramels..... 15 @ 17
Hand Made Creams..... 85 @ 95
Plain Creams..... 80 @ 90
Decorated Creams..... 1 00
String Rock..... 70
Burnt Almonds..... 1 00
Wintergreen Berries..... 65

ORANGES.
California, 138..... 3 00
" 150..... 3 50
" 176-2 0-236..... 3 50

LEMONS.
Messina, choice, 360..... 5 25 @ 5 50
" fancy, 360..... 3 75 @ 4 00
" choice 300..... 5 50
" fancy 300..... 6 00

OTHER FOREIGN FRUITS.
Figs, Smyrna, new, fancy layers..... 18 @ 19
" " choice..... 16
" " "..... 12 1/2 @
" Fard, 10-lb. box..... 8
" 50-lb. "..... 4 @ 6
" Persian, 50-lb. box..... 4 @ 6

NUTS.
Almonds, Tarragona..... 17 @
" Ivaca..... 16 1/2 @
" California..... 17 @
Brazilis, new..... 8 @
Filberts..... 11 @
Walnuts, Grenoble..... 14 1/2 @
" Marbot..... 12 @
" Chili..... 12 @
Table Nuts, No. 1..... 14 @
" No. 2..... 13 @
Pecans, Texas, H. P..... 15 @ 17
Cocoanuts, full sacks..... 24 00

PEANUTS.
Fancy, H. P., Suns..... 5 1/2 @
" Roasted..... 7 1/2 @
Fancy, H. P., Flags..... 5 1/2 @
" Roasted..... 7 1/2 @
Choice, H. P., Extras..... 5 1/2 @
" " Roasted..... 6 1/2 @

OILS.

The Standard Oil Co. quotes as follows:

Water White..... 9 @
Special White..... 8 1/2 @
Michigan Test..... 8 1/2 @
Naptha..... 7 1/2 @
Gasoline..... 27 @ 30
Cylinder..... 27 @ 30
Engine..... 13 @
Black, Summer..... 9 1/2 @

HIDES, PELTS and FURS.

Perkins & Hess pay as follows:

HIDES.
Green..... 4 @ 5
Part Cured..... 5 @ 6
Full "..... 5 @ 6
Dry..... 6 @ 7
Klips, green..... 4 @ 5
" cured..... 5 @ 6
Calfskins, green..... 5 @ 6
" cured..... 6 @ 8
Deacon skins..... 10 @ 30
No. 2 hides 1/2 off.

PEELTS.
Shearlings..... 10 @ 25
Estimated wool, per lb..... 20 @ 28

WOOL.
Washed..... 30 @ 35
Unwashed..... 10 @ 20

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

ENGRAVING

It paysto illustrate your business. Portraits, Cuts of Business Blocks, Hotels, Factories, Machinery, etc., made to order from photographs.

THE TRADESMAN COMPANY,
Grand Rapids, Mich.

| | |
|---|--------|
| APPLE BUTTER. | |
| Chicago goods..... | 7½@8 |
| AXLE GREASE. | |
| Frazer's. | |
| Wood boxes, per doz..... | 80 |
| " " 3 doz. case..... | 2 40 |
| " " per gross..... | 3 00 |
| 25 lb. pails..... | 1 00 |
| 15 lb. "..... | 75 |
| Aurora. | |
| Wood boxes, per doz..... | 60 |
| " " 3 doz. case..... | 1 75 |
| " " per gross..... | 6 00 |
| Diamond. | |
| Wood boxes, per doz..... | 50 |
| " " 3 doz. case..... | 1 50 |
| " " per gross..... | 5 50 |
| Peerless. | |
| 25 lb. pails..... | 90 |
| BAKING POWDER. | |
| Acme, ½ lb. cans, 3 doz..... | 45 |
| " " 1 lb. " 2 "..... | 85 |
| " " 1 lb. " 1 "..... | 1 10 |
| " " bulk..... | 10 |
| Telfer's, ½ lb. cans, doz..... | 45 |
| " " 1 lb. " 1 "..... | 1 50 |
| Artie, ½ lb. cans..... | 1 20 |
| " " 1 lb. "..... | 2 00 |
| " " 5 lb. "..... | 9 60 |
| Red Star, ½ lb. cans..... | 40 |
| " " 1 lb. "..... | 80 |
| " " 1 lb. "..... | 1 50 |
| BATH BRICK. | |
| 2 dozen in case..... | |
| English..... | 90 |
| Bristol..... | 70 |
| Domestic..... | 60 |
| BLUING. | |
| Artie, 4 oz. ovals..... | Gross |
| " " 8 oz..... | 7 00 |
| " " pints, round..... | 10 50 |
| " " No. 2, sifting box..... | 2 75 |
| " " No. 3..... | 4 00 |
| " " No. 5..... | 8 00 |
| " " 1 oz ball..... | 4 50 |
| BROOMS. | |
| No. 2 Hurl..... | 1 75 |
| No. 1..... | 2 00 |
| No. 2 Carpet..... | 2 25 |
| No. 1..... | 2 50 |
| Parlor Gem..... | 2 75 |
| Common Whisk..... | 90 |
| Fancy..... | 1 20 |
| Mill..... | 3 25 |
| Warehouse..... | 2 75 |
| BUCKWHEAT FLOUR. | |
| Rising Sun..... | 5 00 |
| York State..... | 4 50 |
| Self Rising..... | 4 50 |
| CANDLES. | |
| Hotel, 40 lb. boxes..... | 10½ |
| Star, 40 "..... | 10½ |
| Paraffine..... | 12 |
| Wicking..... | 25 |
| CANNED GOODS. | |
| FISH. | |
| Little Neck, 1 lb..... | 1 10 |
| " " 2 lb..... | 1 90 |
| Clam Chowder..... | 2 30 |
| Standard, 3 lb..... | 2 30 |
| Cov. Oysters..... | 1 10 |
| Standard, 1 lb..... | 2 10 |
| " " 2 lb..... | 2 10 |
| Lobsters..... | 2 50 |
| Star, 1 lb..... | 2 50 |
| " " 2 lb..... | 3 50 |
| Picnic, 1 lb..... | 2 00 |
| " " 2 lb..... | 3 00 |
| Mackerel..... | 1 30 |
| Standard, 1 lb..... | 1 30 |
| " " 2 lb..... | 2 40 |
| Mustard..... | 3 00 |
| Tomato Sauce, 3 lb..... | 3 00 |
| Soused, 3 lb..... | 3 00 |
| Salmon. | |
| Columbia River, flat..... | 1 85 |
| " " talls..... | 1 60 |
| Alaska, 1 lb..... | 1 35 |
| " " 2 lb..... | 2 10 |
| Sardines. | |
| American..... | 50¢ 6 |
| " " 1/2 lb..... | 11¢ 12 |
| Imported..... | 13¢ 14 |
| Mustard..... | 10 |
| Trout. | |
| Brook, 3 lb..... | 2 50 |
| FRUITS. | |
| York State, gallons..... | 3 75 |
| Hamburg..... | 2 25 |
| Apricots..... | 2 25 |
| Santa Cruz..... | 2 50 |
| Lusk's..... | 2 50 |
| Overland..... | 2 35 |
| Blackberries..... | 1 10 |
| F. & W..... | 1 10 |
| Cherries..... | 1 20 |
| Pitted Hamburg..... | 1 75 |
| White..... | 1 60 |
| Erie..... | 1 30 |
| Damsons, Egg Plums and Green Gages..... | @ 1 60 |
| Gooseberries. | |
| Common..... | 1 10 |
| Peaches..... | 1 60 |
| Pie..... | 1 60 |
| Maxwell..... | 2 25 |
| Shepard's..... | 2 25 |
| California..... | 2 60 |
| Pears. | |
| Domestic..... | 1 25 |
| Riverside..... | 2 25 |
| Pineapples..... | 1 30 |
| Johnson's sliced..... | 2 60 |
| " " grated..... | 2 85 |
| Quinces..... | 1 10 |
| Raspberries..... | 1 30 |
| Black Hamburg..... | 1 50 |
| Erie, black..... | 1 40 |

| | |
|--|--------|
| Strawberries. | |
| Lawrence..... | 1 |
| Hamburg..... | 2 25 |
| Erie..... | 1 65 |
| Whortleberries. | |
| Common..... | 1 40 |
| F. & W..... | 1 25 |
| Blueberries..... | 1 30 |
| MEATS. | |
| Corned beef, Libby's..... | 2 10 |
| Roast beef, Armour's..... | 1 75 |
| Potted ham, ½ lb..... | 1 10 |
| " " ¼ lb..... | 65 |
| " " tongue, ¼ lb..... | 1 10 |
| " " ¼ lb..... | 65 |
| " " chicken, ¼ lb..... | 95 |
| VEGETABLES. | |
| Beans. | |
| Hamburg stringless..... | 1 25 |
| " " French style..... | 2 25 |
| " " Lima..... | 1 40 |
| Lima, green..... | 1 30 |
| " " soaked..... | 90 |
| Lewis Boston Baked..... | 1 35 |
| Bay State Baked..... | 1 35 |
| World's Fair..... | 1 35 |
| Corn. | |
| Hamburg..... | 1 25 |
| Tiger..... | 1 00 |
| Purity..... | 1 10 |
| Erie..... | 1 15 |
| Peas. | |
| Hamburg marrowfat..... | 1 25 |
| " " early June..... | 1 50 |
| " " Champion Eng..... | 1 50 |
| Hamburg petit pois..... | 1 75 |
| " " fancy sifted..... | 1 90 |
| Soaked..... | 65 |
| Harris marrowfat..... | 75 |
| Van Camp's Marrowfat..... | 1 10 |
| " " Early June..... | 1 30 |
| Archer's Early Blossom..... | 1 35 |
| French..... | 1 80 |
| Mushrooms. | |
| French..... | 17¢ 18 |
| Pumpkin. | |
| Erie..... | 90 |
| Squash. | |
| Hubbard..... | 1 30 |
| Succotash. | |
| Hamburg..... | 1 40 |
| Soaked..... | 85 |
| Honey Dew..... | 1 60 |
| Hamburg..... | 1 10 |
| Van Camp's..... | 1 10 |
| No. Collins..... | 1 10 |
| Hamburg..... | 1 30 |
| Hancock..... | 1 05 |
| Gallon..... | 2 75 |
| CHOCOLATE-BAKER'S. | |
| German Sweet..... | 22 |
| Premium..... | 34 |
| Pure..... | 38 |
| Breakfast Cocoa..... | 40 |
| CHEESE. | |
| N. Y. or Lenawee..... | @ 11 |
| Allegan..... | @ 10½ |
| Ordinary cream..... | @ 10 |
| Skim..... | @ 8 |
| Sap Sago..... | @ 22 |
| Edam..... | @ 100 |
| Swiss, imported..... | 24¢ 25 |
| " " domestic..... | 15¢ 16 |
| Limburger..... | 15 |
| CHEWING GUM. | |
| Rubber, 100 lumps..... | 35 |
| " " 200..... | 40 |
| Spruce, 200 pieces..... | 40 |
| CATSUP. | |
| Snider's, ½ pint..... | 1 35 |
| " " pint..... | 2 30 |
| " " quart..... | 3 50 |
| CLOTHES PINS. | |
| 5 gross boxes..... | 40 |
| COCOA SHEETS. | |
| Bulk..... | @ 4 |
| Pound packages..... | @ 7 |
| COFFEE. | |
| GREEN. | |
| Rio. | |
| Fair..... | 20½ |
| Good..... | 21 |
| Prime..... | 21½ |
| Golden..... | 22½ |
| Peaberry..... | 23 |
| Santos. | |
| Fair..... | 30½ |
| Good..... | 31 |
| Prime..... | 31½ |
| Peaberry..... | 32½ |
| Mexican and Guatemala. | |
| Fair..... | 22 |
| Good..... | 23 |
| Fancy..... | 25 |
| Maracaibo. | |
| Prime..... | 22½ |
| Milled..... | 23½ |
| Java. | |
| Interior..... | 36 |
| Private Growth..... | 38 |
| Mandehling..... | 29 |
| Mocha. | |
| Imitation..... | 25 |
| Arabian..... | 28½ |
| ROASTED. | |
| To ascertain cost of roasted coffee, add ¼¢ per lb. for roasting and 15 per cent. for shrinkage. | |
| PACKAGE. | |
| McLaughlin's XXXX..... | 25½ |



| | |
|--|-------------|
| Hummel's, foil. | |
| tin..... | 1 50 |
| tin..... | 8 50 |
| CHICORY. | |
| Bulk..... | 4½ |
| Red..... | 7 |
| CLOTHES LINES. | |
| Cotton, 40 ft. per doz..... | 1 25 |
| " " 50 ft. "..... | 1 40 |
| " " 60 ft. "..... | 1 60 |
| " " 70 ft. "..... | 1 75 |
| " " 80 ft. "..... | 1 90 |
| " " 90 ft. "..... | 2 00 |
| " " 100 ft. "..... | 2 10 |
| CONDENSED MILK. | |
| Eagle..... | 7 40 |
| Crown..... | 6 50 |
| Genuine Swiss..... | 8 00 |
| American Swiss..... | 7 00 |
| COUPONS. | |
| TRADESMAN'S CREDIT COUPON. | |
| "Tradesman." | |
| \$1, per hundred..... | 2 00 |
| \$2, "..... | 2 50 |
| \$3, "..... | 3 00 |
| \$4, "..... | 3 50 |
| \$5, "..... | 4 00 |
| \$6, "..... | 4 50 |
| \$7, "..... | 5 00 |
| \$8, "..... | 5 50 |
| \$9, "..... | 6 00 |
| \$10, "..... | 6 50 |
| \$20, "..... | 13 00 |
| Superior. | |
| \$1, per hundred..... | 2 50 |
| \$2, "..... | 3 00 |
| \$3, "..... | 3 50 |
| \$4, "..... | 4 00 |
| \$5, "..... | 4 50 |
| \$6, "..... | 5 00 |
| \$7, "..... | 5 50 |
| \$8, "..... | 6 00 |
| \$9, "..... | 6 50 |
| \$10, "..... | 7 00 |
| \$20, "..... | 14 00 |
| Subject to the following discounts: | |
| 200 or over..... | 5 per cent. |
| 500..... | 10 |
| 1000..... | 20 |
| CRACKERS. | |
| Kenosha Butter..... | 7½ |
| Seymour..... | 5½ |
| Butter..... | 5½ |
| " family..... | 6½ |
| " biscuit..... | 7½ |
| Boston..... | 7½ |
| City Soda..... | 7½ |
| Soda..... | 6 |
| S. Oyster..... | 5½ |
| City Oyster, XXX..... | 5½ |
| CREAM TARTAR. | |
| Strictly pure..... | 30 |
| Telfer's Absolute..... | 35 |
| Grocers'..... | 10¢ 15 |
| DRIED FRUITS. | |
| Apples. | |
| Sundried..... | @ 10 |
| Evaporated..... | @ 13 |
| California Evaporated..... | @ 14 |
| Apricots..... | 19 |
| Blackberries..... | 10 |
| Nectarines..... | 18 |
| Peaches..... | 20 |
| Pears, sliced..... | 17 |
| Plums..... | 19 |
| Prunes, sweet..... | 13 |
| PRUNES. | |
| Turkey..... | @ 9 |
| Bosnia..... | @ 10 |
| French..... | @ 11 |
| PEEL. | |
| Lemon..... | 18 |
| Orange..... | 18 |
| CITRON. | |
| In drum..... | @ 18 |
| In boxes..... | @ 20 |
| CURRENTS. | |
| Zante, in barrels..... | @ 5½ |
| " in ¼-bbls..... | @ 5½ |
| " in less quantity..... | @ 5½ |
| RAISINS-California. | |
| Bags..... | 7 |
| London Layers, 2 cr'n..... | 2 10 |
| " " 3 "..... | 2 20 |
| " " fancy..... | 2 35 |
| Muscatsels, 2 crown..... | 1 60 |
| " " 3 "..... | 1 75 |
| Foreign. | |
| Valencias..... | 8 7½ |
| Onitatas..... | 8 @ 8½ |
| Sultanas..... | 16 @ 17 |
| FARINACEOUS GOODS. | |
| Farina. | |
| 100 lb. kegs..... | 4 |
| Hominy. | |
| Barrels..... | 3 75 |
| Grits..... | 3 75 |
| Lima Beans. | |
| Dried..... | 6 |
| " Macaroni and Vermicelli..... | 60 |
| Domestic, 12 lb. box..... | 11 |
| Imported..... | 11 |
| Pearl Barley. | |
| Kegs..... | 3½@3¾ |
| Peas. | |
| Green, bu..... | 1 20 |
| Split, bbl..... | 6 50 |
| Sago. | |
| German..... | 5 |
| East India..... | 5 |

| | |
|-----------------------------|-----------|
| Wheat. | |
| Cracked..... | 5 |
| FISH-SALT. | |
| Bloaters. | |
| Yarmouth..... | 6 |
| Cod. | |
| Whole..... | @ 6½ |
| Bricks..... | @ 8 |
| Strips..... | @ 9 |
| Halibut. | |
| Smoked..... | 10½ |
| Herring. | |
| Sealed..... | 24 |
| Holland, bbls..... | 11 00 |
| Sardines. | |
| Round shore..... | 2 75 |
| " " ¼ bbl..... | 1 50 |
| Mackerel. | |
| No. 1, ½ bbls, 90 lbs..... | 12 00 |
| No. 1, kits, 10 lbs..... | 1 25 |
| Family, ½ bbls, 90 lbs..... | 1 25 |
| " " kits, 10 lbs..... | 1 25 |
| Pollock. | |
| Fancy..... | 3 50@4 00 |
| Russian, kegs. | |
| Trout. | |
| No. 1, ½ bbls, 90 lbs..... | 5 50 |
| No. 1, kits, 10 lbs..... | 80 |
| Whitefish. | |
| No. 1, ½ bbls, 90 lbs..... | 7 00 |
| No. 1, kits, 10 lbs..... | 80 |
| Family, ½ bbls, 90 lbs..... | 3 00 |
| " " kits, 10 lbs..... | 50 |
| FLAVORING EXTRACTS. | |
| Jennings' D. C. | |
| Lemon, Vanilla. | |
| 2 oz folding box..... | 75 |
| 3 oz "..... | 1 00 |
| 4 oz "..... | 1 50 |
| 6 oz "..... | 2 00 |
| 8 oz "..... | 2 50 |
| 10 oz "..... | 3 00 |
| 12 oz "..... | 3 50 |
| 14 oz "..... | 4 00 |
| 16 oz "..... | 4 50 |
| 18 oz "..... | 5 00 |
| 20 oz "..... | 5 50 |
| 22 oz "..... | 6 00 |
| 24 oz "..... | 6 50 |
| 26 oz "..... | 7 00 |
| 28 oz "..... | 7 50 |
| 30 oz "..... | 8 00 |
| 32 oz "..... | 8 50 |
| 34 oz "..... | 9 00 |
| 36 oz "..... | 9 50 |
| 38 oz "..... | 10 00 |
| 40 oz "..... | 10 50 |
| 42 oz "..... | 11 00 |
| 44 oz "..... | 11 50 |
| 46 oz "..... | 12 00 |
| 48 oz "..... | 12 50 |
| 50 oz "..... | 13 00 |
| 52 oz "..... | 13 50 |
| 54 oz "..... | 14 00 |
| 56 oz "..... | 14 50 |
| 58 oz "..... | 15 00 |
| 60 oz "..... | 15 50 |
| 62 oz "..... | 16 00 |
| 64 oz "..... | 16 50 |
| 66 oz "..... | 17 00 |
| 68 oz "..... | 17 50 |
| 70 oz "..... | 18 00 |
| 72 oz "..... | 18 50 |
| 74 oz "..... | 19 00 |
| 76 oz "..... | 19 50 |
| 78 oz "..... | 20 00 |
| 80 oz "..... | 20 50 |
| 82 oz "..... | 21 00 |
| 84 oz "..... | 21 50 |
| 86 oz "..... | 22 00 |
| 88 oz "..... | 22 50 |
| 90 oz "..... | 23 00 |
| 92 oz "..... | 23 50 |
| 94 oz "..... | 24 00 |
| 96 oz "..... | 24 50 |
| 98 oz "..... | 25 00 |
| 100 oz "..... | 25 50 |
| 102 oz "..... | 26 00 |
| 104 oz "..... | 26 50 |
| 106 oz "..... | 27 00 |
| 108 oz "..... | 27 50 |
| 110 oz "..... | 28 00 |

RUNNING A DRY GOODS STORE.

Items of Expense Few Persons Think of When They Estimate Profits.

From the New York News.

To operate a big dry goods concern of the present day a large amount of expensive machinery is required. This is not apparent to the casual shopper who passes leisurely from counter to counter, but to anyone possessing a knowledge of mechanics it is obvious. The elevators, steam-heaters, ventilators and pneumatic tubes are all regulated by machinery, and necessitate the employment of powerful engines.

Let us make a tour of inspection through one of these establishments, having the superintendent for our guide. He conducts us first to the basement of the building, far below the sidewalk.

"Down here," he explains, "is located the power that puts in motion everything in the store above. Here are the boilers, four in number, which supply steam to the different engines. They are heated by two furnaces consuming about three tons of coal per day. To run these engines, an engineer, an assistant engineer, and a fireman are employed. Here to the right, attached to one of the boilers, is the steam generator, which supplies steam heat to the entire building. We have over a mile of steam pipes altogether.

"Yonder is the fire engine, which is also connected to one of the boilers, and can be put into motion at a moment's notice. It is modeled after the engines used by the New York Fire Department, and can throw several powerful streams. There is little danger of a fire gaining the mastery here during the daytime. Opposite the fire engine is the ventilating engine, which has direct communication with a boiler and can be used when required. It operates by forcing a strong current of air through the nozzle of a pipe, thereby creating a draft which draws air from the outside, and circulates it through the store.

"At the other end of the basement is located the hoisting engine, which is used daily in raising and lowering packing-boxes to and from the sidewalk. Speaking of the ventilating engine, it is a curious fact that the inventor, who went to London to introduce his apparatus to the London underground systems, died suddenly, while traveling in the very tunnels he proposed to ventilate.

"We come now to the pride of the establishment—the pneumatic engine. It operates seventy-eight distinct pneumatic tubes. You can see them running along the ceiling overhead. In simple words, the engine is a pump which exhausts the air from the tubes, thus creating a vacuum. Come with me up-stairs to the store, where we can see the apparatus in operation. Here is a station where is located a dispatching tube and a receiving tube. When a purchase has been made at a counter near by, the bill and the money are sent here, where the operator places them in a circular leather box made to fit the tube.

"The air is then exhausted from the tube and the box is forced through the vacuum to the cashier's room in another part of the building. When the cashier has compared the bill with the money received and taken out the correct amount, the box is returned through the receiving tube, and falls out upon the operator's table, where it is opened and the change returned to the purchaser. There are, in all, thirty-nine stations in the store from which the tubes converge into the cashier's department. We will visit that room next.

"You see, here everything is systematically arranged. There are between twenty-five and thirty girls, you observe, each with her money-box divided into compartments for change, placed upon the table before her. The notion department is busy to-day, as you can see for yourself. The boxes fall from the tubes faster than the girls can make the change. The woolen department is apparently dull, for but few boxes come from that quarter. During the Christmas holidays the thud of those leather cylinders is incessant. The noise they make in falling upon the table and the clink of small coin used in making

GOLD MEDAL, PARIS, 1878.

W. BAKER & Co.'s Breakfast Cocoa



from which the excess of oil has been removed,
**Is Absolutely Pure
and it is Soluble.**

No Chemicals

are used in its preparation. It has more than three times the strength of Cocoa mixed with Starch, arrowroot or Sugar, and is therefore far more economical, costing less than one cent a cup. It is delicious, nourishing, strengthening, EASILY DIGESTED, and admirably adapted for invalids as well as for persons in health.

Sold by Grocers everywhere.

J. BAKER & CO., DORCHESTER, MASS.

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 So. Ionia St., Grand Rapids.

CUTS FOR ADVERTISING.



Send us a photograph of your store and we will make you a

Column Cut for \$6.

2-Column Cut for \$10.

Send a satisfactory photograph of yourself and we will make a column

Portrait for \$4.

THE TRADESMAN COMPANY,

GRAND RAPIDS, MICH.

H. M. REYNOLDS & SON,

Tar and Gravel Roofers,

And dealers in Tarred Felt, Building Paper, Pitch, Coal Tar, Asphaltum, Rosin, Mineral Wool, Etc.

Corner Louis and Campau Sts.,
GRAND RAPIDS.

PARROTS GIVEN AWAY!

Our agent is now securing them and it is important that we know at once the number required.

LAST year we secured 1,000 Live Parrots for our customers, but the demand far exceeded our expectations and we were unable to furnish birds to all who desired them. This year we shall endeavor to secure a larger supply, so that every one of our customers who so desires may have

A Real Live Parrot FREE.

The best variety of talking parrots are secured on the Isle of Pines, about 50 miles south of Cuba. They are beautiful birds, with green plumage and red breast, easily cared for and intelligent. If captured when young and well cared for, a Pine Island Parrot NEVER FAILS to become a good talker. Our birds are all secured by Our Own Agent. He is a competent man of fifty years' experience, and will secure only healthy, selected young birds. He has now sailed for the island, and in order to arrange for the number required, we wish every dealer

Let us know soon if he wants a Bird.

These parrots are given to our customers who handle our "PRETTY POLLY" cigars, and there is no better 5 cent cigar in the market. The trade is strictly net \$35 per 1,000 (with or without a parrot). They give satisfaction to smokers, and the parrots increase your sales.

With an order for 600 "Pretty Polly" cigars, we will give ONE parrot free.
With an order for 700 "Pretty Polly" cigars, we give ONE parrot in a HANDSOME WIRE CAGE.

OUR GUARANTEE

To any responsible dealer who don't know the goods, we will express PREPAID 200 of the "Pretty Polly" cigars for EXAMINATION, to be returned if not satisfactory. If the cigars suit, the balance, 400 or 500, can be shipped with the parrot or sooner if desired.

With sample order we will refer you to responsible dealers throughout the United States who had our parrots last season.

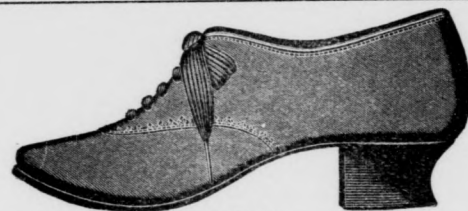
STATE OF MICHIGAN, ss.
COUNTY OF WAYNE.
James B. Wilkinson, of 21 Grand River avenue, Detroit, Michigan, being duly sworn, deposes and says that he has in his possession and owns a parrot of the Cuban or Pine Island variety; that he has owned said parrot 5 years; that when said parrot was 3 years of age this deponent was offered one hundred dollars (\$100) for said parrot; that he refused said offer and would not take five hundred dollars for said parrot at the present time, and further deponent saith not.
JAMES B. WILKINSON.
Subscribed and sworn to before me this 12th day of June, 1890.
EDGEE S. CLARKSON,
Notary Public in and for Wayne Co., Mich.

DETROIT TOBACCO CO.,

Griswold St.

Detroit, Mich.

SUMMER SHOES.



Women's Button Newports in Dongola, Grain and Glove Grain.

" Lace or Tie Dongola Newport in plain or patent tip.

" Russet Lace Newport in plain or patent tip.

Misses' and Child's Newport Ties in Black or Russet.

A Nice Line of Ladies' Fancy and House Slippers.

Men's, Boys' and Youths' Canvas Bals.

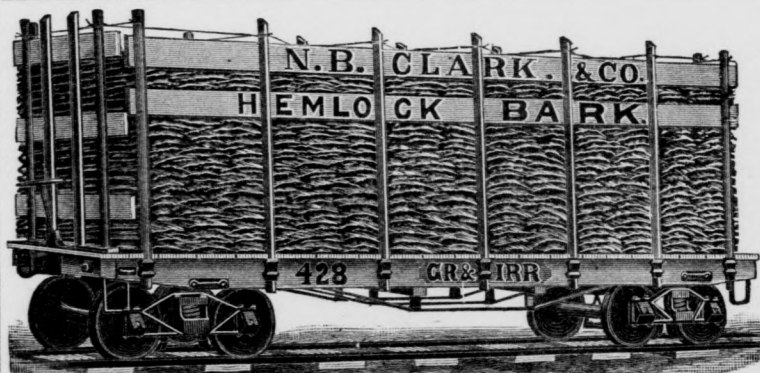
Bay State Tennis Shoes, the best line for the money in the market. We

keep them in stock in Men's and Boys' Bals and in Men's, Boys', Youths'

Women's, Misses' and Child's Oxfords.

We would be pleased to show them to you or quote you prices.

RINDGE, BERTSCH & CO., GRAND RAPIDS.



We are now ready to make contracts for the season of 1891.

Correspondence solicited.

81 SOUTH DIVISION ST., GRAND RAPIDS.

change, can be distinctly heard upon the floor below.

"The advantages of the pneumatic tube system are many. In the first place there is a great saving of time, and customers are not kept waiting for their change. In the second place there is an appreciable economy in wages, as we can do with less than half the number of cash girls. Again, it facilitates business to have the cashiers congregated in one room, under the direction of a chief who has immediate supervision over the receipts of the house.

"The basket railway system is far inferior to it, although at the time it was introduced it was thought to be a wonderful advance over the old methods. There are very few stores now in which the shrill cry of 'cash! cash!' is heard and this is appreciated by the public. Shopping has become an exact science, and the ingenuity of inventors has been brought into play to render it so.

"Besides the mechanical machinery in our store, we employ a considerable amount of human machinery, if the term may be allowed. We will now visit the packing room, and the delivery department adjoining it. This brings us once again to the basement. You see, here, twenty or thirty young men and boys, busily engaged in wrapping up and addressing packages, according to the directions given by the clerks upstairs. These packages will next go into the sorting department. There are several men employed here, whose duty it is to separate bundles destined for city delivery from those to be sent out of town.

"As the city delivery is divided into wagon routes, which we serve with our own wagons, another division of the parcels is necessary in order that each wagon may receive its proper parcels. Here is a schedule embracing those towns within a hundred miles of New York, to which we deliver merchandise to purchasers free of charge. We are enabled to do this by contract which we have with the different express companies. We do not undertake, however, to deliver merchandise valued at less than one dollar to any point outside of New York. In order to render the work of forwarding packages easy for our employes, the name of an express company is printed opposite the name of each town where it has an office. You can see, therefore, that the work done here is largely mechanical, and we consider it a part of the running machinery of our establishment.

"People who visit this department frequently ask us if we are not afraid that a conflagration might be started here where there is so much inflammable material. The long wooden tables, the pine board partitions, the quantities of wrapping paper, straw and other stuff used in packing are suggestive of danger, but we have taken a precaution which, we think, will insure safety. Here is a hoghead of kalsomine, or fire-proof paint. We spread a thick coating of this over the woodwork, and although we are not sure that it will prevent burning, it certainly will retard the progress of a fire. I will show you how it works. I dip this piece of paper in the kalsomine, so that one-half is saturated while the other half remains dry.

"Now, I put it in the blaze of this gas jet. The dry half bursts into flame, whereas, the half saturated with kalsomine refuses to ignite. We argue that if a fire should break out in the straw and other packing materials, the kalsomine would prevent its rapid spreading until the fire engine could be brought into play. Supposing, however, that a fire should break out on the top floor, how is word to reach the engineer so that he may start up his fire engine? On every story there is an electric bell, leading directly to the engine-room, by means of which an immediate alarm can be sent to the engineer. We have taken precautions enough to insure against fire, and only wish we were as well protected against losses in trade.

"The ordinary shopper, and those who pay cash for whatever they buy, have no idea of the enormous expense entailed in running a big store like ours. Although machinery may save wages, and precautions prevent losses, we can never tell

how our outstanding accounts will turn out. It is safe to calculate upon thousands of dollars in bad accounts each year. The man who can invent a machine that will detect the honesty or dishonesty of a person, will become many times a millionaire. Yet even in this respect there is a machinery in trade.

"There are mercantile agencies and protective associations which keep a record of all those who are known to evade the payment of their debts. By applying to them, we can often ascertain the credit of a purchaser. However, in establishments of this description, visited by thousands each day, it is impossible to keep track of all who purchase on credit. We have a plant of machinery here, as you have seen, which is valued at about \$75,000. It is safe to say that it saves us from \$15,000 to \$20,000 each year."

Use "Tradesman" Coupons

EATON, LYON & CO.,

JOBBERS OF

Stationery and Books

A Complete Line of

HAMMOCKS,
FISHING TACKLE,
MARBLES,

— BASE BALL GOODS —

Our new sporting goods catalogue will be ready about February 10th.

EATON, LYON & CO.,

20 and 22 Monroe St.

BEACH'S

New York Coffee Rooms.

61 Pearl Street.

Five Cents Each for all dishes served from bill of fare.

Steaks, Chops, Oysters and All Kinds of Order Cooking a Specialty.

FRANK M. BEACH, Prop.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

D. A. DGETT, Vice President.

H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

THOS. E. WYKES,

WHOLESALE

Marblehead and Ohio White Lime, Buffalo, Louisville and Portland Cements, Fire Brick & Clay.

Agent for the "Dyckerhoff" imported Portland cement, the best cement in the market for sidewalks. Also buy and sell Grain, Hay, Feed, Oil Meal, Wood, Etc., Clover and Timothy Seed.

WAREHOUSE AND MAIN OFFICE:

Cor. Wealthy Ave. and Ionia on M. C. & R. R.

BRANCH OFFICE:

Builders' Exchange.

BUILT FOR BUSINESS!

Do you want to do your customers justice?

Do you want to increase your trade in a safe way?

Do you want the confidence of all who trade with you?

Would you like to rid yourself of the bother of "posting" your books and "patching up" pass-book accounts?

Do you not want pay for all the small items that go out of your store, which yourself and clerks are so prone to forget to charge?

Did you ever have a pass-book account foot up and balance with the corresponding ledger account without having to "doctor" it?

Do not many of your customers complain that they have been charged for items they never had, and is not your memory a little clouded as to whether they have or not?

Then why not adopt a system of crediting that will abolish all these and a hundred other objectionable features of the old method, and one that establishes a CASH BASIS of crediting?

A new era dawns, and with it new commodities for its new demands; and all enterprising merchants should keep abreast with the times and adopt either the

Tradesman or Superior Coupons.

COUPON BOOK vs. PASS BOOK.

We beg leave to call your attention to our coupon book and ask you to carefully consider its merits. It takes the place of the pass book which you now hand your customer and ask him to bring each time he buys anything, that you may enter the article and price in it. You know from experience that many times the customer does not bring the book, and, as a result, you have to charge many items on your book that do not appear on the customer's pass book. This is sometimes the cause of much ill feeling when bills are presented. Many times the pass book is lost, thus causing considerable trouble when settlement day comes. But probably the most serious objection to the pass book system is that many times while busy waiting on customers you neglect to make some charges, thus losing many a dollar; or, if you stop to make those entries, it is done when you can ill afford the time, as you keep customers waiting when it might be avoided. The aggregate amount of time consumed in a month in making these small entries is no inconsiderable thing, but, by the use of the coupon system, it is avoided.

Now as to the use of the coupon book: Instead of giving your customer the pass book, you hand him a coupon book, say of the denomination of \$10, taking his note for the amount. When he buys anything, he hands you or your clerk the book, from which you tear out coupons for the amount purchased, be it 1 cent, 12 cents, 75 cents or any other sum. As the book never passes out of your customer's hands, except when you tear off the coupons, it is just like so much money to him, and when the coupons are all gone, and he has had their worth in goods, there is no grumbling or suspicion of wrong dealing. In fact, by the use of the coupon book, you have all the advantages of both the cash and credit systems and none of the disadvantages of either. The coupons taken in, being put into the cash drawer, the aggregate amount of them, together with the cash, shows at once the day's business. The notes, which are perforated at one end so that they can be readily detached from the book, can be kept in the safe or money drawer until the time has arrived

for the makers to pay them. This renders unnecessary the keeping of accounts with each customer and enables a merchant to avoid the friction and ill feeling incident to the use of the pass book. As the notes bear interest after a certain date, they are much easier to collect than book accounts, being *prima facie* evidence of indebtedness in any court of law or equity.

One of the strong points of the coupon system is the ease with which a merchant is enabled to hold his customers down to a certain limit of credit. Give some men a pass book and a line of \$10, and they will overrun the limit before you discover it. Give them a ten dollar coupon book, however, and they must necessarily stop when they have obtained goods to that amount. It then rests with the merchant to determine whether he will issue another book before the one already used is paid for.

In many localities merchants are selling coupon books for cash in advance, giving a discount of from 2 to 5 per cent. for advance payment. This is especially pleasing to the cash customer, because it gives him an advantage over the patron who runs a book account or buys on credit. The cash man ought to have an advantage over the credit customer, and this is easily accomplished in this way without making any actual difference in the prices of goods—a thing which will always create dissatisfaction and loss.

Briefly stated, the coupon system is preferable to the pass book method because it (1) saves the time consumed in recording the sales on the pass book and copying same in blotter, day book and ledger; (2) prevents the disputing of accounts; (3) puts the obligation in the form of a note, which is *prima facie* evidence of indebtedness; (4) enables the merchant to collect interest on overdue notes, which he is unable to do with ledger accounts; (5) holds the customer down to the limit of credit established by the merchant, as it is almost impossible to do with the pass book.

Are not the advantages above enumerated sufficient to warrant a trial of the coupon system? If so, order from the largest manufacturers of coupons in the country and address your letters to

THE TRADESMAN COMPANY,
GRAND RAPIDS.

THE MICHIGAN TRADESMAN.

THE LABOR QUESTION. FIRST PAPER.

Written for THE TRADESMAN.

I have no desire to become an alarmist or an agitator of the public mind, but a little sober thought devoted to this all-absorbing and perplexing question will convince any candid business man that there are some knotty problems along this line, materially affecting the commercial world, which have not yet been solved, but must be sooner or later, if the business of the country is to preserve its equilibrium. At present a vague apprehension of uncertainty pervades everything. Men hesitate to invest their money in new enterprises for the same reason that men hesitate to erect costly edifices in a section of country subject to destructive tornadoes and cyclones. There is in each case an element of uncertainty. The man who invests his money in manufacturing, merchandizing, mining or railroading, does so knowing full well that he will be subject to reprisals and demands which, owing to the condition of his business, it may be impossible for him to comply with. No branch of business is free from this uncertainty, for no man knoweth the day or the hour when the strike cometh. It cometh like a thief in the night, when, lo! the wheels stopeth short like grandfather's clock and refuseth to go. If the victim should happen to be a street car company and the thunderbolt should happen to drop in the "wee sma' hours" of a Sunday morning, it would be all the same in its general effect upon the community. Little children are kept away from their Sunday school classes; the church bells may ring as usual, but many a familiar face is missed from his or her accustomed pew;

the workingman must lay down the implements of his labor and his business of bread-winning must stop until the embargo is removed; business is seized with a paralytic stroke and no man, woman or child in the city escapes the pernicious effects. Many of these commercial cyclones leave numerous wrecks in their wake and thousands are injured so badly that it takes them months to recover. Every business man is familiar with these disturbances, is in constant dread of them and is anxiously waiting and watching for some certain means of bridging over the difficulty. We have certainly very little light on the subject at present. A glance at the true state of affairs all over the civilized world will convince any fair-minded man that so far as a proper solution of the labor question is concerned, all is chaotic obscurity. Capital is composed of two elements, money, or its equivalent, and labor. When these two elements are properly and harmoniously combined, each receiving its just share, then will capital be productive and strikes unknown. A man's capital may consist of

money or its equivalent exclusively; or it may be brains; or, perhaps, brawn; or all three combined; but whatever it may consist of, it is his duty to protect it and invest it to the best advantage. If he combine with others, he will be entitled to his just share and no more.

In my next letter I may venture a little further in this direction, but will close this by touching upon a few rights and a few wrongs which are floating around in such a conspicuous manner that it strikes me forcibly that anyone with half an eye can see them. It is right for employes to strike, if they wish to, provided they are not under contract or obligation to remain or give notice, but it may be inexpedient and very unwise to do so. It is positively wrong, morally and legally, for strikers to prevent others, either by force or intimidation, directly or indirectly, from taking their places, if they wish to. It is wrong, first, last and all the time, for strikers to boycott a business man, thereby injuring him, because he would not neglect his own business for the sake of spitting the other party. It is right and

proper for workmen to organize themselves together for the purpose of mutual benefit and protection; in fact, it is a duty which they owe to their families to thus associate themselves together, but they should be governed by righteous principles. It is wrong and subversive of liberty for strikers to demand the discharge of workmen who remain at their post of duty; or to demand the discharge of non-union men; and, finally, it is wrong and smacks of the dark ages for employers of labor to prohibit their employes from identifying themselves with a labor organization. Some claim they have this right and, if you do not like the terms, you are under no obligation to serve them. Let us look at this a little: Now, if any employer of labor has this right, then all employers of labor have the right, and suppose all should exercise it, what would become of labor? Simply reduced to starvation or slavery. I say fearlessly that any employer of labor in free America, be that employer an individual or a corporation, who insults American labor in this way, richly deserves to be heavily sat down upon by a liberty loving American public, until such employer is willing and ready to treat those in his employ as citizens of a free republic. E. A. OWEN.

SHOE DEALERS' BEST "AD."



This Five-inch Nickel Plated Button Hook with Your Name and Town Stamped on It, at \$1 per Gross in Five Gross Lots.

HIRTH & KRAUSE,

12 AND 14 LYON STREET,

GRAND RAPIDS, MICH.

"I know of no way to judge of the future but by the past."--PATRICK HENRY.

HISTORY repeats itself. In making a forecast of the probable future of any district or city of the United States there is no safer rule to follow than to JUDGE THE FUTURE BY THE PAST. The past shows that NAVIGATION has had more to do with the upbuilding of great cities than any one advantage, or in fact, all other advantages combined. You will find something striking in the examples of the effects that navigation produces as shown in the following:

ILLINOIS has in 1890 a population of 3,818,536. Cook County, located on Lake Michigan, has 1,189,259, while not an inland county has yet reached 82,000 population.

WISCONSIN has a population of 1,683,697. Milwaukee County, located on Lake Michigan, has 235,737, while not an inland county of the state has yet reached a population of 60,000.

OHIO has a population of the extreme north and on county on the north and each having navigation, 309,970 and 374,573 this old state has yet notwithstanding the fact coal, iron ore and petro-

MUSKEGON

3,693,216, with navigation on the extreme south. Cuyahoga Hamilton county on the south, have respectively in population while not an inland county of reached 125,000 population, that they have natural gas, leum at their very door.

If you read the foregoing carefully and get your thinking cap on you will say that MICHIGAN will not be an exception to the rule which prevails, not only in the states we have cited, but in New York, Pennsylvania, Massachusetts and in fact all of the others having navigable waters, and you are forced to the conclusion that the largest city in Western Michigan [a district of greater area than Mass., Rhode Island and Connecticut combined] will be one of the port cities of Lake Michigan. That city will be MUSKEGON. No city of the United States of equal size [25,000] is making such rapid progress. Has a fine location on a splendid inside harbor. Twenty-one large factories have been secured in the last eighteen months. One hundred and fourteen miles from Chicago, eighty-five miles from Milwaukee and directly opposite. All the conveniences of large cities. No CITY IN THE COUNTRY affords such opportunity for safe investments.

For information, maps, circulars, etc., apply to

MUSKEGON IMPROVEMENT CO.

Occidental Hotel Block,
MUSKEGON, MICH.