

MICHIGAN TRADESMAN.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, JUNE 10, 1891.

NO. 403

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Don't Be a Miller.

Since time began, it's been in vogue
To call the miller arrant rogue.
He may be honest, true and brave,
But still he's dubbed the city knave.

He grinds your grist and takes his toll—
Just what was right—but then he stole,
And nothing good was ever said
About a miller, until dead.

Some of his patrons will insist
He stole their sacks as well as grist,
And then they try to make it seem
He followed 'round to steal the team.

So, if by labor you exist,
Just swear you'll never grind a grist.
Work at something, dig or bust,
And save yourself from being cursed.

UNCLE DAVE.

It was a Sunday in June, many many years ago; one of those perfect days sometimes sent to earth to give us poor mortals a foretaste of heaven.

As I stepped out upon the south porch of the long, low farmhouse, in which I was a welcome visitor, an exclamation of delight involuntarily fell from my lips. Before me far as the eye could reach stretched the boundless prairie, dotted here and there with farm-houses, criss-crossed with lines of rail-fences, and decked with orchards and scattered groups of trees, while herds of cattle roamed at will over great unfenced spaces, and a long irregular line of timber on the east showed where a creek wound its way.

"Yes," said my host, "it is a right sightly country, and its fillin' up fast too; twenty years ago when we came here, Miss Walton, there wasn't but one house within ten mile of us, and there wasn't a rail of fence on this hull prairie."

"There is a good deal of it unfenced now," said I. "Is it government land?"

"Oh, no, there's no government land around here now. We leave that for our cattle, part of it belongs to me, and a good deal to speculators," was the answer. "But sit down, you can see as good sittin' as standin', and mother'll be out pretty soon. I'll go git some airy apples while we wait for her," and "Uncle Dave," as everybody called him, picked up a basket and walked away in the direction of the orchard.

How peaceful and quiet it was. That indefinable something which hallows the Sabbath in the country hovered in the air. I thought "if I did not know it was Sunday, nature would proclaim it herself." Now and then a meadow lark would pour out his happy soul in a song, or a quail saucily call to his mate, while the drumming of the prairie chicken, or the whirr of a pheasant as it rose from the long grass, sounded pleasantly to the ear.

My hostess came to the door. "Our youngsters," she said, "are going over to Bethel meetin' house to singin'. Wouldn't you and Mr. Walton like to go? There's lots o' room in the wagon."

"Oh, no," I answered, "we came to see you and Mr. Benson." Just then our host, in company with my husband, came around the house. "You're right, Miss Walton," he said, "you'll find it pleasanter here than riding along with that set," and he glanced at the wagon-load of young men and women

driving out of the barnyard, "not that they won't have a good time, but you'll be in better company," and he laughed as he wiped the moisture from his face and fanned himself with his broad-brimmed straw hat.

A few minutes later we were all seated comfortably, Uncle Dave and mother, as he called his wife, myself and my husband, in the split-bottomed wooden chairs, on the vine-covered porch.

"Is Bethel a Methodist Church?" I asked.

Uncle Dave looked quizzically at his wife. "Do you hear that, mother?" he said.

Mother smiled. "He thinks that an odd question," she answered, addressing me.

"Why? Are there no other denominations around here?" I said.

"Oh, yes," she replied, "there are people belonging to several others, but there are more Methodists than anything else."

"Yes," said Uncle Dave, "Methodists jess swarm 'bout yer. You see, Mrs. Walton," addressing me especially, "I never did like 'em; fact is, one thing brought me out West was to git rid of Methodists."

"Why, Uncle Dave," said I, "I thought you were a member of that church."

He laughed and looked at his wife; he was very often looking at his wife, and ah! how much the look expressed of love and pride. It was evident to the most casual observer that she was dearer to him than the apple of his eye.

"You are mistaken," he said, "I am only a sort of a relation. I ain't never signed no contract. You see, Miss Walton, I took a spite at the Methodists when I was a boy. They had a big revival in our neighborhood, and some of the youngsters I run with got converted, and that spoiled my fun. Why, one of the biggest scamps of the whole lot got a call to preach, and I must say, he made a mighty good preacher, too. You see he was an awful earnest sort of a feller, and he was jess as earnest preachin' and prayin' as ever he was sinin', if so be as our cuttin' up was sinin', which I'm free to confess I hev my doubts about. Pears to me like the angel that keeps the book must take time to laugh at sich pranks as we cut, jess going to spelling schools and singin' in winter, hookin' the horses outen of our own dads' stables when the ole fellers wasn't willin', and in summer frolickin' roun' watermelon patches. Oh, pshaw! youngsters will be youngsters, and where the rein's held too tight the horse will break. But as I was sayin' I took a spite at the Methodists, and when I married into a good old Scotch Presbyterian family and moved way out yer, I thought I was rid of 'em; but laws, Miss Walton, it was jumpin' outen the fryin' pan into the fire. The very fall after we came, our little Dave took awful sick; no doctor in ten miles an me an mother scared to death. Well, we made up our minds to git in the wagon, sick baby an all, an go to Gilbraith's, our neighbor, when, while I'se hitchin' up, a great, tall,

ganglin feller on a right good horse stopped in front of the cabin."

"Helloo" says he. "Might I enquire the way to Brother Gilbraith's, friend?"

"Before I could speak Mother was at the door. 'Are you the preacher?' says she. 'Miss Gilbraith told me about you. Won't you come in? My baby's so sick.'"

"Well, afore I got to the house, the preacher had the baby in his arms lookin at it, an the upshot was he had the medicine with him that jess worked like a charm, an by mornin little Dave was as peart as ever. Of course, after that we had to go and hear him preach. He held his meetin at Brother Gilbraith's, they was all the Methodist family then in a rajus of fifteen mile. But laws! whenever a Methodist family settles anywheres you may look for a circuit rider bout the time the roof's on his cabin, an by the time there's half a dozen families of any sort, he's ready to organize a church. That's the way it worked yer, anyhow, an, Miss Walton,"—for all the time Uncle Dave addressed me in particular as if I were specially interested. I found afterwards, however, that it was one of his ways of showing his respect for my sex—"you'd hardly believe it, but my wife, that I thought was a regular dyed-in-the Presbyterian, was one of the first to jine. 'Betty,' says I, expostulatin-like, 'what do you recon your father'll say?' 'Write an see,' said she, quick as a wink; and I dun it, an I could hardly believe my eyes when the letter came, for he never said a word till he'd told all bout the family and the crops—peared like the prospect for corn worried him considerable—an then he puts in kind o like a poscrip: 'So Betty jined the Methodis'ses. Well, I hope she'll be a credit to 'em;' an, Miss Walton, that was all, and I was that dazed I jess sat and looked at Betty a hull minit, an she laughin and cryin as she read."

He paused, and turned his head as a quail called to its mate from the orchard, and an answer sounded short and clear from the fence just in front of us.

"Them little fellers knows it's Sunday," he remarked. "Queer, Miss Walton, how knowin the birds are. Why there was a flock of wild turkeys hunted down in the timber last winter, an we never got but three out of the lot. Fact, we was haulin rails, an whenever we went without a gun we'd see 'em struttin roun as sassy as you please, but have a gun along, and you might look your eyes out 'thout seein a turkey. But I was tellin you 'bout our church. There was, an I guess its so yet, lots more wimmen than men jined. Why, when Brother Benson organized he had eight wimmen and two men. Odd! isn't it? Guess wimmen," with a sly glance at his wife, "needs the consolation of religion morn'en men do."

"Guess they do," retorted his wife, "seein how much they hev to put up with from the men."

How Uncle Dave laughed and looked at us, and shook his gray head and glanced from us to his wife, as if to say, "there's no gettin ahead of her, is there?" It was delightful to witness, and my husband and I joined heartily in his merriment.

"Well, I tell you," he went on, as soon as he could speak. "My wife's right sassy sometimes; you see, Miss Walton, prosperity's spiled her. She only weighed 'bout ninety pounds when we was married, and now," with a quizzical look at

her, "she kicks the beam at a hundred and sixty."

"David, David," said his wife, "you know I only weigh a hundred and fifty-eight."

"Now, mother, that was afore dinner, an I was lowin,"—but mother indignantly refused to hear anything more on the subject, and with a subdued air Uncle Dave again turned to me.

"We was talkin 'bout the Methodis, I believe," he said. "Well its astonishin how they've growed. Three years after we moved out here, Brother Benson proposed that we should have a camp-meetin. 'Where'll you git the people?' says I. 'Oh,' says he, 'you an Brother Gilbraith fix up that sycamore grove a little, an I'll git the people,' and he did. Why, bless you! they came from fifty miles 'round, whole families, an there never was a better time. We had Brother Benson an three other preachers, an I declare, Miss Walton, there was many as sixty people converted at that meetin. I never see such a time. Why one night they was singin an prayin, and my wife, my Presbyterian wife, she got that happy she was shoutin, fust thing I knowed, an, thinks I, she'll be in heaven next thing, an I grabbed her an held on—"

"David," interrupted his wife solemnly.

"Well, now, mother, it's so, an I been half afraid ever since of your slippin off."

"David," again from his wife.

"Oh, these wimmen!" said Uncle Dave. "It's dreadful hard to git along with 'em; now ef I was to say I was afraid she wouldn't git to heaven," and now he addressed my husband, "what do you think she would do?"

We joined in his hearty laugh, as his wife shook her head until her cap border quivered, and he went on, as she rose and went indoors. Turning to me. "Miss Walton, she's the finest woman in the State. I ain't a perffessor, never signed no contract, but I believe the Lord's got it on the credit side of his big book opposite Dave Brenson's name, 'good to his wife, an thankful to God for her.'"

The old man's voice trembled. "I tell you, Miss Walton, I know wimmen have a hard time in this world—" just then his wife returned to her rocking chair, and he went on: "Mother, I was jess tellin Miss Walton how glad I was the Lord didn't dress my spirit in woman's clothes."

"Did you tell her how glad I was of the same thing?" she replied, with a mellow laugh.

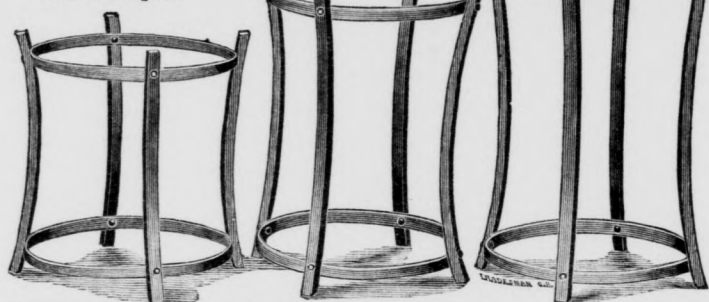
"Now, mother," he said, deprecatingly, but glancing around at us to see if we appreciated the remark. "Now, mother, ain't you jokin? You see," to Mr. Walton, "mother knows all my ins an outs, an she feels bad 'cause I don't jine meetin, I expect," meditatively. "I'll have to give bond yet. You see how my oldest girl married a Methodist preacher, an," brightening up, "you ought to see their boy, named for me, actilly named David Brenson's Pierce. Shouldn't wonder if that boy ud be a bishop yet. What, supper time, mother?" as his wife again rose and went indoors. "Why this has been a short afternoon, an I never told you about our camp-meetin, but we have 'em yet every fall. You come out the last week in September and tent with us. Why, Miss Walton, I come home always nights to tend to things, you see," pointing to a grove about a mile distant, "we use the same old place Brother Benson—"

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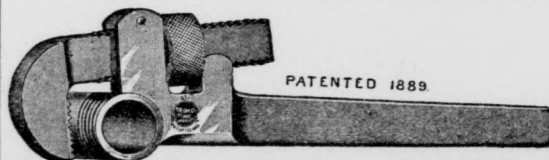
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HESTER & FOX,

Grand Rapids, Mich.

he's our presidin elder now—picked out, an it's so close I ken watch over the farm, an, as I was sayin, I come up here, an I can hear 'em singin an prayin down there, and it sounds like, well, like the new Jerusalem, I expect, though I never been there, but if you'll excuse me, I'll go and help mother start supper; them youngsters'll be along directly hungry as hunters."

Good Uncle Dave a few years after our visit "gave bond," as he quaintly termed it, for his good behavior by uniting with the church, which had followed him so persistently all his life.

Taking dinner at our house one day when he had business in town he told me about it.

"You see, Miss Walton," he said, "two of my boys is in the army, an afore they went I tole 'em mother'd feel a sight better if they'd list under King Manuel's banner afore they left, an ef they'd do it I'd go 'long, and so we went up to be prayed for, and they took us on probation. I tell you mother was that happy she shouted, an 'twas the only time she's done that sence our first camp-meetin. Well, Miss Walton, when my tim's up they wanted to take me in full membership, but says I, no, sir, me and the boys started in together an I'm goin to wait for them, ef it's five years or forever." The old man's voice shook and tears filled his eyes.

"It's pretty tough, Miss Walton, he went on, "pretty tough on mother; you see our son-in-law's gone too, he's chaplain of the same regiment Tom an Fred's in, and May she's home with her boy, an we must keep up our spirrits or she'll break right down."

Good old Uncle Dave. That next winter his boys came home on furlough, and Brother Benson took father and two sons into the fold.

The boys went back again as veterans, and one came home no more.

The grass grows now on the graves of Uncle Dave and his beloved wife, and near them sleeps their soldier boy, for after the war was over, Uncle Dave sought and found the body and had it brought to rest at Bethel; and now on Decoration day, when people gather to remember their dead, grateful descendants with loving tears place flowers on the grassy mounds where lie Uncle Dave, mother, and their soldier boy.

E. V. WILSON.

The Latest Thief.

The newest brand of thief in New York is the fellow who comes into an office and steals the type writer. Not the girl who ordinarily goes under that title, but the machine itself. You could replace the girl a good deal easier than you could the machine and for less money. A number of cases are reported where these office thieves have stepped into an office in a prominent part of the city with the ostensible purpose of asking a question or selling something, and having found the occupants out have lugged away the machine. One fellow caught in the act had the impudence to assert that he received a bonus, for every one he stole, from a prominent dealer in the instrument, who immediately demolished the abstracted type writer, thus creating a demand for that article.

Will Stay Where He Is.

LEROY, June 6—H. M. Patrick denies the report that he contemplates removing his general stock to Cadillac. He says he will stay where he is and continue business at the old stand.

Yale—Wells & Tobey have engaged in the drug and stationery business.

Industrial Despotism.

From the New York Shipping List.

In discussing the merits of the various labor strikes which are retarding business progress, a well-known authority offers a remedy, but, unfortunately, the cure is worse than the disease. According to his arguments, industrial peace can be permanent only upon the condition that one of the belligerents should become permanently dominant over the other. Either employers must be relatively so strong that they can dictate terms to those whom they employ, or the employed must become masters of their occupations and fix their own recompense. If the lion is to lie down with the lamb, it will be only after having swallowed him bodily. This is the result, indeed, for which many reformers are striving, some openly, and with full knowledge of their purpose, and others disguisedly, or in ignorance of the logical outcome of their theories. For it is plain that if the whole mass of workers for wages should be thoroughly organized they would be irresistible. The industries of the world could go on only in accordance with their ideas. But, as the world is so nearly entirely composed of earners of wages, and the payers of wages are comparatively so few in number, the effort to organize the former into one compact body is, in effect, an effort to reorganize the whole community upon a socialistic basis. Government would become mainly a matter of directing labor, and wages would be regulated by law as taxes now are. We should then have immunity from strikes and labor conflicts, and the adjustment of wages would be transferred to the domain of politics, and be discussed or settled like the tariff and the coinage of silver. Inasmuch, too, as individual employers could not carry on their business under such conditions, the Government would have to take their place, and thus the nation would become a socialistic community. We are too much imbued with democratic principles to look forward complacently to this form of relief from the industrial wars which now break out occasionally and cause inconvenience. The people prefer our present liability to conflicts to the industrial despotism which is the only means of escape from it. At the same time there is an apprehension that we are slowly drifting toward this despotism, and that many of our citizens are striving to establish it without being aware of the fact. The authority referred to announces its approach, not only in the combinations of workers under the forms of trades unions, federations and alliances, but in the clamor that goes up every little while for legislation in this, that, or the other department of social economy, and for the enforcement by the strong hand of the Government of regulations for the management of private business.

New Industry at Sing Sing.

A new industry has been started at Sing Sing Prison, about thirty men being employed in preparing raw material to be used in the manufacture of brushes. This is known as the brush fiber industry, and consists principally in converting bales of tampico, horses tails, hogs' bristles, etc., into proper shape to be sold to brush manufacturers. The raw materials are purchased from wholesalers in New York. This brush material, the warden says, is nearly all prepared in England and Germany, and the material is imported principally in a condition ready for the manufacturers.

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RELIABLE!

Always Satisfactory.

Always Uniform.

Other brands of flour may occasionally make as good bread, but for absolute uniformity and reliability our brands "Sunlight," "Daisy" and "Purity" will be kept at the top, as they have been in the past. Write us for quotations.

THE WALSH-DE ROO MILLING CO.,

Proprietors Standard Roller Mills,

HOLLAND, - - MICH.

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.

AMONG THE TRADE.

AROUND THE STATE.

Bellevue—Cooper & Allen succeed Hoyt & Cooper in the hardware business.

Detroit—John Rooney has sold his grocery stock to Thoo. Schamadan.

Saginaw—Alex H. Clark is succeeded by Mosier Bros. in the grocery business.

Delwin—M. M. Erwin & Co. are removing their general stock to Pinconning.

Sturgis—T. F. Thornton & Co. are succeeded by Frank S. Packard in the drug business.

Martin—C. Konkel has sold his meat business to Curry & Knowlton, formerly of Shelbyville.

Battle Creek—Henry Watts succeeds Mannerow & Chamberlain in the boot and shoe business.

Bentley—O. F. Bentley is succeeded by Frank Bentley in general trade and the saw and shingle business.

East Arlington—Geo. Edgel has sold his grocery stock to Frank Weed, the consideration being \$800.

St. Johns—J. M. Frisbie has purchased the bakery stand of D. McGibbon and will continue the business.

Port Huron—Grieb & Eichhorn are succeeded by Grieb & Son in the grocery and vessel supply business.

Iron Mountain—W. H. Mitchell succeeds Mitchell & Richards in general trade and the furnishing goods business.

Saginaw—John Koepplinger succeeds Victor Slessinger in the grocery business. The latter will continue in the hide and wool business.

Big Rapids—The drug fixtures used by the former firm of Griswold & McGregor have been sold to Alex. Eckermann and moved to Muskegon.

Kalamazoo—A. Binkhorst has purchased the stock of groceries of G. Vandekreeke, corner of Dutton and Burdick streets, and will continue the business.

Big Rapids—Jay D. Robinson, who has been engaged in the meat business here for the past twelve years, has retired from trade and will return to agricultural pursuits.

Charlotte—Harrison & Sorg, late of South Bend, have leased the building formerly occupied by M. J. Lamson and engaged in the manufacture and jobbing of confectionery.

MANUFACTURING MATTERS.

Vassar—The Vassar Furniture Manufacturing Co. has been organized, with a capital stock of \$10,000.

Dodge—The Lansing Lumber Co. is securing a night crew, and will soon begin running its sawmill here day and night.

Alpena—The Minor Lumber Co. has contracted with Cleveland parties to cut several million of logs from the Georgian Bay country.

Cheboygan—It is stated that the new sawmill of the Whitehall Lumber Co. will begin sawing the latter part of the present month.

Tawas—Armstrong & Culham are operating a portable mill about eight miles from Tawas, cutting lumber on contract for Robert Merrick, of this place.

Detroit—Cope Bros. have merged their hose truck and screen door business into a stock company under the style of the Ideal Manufacturing Co. The capital stock is \$150,000.

Saginaw—Henry Nelinstadt, Jr., of this city, has purchased an interest in

the Mitchell & McClure sawmill at Zilwaukee. The mill is being operated to its full capacity.

Detroit—S. T. Williams, W. A. Forbes, W. H. Turner and F. J. Walker have incorporated the S. T. Williams' Nickel Stamp System Co., with \$250,000 capital, \$25,000 being paid in.

Flint—The Flint P. Smith Lumber Co. has leased the old Crapo sawmill for five years with the privilege of purchase. It proposes to put the property in running order and operate it, cutting norway car stuff for the Peninsular Car Works, of Detroit. The mill which has been operated by the company will cut hardwood logs exclusively.

White Cloud—A. Burton & Co., who have operated a shingle mill in Wilcox township for several years, have purchased 6,000 acres of land in Beaver township, and removed their shingle mill to that locality. The mill will cut 40,000 per day, and has enough timber to keep it running for five years. The land was purchased of Murphy, Crippen & Son, of Chicago, who lumbered the tract several years ago.

Detroit—Robert Keveney, of the firm of Keveney, Davidson & Baker, who had been in the produce business at 60 and 62 Cadillac square, has skipped to Chicago, so his partners say, with \$500 of the firm's money. Before leaving Keveney took the money and charged it to himself on the books. His wife and child went with him. Davidson was the man who floated the business and owned the greater portion of the goods. His sudden departure swamped the business and the partners have since sold out to W. H. Knight & Co.

St. Ignace—The Mackinaw Lumber Co. cut 3,000,000 feet of logs in Cedar township, Mackinaw county, and they were rafted to Cheboygan, where Swift Bros. have contracted to manufacture them. These logs will doubtless furnish the ground work for a law suit. They have been assessed at Cheboygan, the owners entering a protest against the assessment before the board of review, producing affidavits showing the logs were assessed in Cedar township. The board declined, however, to entertain the protest, and the Mackinaw Lumber Co. will doubtless take the matter into the courts.

Death Caused by a Chemical Change.

WEST BAY CITY, June 1—This city has been considerably excited over the death of Mrs. Rollin Jones, which occurred a couple of days ago. Two weeks ago Mrs. Jones was taken ill and was attended by Dr. Hagadorn, who prescribed a certain drug. The prescription was compounded at the store of Geo. L. Lusk and was administered according to directions. A short time after the first dose was taken Mrs. Jones became considerably worse, and the doctor concluded she had been poisoned. He administered an antidote, and she recovered, after having suffered great agony. Saturday night she was considered out of danger, but Sunday she was taken worse, and gradually failed until she died.

Druggist Lusk said that he had had three calls for the drug (hydrargyrum lactate), and had heard of no unfavorable results. He ordered a supply from a jobbing house in Detroit, which procured it direct from the manufacturers. It was some of this drug that was used. It came as Merck's preparation. An analysis of the preparation by Dr. Prescott, of the Michigan University, shows the presence of corrosive salt, indicating that a chemical change had occurred in the drug, else fatal results would have followed its first use. Mr. Lusk invites a thorough investigation.

FLINT'S TRAVELERS.

Full List of the Salesmen who Reside There.

The following list of the traveling salesmen who reside in the lively city of Flint is furnished THE TRADESMAN by D. C. Slaght, who travels for the Depew branch of the U. S. Baking Co.:

Fred Anderson, Flint Cigar Co., Flint.
H. A. Bartlett, Cooper, Wells & Co., St. Joseph.

E. B. Banister, Singer Manufacturing Co., Chicago.

E. F. Bush, American Eagle Tobacco Co., Detroit.

W. E. Braman, Flint Cigar Co., Flint.
J. N. Blake, Stone, Atwood & Co., Flint.

R. E. Beggs, Foote, Reed & Co., Cleveland.

G. L. Crawford, Geo. T. Warren & Co., Flint.

M. P. Cook, Mobile & Ohio R. R.
L. Church, Flint Wagon Works, Flint.

A. F. Coddington, L. L. Cohen, Detroit.
E. R. Day, Day Bath Tub Co., Detroit.

Dallas Dort, Flint Road Cart Co., Flint.
W. C. Durant, Flint Road Cart Co., Flint.

J. W. Doane, F. A. Perrin, Cohoes, N. Y.

Mouty J. Eldridge, A. J. Johnson & Co., Rochester.

Fred W. Eldridge, A. J. Johnson & Co., Rochester.

John Eldridge, W. H. Whitredge, Lynn, Mass.

I. M. Eldridge, W. H. Whitredge, Lynn, Mass.

T. S. Eddington, W. S. Melcher, Toledo.
J. A. Frise, Flint Music Co., Flint.

G. R. Furgeson, C. W. Inslee & Co., Detroit.

A. E. Foote, Northwestern Benefit Co., Chicago.

Jacob Garton, Strong, Woodbury & Co., Rochester.

Don L. Glendening, W. A. Patterson, Flint.

M. F. Ganey, Flint Pants Co., Flint.
Ed. Hudson, Daniel Scotten & Co., Detroit.

Chas. Hinkle, Flint Mattress Co., Flint.
Newt. Humphrey, Maloney Bros., Rochester.

Chas. Heives, H. W. Watson & Co., Flint.

Geo. Haskins, J. W. Faler & Co., Detroit.

S. B. Haywood, Sweetser, Pembroke & Co., New York.

E. H. Hall, B. G. Morrice & Co., Detroit.

W. H. Hedden, James Craig, Detroit.
E. S. Johnson, Singer Manufacturing Co., Chicago.

C. J. Lewis, Childs, Groff & Co., Cleveland.

E. O. Lancaster, J. B. Ellison & Son, Philadelphia.

Ed. H. Lee, A. G. Monnich & Co., Flint.
R. M. Lane, American Portrait Co., Chicago.

W. R. Morse, Wm. Resor & Co., Cincinnati.

Albert Myers, A. G. Monnich & Co., Flint.

D. E. Meade, Geo. W. Cady & Co., Cleveland.

E. D. Morran, Flint Music Co., Flint.
W. A. McNiel, Flint Music Co., Flint.

L. McGlinchy, Samuel Moffatt, Flint.
Geo. McConnelly, Marder, Luce & Co., Chicago.

D. E. McKercher, Geo. T. Warren & Co., Flint.

Arthur Nichols, Day Bath Tub Co., Detroit.

G. A. Nichols, James E. Davis & Co., Detroit.

W. J. Pegg, The Castree Mallory Co., Flint.

J. J. Pellett, Flint Table Factory, Flint.
C. W. Partridge, Partridge Bros., Flint.
J. F. Partridge, Partridge Bros., Flint.
H. E. Partridge, Partridge Bros., Flint.

Henry Pier, Favorite Stove Co., Piqua, N. Y.

Clark Perry, Bassett Leather Co., Flint.

M. H. Putnam, Romain, Putnam & Co., Flint.

S. G. Pierce, New York Biscuit Co., Grand Rapids.

C. H. Rood, Bolton & Bradley, Chicago.

Geo. Rowland, Stony Creek Woolen Co.

J. Randolph, H. W. Watson & Co., Flint.

D. C. Slaght, Lawrence, Depew & Co., Detroit.

J. W. Stranghn, Childs, Lee & Dunlap, Toledo.

H. M. Sperry, Flint Cigar Co., Flint.
Levi Shrader, Flint Cabinet Creamery Co., Flint.

G. L. Spillane, W. H. Watson & Co., Flint.

R. N. Swan, Standard Oil Co., Cleveland.

C. H. Smith, Standard Oil Co., Cleveland.

D. T. Stone, Stone, Atwood & Co., Flint.
S. Scofield, Barnes, Hengerer & Co., Buffalo.

R. A. Swears, Davison Manufacturing Co., Davison Station.

Wm. Tracy, Thorp, Hawley & Co., Detroit.

Jacob Veit, Bassett Leather Co., Flint.
W. C. Wells, W. J. Gould & Co., Detroit.

J. L. Willit, Home Cigar Co., Flint.

C. H. Watkins, Paige & Strachan, Detroit.

H. W. Watson, H. W. Watson & Co., Flint.

Ed. O. Wood, Hackett, Carhart & Co., New York.

J. C. Woodbury, D. M. Osborn & Co., Chicago.

S. B. Montigue, S. A. Munger & Co., Detroit.

Frank Street, Clasen & Street, Flint.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

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, \$2,600. 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—HALF INTEREST IN A GENERAL stock located in a thriving town. Capital necessary, about \$1,200. Address No. 241, care Michigan Tradesman.

FOR SALE—CLEAN GROCERY STOCK INVENTORYING \$2,500 to \$3,000; located in a lively city in Northern Michigan. Annual sales, \$30,000. Good reasons for selling. Address No. 259, care Michigan Tradesman.

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.

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.

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

SITUATIONS WANTED.

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

MISCELLANEOUS.

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

FOR SALE—CHEAP ENOUGH FOR AN INVESTMENT. Corner lot and 5-room house on North Lafayette St., cellar, brick foundation, soft water in kitchen. \$1,200. Terms to suit. Address No. 187, care Michigan Tradesman.

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 6-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.

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.

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. 244.

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.

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 amounted to \$600 in six days; another \$35 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. 255.

GRAND RAPIDS GOSSIP.

John N. Deville, Jr., succeeds Deville & Son in the meat business.

Frank J. Wilmes succeeds Chas. W. Hake in the wholesale liquor business.

The Elliott Button Fastener Co. has acquired the wire fastening patents of Geo. W. McGill, of New York.

The Princess Dressing Case Co. has leased the plant of the Lowell Furniture Co., at Lowell, and will manufacture its line of goods there.

Louis Engbrengthof, general dealer at the corner of Grandville avenue and Lilly street, has completed an addition on one side of his store building.

G. S. Putman has sold his grocery stock at 502 South Division street to C. E. Ramsey, who will continue the business in connection with his book, stationery and wall paper business.

Frank H. White and O. A. Perry have formed a copartnership under the style of White & Perry and embarked in the business of manufacturers' agents of paper and woodenware at 119 Ottawa street.

H. Leonard & Sons have received eighty-five cases of Chinaware and toys from Sonneberg, Germany, on which the duty was \$1,262.55. The same house has also received four carloads of earthenware from Tunstall, Eng., on which the duty was \$1,011.10.

B. A. Fish, the P. of I. dealer at Cedar Springs, uttered a chattel mortgage last week for \$7,000 in favor of J. F. Ferris, the Monroe street grocer. Spring & Company and other local creditors subsequently attached the stock for \$1,300 on the ground that the mortgage was fraudulent.

Purely Personal.

A. Burton, the White Cloud shingle manufacturer, was in town last Friday.

Geo. R. Mayhew went to Chicago Saturday on business for the Elliott Button Fastener Co.

Henry Jacobs, of the firm of Heimbach & Jacobs, druggists at Constantine, was in town over Sunday.

J. H. Plett, the Cadillac meat dealer, has presented John Ball Park with a pair of handsome horned owls, the presentation being made through the mediumship of Chas. S. Robinson.

Geo. W. McGill, of New York, who is an inventor of international reputation, was in the city several days last week for the purpose of consulting with his partners in the Elliott Button Fastener Co.

Mrs. John Cummins is seriously ill at the family residence on Holbrook street, necessitating the presence of Mr. Cummins at home this week. His route is being covered in the meantime by Ed. Huyge.

Theo. Trowbridge, formerly engaged in the drug business on South Division street, has purchased an interest in the wooden measure factory of Hinkley & Roberts, at Decatur, and will take up his residence at that place.

A. P. Hunter, senior member of the drug firm of Hunter & Son, at Lowell, fractured his right thigh while in the act of mounting a bicycle one evening last week. The fracture is a very severe one and will probably keep the victim on his back for six weeks.

The friends of Arthur Meigs will be pleased to learn that he has secured a desirable position as manager of a large lumbering company at Jacksonville, Fla. Mr. Meigs is a man of infinite resources and no disaster can keep him down for any length of time.

Eugene Carmichael, the resident partner and representative of R. L. Polk & Co., has done himself proud in the preparation and publication of the Grand Rapids Directory for 1891. It is larger than any of its predecessors and is remarkably free from errors and omissions.

Gripsack Brigade

Chas. S. Robinson has purchased a full blooded pointer and is arranging to start a pointer dog factory.

Ed. Frick and Jas. N. Bradford went to Baldwin Saturday and caught 25 pounds of brook trout in Middle Branch. The size of their fish was phenomenal.

Ed. A. Withee, the soap salesman, rejoices over the advent of a son, who arrived at the family residence at Vernon six hours too late for Decoration day.

The traveling men of Hillsdale have organized a local association, the charter members being Frank W. Thompson, A. E. Palmer, W. A. Wagner, James McKee, Burr Wilbur, Amos Kendall, George Pierce, Eugene Crum, Frank W. Smith, N. M. Garrett, C. H. Sheldon, A. W. Lewis, H. M. Oberlin, Henry K. Wilson, O. N. Rice, L. K. Hewett, Arthur T. Lincoln and H. T. Buchanan.

Geo. F. Owen came home sick from Cedar Springs about ten days ago and has since been compelled to submit to an operation for strangulated hernia. He has wisely concluded that it would not be advisable to go out again during warm weather and the house has engaged S. O. Brooks to take the Southern portion of his territory, while Geo. W. Baxter will look after the wants of the trade north of Cadillac.

Bank Notes.

The Clare County Bank will be re-organized, and will, after July 1, be the Clare County Savings Bank.

The American Bank has been opened at Lawton under the management of H. D. Brown, late of Cincinnati. It is owned by the Chicago syndicate which has a circuit of thirty-five country banks.

The First National Bank of Grand Haven will be re-organized as the National Bank of Grand Haven, reducing the capital from \$200,000 to \$100,000. Dwight Cutler will continue as President and Geo. Stickney as Cashier.



WM. BRUMMELER & SONS

Manufacturers of and Jobbers in

PIECED AND STAMPED TINWARE.

Our Specialties:

Tin, Copper and Copper-Rimmed Buckets, and all kinds Teakettles, Pails and Milk Pans.

Telephone 640.

Send for Quotations.

264 So. Ionia St., GRAND RAPIDS.

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.

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

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.

Nervousness from Tight Shoes.

"I have a number of patients who suffer from chronic nervous disease, brought about, as I believe, solely by wearing tight shoes," said a leading physician the other day. "The pressure of such shoes often displaces the small bones of the foot, and they in turn press against the nerves, which become so sensitive that the slightest pressure causes the most acute pain. Of course, this state of things cannot long exist without affecting the entire system, and involving the temper to a serious extent. I have, at present, a patient under my care, who will more than likely end her days in an insane asylum; and, while I have not fully satisfied myself on that point, I more than suspect that tight shoes are responsible for the trouble. And the worst of all this is there seems to be no remedy for it. Women who are considered sensible on all other points will allow their children to wear tight shoes until their feet are positively deformed and covered with corns. Then in desperation they go to some manufacturer of those monstrosities which are put upon the market as cure-alls for diseases of the feet, and pay enormous prices for the privilege of making their feet look hideous. I suppose it is a sort of penance they do for their past sins, and in that way, perhaps, it is a benefit, as it certainly does, or ought to, mortify the flesh.

"They don't seem to realize that a soft, easy shoe—the sort called 'nuns' shoes,' for example—would be quite as useful, and yet have little, if any, of that objectionable appearance, which has cost many a child bitter tears, and humiliation.

"I am satisfied that the only way to remedy the evil is to convince people that a symmetrical natural foot, even though it be of fair size, is better than one which is small and misshapen.

"If persons who wear tight shoes could be brought to realize the injury they do themselves, and the discomfort they visit on their associates, it seems to me they would never indulge in them again."

Linoleum and Floor Oil Cloth.

From the Carpet Trade Review.

Talking about the linoleum and floor oil cloth trade, a retailer said: "When claims for imperfections, or premature wearing out are presented to me I almost invariably find that the fault is not with the goods. People who use linoleum or floor oil cloth should be willing to incur the slight trouble and expense necessary to make their floors smooth and even, and they should be careful to see that cement is used in all places where water is liable to enter and run along the floor. There is no linoleum or floor oil cloth made which will not shrink and rot if water gets underneath it. In Europe the laying of such goods is done much more carefully than in this country. Carpenters are employed to make the floor perfectly level, and cement is used very freely. Our own slap dash, off-hand ways save a little time and money at first, but are expensive in the end. Take, for instance, the common practice in the South of laying a carpet in the autumn over the China matting which has been used through the summer. Of course, the carpet soon wears away all along the seams in the matting. But it is possible to be over particular, and I think our British friends fall into this error when they insist, as certain dealers do, on having all fine carpets sewed by men, and so closely that after a few weeks wear it is almost impossible to see where the seam is. I think that machine sewing is good enough for any carpet."

The Louisiana sugar planters are sending in their applications for bounty under the provisions of the tariff act providing for the payment of 2 cents a pound on sugar produced in this country. So far thirty-six of the 842 planters have filed applications and bonds. They expect to produce 51,375,000 pounds of sugar. This will be an average of 1,408,000 pounds to the plantation, so that each plantation will receive over \$28,000 bounty.

Use "Tradesman" Coupons

Dry Goods Price Current.

UNBLEACHED COTTONS.	
Adriatic	7
Argyle	6 1/2
Atlanta A.A.	6 1/2
Atlantic A.	7
" H.	6 1/2
" D.	6 1/2
" LL.	5 1/2
Amory	7
Archery Bunting	4
Beaver Dam A.A.	5 1/2
Blackstone O.	32
Black Crow	6 1/2
Black Rock	7
Boat, AL.	7 1/2
Capital A.	5 1/2
Cavanat V.	5 1/2
Chapman cheese cl.	3 1/2
Clifton C.R.	5 1/2
Comet	7
Dwight Star	7 1/2
Clifton C.C.C.	6 1/2
BLEACHED COTTONS.	
A B C	8 1/2
Amazon	8
Amberg	7
Art Cambric	10
Blackstone A.A.	8
Beats All	4 1/2
Boston	12
Cabot	7 1/2
Cabot, %	6 1/2
Charter Oak	5 1/2
Conway W.	7 1/2
Cleveland	7
Dwight Anchor	8 1/2
" shorts	8 1/2
Edwards	6
Empire	7
Farwell	7 1/2
Fruit of the Loom	7 1/2
Fitchville	7
First Prize	6 1/2
Fruit of the Loom %	4 1/2
Fairmount	8 1/2
Full Value	6 1/2
HALF BLEACHED COTTONS.	
Cabot	7 1/2
Farwell	8
UNBLEACHED CANTON FLANNEL.	
Tremont N.	5 1/2
Hamilton N.	6 1/2
" L.	7
Middlesex AT.	9
" No. 25	9
BLEACHED CANTON FLANNEL.	
Hamilton N.	7 1/2
Middlesex P.T.	8
" A.T.	9
" X.A.	9
" X.F.	10 1/2
CARPET WARP.	
Peerless, white	18
" colored	18 1/2
Integrity	18 1/2
DRESS GOODS.	
Hamilton	8
" "	9
" "	10 1/2
G G Cashmere	21
Nameless	16
" "	18
CORSETS.	
Coraline	\$9.50
Schilling's	9.00
CORSET JEANS.	
Armory	6 1/2
Androsoggin	7 1/2
Biddeford	6
Brunswick	6 1/2
PRINTS.	
Allen turkey reds	5 1/2
" robes	5 1/2
" pink & purple	6 1/2
" buffs	6
" pink checks	5 1/2
" stripes	5 1/2
" shirts	4 1/2
American fancy	5 1/2
American indigo	5 1/2
American shirtings	4 1/2
Argentine Grays	6
Anchor Shirtings	4 1/2
Arnold	6 1/2
Arnold Merino	6
" long cloth B.	10 1/2
" C.	8 1/2
" century cloth	7
" gold seal	10 1/2
" green seal TR	10 1/2
" yellow seal	10 1/2
" serge	11 1/2
" Turkey red	10 1/2
Ballou solid black	5
" colors	5 1/2
Bengal blue, green	5 1/2
red and orange	5 1/2
Berlin solids	5 1/2
" oil blue	6 1/2
" green	6 1/2
" Foulards	5 1/2
" red %	7
" 4	10 1/2
" 3-4 XXXX	12
Cochecho fancy	1 00
" madders	6
" XX twills	6 1/2
" solids	5 1/2
TICKINGS.	
Amoskeag A.C.A.	13
Hamilton N.	7 1/2
" D.	8 1/2
" Awning	11
Farmer	8
First Prize	11 1/2
Lenox Mills	18
COTTON DRILL.	
Atlanta, D.	8 1/2
Boat	6 1/2
Clifton, K.	7 1/2
SATINES.	
Simpson	20
" "	18
" "	16
Cochecho	10 1/2
UNBLEACHED COTTONS.	
Arrow Brand	5 1/2
" World Wide	7
" LL	5 1/2
Full Yard Wide	6 1/2
Georgia A.	6 1/2
Honest Width	6 1/2
Hartford A.	5
Indian Head	5 1/2
King A.	6 1/2
King E.C.	5
Lawrence L.L.	5 1/2
Madras cheese cloth	6 1/2
Newmarket G.	6
" B	5 1/2
" N	6 1/2
" DD	5 1/2
" X	7
Nohe R.	5
Our Level Best	6 1/2
Oxford R.	6 1/2
Pequot	7 1/2
Solar	6 1/2
Top of the Heap	7 1/2
BLEACHED COTTONS.	
Geo. Washington	8
Glen Mills	7
Gold Medal	7 1/2
Green Ticket	6 1/2
Great Falls	6 1/2
Hope	6 1/2
Just Out	4 1/2 @ 5
King Phillip	7 1/2
" OP	7 1/2
Lonsdale Cambric	10 1/2
Lonsdale	@ 8 1/2
Middlesex	@ 5
No Name	7 1/2
Our Own	5 1/2
Pride of the West	12
Rosalind	7 1/2
Sunlight	4 1/2
Utica Mills	8 1/2
" Nonpareil	11
Vinyard	8 1/2
Vineyard Horse	8
" Rock	8 1/2
Dwight Anchor	9
UNBLEACHED CANTON FLANNEL.	
Middlesex No. 1	10
" 2	11
" 3	12
" 7	18
" 8	19
BLEACHED CANTON FLANNEL.	
Middlesex A.A.	11
" 2	12
" A.O.	13 1/2
" 4	17 1/2
" 5	16
CARPET WARP.	
Integrity, colored	21
White Star	18 1/2
" colored	21
DRESS GOODS.	
Nameless	20
" "	25
" "	27 1/2
" "	30
" "	32 1/2
" "	35
CORSETS.	
Wonderful	\$4.50
Brighton	4.75
CORSET JEANS.	
Naumkeag satteen	7 1/2
Rockport	6 1/2
Conestoga	6 1/2
Walworth	6 1/2
PRINTS.	
Berwick fancies	5 1/2
Clyde Robes	5
Charter Oak fancies	4 1/2
DelMarine cashm's	6
" mourn'g	6
Eddystone fancy	6
" chocolat	6
" robes	6
" sateens	6
Hamilton fancy	6
" staple	5 1/2
Manchester fancy	6
" new era	6
Merrimack D fancy	6
Merrim'ck shirtings	4 1/2
" Repp furn	8 1/2
Pacific fancy	6 1/2
" robes	6 1/2
Portsmouth robes	6
Simpson mourning	6
" greys	6
" solid black	6
Washington indigo	6
" Turkey robes	7 1/2
" India robes	7 1/2
" plain Tky X	8 1/2
" X	10
" Ottoman Tur	6
key red	6
Martha Washington	7 1/2
Turkey red %	7 1/2
Martha Washington	9 1/2
Turkey red	9 1/2
Riverpoint robes	5
Windsor fancy	6 1/2
" gold ticket	6 1/2
Indigo blue	10 1/2
TICKINGS.	
A.C.A.	12 1/2
Pemberton AAA	16
York	10 1/2
Swift River	7 1/2
Pearl River	12 1/2
Warren	14
COTTON DRILL.	
Stark A	8
No Name	7 1/2
Top of the Heap	10
SATINES.	
Imperial	10 1/2
Black	@ 9 1/2
" "	10 1/2
Cochecho	10 1/2

DEMINS.

Amoskeag	12 1/2	Columbian brown	12
" 9 oz.	14 1/2	Everett, blue	12
" brown	13	" brown	12
Andover	11 1/2	Haymaker blue	7 1/2
Beaver Creek A.A.	10	" brown	7 1/2
" BB	9	Jaffrey	11 1/2
" CC	7	Lancaster	12 1/2
Boston Mfg Co. br.	7	Lawrence, 9 oz.	13 1/2
" blue	8 1/2	" No. 280	13 1/2
" d & twist	10 1/2	" No. 350	11 1/2
Columbian XXX br.	10	" No. 280	10 1/2
" XXX bl.	19		

GINGHAMS.

Amoskeag	7 1/2	" fancies	7
" Persian dress	8 1/2	" Normandie	8
" Canton	8 1/2	Lancashire	6 1/2
" AFC	12 1/2	Manchester	5 1/2
Arlington staple	6 1/2	Monogram	6 1/2
Arasapha fancy	4 1/2	Normandie	7 1/2
Bates Warwick dres	8 1/2	Persian	8 1/2
" staples	6 1/2	Renfrew Dress	7 1/2
Centennial	10 1/2	Rosemont	6 1/2
Criterion	10 1/2	Slatersville	6
Cumberland staple	5 1/2	Somerset	7
Cumberland	5	Tacoma	7 1/2
Essex	4 1/2	Toile du Nord	10 1/2
Elfin	7 1/2	Wabash	7 1/2
Everett classics	7 1/2	" seersucker	7 1/2
Exposition	7 1/2	Warwick	8 1/2
Glenarie	6 1/2	Whitenden	6 1/2
Glenarven	6 1/2	" heather dr.	8
Glenwood	7 1/2	" indigo blue	9
Hampton	6 1/2	Wamsutta staples	6 1/2
Johnson Chalon cl	1/2	Westbrook	8
" indigo blue	9 1/2	Windermeer	10
" zephyrs	16	York	6 1/2
Lancaster, staple	6 1/2		

GRAIN BAGS.

Amoskeag	16 1/2	Valley City	15 1/2
Stark	20	Georgia	15 1/2
American	10 1/2	Pacific	14 1/2

THREADS.

Clark's Mile End	45	Barbour's	88
Coats, J. & P.	45	Marshall's	88
Holyoke	22 1/2		

KNITTING COTTON.

No.	White.	Colored.	No.	White.	Colored.
6	33	38	14	37	42
8	34	39	16	38	43
10	35	40	18	39	44
12	36	41	20	40	45

CAMBRICS.

Slater	4 1/2	Washington	3 1/2
White Star	4 1/2	Red Cross	3 1/2
Kid Glove	4 1/2	Lockwood	4 1/2
Newmarket	4 1/2	Wood's	4 1/2
Edwards	4 1/2	Brunswick	4 1/2

RED FLANNEL.

Fireman	32 1/2	T.W.	22 1/2
Creedmore	27 1/2	P.T.	32 1/2
Talbot XXX	30	J.R.F. XXX	35
Nameless	27 1/2	Buckeye	32 1/2

MIXED FLANNEL.

Red & Blue, plaid	40	Grey S.R.W.	17 1/2
Union R.	22 1/2	Western W.	18 1/2
Windsor	18 1/2	D.R.P.	18 1/2
6 oz Western	21	Flushing XXX	23 1/2
Union B.	22 1/2	Manitoba	23 1/2

DOMET FLANNEL.

Nameless	8 @ 9 1/2	" 9 @ 10 1/2
" 8 1/2 @ 10	" "	" 12 1/2

CANVASS AND PADDING.

Slate.	Brown.	Black.	Slate.	Brown.	Black.
9 1/2	9 1/2	9 1/2	13	13	13
10 1/2	10 1/2	10 1/2	15	15	15
11 1/2	11 1/2	11 1/2	17	17	17
12 1/2	12 1/2	12 1/2	20	20	20

DUCKS.

Severan, 8 oz.	9 1/2	West Point, 8 oz.	10 1/2
Mayland, 8 oz.	10 1/2	" 10 oz.	12 1/2
Greenwood, 7 1/2 oz.	9 1/2	Raven, 10 oz.	13 1/2
Greenwood, 8 oz.	11 1/2	Stark	13 1/2

WADDINGS.

White, doz.	25	Per bale, 40 doz.	\$7.50
Colored, doz.	20		

SILSIAS.

Slater, Iron Cross	8	Pawtucket	10 1/2
" Red Cross	9	Dundie	9
" Best	10 1/2	Bedford	10 1/2
" Best AA	12 1/2	Valley City	10 1/2

SEWING SILK.

Corticelli, doz.	75	Corticelli knitting,	
twist, doz.	37 1/2	per 1/2 doz ball	30
50 yd, doz.	37 1/2		

HOOKS AND EYES—PER GROSS.

No 1 Bl'k & White	10	No 4 Bl'k & White	15
" 2 "	12	" 8 "	20
" 3 "	12	" 10 "	25

PINS.

No 2-20, M.C.	50	No 4-15 F 3 1/4	40
3-18, S.C.	45		

COTTON TAPE.

No 2 White & Bl'k	12	No 8 White & Bl'k	30
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The Two Price Evil.

From the Commercial Bulletin.

There is nothing that tends so much to increase trade among country merchants as politeness and fair dealing. Every time a merchant cuts his price to a customer there is danger. B's money is just as good as A's, and when B hears that A purchased an article at C's store fifty cents less than he did, he is naturally incensed, and if he does not withdraw his trade entirely, he will at least do so partially, so that the loss may be a serious one to the merchant. One price to all should be the motto.

It is, of course, proper to consider exceptions to this rule. The customer who pays promptly and buys large bills of goods is undoubtedly entitled to buy cheaper than the man who pays but once a year, and it is the privilege of the merchant to recognize this fact. In making a second price to customers of this sort, he should be careful to make no reductions that he cannot consistently admit to any customer that he may have. Every customer should know that he can buy cheaper for cash than he can for credit.

A country merchant often has many difficult things to contend with when he comes to enforce this rule. He is anxious to make every sale possible, especially when cash is offered, and he will always have to deal with the man who makes an offer. A suit of clothes has been sold some morning to a good customer for \$20. That is a fair price, and the merchant has made \$3 or \$4. A customer presents himself later in the day and offers the merchant \$18 in cash for the same suit. The merchant really cannot afford to lose the sale although it cuts the profits to almost nothing; it reduces his stock and gives him money that will aid in paying for goods that he is compelled to give long credit on. He remembers that he has sold one cash customer the same suit for \$20, but he feels that he must make the sale and generally does. There is great doubt whether he did wrong in such an instance. His price to the first customer was fair, and it was through no voluntary act of his that he sold the second one cheaper. He was compelled to do so or lose the sale.

When a customer enters a store and asks for a cap and the merchant gives his price as a certain figure, but says, "I will let you have it for so much," the case is different and he is near the danger line. The cut he is making is voluntary on his part and the customer soon comes to believe that the merchant has two prices for his goods and is not reliable.

The rule should be, therefore, to treat all customers as near alike as possible. If the evil of two prices cannot be wiped out entirely, there can be no improvement. It will pay merchants to experiment with this.

S. A. Morman

WHOLESALE

Petoskey, Marblehead and Ohio

LIME,

Akron, Buffalo and Louisville

CEMENTS,

Stucco and Hair, Sewer Pipe,

FIRE BRICK AND CLAY.

Write for Prices.

20 LYON ST., - GRAND RAPIDS.

Grand Rapids Electrotpe Co.,

ELECTROTYPERS

AND

STEREOTYPERS,

And Manufacturers of

Leads, Slugs, Brass Rule, Wood and Metal Furniture.

6 and 8 Erie St., GRAND RAPIDS.

Hardware Price Current.

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

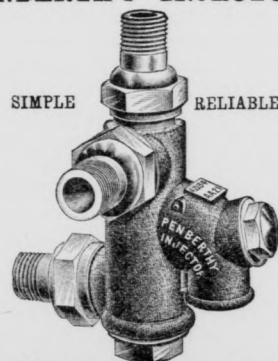
AUGERS AND BITS.	
Snell's.....	dis. 60
Cook's.....	40
Jennings', genuine.....	25
Jennings', imitation.....	50&10
AXES.	
First Quality, S. B. Bronze.....	\$ 7 50
" D. B. Bronze.....	12 00
" S. B. S. Steel.....	8 50
" D. B. Steel.....	13 50
BARROWS.	
Railroad.....	\$ 14 00
Garden.....	net 30 00
BOLTS.	
Stove.....	50&10
Carriage new list.....	75
Plow.....	40&10
Sleigh shoe.....	70
BUCKETS.	
Well, plain.....	\$ 3 50
Well, swivel.....	4 00
BUTTS, CAST.	
Cast Loose Pin, figured.....	70&
Wrought Narrow, bright cast joint.....	60&10
Wrought Loose Pin.....	60&10
Wrought Table.....	60&10
Wrought Inside Blind.....	60&10
Wrought Brass.....	75
Blind, Clark's.....	70&10
Blind, Shepard's.....	70&10
BLOCKS.	
Ordinary Tackle, list April 17, '85.....	40
CRADLES.	
Grain.....	dis. 50&02
CROW BARS.	
Cast Steel.....	per lb 5
CAPS.	
Ely's 1-10.....	per m 65
Hick's C. F.....	" 60
G. D.....	" 35
Musket.....	" 60
CARTRIDGES.	
Rim Fire.....	50
Central Fire.....	dis. 25
CHISELS.	
Socket Firmer.....	70&10
Socket Framing.....	70&10
Socket Corner.....	70&10
Socket Slicks.....	70&10
Butchers' Tanged Firmer.....	40
COMBS.	
Curry, Lawrence's.....	40
Hotchkiss.....	25
CHALK.	
White Crayons, per gross.....	12@12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size.....	per pound 30
" 14x32, 14x56, 14x60.....	28
Cold Rolled, 14x56 and 14x60.....	25
Cold Rolled, 14x48.....	25
Bottoms.....	27
DRILLS.	
Morse's Bit Stocks.....	50
Taper and straight Shank.....	50
Morse's Taper Shank.....	50
DRIPPING PANS.	
Small sizes, ser pound.....	07
Large sizes, per pound.....	6 1/2
ELBOWS.	
Com. 4 piece, 6 in.....	doz. net 75
Corrugated.....	dis. 20&10&10
Adjustable.....	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26.....	30
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List.	
Disston's.....	60&10
New American.....	60&10
Nicholson's.....	60&10
Heller's.....	50
Heller's Horse Rasps.....	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List.....	13
Discount, 60.....	14 15
GAUGES.	
Stanley Rule and Level Co.'s.....	50

HAMMERS.

Maydole & Co.'s.....	dis. 25
Kip's.....	dis. 25
Yerkes & Plumb's.....	dis. 40&10
Mason's Solid Cast Steel.....	30c list 60
Blacksmith's Solid Cast Steel, Hand.....	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3.....	dis. 60&10
State.....	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer.....	3 1/4
Screw Hook and Eye, 1/2.....	net 10
" " " 3/4.....	net 8 1/4
" " " 1.....	net 7 1/2
" " " 1 1/4.....	net 7 1/4
Strap and T.....	dis. 50
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track.....	dis. 50&10
Champion, anti-friction.....	60&10
Kidder, wood track.....	40
HOLLOW WARE.	
Pots.....	60
Kettles.....	60
Spiders.....	60
Gray enameled.....	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware.....	new list 70
Japanned Tin Ware.....	25
Granite Iron Ware.....	new list 33 1/4&10
WIRE GOODS.	
Bright.....	70&10&10
Screw Eyes.....	70&10&10
Hook's.....	70&10&10
Gate Hooks and Eyes.....	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s.....	70
KNOBS—New List.	
Door, mineral, jap. trimmings.....	55
Door, porcelain, jap. trimmings.....	55
Door, porcelain, plated trimmings.....	55
Door, porcelain, trimmings.....	55
Drawer and Shutter, porcelain.....	70
LOCKS—poor.	
Russell & Irwin Mfg. Co.'s new list.....	55
Mallory, Wheeler & Co.'s.....	55
Brantford's.....	55
Norwalk's.....	55
MATTOCKS.	
Adze Eye.....	\$16.00, dis. 60
Hunt Eye.....	\$15.00, dis. 60
Hunt's.....	\$15.50, dis. 20&10
MAULS.	
Sperry & Co.'s, Post, handled.....	50
MILLS.	
Coffee, Parkers Co.'s.....	40
" P. S. & W. Mfg. Co.'s Malleables.....	40
" Landers, Ferry & Co.'s.....	40
" Enterprise.....	25
MOLASSES GATES.	
Stebbin's Pattern.....	dis. 60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	25
NAILS.	
Steel nails, base.....	1 85
Wire nails, base.....	2 20
Advance over base:	
Steel.....	Base 10
Wire.....	Base 10
50.....	Base 10
40.....	Base 10
30.....	Base 10
20.....	Base 10
16.....	Base 10
12.....	Base 10
10.....	Base 10
8.....	Base 10
7 & 6.....	Base 10
4.....	Base 10
3.....	Base 10
2.....	Base 10
1.....	Base 10
Case 10.....	Base 10
" 8.....	Base 10
" 6.....	Base 10
Finish 10.....	Base 10
" 8.....	Base 10
" 6.....	Base 10
Clinch 10.....	Base 10
" 8.....	Base 10
" 6.....	Base 10
Barrell 1/2.....	Base 10
PLANES.	
Ohio Tool Co.'s, fancy.....	dis. 40
Sciota Bench.....	dis. 40
Sandusky Tool Co.'s, fancy.....	dis. 40
Bench, first quality.....	dis. 40
Stanley Rule and Level Co.'s, wood.....	dis. 40
PANS.	
Fry, Acme.....	dis. 60-10
Common, polished.....	dis. 70
RIVETS.	
Iron and Tinned.....	40
Copper Rivets and Burs.....	50
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27.....	10 30
"B" Wood's pat. planished, Nos. 25 to 27.....	9 30
Broken packs 1/4c per pound extra.	

ROPES.	
Sisal, 1/2 inch and larger.....	8
Manilla.....	11 1/2
SQUARES.	
Steel and Iron.....	75
Try and Bevels.....	60
Mitre.....	20
SHEET IRON.	
Com. Smooth. Com.	
Nos. 10 to 14.....	\$4 30
Nos. 15 to 17.....	4 20
Nos. 18 to 21.....	4 20
Nos. 22 to 24.....	4 20
Nos. 25 to 26.....	4 40
No. 27.....	4 60
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
SAND PAPER.	
List acct. 19, '86.....	dis. 50
SASH CORD.	
Silver Lake, White A.....	list 50
" Drab A.....	55
" White B.....	55
" Drab B.....	55
" White C.....	35
Discount, 10.....	
SASH WEIGHTS.	
Solid Eyes.....	per ton \$25
SAWS.	
" 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.....	30
" Champion and Electric Tooth X Cuts, per foot.....	30
TRAPS.	
Steel, Game.....	dis. 60&10
Oneida Community, Newhouse's.....	35
Oneida Community, Hawley & Norton's.....	70
Mouse, choker.....	18c per doz
Mouse, delusion.....	\$1.50 per doz.
WIRE.	
Bright Market.....	65
Annealed Market.....	70-10
Coppered Market.....	60
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	3 40
" painted.....	2 85
HORSE NAILS.	
An Sable.....	dis. 25&10@25&10&05
Putnam.....	dis. 05
Northwestern.....	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nickled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75&10
MISCELLANEOUS.	
Bird Cages.....	50
Pumps, Clatern.....	75
Screws, New List.....	70&10
Casters, Bed a d Plate.....	50&10&10
Dampers, American.....	40
Forks, hoes, rakes and all steel goods.....	65
METALS.	
PIG TIN.	
Pig Large.....	25c
Pig Bars.....	25c
Duty: Sheet, 2 1/4c per pound.	
600 pound casks.....	6 1/2
Per pound.....	7
SOLDER.	
1/2@1/4.....	16
Extra Wiping.....	15
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—MELYN GRADE.	
10x14 IC, Charcoal.....	\$ 7 50
14x20 IC, ".....	7 50
10x14 IC, ".....	9 25
14x20 IC, ".....	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLWAY GRADE.	
10x14 IC, Charcoal.....	\$ 6 50
14x20 IC, ".....	6 50
10x14 IC, ".....	8 00
14x20 IC, ".....	8 00
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, " Worcester.....	6 50
14x20 IC, " ".....	8 50
20x28 IC, " ".....	13 50
14x20 IC, " Allway Grade.....	5 75
20x28 IC, " ".....	7 25
20x28 IC, " ".....	12 00
20x28 IC, " ".....	15 00
BOILER SIZE TIN PLATE.	
14x28 IC.....	\$14 00
14x31 IC.....	15
14x36 IC, for No. 8 Boilers, per pound.....	10
14x60 IC, " ".....	

PENBERTHY INJECTORS.



The Most Perfect Automatic Injector Made.
42,000 in actual operation. Manufactured by
PENBERTHY INJECTOR CO.,
DETROIT, MICH.



**FIRE PROOF
STEAM PROOF
BURGLAR PROOF
WATER PROOF**

GEO. M. SMITH SAFE CO.,

DEALERS IN

FIRE AND BURGLAR PROOF

- SAFES -

Vault and Bank Work a Specialty. Locks Cleaned and Adjusted. Expert Work Done. Second hand safes in stock.

Movers and Raisers of wood and brick buildings, safes, boilers and smoke stacks.

OFFICE AND SALESROOM:

157 and 160 Ottawa St. Tel. 1173.

GRAND RAPIDS.

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 10, 1891.

BEAUTY AND THE BILL BOARD.

There is, perhaps, no better testimony as to the improved taste of the present day than the elegance and variety of the forms of advertising which meet the eye at every turn. It is but a brief time since anything was good enough for an advertisement, if it were only big and glaring, no matter how much it might offend the taste or tire the eye that beheld it. Mere black and white daubed roughly on a road-side fence, a barn, a rock—anything that would hold paint and could be seen was enough. Simply to attract attention was all that the advertiser sought to do. After a while it was found desirable to interest the observer as well as to compel him to see. It was found out that there was all the difference between a pleasing and an offensive advertisement that there is between the attractiveness of a ballad singer and the cry of a fishmonger. To fix attention upon a business or an article in a pleasing manner was found to be two steps instead of one toward establishing business relations with the reader. Not infrequently it was found that the dead-level of glaring coarseness affected by advertisers produced a feeling of revulsion in the mind of the observer that actually operated against them. Many a patient medicine has been injured almost as much by the offensiveness of its advertising as it has been aided by publicity. So, little by little, we have learned that an advertisement that glares and stares and offends is worth only half as much as one that pleases, attracts and interests, and a thousand charming forms for surprising the public with mercantile information have been devised. Posters of every hue and color and of every variety of design meet us at every turn. The most practical business men use the most beautiful works of art to attract attention to their business. They capture our attention and good-will at once. Like a salesman of fine-address, they commend at once the wares they name. We go not to the man who thrusts himself roughly and uncouthly upon our attention when we wish to buy, but to him whose advertisement has brought a smile by its quaintness, a touch of pleasure by its richness and harmony of color or design, or a feeling of confidence by its apparent manliness and sincerity.

COST OF THE STRIKE.

The strike of street car workmen has resulted in utter failure, as THE TRADESMAN predicted it would four weeks ago. As a result of the failure, 170 men have been compelled to live on short rations for a month and are now looking for new situations. Serious as the results have been to the men—three-quarters of whom were driven into the strike against their wishes by the arbi-

trary action of their union—the effects upon the city at large are even more deplorable, one phase of which is set forth in the following newspaper interview with Col. Geo. G. Briggs, Postmaster, and President of the Board of Trade:

Col. Geo. G. Briggs was asked yesterday if he intended remodeling the Lyceum theatre building. "Not at present," he replied. "I wouldn't make any improvements that would cost more than \$4 while this strike lasts. When 170 street car men walk up and down the streets and dictate to the merchants what they shall do and who they shall sell goods to it's a pretty bad state of affairs. This strike has done the city a half million dollars worth of damage and if it continues long I shall want to sell everything I've got and leave town."

With all due respect to Mr. Briggs, who is a thoroughly representative citizen, THE TRADESMAN believes that he places the damage entailed by the strike at altogether too low a figure, less conservative estimators placing the loss at from one to one and a half million dollars.

Great as the cost has been, however, the strike has served one useful purpose—it has clearly demonstrated that unionism is only another name for anarchy; that coercion, boycotting, incendiarism, rioting and murder are weapons which the devotees of unionism use without scruple when their case is desperate and failure stares them in the face. A realization of this fact will enable the people to prepare for another outbreak, should one occur, and deal with the principals as the gravity of the case demands.

The bill to bring private banks under the control of the Banking Commissioner was vigorously attacked in the House of Representatives Saturday on constitutional grounds. The point was raised that the business of private individuals cannot be regulated the same as that of corporations, and that the section authorizing the Commissioner to refuse licenses in certain cases conferred on one man the unconstitutional power of determining arbitrarily what persons have or have not the necessary credit and other qualifications for engaging in such an occupation which they may select. The opposition availed to defeat the bill, but 5 votes being recorded in favor of its passage and 49 against.

THE LABOR QUESTION.

SECOND PAPER.

Written for THE TRADESMAN.

In my first paper, I stated that when the elements of which capital was composed were properly and harmoniously combined, each receiving its just share of the proceeds, then would capital be productive and strikes unknown. Now the great question of the hour is, how shall this much desired state of affairs be brought about? Who shall be able to quell this tumult, the undercurrents of which are causing the very foundations of society to vibrate? Must we continue to wield the sceptre over right and the many be trodden upon by the few until every individual right shall have been sacrificed on the altar of avarice and greed? The elements of capital are in a belligerent state, each struggling by fair means and by foul means to gain the mastery over the other. The money forces are well equipped and disciplined and a unit in declaring war to the death to anything and everything that interposes to check its rapidly increasing power. On the other hand, we see the

labor forces organizing and preparing to go forth to meet these money kings and challenge their right to use human brains and human muscle for the purpose of perfecting their title to the earth. This organized mass of toilers—believing that this beautiful earth was not intended by the Almighty to be owned, controlled, occupied and enjoyed by a favored few and that the great mass of humanity must cling to some projecting rock or snag and drag behind or let loose and float away to some other planet—are marching on to victory or death. Not being so well disciplined or as wisely generated as their opponents, they have made many mistakes and have often been out-flanked, yet they have shown their strength and gained many important points. Congress, in view of curtailing the money power, has commenced to grapple with the trusts and combines. Legislatures are shortening the labor day and municipal governments are increasing the day's wages for those in their employ. The conflict is on and what will the end be? If Bellamy's "Looking Backward" is a true vision, labor will win in the end and the Almighty Dollar will be dethroned. But how long must the business world stand the shock of these contending armies? Is there no possible way of adjusting matters between these contending forces, or must the struggle continue until one or the other is vanquished? The parties will never mutually agree to bury the hatchet, for this would necessitate mutual concessions, which is the very thing the money barons never will willingly grant, and for the same reasons a solution of the question will never be brought about through arbitration. It strikes me that the strong right arm of the government is the only effective agency that can ever bring about a satisfactory settlement of this difficulty. It is a serious case and strong medicine is demanded. Now, suppose that Congress should institute a court of enquiry for the purpose of adjudicating and settling all matters of dispute arising between employers of labor and their employees, said court endowed with power to investigate and examine into all the particulars of the case and render a decision in harmony with the exigencies of the case, and according to the tenor of certain well defined rules of equity based on human rights and capable of universal application? All decisions might be made final and costs taxed to the party found to be in the wrong. It would seem that some such tribunal as this backed up by the national government might compel these lordly devotees of mammon on the one hand and these boycotting labor unions on the other hand, to do right and meet each other on the intervening line of fair play and equal rights. Then the much desired state of affairs mentioned in the beginning would become an accomplished fact, and all these attempts to lord it over creation on the strength of boodle, and all these organized spasmodic efforts (on both sides) to corner, freeze out, scoop, drive out, force up, order out on strike, boycott, rip up and tear down will be relegated to that frightful depository wherein are crowded all the errors and wrongs of the past. May God hasten the time when men's hearts will incline them to treat their fellowmen as they would have their fellowmen treat them.

E. A. OWEN.

LEARNING A TRADE.

Old and Modern Methods of Practical Instruction Contrasted by an Expert.

From the New York Herald.

In old times if a boy wanted to learn a trade he became an apprentice with a man who followed the calling he desired to pursue. His employer, or "master," as he was called, signed a paper in which he promised to teach the boy his trade in a certain specified time, give him his board and so much wages, and treat him kindly. The boy also signed a paper, promising on his part to do certain things. I have seen one of these curious old documents—"indenture papers," they were called. The one I refer to is dated 1825, and belongs to a shipbuilder, now quite an old man.

In it he promises "not to waste master's goods," not to contract matrimony within the said term, not to play at cards, dice or any unlawful game, nor frequent ale houses, dance houses, or play houses, but in all things behave himself "as a faithful apprentice ought to do during the said term." We got the old apprenticeship system from the times of Queen Elizabeth, and it worked quite well during the early days before the wonderful development of machinery and the division of labor into specialties.

When boys were apprenticed machinery was practically unknown. The master worked alongside of his workmen, talked to them about their trade, and showed them how to work. The more competent an apprentice became the more valuable he was to his master. And the master took a great interest in advancing him, unless the boy happened to be one of the idle sort, and more bother than he was worth. The apprentice lived in the master's house and was like one of the family, and in those early days the arrangement must often have been not only profitable but pleasant.

But that system has long since been done away with, at least in the United States. In round numbers there are about fifteen millions of men in our country who work for their living, and one out of every five of these workers is engaged in what are called the mechanical arts. How do they learn their respective trades? Well, a very large proportion of these workmen are foreigners; they have learned their trades under the apprenticeship system in their own countries whence they have come to America. We cannot have an apprenticeship system here because the master no longer works with his men, and can no longer give personal supervision to his employees. He has to do a great deal of out-door work, to get customers, purchase material, collect and pay bills.

The parents of the boys are no longer willing to surrender the control of their son for five years, and put it out of their power to remove him from a workshop where he might be ill-treated, or where it was found that the work did not suit the boy's taste or constitution.

Then, again, the apprenticeship system became unpopular in our country because it was a form of slavery. American boys do not care to sign away their liberty, and it is somewhat degrading to call a man "master" albeit he is only a "master workman," teaching a younger pupil the mysteries of a certain craft. Another thing, American boys are very quick to learn, and there is really no need for a long service in a workshop.

The modern American boy, if he wants to learn a trade, hires himself out at small wages, helps around the shop, and "picks up" a knowledge of his craft in the best way he can. This is the chance method of learning, for it depends very much on the boy's natural ability to absorb knowledge, and on the interest which the foreman of the shop may take in imparting information and promoting his welfare. The thousands of foreign mechanics in our country do not care that American boys shall learn trades, because that will make so many more men to do the work which they want to keep for themselves.

They form trades unions, which have rules limiting the number of boys which can be taken in a shop to learn a trade, even in the chance, hap-hazard way I

have mentioned. When Mayor Hewitt was at the head of the city government of New York, a boy wrote to him saying that he wanted to be instructed in some mechanical business; that he had vainly applied to fifty employers to get a position, and wanted to know if the Mayor could not advise him what to do. The Mayor replied that he was ashamed to say he did not know what advice to give the young man, as under the regulations of the trades unions the number of apprentices was limited.

"If," he wrote, "this action of the trades societies in this matter really limited the competition for employment which they experience, it might be defended, at least upon selfish principles, but, inasmuch as foreign workmen are free to come to this country in unlimited numbers, the only effect of these regulations is to keep our own young men out of useful employment, which is freely open to those who were born and trained in foreign countries."

As it has been found, therefore, that boys who want to learn trades cannot get instruction under the old apprenticeship system which is impracticable, and as the method of "picking up" a trade in a shop is rather uncertain and unsatisfactory, trade schools are being established to give boys instruction in mechanic arts. In Europe such schools have been in existence for a long time for the building trades, for workers in wood, metal and leather, for weaving and dyeing, for furniture makers, wood carvers, watch-makers, etc. Some of these schools like the Imperial Technical School at Moscow, the schools at Crefeld and Chemnitz in Germany, at Verviers in Belgium, the trade schools in Paris and the London Guild School, are on a magnificent scale.

Instruction is provided by these foreign schools both for young men already in the trades and for beginners. In the United States, in some cities, plumbers provide instruction for their helpers; carriage building is taught in New York, trades are taught to colored young men at Hampton, Va., at Clark University, Atlanta, Ga., and at Central Tennessee College; Indians at Carlisle Barracks, Pa., and to young men at many asylums and reformatories. Trades are also taught at the Pratt Institute, Brooklyn, N. Y., at the Free Institute, Worcester, Mass., at the Trade School of the Master Builders' Exchange, Philadelphia, and at some colleges in different parts of the country.

The New York trade schools were established nine years ago for the purpose of giving young men instruction in certain trades, and to enable young men already in those trades to improve themselves. The schools are conducted on the principle of teaching thoroughly how work should be done; the quickness which is required of a first-class mechanic is to be acquired at real work after leaving the schools. Young men or lads progress very rapidly in such schools, and the effort is made not only to develop what the pupil learns easily, but to instruct him in matters where he shows he is deficient. Such a system would not be possible in a workshop where each employe is necessarily engaged upon the kind of work he can do best.

There are classes in these schools for the following trades: Bricklaying, plastering, carpentry, plumbing, stone-cutting, house, sign and fresco painting, blacksmith's work and tailoring.

These trades are taught after a system which I believe to be original with this

institution, and which is different from any other attempt in trade instruction. A regular course of instruction has been prepared for each trade. The pupil is at first taught the simplest kind of work, then he is given a more difficult task, until finally he becomes familiar with the various branches of the trade.

Most of the classes for instruction are held during the evening. This is to accommodate young men who attend common school during the day, or who may be obliged to work and earn wages. The buildings occupied by the schools cover a plat of land 200x113 feet, fronting on First avenue, Sixty-seventh and Sixty-eighth streets. The woodwork of the main hall was done by graduates of the carpentry class of 1886-1887; the walls of the plastering room were built by the first bricklaying class, and those of the bricklaying room by the class of 1883-84.

The carpenters' work of a large reading-room for the accommodation of the students was done by members of the class of 1887-88, and all this work was paid for the same as if it had been done by outside parties. The cost of tuition in the various classes is from \$12 to \$35 a course, and scholars come from all parts of the United States and Canada. Young men who come from other states live, if they prefer, in a building especially erected for their accommodation in the vicinity of the school, the cost of a room and board being from \$5 to \$5.50 a week.

Skilled labor all over the United States commands the highest wages and is always in demand. American boys have not heretofore learned trades on account of the difficulties that have been thrown in their way and to which I have alluded at the beginning of this article. But the establishment of the trade schools will soon enable them to gratify their ambition to become skilled workmen. There are too many clerks and book-keepers, and since young women have taken up those vocations the chances for young men earning good wages in such work have very materially decreased.

A boy who has a thorough knowledge of any trade is always sure of making a good living; even if he works but two hundred days in the year he will have a reasonable chance of earning an income equal to what he would receive from \$20,000 invested in government bonds.

Muskegon—C. C. Moulton, Trustee, has foreclosed the mortgage on the A. C. Truesdell general stock.

Playing Cards

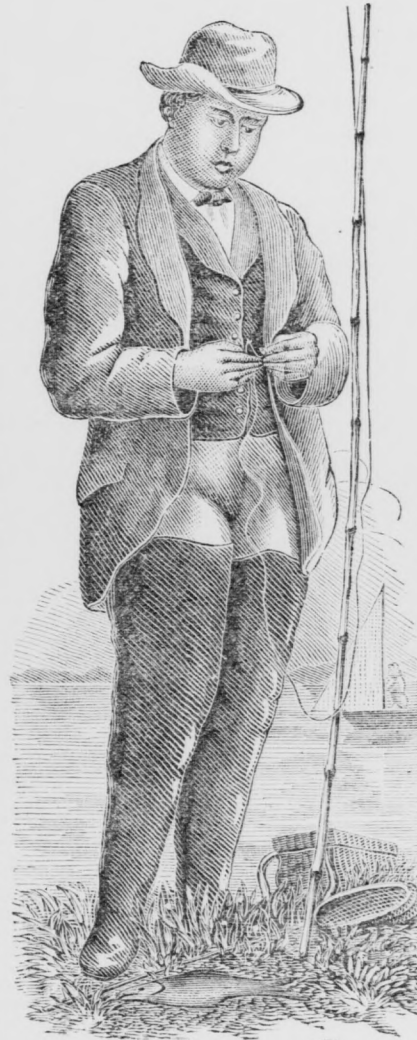
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19 So. Ionia St., Grand Rapids.

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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.

HERE STANDS

— OUR —

LION COFFEE CABINET.

MERCHANTS:

This cabinet contains 120 one-pound packages of Lion Coffee. It will serve to dress up your store. Just the thing from which to retail groceries.

LION Coffee for Sale Everywhere.

AND BY THE

WOOLSON SPICE CO., Toledo, O.



FOSTER-STEVENS
& CO.
MONROE ST.

Wholesale Price Current.

Advanced—Oil erigeron. Declined—Cantharides, morphia, linseed oil.

ACIDUM.		TINCTURES.	
Aceicium.....	80 10	Aconitum Napellis R.....	60
Benzolium German.....	80 10	Aloes.....	50
Boric.....	23 35	Arnica.....	50
Carbolicum.....	23 35	Asafetida.....	50
Citricum.....	58 60	Atropine Belladonna.....	60
Hydrochloric.....	3 5	Benzoin.....	60
Nitricum.....	10 12	Cantharides.....	50
Oxalicum.....	11 13	Capsicum.....	50
Phosphoricum dil.....	1 20	Ca damon.....	50
Salicylicum.....	1 40 10	Castor.....	1 00
Sulphuricum.....	1 3 5	Catechu.....	50
Tannicum.....	1 40 10	Cinchona.....	50
Tartaricum.....	40 42	Coccoloba.....	50
AMMONIA.		POTASSIUM.	
Aqua, 16 deg.....	3 1/2 5	Bi Carb.....	15 18
" 20 deg.....	5 7	Bichromate.....	13 14
Carbonas.....	13 14	Bromide.....	37 40
Chloridum.....	13 14	Carb.....	12 15
ANILINE.		Chlorate, (po. 16).....	14 16
Black.....	2 00 2 25	Cyanide.....	50 55
Brown.....	80 10	Iodide.....	2 80 30
Red.....	45 50	Potassa, Bitart, pure.....	30 33
Yellow.....	2 50 2 30	Potassa, Bitart, com.....	8 10
BACCAS.		Potass Nitras, opt.....	7 9
Cubeae (po. 90).....	90 10	Prussiate.....	30 33
Juniperus.....	8 10	Sulphate po.....	15 18
Xanthoxylum.....	25 30	RADIX.	
BALSAMUM.		Aconitum.....	20 25
Copaiba.....	55 60	Althae.....	25 30
Peru.....	61 75	Anchusa.....	12 15
Terabin, Canada.....	35 40	Arum, po.....	2 25
Tolutan.....	35 50	Calamus.....	20 25
CORTEX.		Gentiana, (po. 15).....	10 12
Ables, Canadian.....	18	Glycerhiza, (pv. 15).....	16 18
Cassia.....	11	Hydrastis, Canada.....	2 35
Cinchona Flava.....	18	" (po. 40).....	2 35
Eucynimus atropurp.....	30	Hellebore, Ala, po.....	15 20
Myrica Cerifera, po.....	20	Inula, po.....	15 20
Prunus Virgini.....	12	Ipecac, po.....	2 40 2 50
Quillaja, grd.....	14	Iris plox (po. 35 38).....	32 35
Sassafras.....	14	Jalapra, pr.....	35 40
Ulmus Po (Ground 12).....	10	Maranta, 1/2 s.....	2 35
EXTRACTUM.		Podophyllum, po.....	15 18
Glycyrrhiza Glabra.....	24 25	Rhei.....	75 80
" po.....	33 35	" cut.....	21 25
Haematox, 15 lb. box.....	11 12	" pv.....	75 80
" 18.....	13 14	Spigelia.....	48 53
" 1/2 s.....	14 15	Sanguinaria, (po. 25).....	40 45
" 1/4 s.....	15 17	Serpentaria.....	50 55
FERRUM.		Senega.....	40 45
Carbonate Precip.....	15	Similax, Officialis, H.....	2 40
Citrate and Quinia.....	2 30	Scilla, (po. 35).....	10 12
Citrate Soluble.....	2 30	Symplocarpus, Fosti.....	2 35
Ferrocyanidum Sol.....	2 15	Valeriana, Eng. (po. 30).....	15 20
Solut Chloride.....	2 15	" German.....	10 12
Sulphate, com'l.....	1 1/2 2	Zingiber.....	22 25
FLORA.		SEMIN.	
Arnica.....	18 20	Anisum, (po. 30).....	2 15
Anthemis.....	20 25	Apium (graveleons).....	22 25
Matricaria.....	25 30	Bird, Is.....	4 6
FOLIA.		Carul, (po. 18).....	8 12
Barosma.....	20 25	Cardamon.....	1 00 1 25
Cassia Acutifol, Tin.....	25 30	Coriandrum.....	10 12
nivelly.....	35 50	Causis Sativa.....	4 5
Salvia officialis, 1/2 s.....	12 15	Cydonium.....	75 80
and 1/4 s.....	8 10	Chenopodium.....	10 12
Ura Ursi.....	8 10	Dipterix Odorate.....	2 00 2 25
GUMMI.		Foeniculum.....	2 15
Acacia, 1st picked.....	61 00	Foenugreek, po.....	6 8
" 2d.....	50 60	Lini.....	4 4 1/2
" 3d.....	50 60	Lini, grd, (bbl. 3 1/2).....	4 4 1/2
" sifted sorts.....	65	Lobelia.....	35 40
" po.....	75 80	Pharlaris Canarian.....	3 1/2 4 1/2
Aloe, Barb, (po. 60).....	50 60	Rapa.....	8 9
" Cape, (po. 30).....	12	Sinapis, Albu.....	8 9
" Socotri, (po. 60).....	50	Sinapis, Nigra.....	11 12
Catechu, Is, 1/4 s, 14 1/4 s, 16).....	1 10	SPIRITUS.	
Ammoniac.....	25 30	Frumentum, W. D. Co.....	2 00 2 30
Assafetida, (po. 30).....	2 30	" D. F. R.....	1 75 2 00
Benzoinum.....	50 55	Juniperis Co. O. T.....	1 75 1 75
Camphora.....	52 55	".....	1 75 2 30
Euphorbium po.....	35 40	Saacharum N. E.....	1 75 2 00
Galbanum.....	23 30	Spt. Vini Galli.....	1 75 2 50
Gamboge, po.....	80 95	Vini Oporto.....	1 25 2 00
Gualacum, (po. 40).....	2 30	Vini Alba.....	1 25 2 00
Kino, (po. 25).....	2 30	SPONGES.	
Mastic.....	40	Florida sheeps' wool.....	2 25 2 50
Myrrh, (po. 45).....	2 30 2 33	Nassau sheeps' wool.....	2 00
Opit, (po. 3 40).....	2 30 2 33	Velvet extra sheeps'.....	1 10
Shellac.....	23 30	wool carriage.....	85
" bleached.....	28 33	Extra yellow sheeps'.....	85
Tragacanth.....	30 35	carriage.....	75
HERBA—In ounce packages.		Hard for slate use.....	65
Absinthium.....	25	Yellow Reef, for slate.....	1 40
Eupatorium.....	20	STYRUPS.	
Lobelia.....	25	Accacia.....	50
Majorum.....	28	Zingiber.....	50
Mentha Piperita.....	23	Ipecac.....	50
" Vir.....	25	Ferri Iod.....	50
Rue.....	30	Aurant Cortes.....	50
Tanacetum, V.....	22	Rhei Arom.....	50
Thymus, V.....	25	Similax Officialis.....	60
MAGNESIA.		" Co.....	50
Calcined, Pat.....	55 60	Senega.....	50
Carbonate, Pat.....	20 22	Scilla.....	50
Carbonate, K. & M.....	20 25	" Co.....	50
Carbonate, Jennings.....	35 36	Tolutan.....	50
OLEUM.		Prunus virg.....	50
Absinthium.....	5 00 5 50	MISCELLANEOUS.	
Amygdalae, Dule.....	45 50	Ether, Spts Nit, 3 F.....	20 28
Amygdalae, Amarae.....	8 00 8 25	" 4 F.....	30 32
Anisi.....	1 70 1 80	Alumen.....	2 1/2 3
Aurant Cortes.....	3 00 3 50	" ground, (po.....	3 4
Bergamit.....	3 75 4 00	Antist.....	55 60
Cajuputi.....	1 00 1 10	Antimoni, po.....	4 5
Caryophylli.....	1 00 1 10	" et Potass T.....	55 60
Cedar.....	35 65	Antipyrin.....	2 10
Chenopodii.....	2 30	Antifebrin.....	2 25
Cinnamoni.....	1 15 1 20	Argent Nitras, ounce.....	6 66
Citronella.....	45	Arsenicum.....	5 7
Conium Mac.....	35 65	Balm Gilead Bud.....	38 40
Copaiba.....	1 20 1 30	Bismuth S. N.....	2 10 2 30

Morphia, S. P. & W.....	2 05 2 20	Seidlitz Mixture.....	25	Lindseed, boiled.....	54	57
S. N. Y. Q. &.....	1 95 2 20	Sinapis.....	18	Neat's Foot, winter.....	50	60
C. Co.....	1 95 2 20	" opt.....	30	strained.....	43 1/2	50
Moschus Canton.....	40	Snuff, Maccaboy, De.....	35	Spirits Turpentine.....	43 1/2	50
Myristica, No. 1.....	70 75	Voes.....	35	PAINTS. bbl. lb.		
Nux Vomica, (po. 20).....	33 38	Snuff, Scotch, De. Voes.....	35	Red Venetian.....	13 1/2	2 3/4
Os. Sepia.....	33 38	Soda Boras, (po. 13).....	12 13	Ochre, yellow Mars.....	1 1/2	2 3/4
Pepsin Saac, H. & P. D.....	2 00	Soda et Potass Tart.....	30 33	" Ber.....	1 1/2	2 3/4
Picls Liq, N. C., 1/2 gal.....	2 00	Soda Carb.....	1 1/2 2	Putty, commercial.....	2 1/2	2 3/4
doz.....	2 00	Soda, Ash.....	3 1/2 4	" strictly pure.....	2 1/2	2 3/4
Picls Liq, quarts.....	1 00	Soda, Sulphas.....	2 2	Vermilion Prime Amer.....	13 1/2	16
" pints.....	85	Spts, Ether Co.....	50 55	Vermilion, English.....	70 75	75
Pil Hydrarg, (po. 80).....	50	" Myrcia Dom.....	2 25	Green, Peninsular.....	70 75	75
Piper Nigra, (po. 22).....	1	" Myrcia Imp.....	2 30	Lead, red.....	2 1/2	2 3/4
Piper Alba, (po. 25).....	3	" Vini Rect. bbl.....	2 27	" white.....	2 1/2	2 3/4
Pix Burgun.....	7	Less 5c gal, cash ten days.....	2 37	Whiting, white Spain.....	2 1/2	2 3/4
Pumbl Acet.....	14 15	Strychnia Crystal.....	2 1 30	Whiting, Gilders.....	2 1/2	2 3/4
Pulvis Ipecac et opil.....	1 10 1 20	Sulphur, Subl.....	3 4	White, Paris American.....	1 00	1 00
Pyrethrum, boxes H.....	50	" Roll.....	2 1/2 3 1/2	Whiting, Paris Eng.....	1 00	1 00
" & P. D. Co, doz.....	1 25	Tamarinds.....	8 10	Pioneer Prepared Paintl.....	20 21 4	20
Pyrethrum, pv.....	30 35	Terenth Venice.....	28 30	Swiss Villa Prepared.....	1 00 1 20	20
Quassia.....	8 10	Theobromae.....	45 50	Paints.....	1 00 1 20	20
Quinia, S. P. & W.....	33 36	Vanilla.....	9 00 16 00	VARNISHES.		
" S. German.....	24 30	Zinci Sulph.....	7 8	No. 1 Turp Coach.....	1 10 1 20	20
Rubia Tincturum.....	12 14	OILS.		Extra Turp.....	160 1 70	70
Saccharum Lactis pv.....	33	Bbl. Gal		Coach Body.....	2 75 3 00	30
Salacin.....	1 80 1 85	Whale, winter.....	70 70	No. 1 Turp Furn.....	1 00 1 10	10
Sanguis Draconis.....	40 50	Lard, No. 1.....	55 60	Eutra Turk Damar.....	1 55 1 60	60
Santonine.....	24 50	" M.....	45 50	Turp. Dryer, No. 1.....	70 75	75
Sapo, W.....	12 14	" G.....	15			
" M.....	10 12	Linseed, pure raw.....	51 54			
" G.....	15					

HAZELTINE
& PERKINS
DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES.

DEALERS IN

Paints, Oils and Varnishes.

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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.

Hazeltime & Perkins Drug Co.,

GRAND RAPIDS, MICH.

APPLE BUTTER.	Lawrence	1 00	Hummel's, foil	1 50	Wheat.	5	Ginger, African	15	ENGLISH BREAKFAST.		
Chicago goods.	Hamburg	2 25	tin	9 50	Cracked.	5	" Cochin	18	Fair	18 @ 22	
AXLE GREASE.	Erie	1 65	CHICORY.	4 1/2	FISH-Salt.		" Jamaica	30	Choice.	24 @ 28	
Frazer's.	Whortleberries.	1 40	Bulk	7	Bloaters.		Mace Batavia	30	Best.	40 @ 50	
Wood boxes, per doz.	Common	1 25	Red	7	Yarmouth.	10 1/2	Mustard, Eng. and Trieste	25	TOBACCOS.		
" 3 doz. case.	F. & W.	1 30	Cotton, 40 ft.	1 25	Cod.	10 1/2	" Trieste	25	Fine Cut.		
" per gross.	Blueberries	1 30	" 50 ft.	1 40	Whole.	@ 6 1/2	Nutmegs, No. 2	75	Palls unless otherwise noted.		
25 lb. palls.	MEATS.		" 60 ft.	1 60	Bricks.	7 1/2 @ 8	Pepper, Singapore, black	30	Hiawatha		60
15 lb. "	Corned beef, Libby's	2 10	" 70 ft.	1 75	Strips.	7 1/2 @ 8	" white.	30	Sweet Cuba		34
Aurora.	Potted ham, 1/2 lb.	1 10	Jute	60 ft.	Smoked.	10 1/2	" Cayenne	25	McGinty		24
Wood boxes, per doz.	" 1/2 lb.	65	CONDENSED MILK.		Herring.	10 1/2	" Absolute in Packages.	30	Little Darling		22
" 3 doz. case.	" tongue, 1/2 lb.	1 10	Eagle.	7 40	Scalped.	24	Allspice	84 1 55	" 1/2 bbl.		20
" per gross.	" chicken, 1/2 lb.	95	Crown.	6 50	Holland, bbls.	11 00	Cinnamon	84 1 55	" 1/4 bbl.		22
Diamond.	VEGETABLES.		Genuine Swiss	8 00	" kegs.	75	Cloves.	84 1 55	1791, 1/2 bbl.		19
Wood boxes, per doz.	Beans.		American Swiss	7 00	Round shore, 1/2 bbl.	2 75	Ginger, Jam.	84 1 55	Valley City		33
" 3 doz. case.	Hamburg stringless.	1 25	COUPONS.		" 1/4 bbl.	1 50	Mustard.	84 1 55	Dandy Jim.		27
" per gross.	" French style.	2 25	TRADESMAN		Mackerel.	12 00	Pepper	84 1 55	Plug.		40
Peerless.	Lima, green.	1 40	5		No. 1, 1/2 bbls. 90 lbs.	12 00	Sage.	84	Joker		24
25 lb. palls.	" soaked.	90	CREDIT COUPON		No. 1, kits, 10 lbs.	1 25	SUGAR.		Zero.		22
BAKING POWDER.	Lewis Boston Baked.	1 35	"Superior."		Family, 1/2 bbls. 90 lbs.	3 00	Cut Leaf.	@ 5 1/2	L. & W.		26
Acme, 1/2 lb. cans, 3 doz.	Bay State Baked.	1 35			" kits, 10 lbs.	50	Old Style.	@ 4 1/2	Here It Is.		31
" 1 lb. " 1 "	World's Fair.	1 35			Pollock.	3 50 @ 4 00	Sardines.		Old Honesty.	@ 4 1/2	Jolly Tar.
" bulk.	Corn.		Russian, kegs.		Trout.		Granulated.	@ 4 1/2	Hiawatha.		37
Telfer's, 1/2 lb. cans, doz.	Hamburg	1 25	No. 1, 1/2 bbls. 90 lbs.	3 50	No. 1, 1/2 bbls. 90 lbs.	7 00	White Extra C.	@ 4 1/2	Valley City.		34
" 1 lb. "	Tiger	1 00	No. 1, kits, 10 lbs.	80	No. 1, kits, 10 lbs.	1 00	Extra C.	@ 4 1/2	Jas. G. Butler & Co.'s Brands.		37
Arctic, 1/2 lb. cans.	Purity	1 10	Whitesfish.		Family, 1/2 bbls. 90 lbs.	3 00	C	@ 3 1/2	Something Good.		37
" 1 lb. "	Erie	1 15	No. 1, 1/2 bbls. 90 lbs.	7 00	" kits, 10 lbs.	50	Yellow	@ 3 1/2	Toss Up.		26
" 5 lb. "	Peas		No. 1, kits, 10 lbs.	1 00	FLAVORING EXTRACTS.		Less than 100 lbs. 1/2 advance.	@ 3 1/2	Out of Sight.		24
Red Star, 1/2 lb. cans.	Hamburg marrofat.	1 50	Whitesfish.		Jennings' D.C.		STARCH.		Boss.		12 1/2
" 1 lb. "	" early June.	1 50	No. 1, kits, 10 lbs.	1 00	Lemon, Vanilla		Corn.		Colonel's Choice.		13
" 1 lb. "	Champion Eng.	1 75	Family, 1/2 bbls. 90 lbs.	3 00	2 oz folding box.	75	40-lb "	6 1/2	Warpath.		14
BATH BRICK.	Hamburg petit pois.	1 00	" kits, 10 lbs.	50	3 oz "	1 00	1-lb packages.	6	Banner.		14
2 dozen in case.	" fancy sifted.	1 00	" kits, 10 lbs.	50	4 oz "	1 50	3-lb "	6	Kiln Dried.		17
English	Soaked.	65	" kits, 10 lbs.	50	6 oz "	2 00	6-lb "	6 1/2	Nigger Head.		23
Bristol.	Harris standard.	75	" kits, 10 lbs.	50	8 oz "	3 00	40 and 50 lb. boxes.	4 1/2	Honey Dew.		34
Domestic.	Van Camp's Marrofat.	1 10	" kits, 10 lbs.	50	Kegs	5 50	Barrels.	4 1/2	Gold Block.		38
BLUING.	Archer's Early Blossom.	1 35	" kits, 10 lbs.	50	Half kegs.	3 00	SNUFF.		Peerless.		34
Gross	French	1 80	" kits, 10 lbs.	50	Sage.	15	Scotch, in bladders.	37	Rob Roy.		34
Arctic, 4 oz ovals.	Mushrooms.	17 @ 18	" kits, 10 lbs.	50	Hops.	25	Maccaboy, in jars.	35	Uncle Sam.		35
" 8 oz.	Pumpkin.	90	" kits, 10 lbs.	50	Chicago goods.	4 1/2 @ 5	French Rappee, in jars.	43	Tom and Jerry.		25
" pints, round.	Erie	90	" kits, 10 lbs.	50	No.		Allen B. Wrisley's Brands.	30	Brier Pipe.		30
" No. 2, sifting box.	Squash.	1 30	" kits, 10 lbs.	50	No. 1.	30	Old Country, 80.	3 30	Yum Yum.		32
" No. 3.	Hubbard	1 30	" kits, 10 lbs.	50	No. 2.	50	Uno, 100.	3 50	Red Clover.		30
" No. 5.	Succotash.	1 40	" kits, 10 lbs.	50	Pure.	30	Bouncer, 100.	3 00	Navy.		32
" 1 oz ball.	Hamburg	1 40	" kits, 10 lbs.	50	Calabria.	25	SODA.		Handmade.		40
BROOMS.	Soaked.	85	" kits, 10 lbs.	50	Sicily.	18	Boxes.	5 1/2	Frog.		33
No. 2 Hurl.	Honey Dew.	1 60	" kits, 10 lbs.	50	Condensed, 2 doz.	1 25	Kegs, English.	4 1/2	40 gr.		8
No. 1 "	Hamburg	1 60	" kits, 10 lbs.	50	No. 9 sulphur.	1 65	Granulated, boxes.	2	50 gr.		9
No. 2 Carpet.	Hancock	1 05	" kits, 10 lbs.	50	Anchor parlor.	1 70	SEEDS.		YEAST-Compressed.		
No. 1 "	Gallon	2 75	" kits, 10 lbs.	50	No. 2 home.	1 10	Mixed bird.	4 1/2 @ 6	Tin foil cakes, per doz.		15
Parlor Gem.	Subject to the following dis-		" kits, 10 lbs.	50	Export parlor.	4 25	Caraway.	3 1/2	Baker's, per lb.		30
Common Whisk.	counts:		" kits, 10 lbs.	50	MOLASSES.		Canary.	3 1/2			
Fancy.	200 or over.	5 per cent.	" kits, 10 lbs.	50	Blackstrap.	16	Hemp.	4 1/2			
Mill.	500 "	10 "	" kits, 10 lbs.	50	Cuba Baking.	19	Anise.	13			
Warehouse.	1000 "	20 "	" kits, 10 lbs.	50	Porto Rico.	19	Mustard.	7 1/2			
BUCKWHEAT FLOUR.	CRACKERS.		" kits, 10 lbs.	50	New Orleans.	17	Diamond Crystal.	32 40			
Rising Sun.	Kenosha Butter.	7 1/2	" kits, 10 lbs.	50	Fair.	30	100 3-lb. sacks.	22 40			
York State.	Seymour.	5 1/2	" kits, 10 lbs.	50	Good.	30	50 5-lb.	2 25			
Self Rising.	Butter.	5 1/2	" kits, 10 lbs.	50	Extra good.	26	25 10-lb. sacks.	2 15			
CANDLES.	" family.	5 1/2	" kits, 10 lbs.	50	Choice.	30	24 3-lb. cases.	1 50			
Hotel, 40 lb. boxes.	" biscuit.	5 1/2	" kits, 10 lbs.	50	Fancy.	36	56 lb. dairy in linen bags.	50			
Star, 40.	Boston.	7 1/2	" kits, 10 lbs.	50	New Orleans.	17	28 lb.	25			
Paraffine.	Soda.	6	" kits, 10 lbs.	50	Good.	30	56 lb. dairy in linen bags.	35			
Wicking.	S. Oyster.	5 1/2	" kits, 10 lbs.	50	Choice.	30	28 lb.	18			
CANNED GOODS.	City Oyster, XXX.	5 1/2	" kits, 10 lbs.	50	Fancy.	36	56 lb. dairy bags.	75			
FISH.	CREAM TARTAR.		" kits, 10 lbs.	50	One-half barrels, 3c extra.		Higgins.				
Clams.	Strictly pure.	30	" kits, 10 lbs.	50	OATMEAL.		Solar Rock.				
Little Neck, 1 lb.	Telfer's Absolute.	35	" kits, 10 lbs.	50	Barrels 300.	@ 6 75	56 lb. sacks.	27			
" 2 lb.	Grocers' Absolute.	10 @ 15	" kits, 10 lbs.	50	Half barrels 100.	@ 6 50	Saginaw and Manistee.	90			
Clam Chowder.	CRACKERS.		" kits, 10 lbs.	50	Half bbls 90 lbs.	@ 3 50	Common Fire per bbl.				
Standard, 3 lb.	Sundried.	@ 10	" kits, 10 lbs.	50	Barrels 150.	@ 6 75	Church's, Arm & Hammer.	5 1/2			
Cove Oysters.	Evaporated.	@ 14	" kits, 10 lbs.	50	PICKLES.		Dwight's Cow.	5 1/2			
Standard, 1 lb.	California Evaporated.	19	" kits, 10 lbs.	50	Medium.		Taylor's.	5 1/2			
" 2 lb.	Apples.	@ 10	" kits, 10 lbs.	50	Small.		DeLand's Cap Sheaf.	5 1/2			
Lobsters.	Apricots.	14	" kits, 10 lbs.	50	Barrels, 1,200 count.	@ 8 75	" pure.	5 1/2			
Star, 1 lb.	Blackberries.	10	" kits, 10 lbs.	50	Half barrels, 600 count.	3 88	Golden Harvest.	5			
" 2 lb.	Nectarines.	18	" kits, 10 lbs.	50	Small.		STYRUPS.				
Picnic, 1 lb.	Peaches.	20	" kits, 10 lbs.	50	Barrels, 2,400 count.	9 00	Corn.				
" 2 lb.	Pears, sliced.	17	" kits, 10 lbs.	50	Half barrels, 1,200 count.	5 00	Barrels.				
Mackerel.	Plums.	19	" kits, 10 lbs.	50	Clay, No. 216.	1 75	Half bbls.	32			
" 2 lb.	Prunes, sweet.	13	" kits, 10 lbs.	50	" T. D. full count.	75	Pure Cane.	@ 25			
Standard, 1 lb.	TURKEY.	@ 9	" kits, 10 lbs.	50	Cob, No. 3.	1 25	Fancy drips.	@ 30			
" 2 lb.	Bosnia.	@ 11	" kits, 10 lbs.	50	Domestic.		Ginger Snaps.	7			
Mustard, 3 lb.	French.	@ 11	" kits, 10 lbs.	50	Carolina head.	7	Sugar Creams.	8 1/2			
Soused, 3 lb.	Lemon.	18	" kits, 10 lbs.	50	" No. 1.	6	Frosted Creams.	8			
Salmon.	Orange.	18	" kits, 10 lbs.	50	" No. 2.	@ 5	Graham Crackers.	8			
Alaska, 1 lb.	CITRON.	@ 18	" kits, 10 lbs.	50	Imported.		Oatmeal Crackers.	8			
" 2 lb.	In drum.	@ 18	" kits, 10 lbs.	50	Japan, No. 1.	6 1/2	SHOE POLISH.				
Sardines.	In boxes.	@ 20	" kits, 10 lbs.	50	Java.	5 1/2	Jettine, 1 doz. in box.	75			
American 1/4s.	Zante, in barrels.	@ 5 1/2	" kits, 10 lbs.	50	Patna.		TEAS.				
Imported 1/4s.	" in 1/2 bbls.	@ 5 1/2	" kits, 10 lbs.	50	ROOT BEER.		JAPAN-Regular.	@ 17			
Mustard 1/4s.	" in less quantity.	@ 5 1/2	" kits, 10 lbs.	50	Williams' Extract.	1 75	Good.	@ 20			
Brook, 3 lb.	RAISINS-California.		" kits, 10 lbs.	50	3 dozen.	8 50	Choice.	@ 24			
FRUITS.	Bags.	7	" kits, 10 lbs.	50	SAPOLIO.		Choice.	@ 32			
Apples.	London Layers, 2 cr'n	2 10	" kits, 10 lbs.	50	Hand 3 "	2 50	Dust.	@ 10			
Hamburg.	" fancy.	2 35	" kits, 10 lbs.	50	Sulder's Tomato.	2 40	SUN CURED.	@ 17			
Apricots.	Muscateles, 2 crown	1 60	" kits, 10 lbs.	50	Foreign.		Good.	@ 20			
Blackberries.	Valencias.	7 1/2	" kits, 10 lbs.	50	Spices.		Choice.	@ 24			
F. & W.	Ondaras.	8 @ 8 1/2	" kits, 10 lbs.	50	Allspice.	10	Choice.	@ 25			
Cherries.	Sultanas.	@ 17	" kits, 10 lbs.	50	Cassia, China in mats.	7 1/2	Choice.	@ 25			
Red.	PARINACEOUS GOODS.		" kits, 10 lbs.	50	Batavia in hand.	15	Choice.	@ 25			
Pitted Hamburg.	Parina.	4	" kits, 10 lbs.	50	" Saigon in rolls.	35	Extra choice, wire leaf.	@ 40			
White.	100 lb. kegs.	3 75	" kits, 10 lbs.	50	Cloves, Amboyina.	32	Common to fair.	@ 25			
Erie.	Grits.	6	" kits, 10 lbs.	50	Mace Batavia.	30	Extra fine to finest.	@ 65			
Damsons, Egg Plums and Green Gages.	Dried.	6	" kits, 10 lbs.	50	Nutmegs, fancy.	80	Choicest fancy.	@ 75			
Erie.	Maccaroni and Vermicelli.	60	" kits, 10 lbs.	50	" No. 1.	75	Common to fair.	@ 23			
Common.	Domestic, 12 lb. box.	11	" kits, 10 lbs.	50	" No. 2.	65	Superior to fine.	@ 23			
Pie.	Imported.	11	" kits, 10 lbs.	50	Pepper, Singapore, black.	15	Fine to choicest.	@ 45			
Maxwell.	Pearl Barley.	3 1/2 @ 3 3/4	" kits, 10 lbs.	50	" white.	25	Common to fair.	@ 23			
Shepard's.	Kegs.	3 1/2 @ 3 3/4	" kits, 10 lbs.	50	Pure Ground in Bulk.		Superior to fine.	@ 23			
California.	Peas.	1 20	" kits, 10 lbs.	50	Allspice.	17	Common to fair.	@ 23			
Domestic.	Green, bu.	1 20	" kits, 10 lbs.	50	Cassia, Batavia.	30	Superior to fine.	@ 23			
Riverside.	Split, bbl.	6 50	" kits, 10 lbs.	50	" and Saigon.	25	Common to fair.	@ 18			
Common.	Sago.	5	" kits, 10 lbs.	50	Saigon.	35	Superior to fine.	@ 26			
Johnson's sliced.	German.	5	" kits, 10 lbs.	50	Cloves, Amboyina.	30	Common to fair.	@ 18			
" grated.	East India.	5	" kits, 10 lbs.	50	Zanzibar.	30	Superior to fine.	@ 26			
Quinces.			" kits, 10 lbs.	50							
Common.			" kits, 10 lbs.	50							
Raspberries.			" kits, 10 lbs.	50							
Red.			" kits, 10 lbs.	50							
Black Hamburg.			" kits, 10 lbs.	50							
Erie black.			" kits, 10 lbs.	50							

REVERIES AND DREAMS.

I am an old man. The snail-paced days of my boyhood crept slowly over my life and left no trace of their coming or going. Lightly their feet pattered over my cheek and brow, and, with the exception of a ruddier glow from the contact, left no impress there. They gamboled with my silken, flaxen locks, and, except adding a slightly darker hue, left no change.

But a sudden change came after awhile. Time's charioteer drove at a more furious pace, and the years, like the rapidly moving scenes of a panorama, as they swept by, left some of their footprints, in the unbidden wrinkles and marks of care upon my brow, while thickly sprinkled among my once glossy hair shone the snows of many rapidly recurring winters.

Yes, I am an old man. The weight of sorrow and of care—the legacy left to me by the passing years—has left its indelible impress. It is seen in my whitened locks, in my wrinkled brow, in the bent and bowed form, and in the slow and halting step as I move feebly about among my fellow-men. Thoughtless childhood, never dreaming that it, too, may become old and decrepid, laughs and scoffs at me as I pass. Reverent youth steps aside and lifts its hat, as in me it catches a glimpse of what the future may have in store for it. Middle age, looking over "the divide," sees the rapidly descending pathway on the other side, and the yawning grave of oblivion to which it leads, and shudders. Old age totters upon the brink of the open grave, and with faltering tones calls up the ghosts of past hopes and fears, of joys and sorrows, and grimly speculates as to that future, the breath of whose winds is already kissing its wan cheeks, or playing with its silvery locks, and wooing it to slumber.

I am an old man. The blood no longer goes bounding through my veins, giving strength and vigor to the system as it did in the long ago. My life is as a taper. It has burned well down to the socket. Shortly, as the end is reached, it will blaze up fitfully for a moment, and then will come darkness. Or will a brighter taper be lighted in that mystic land beyond the dark river whose flame can never be dimmed? Here, other tapers will be left burning, but the light of mine will have gone out forever.

When I was first cast into the sea of life, its placid waters were scarcely troubled by the ripples my presence in them occasioned. The tiny wavelets soon lost their force and died away in the unruffled waters. As the years passed, the circling waves that surrounded me broadened and expanded, until at the full meridian of vigorous manhood, I realized that their force was felt from shore to shore. Then came the years of decadence, and contracted became the rippling, circling waves, until now the placid, glassy surface of the sea is almost within reach of my hand. Yes, I am an old man, and I painfully realize that my sands of life are almost run.

I realize all this as I sit before the cheerful grate in the comfortable quarters of my home in the heart of the great city this pleasant evening. Without, the stars twinkle in a strangely familiar manner as I gaze upon them from my open window, up between the towering buildings with which art has marred the face of nature, to the blue-vaulted dome above.

The moon, like a great ball of fire, is riding in regal splendor in the starry canopy, casting grotesquely-weird shadows upon the floor as its beams come struggling in through the gauzy curtains that sway back and forth from the open window. I pull aside the curtains and let in a flood of soft moonlight, and with it comes the gentle south wind which tenderly touches my withered cheek like kisses from baby lips, and plays with my silvery locks, gently and tenderly, as spirit hands touch the brow of the dying and bid them turn from earth's grosser scenes to those heavenly.

But what bright vision is this that I see pictured upon the softly-carpeted floor instead of the grotesquely-moving shadows that were there but a moment ago? By what conjuror's trick is this? or is it the work of spirit hands that the shadows have departed and a loved picture of the scenes of long ago have taken their places? There stands the old home on the hill—the home of my boyhood days. The blood goes bounding through my veins as it did in the sweet olden time. I am a boy again. Gone are my three-score-years-and-ten. Gone are the bowed form and the silvery locks. Gone are the furrowed cheek and wrinkled brow. Gone is the voice tremulous with age. I am an old man no longer.

It is night at the old home. The house is just as it was when I bade it a tearful farewell in the years of the long ago. Exterior and interior are just the same now as then. All is quiet within. A flickering blaze flashes up at intervals from the smouldering wood fire in the great fireplace in one end of the hewn log house, revealing the sleeping forms of the ones I have loved so well. Forms of those who have long since lain down to that "dreamless sleep that knows no waking," in the quiet churchyard over yonder in the lonely valley where the white marble slabs mark the final resting place of the sleepers. Have the dead come back to life? Have the prison-houses of clay released their tenants? Or have the sorrows and cares of my three-score-years-and-ten been but a delusive imagery of the brain, and death and the grave horrid phantasmagorias?

Within and without time has laid its desecrating hands upon nothing, and change is unwritten. The house and grounds remain just the same as they were in the long ago. There in the garden back of the house with its wealth of poppies, pinks, and roses lining its well kept walks, there, in the background, and on the brow of the hill, near the little brick spring house, is the old-fashioned wellsweep, attached to which is the veritable

Old oaken bucket, the iron bound bucket, The moss-covered bucket which hangs in the well, of which the poet sang, or, at least, its exact counterpart. Still back of these, and at the foot of the hill, is the orchard, and the lambent air is laden with the rich perfume from its bloom and blossoms. Beyond the orchard, lying in the moonlight like a ribbon of silver, and rippling in the stillness of the night like the low murmur of the voices of those we love, is the river. What a flood of long-forgotten memories its subtle music brings upon the mind! Stretching from the foot of the hill upon which the old home stands, is the meadow, and beyond it is the encircling forest of white, gleaming sycamores, majestic elms, and the tall aspens with their quivering leaves,

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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.

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

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overshadowing the river, which emerges from the gloom and darkness of the deep woods, and after forming a silvery framework for the picture of the old home, is again lost in the gloom whence it came. I can hear the soft rippling of its waters long after they have disappeared in the deep shadows, and mingled with the murmur of the aspen leaves, makes an Æolian strain soft and sweet as is the music of the spheres.

A little distance away, at the foot of the hill, stands the mill. Its machinery is motionless. Its wheels are still. Beyond it is the creek, and the dam over which the angry waters rush headlong with a sullen roar before mingling with those of the deeper, broader, and more smoothly flowing river. As in those old, old, happy days, again I stand by its rushing waters watching them madly plunging over the precipice with a roar that awakes the echoes in the sleepy old forest beyond. An owl perched upon the dead branches of a tall sycamore, disturbed by my presence, ceased its discordant hooting and flew away, while a busy muskrat, with its mouth full of green water plants of which it was constructing its nest, swam rapidly to the opposite shore, with nothing but its head and file-like tail appearing upon the surface of the water, and disappeared beneath the roots of a "sugar tree" that overhung the stream.

With the delicate perfume of wild flowers the air seemed laden, while overhead the ever-restless leaves of a tall aspen tree, moved by the gentle south wind, made music soft, and sweet, and rippling, like the pattering of the feet of innumerable unseen sprites upon the water. In ecstatic joy at being again among the loved and long-lost scenes of my boyhood days, I dropped into a seat near the falls and gave way to silent meditation. A sudden gust of wind sent the heavy spray from the foaming waters full into my face, and instantly the vision was dispelled.

I am sitting in my own room in the city, at the open window, upon the sill of which my head has been resting. The sky is obscured by clouds, the moon and stars are hidden, and a steady rain is falling. A strong wind is blowing, and a sudden gust has sent the descending rain full into my face and over my gray locks. I had been asleep and dreaming! And now, waking or sleeping, the picture of the old home is ever present with me, brighter and more real than it has been for half a century or more.

Will there be bright dreams and the breath of flowers in that long sleep of death and the grave? Who can say? To me, in a few more days or years at most, the mystery that lies hidden in and beyond the grave will be a mystery no longer. Can the dark valley and the shadow of death be illumined by brighter visions than those of my boyhood days? Or is the long sleep in the grave a dreamless slumber? "If a man die, shall he live again?" I shall soon know.

J. P. PRICKETT.

The New Spanish Treaty.

Gen. John W. Foster, who conducted the negotiations between this country and Spain for reciprocal relations, is in almost daily consultation with the President and officials of the State Department in regard to the publication of the proclamation that is to announce the terms upon which the Spanish-American agreement is based. It will be issued about July 1.

BELKNAP, BAKER & CO.

The New House will Be Ready for Business June 11.

Mr. Henry P. Baker has returned from the East, having purchased a full line of carts, road wagons, buggies, buckboards, phaetons and carriages of all descriptions for the grand opening of Belknap, Baker & Co.

The building at 5 and 7 North Ionia street, recently vacated by the Olney & Judson Grocer Co., is now undergoing general repairs and when completed will be the finest carriage repository in the city.

These gentlemen have been appointed general agents in several surrounding counties by the Columbus Buggy Co., of Columbus, O., whose reputation is unsurpassed in the manufacture of a fine grade of wheeled vehicles. They will also handle a full line of harness, robes, whips, etc., from the most celebrated makers in the country. The prominent location, together with their large display rooms, the ground floor of which is 50x120, will enable them to make the largest display ever seen in the state. The people of this city in particular, and Western Michigan in general will do well to wait for their opening and inspect their stock whether desiring to purchase or not. All will be welcome.

A Story About Shoe Fastenings.

Owen Langdon, in Brooklyn Times.

A big shoe merchant tells me that two years ago a man came into his office in the last stages of a drunkard's decline, apparently, and exhibited an invention which would revolutionize men's shoe fastenings, and make a fortune for someone. It was some sort of an arrangement that closed all the buttons at once by the turn of an invisible lever, and was as much of an improvement on the old method as the lever skate is upon the old-fashioned kind. That was the first and last the merchant ever saw of man or model, and he is wondering now if the inventor's secret went into a grave in the Potter's Field. He cannot in the least recall the manner of working of the fastening.

Brace Up.

Don't believe in failures, my boy, lest you grow to be one yourself. Believe in success; it is a better watch-word, has a clear ring to it, and a man looks and feels and is prouder and nobler, fighting for success, than when he is struggling in the name of failure. Don't defend; attack. Don't stop to explain and apologize for the faults of your cause; maintain and enforce its virtues. "You haven't taught me any of the parries," said a young soldier to an old Prussian fencing master. "Don't need 'em," growled the old mustache; "you cut; let the other fellow parry." That man didn't believe in failure.—Burdette.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun.....	45
No. 1 ".....	50
No. 2 ".....	75
Tubular.....	75
LAMP CHIMNEYS.—Per box.	
6 doz. In box.....	1 75
No. 0 Sun.....	1 88
No. 1 ".....	2 70
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 Bastie.	
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.....	87 50
Quarts.....	8 00
Half gallons.....	10 50
Rubbers.....	55
Caps 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

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.

How to Make a Country Store Pay.

"Store Crank" in American Grocer.

In my last article I enumerated two or three features which prevail in nearly every country store, and gave them as important factors in keeping the merchant in the slough of despond from year to year. Of course, there are many other things that contribute to this state of affairs, and if in this article I can suggest some ideas that will cause some of the many readers of the *American Grocer* to wheel about and get out of the rut and routine which they have drifted into, I shall feel amply repaid.

To be successful as a country merchant, the proprietor must first secure the confidence of the community in which he operates. His life and associates must not partake of the sordid, selfish order, and his disposition must be cheerful and benevolent. All his dealings should be characterized by the strictest integrity. This, very soon, will commend itself to the customers, and they will soon look upon him as a man among men, and one to whom they can go for advice in matters outside their ordinary commercial transactions. I am taking it for granted that money-getting is not the only thing of importance to be sought after, and that a reputation for probity and candor must be attained and maintained in order to successfully prosecute business in strict conformity to the Golden Rule. I cannot allow the impression to prevail that a man is a successful merchant who succeeds in acquiring a competence regardless of the moral claim upon him to do justice to all mankind. The dealer who resorts to subterfuges and uses questionable methods in the prosecution of business can never be permanently successful and win his way into the hearts and homes of his people. In possession of this first qualification, next must be added a general adaptability and liking for the occupation. To enter into a business without any love for it or zeal in its prosecution will result in failure. Give strict attention to every detail of the work, forgetting not the admonition of Solo-

mon, "Seest thou a man diligent in his business, he shall stand before Kings. He shall not stand before mean men." Be affable and courteous in your intercourse with customers; show a due appreciation of their patronage, and make them feel that, whether small or large buyers, you are trying to please.

It will be necessary for you to carry several lines of goods, and, as mentioned in the former article, they have generally been goods of universal demand, usually sold at a small profit. As rapidly as possible educate your trade to purchase a superior quality of goods, and be continually introducing new products in each of your departments. It may be that for a few months many things will move slowly, but with due diligence exercised for a year, you will find that your stock has undergone a complete transformation and that you are selling a profitable class of goods instead of a profitless one as before. The city and country are getting closer together each year, and unless you act as an educator and lead your country clientele into more advanced ways, someone else will step in and accomplish it for you. A large proportion of your goods must be sold for country produce. No excuse under the sun can be offered for the nonsensical custom of again disposing of this produce at the same price paid for it, simply because the payment has been made in merchandise. You have done your proper work when you have taken butter, eggs, railroad ties, maple sugar, or whatever the commodity is, and exchanged them for your goods, and received for your labor the profit on your wares. Now, why, under any pretext of common sense, should you labor to dispose of these various farm products for cash without a further profit? If you sold a yard of calico for cash at a profit, you would expect to replace it with the cash, and you would not, under any circumstances, sell it the second time for what you paid for it; yet, you do this very thing with the farm products from January to December, simply because it has become a custom. Resolve at once to

discontinue this manner of dealing, and make it a rule that every article you handle shall pay you a profit, large or small, as the circumstances may demand, and not do business for glory or fun.

Again, insist on prompt settlements, and be prompt yourself. "Long accounts make bad friends." If your settlements are made frequently, all matters are fresh in the minds of both parties and become very easy to adjust. Under the general practice of semi-annual or yearly settlements, you are losing the interest of your money and have been prevented from availing yourself of the liberal discounts offered by the jobbers of whom you purchased your goods. Do not let your accounts run against any party for a longer period than three months. Then compare books, and if customary to take notes, do so. This paper will, of course, bear interest at the current state rate, and will be available to use through your bank or broker if an opportunity occurs, which frequently does, to purchase some article of produce or special line of goods at a low figure. Keep your stock bright and fresh, and unload, as quickly as possible, any unsalable goods which inadvertently you may have on hand, even at a low figure. Follow the rule to always make a loss (if it has to be done) as quickly as possible. An observance of the foregoing will insure your prosperity in both a social and financial sense, and, while you have been adding to your exchequer, you have been of service and comfort to the community in which you dwell.

C. N. Rapp & Co. have seven carloads of bananas in store, on track and in transit, which they claim is the best record ever made by a Grand Rapids house.

CUTS for BOOM EDITIONS

PAMPHLETS

For the best work, at reasonable prices, address
THE TRADESMAN COMPANY.

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.

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.

"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.