

# MICHIGAN TRADESMAN.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, JUNE 17, 1891.

NO. 404

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TOM, DICK AND HARRY.

I am Tom! Dick is my brother, and we are the orphaned sons of Richard Hope, who went down with the *Saucy Jane* with his wife and the fortune he had made in California, when we were but six years old. We were twins, and clinging to each other, were picked up by a passing steamer and carried to New York. I was old enough to know and tell that we were going to visit our aunt, Mrs. Dresdale of Oakhill, and kindly strangers saw that we arrived there safely, forlorn little orphan beggars. But fresh misfortune met us, for our aunt died one week after she gave us a tearful welcome.

We had no real claim upon Cyrus Dresdale, being only his wife's nephews, but out of his great, generous heart he gave us the place of sons in his home. Dear Uncle Cy! Never were boys made happier than he made us for four years, sending us to school, and giving us every pleasure boys delight in, and above all, such loving companionship as few enjoy, even with their own father.

Then the change came. Uncle Cy married again, and his wife could not endure to have two great rude boys about the house. Every day, every hour, we committed some unpardonable offense, and found all our pleasures restricted. First, our ponies were sold; then our rabbits and guinea-pigs were killed; then we were moved from our large, beautiful room, to a miserable little attic, where we baked in summer and froze in winter.

Uncle Cyrus stood by us as far as his quiet, peace-loving disposition allowed, but his new wife ruled him with a rod of iron, and, at last, seeing that we could not please her, he sent us to boarding-school. Homesick for a week, we were thoroughly happy afterwards, and wanted for no pleasure Uncle Cy could give us. I cannot dwell too long on our boy-life, but we, Dick and myself, can never forget the kindness of Uncle Cyrus Dresdale. We came to Oakhill sometimes for a brief holiday, and this brings me to Harry.

Harriet Dresdale was the only child of our dear Uncle Cyrus, and was born just one year after his second marriage. It was uncle himself who gave her her nickname, greatly to Mrs. Dresdale's disgust, but, as he said:

"Really, my dear, I must complete the trio, Tom, Dick and Harry."

We were twenty-one years of age when Uncle Cyrus took us into his study one morning and made a brief speech that I shall never forget.

"My dear boys," he said, "for you are as dear to me as sons, and have made me proud of you many times, I must send you away once more. We will not talk about the reason, but you know it is not because I do not love you. You have good education, good morals, and I am not afraid to trust you. You, Tom, will practice your profession, and Dick can go into business, since he wishes it; but you will each find ten thousand dollars in the G— Bank that is your own. It will keep you from want, until you make more by your own talents and exertions. Come sometimes to see me; do not forget that I love you."

He broke down there, and we hung about him as if we were still little boys, full of love and gratitude, and keenly aware of the cruelty of separating us from him.

Off to the great city, where Dick opened a drug-store and I put out a doctor's sign. We had both studied medicine, but Dick would not practice. His was a delicate, sensitive nature, most unlike my own, and he could not bear the sight of suffering. We were unlike in all things, and no one would have guessed we were twins. I was tall, strong and dark, not in the least handsome.

Dick was slender and fair, with a rare beauty of face and a gentleness that was almost womanly.

We had been seven years in the city, and once more were at home at Oakhill, when we could spare a vacation, for Mrs. Dresdale was dead. There was nothing said, there could not be, but we knew that we were welcome, and we stole many a day to run down to visit dear Uncle Cyrus, and, it must be told, fall in love with Harry. Can I make you see her, this cousin who was not our cousin? Brown, curling hair shaded a face of pure oval shape, with delicate, regular features. Great blue eyes, soft, wistful, innocent as a babe's, lighted her beauty, and her smile displayed perfect teeth. She was not tall, but her figure was graceful and prettily rounded, and her hands and feet were dainty as a fairy's.

She was frank and sisterly with us and always gave us cordial welcome, and we never guessed each other's devotion, because we could not well leave the city at the same time, Dick leaving me in charge of his store and clerks, and taking my practice in return.

Not until Uncle Cyrus died did we know that we both loved Harry, and then a crushing blow fell. For it was found, after our uncle was buried, that he had left nothing of a once noble fortune. Nothing for the delicately nurtured child who had never known a wish ungratified. Harry's aunt, Mrs. Leyburn, took her home, and the beautiful house at Oakhill was sold. After all the confusion was over and there came a breathing spell, Dick took me into his confidence.

Like blows from a hammer his words fell on my heart.

"Tom," he said to me, "I have been over to see Harry. Poor little girl, she is very miserable. All her bright, pretty smiles are gone, Tom. It would make your heart ache to see how pale and sad she is."

Ah! Had it not already made my heart ache?

"She has lost the kindest father, Dick," I said.

"And, as if that was not sorrow enough," said Dick, "they are not kind to her at Leyburn's."

"Not kind to her," I cried. "I thought they fairly worshipped her."

"So they did when they thought Uncle Cyrus was wealthy. Now they tell her every day that she must find something to do—some way to earn a living."

"Never!" I cried. "Why, Dick, we owe everything to Uncle Cyrus, and we are not poor men now."

Then Dick said, in a faltering voice:

"Do you think, Tom, it is too soon after her loss for me to tell Harry how I love her—to ask her to be my wife?"

The room seemed to be reeling around me; Dick's face grew dim; his voice sounded far away. He loved Harry! And I was only waiting until the first bitterness of her grief was over to ask her to be my wife. Fool that I was! What was my homely face compared to Dick's beauty; my quiet ways against his grace and tenderness? Before he spoke again, I had recovered from the shock his words gave me, and resolved to keep my secret. Let him win her if he could. I dared not think of my own chance if she refused him. Time enough for that.

Day after day he sought her, yet kept silent. Little guessing the torture he inflicted, he told me of his wooing, but ever with the same refrain.

"She gives me no chance to tell her how I love her, Tom! She is like a sister, only."

I kept away, but my hope grew stronger. If she loved Dick as a sister, might it not be that I—homely and quiet as I was—had won the deeper love I craved. My patience must have been great in those days. Every lonely hour was filled

with dreams of Harry's fair, sweet face, her low, musical voice, her bright, winning grace. I recalled every loving word she had ever spoken to me. I knew that even in her childhood I had given her more than a brother's love, and I saw that her mother had dreaded lest she should dlove one of the penniless boys who were so dear to their adopted uncle.

We had begun, Dick and myself, to turn some of our investments into ready money, to make a fund for Harry.

"She shall have the twenty thousand uncle gave us," we said, although it would cripple us somewhat for a time to take so large a sum out of our fortunes. Nothing had been said to her, for we were afraid she would refuse to take it. We waited for Dick to speak, but we gathered the money together in bank.

We had no home to offer Harry, even if Mrs. Grundy would have permitted her to accept one. The store was a store only, with a small room back for storing larger quantities of drugs than were in daily demand. Dick and I had a large room in a boarding-house opposite the store.

It may have been the longing for a home that first suggested to us the idea of investing part of Harry's money (we always spoke of it as hers) in a house and some furniture, each hoping to share it with her. The first real brightness that came into her dear face after her father died was when we told her we were going to housekeeping, and begged her to help us select and furnish a home. Again, I starved my own heart, and sent her with Dick house-hunting, until they selected a house that seemed the perfection of a modest home, most unlike the beautiful Oakhill mansion. But it was Harry's own taste that selected the furniture, suited to the small rooms, but good in quality, and Harry said: "Ever so pretty!"

It was all ready and paid for, and five thousand dollars still in the bank, when we all went over to admire the final effect.

We were standing in the pretty parlor, when Harry said, softly:

"I hope this will be a happy home for you, boys, and that there will soon be the sweetest of wives to share it with you. And now, to-day, you must give me your good wishes, too. I am going to be married."

"Married!"

Who said it? The voice was choked and very hoarse. Not mine; surely not Dick's.

"Papa knew," said Harry; "but we were to wait until Charlie was a little more prosperous. I was not sure"—and Harry's eyes drooped—"whether my loss of fortune would not make me less attractive to Charlie, but I wronged him. We will be very poor, but I hope I can help him, and we have made up our minds not to wait for money. Some day we may invite you to our house, but, in the meantime, you will come to see us where we are boarding, will you not?"

I answered, pitying the ghastly white face that Dick had turned toward the window. And I continued my answer by asking:

"Who is Charlie? You forget we have not seen him, nor, indeed, seen you as much as we would have wished."

"Charlie Foster, a clerk in a bank. Dick has met him."

"Yes," Dick answered, in a low voice. "A fine fellow he is, too, Harry. Come, Tom, we must be going."

Not a word was spoken until we stood face to face in our own room. Then Dick looked me in the eyes.

"You, too, Tom?" he said. "I never dreamed of that."

"I wanted you should have the first chance, Dick. But it is all over. Shall we take Doctor Merton's offer?"

For we had an opening that promised well in another city. It had scarcely been considered, but it came as a relief, and we accepted it. Our wedding present to Harry was the house and the five thousand dollars, her father's generous gift to us in the past. It is many long years since that wedding day that we faced manfully, and we are rich men—Dick and myself. But we never married, and our money will go to Harriet Foster's three boys, Tom, Dick and Harry.

ANNA SHIELDS.

#### OLD MAN SLIM.

#### Troubles and Trials of a Canadian Merchant.

QUEEN'S HOLLOW, Ont., June 5—I am obliged to you for sending me a copy of your paper. Cronk asked me what it was when he handed it to me in the postoffice and I told him it was a new American magazine devoted to commercial ethics and dead-beatology. He said he didn't think it was necessary for any business man in Canada to bother his brains about the Yankee science of dead-beatology, for so long as Ontario remained a British province, with wholesome and just laws, the dead-beat element will continue to slop over into the State of Michigan, where, with kindred spirits in a more congenial clime, they can bask to their hearts' content, in the sunshine of democratic do-as-you-please and pay-when-you-get-ready. He said he had lost enough during the thirty-five years he had been in business in the Hollow, by the skipping of these skeddaddlers to the land of the free by the light of the moon to build a new fence around the graveyard, and to hurt my feelings still more—because Izik and I voted for reciprocity—he said that these same skippers who loved liberty too well to behave themselves and pay their honest debts in Canada were to-day scattered all over Michigan holding offices of trust and occupying places of authority and even holding down seats in the Legislature.

"No wonder," said he, "that the conservative business men of the State are so proficient in the modern science of dead-beatology."

Cronk was wound up to run all night, but, as good luck would have it, a little boy came in to tell him that the calf had fallen into the well, and this gave me a chance to slip out and go home. I had been out on a collecting excursion and had been unusually lucky, having received \$1.17 in cash and the promise of four quarts of top onions. Izik was mad. He had been weighing in Dutch butter and weighing out sugar all afternoon and had just tied up the last dollar's worth of sugar in the store, and had thrown the butter in the grease tub and kicked the sugar barrel out the back door. Seizing the cheese knife, he began to scrape the butter off his pants and swear. I gently reminded him that such language was very unbecoming the son-in-law of an Elder. This made him throw the two-pound weight at the cat and so I kept silent till he finished the scraping act. Throwing the cheese knife into the pickle barrel, he said, "Look under that counter, there are 459 pounds of butter that cost 20 cents per pound and paid for in sugar at 6¼ cents per pound that cost 6½ cents per pound, say nothing about wrapping paper, twine, and wear and tear of a naturally angelic disposition while engaged in doing the business. There it is in all its hideous ugliness representing every hue known to nature from a clammy corpse all the way up to sole leather. It is fragrant with every conceivable odor peculiar to a stock ranch and all but about 21 pounds of the whole infernal mass will finally 'fetch up' at a London soda biscuit factory as grease at 6 cents per pound. Now, old man, if you expect me to ask a blessing on such a run of business as this, I will take immediate steps to have a guardian appointed for you."

Izik was terribly excited. Poor fellow! I am afraid that unless a severe drouth sets in soon over the Dutch settlement, he will fall a victim to butter on the brain. Why is it, Mr. Editor, that a woman looks upon her butter pretty much in the same light as she looks upon her baby? She cannot see any imperfection in either. Every country merchant knows that it would be just as safe to intimate to a woman that her baby was inferior to, or was not as fine or as clean as some other woman's baby, as to speak in this way of her butter; and as the politician must close his eyes and hold his breath while kissing her baby, so the merchant must do likewise while weighing her butter. Izik thinks this evil might be corrected by a system of inspection in the larger towns, and by throwing it entirely into the hands of a

## 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.

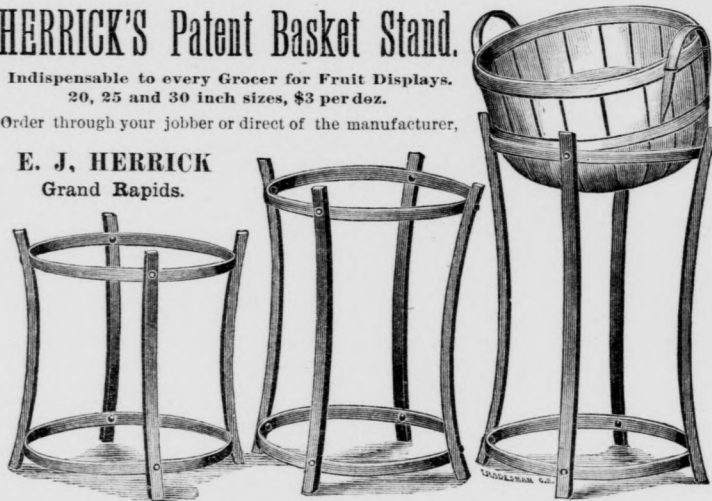
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20, 25 and 30 inch sizes, \$3 per doz.

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CANTON CLOTH,  
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OUTING FLANNELS,  
PRINTS,  
WIDE BLUES,  
SHIRTING,  
LYON SERGE,  
ARMENIAN SERGE,  
SEERSUCKERS,  
CHALLI,  
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OUTING SHIRTS, SUMMER UNDERWEAR, PANTS, HAMMOCKS,  
STRAW HATS.

P. STEKETEE & SONS,

WHOLESALE DRY GOODS.

GRAND RAPIDS.



butter dealer in the country villages. The butter maker could then realize the cash at its true value and the packer by handling in large quantities could pack the different grades and ship to the best advantage. The country merchant could then become a better Christian, and the quality of the article itself would rapidly improve, as there would no longer be held out an incentive to carelessness in its manufacture.

When I told Izik that "the Lord chastened whom he loveth" and that we ought to humbly submit to this Dutch butter affliction until Providence opened up a way of escape, he looked at my gray hairs and bent form and remarked that I had laid aside the implements of agriculture too late in life to ever make a brilliant success as a merchant. Izik is not a member of the church, but he says he has too much respect for Providence to think that He has anything to do with the making of stinking butter. Such irreverent remarks are very much to be regretted and I hope that the Elder and Tillie (that's Izik's wife) will yet succeed in making him see the error of his ways. I declare when I stop to think of the waywardness of some of our church members, it's enough to demoralize a conscientious fellow like Izik. Now, there's Old Cronk, the back-bone and corner stone of the Church of England. He'll fill his old hide so full of Jamaica rum that you can't see a wrinkle in his face. He'll swear like a trooper and disfigure the truth for a copper. His minister wines and dines with him and he lords it over his poor old heart-broken Baptist wife like a Turk. And there's Jonathan Whiner, I'm ashamed of him, for he's a class-leader in my own church. He lives on a big farm a mile and a half out and owns a shingle mill up the creek. He charged a poor, blind widow nineteen cents for an armful of straw to put in her bed and very seldom settles with his hired help outside of a magistrate's court. He is fawning, non-committal and evasive, always leaving the back door wide open so he can back out whenever it suits his purpose to do so. He was never known to pay a bill without squirming out of a part of it, on account of some trumped up mistake or misunderstanding. He never misses a prayer-meeting and always indulges in about the same amount and kind of snifle and cant. He is a prohibitionist and thinks the devil has the first mortgage on a fellow who has not taken passage in his little narrow contracted gospel canoe. Izik says Whiner is a blamed old crank and that his custom consists of sampling, throw-offs and make-ups and costs more than the profits on his trade amounts to. And then Sister Tubbs, although she teaches her Sunday-school class the Golden Rule, knows that those "nice new fresh eggs" she sold me when Izik was away, went into winter quarters last fall in the old stone churn down under the cellar steps. That reminds me of Deacon Brown. One day last winter when butter was very scarce and worth 30 cents per pound, who should walk into the store but Deacon Brown with several rolls of nice fresh butter. It was so kind for the good old Deacon to give us the first chance to pay him 30 cents per pound in cash when fresh butter was such a rarity. Izik placed it in the window to attract attention and the Deacon went on his way rejoicing. Presently the tailor's wife came in and enquired for butter. She was delighted, of course, with the Deacon's butter and wanted two rolls, but Izik thought she had better take one and give some of the rest of our favorite customers a chance to get some of it. Thanking us for the favor, she hurried home, for it was near dinner time. In about half an hour she returned nearly out of breath and with a frightened look on her face, said we had made a mistake and gave her corn salve or wagon grease instead of butter. She said her husband had swallowed some of it before he discovered the mistake and she left him in the back yard engaged in a mighty effort to turn himself inside out. She left the butter on the counter and ran for the doctor. We sampled the Deacon's butter for the first time. I tasted it, but couldn't think of anything on earth or under the earth to compare

it with. Izik thought it was congealed codliver oil. One man thought it was distilled soap and Bill Smike, the Tory blacksmith, said he'd bet a hen it was an importation of Yankee butterine. But the Elder, who had once been a missionary somewhere in Siberia, said it was a mixture of rancid butter and mutton tallow in equal parts. This settled it and the Deacon was notified to remove the mixture at once from the premises and settle damages or submit to an exposure. The Deacon responded with alacrity. The above is an actual occurrence and can be verified by OLD MAN SLIM.

#### Character in Handwriting.

There are people who claim to read men's characters from their writing. As the writing of every nation is distinguished by certain strong national peculiarities, it is easy for an expert to decide to what nation a writer belongs. Having settled that, certain large characteristics which are common to all men, but in different degrees, can be seen in every handwriting. A certain number of men are calm, even-lived, sensible and practical. Men of that class are almost certain to write plain, round hands in which every letter is distinctly legible; neither very much slanted forward, nor titled backward; no letter very much bigger than its neighbor, nor with heads much above or tails much below the letters not so distinguished; the letters all having about the same general uprightness, and the lines true to the edges of the paper, neither tening upward. Exact, business-like people will have an exact handwriting. Fantastic minds revel in quirks and streamers, particularly for the capital letters, and this quality is not infrequent in certain business hands, as if the writers found a relief from the prosaic nature of their work in giving flourishes to certain letters. Firm, decided, downright men are apt to bear on the pen while writing, and to make their strokes hard and thick. On the contrary, people who are not sure of themselves, and are lacking in self-control, press unevenly, and with anxious-looking, scratchy hands. Ambitious people are apt to be overworked; they are always in haste and either forget to cross their t's or dot their i's. They are also apt to run the last few letters of every word into an illegible scrawl. Flurried, troubled, and conscience-twinged persons have a crabbed and uneven handwriting.

#### Be Up to the Times.

From the New England Homestead.

A young man who is trying to run a farm in the same way that his father and grandfather and great-grandfather did, had better sell out or try some new methods, unless he wants to make a failure of it. The old-time methods are past and gone, and cannot be made successful at the present day. Men in all professions and industries are tending toward specialties, and if farmers want to keep up they must do the same. Some farms are adapted to stock raising, others to grain, and still others to fruit. Let every one pick out that branch which he likes best, and to which his farm is adapted, and then concentrate his thoughts and energies on that and make a success of it.

Owing to the high rate of duty on salt and the operations of the English Cheshire salt ring, the importation of English table and rock salt to this country has almost entirely ceased.

## 11-Inch STATEMENTS.

---O---

For the benefit of merchants who have not yet adopted our Coupon System, we have purchased a quantity of 11-inch Statements, 5½ inches wide, and ruled both sides, giving 63 lines for itemizing accounts---just the thing for weekly or monthly statements of account.

500 Printed and Blocked in tabs of 100,	-	-	\$2.00
1,000 " " " " " "	-	-	3.00
5,000 " " " " " "	-	-	5.00

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A GREAT SUCCESS

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CLIPPERS

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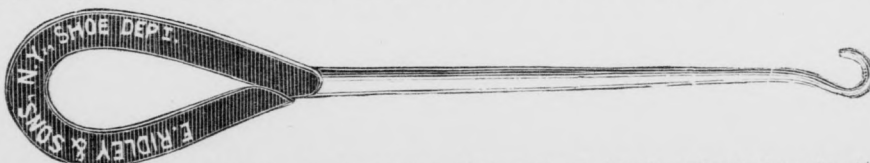
Cushion Tire, \$10 extra. Clipper Saddles, \$5.

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Send for Catalogue.

Erie St., Grand Rapids, Mich.

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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,

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## AMONG THE TRADE.

## AROUND THE STATE.

Mt. Pleasant—W. E. Ward succeeds C. A. & W. E. Ward in general trade.

St. Johns—D. C. Phetteplace has sold his grocery stock to L. H. Saunders.

Bridgewater—F. E. Ortenburger has sold his general stock to F. W. Schoen.

Grand Haven—Clark & Lum succeed Putnam & Lum in the flour and feed business.

Detroit—Hopfauer & Flinn have re-have removed their grocery stock to Delray.

Edmore—Maley & Snyder succeed Jacob F. Snyder in the grocery and hardware business.

Saranac—Wilkinson & Co. succeed Wilkinson & Richmond in the harness business.

Hart—A. R. Chappell succeeds Matthews & Chappell in the hardwood lumber business.

Blissfield—James Gauntlett is closing out his dry goods stock and will remove to Milan.

Muskegon—Moulton & Riedel succeed August Riedel in the produce commission business.

Bangor—J. N. Graham has removed his merchant tailoring and notion business to Fennville.

Copemish—J. L. Wiesman has removed his dry goods, clothing and boot and shoe stock to Marion.

Mecosta—Porter Eighthy has moved his grocery stock into the store formerly occupied by M. Carman.

Hudson—Chas. Kirkup has purchased the interest of R. N. Johnson in the grocery firm of Goodnow & Co.

Detroit—J. B. Peterson & Co., produce and commission merchants, have incorporated under the same style.

McBride—The Boice & Lewis general stock has been taken by Cas. LaFlamboy on a chattel mortgage, and he will conduct the business on a larger scale at the same stand.

Owosso—The book and stationery firm of Geo. W. Loring & Son has been dissolved, Geo. W. Loring retiring. The business will be carried on by Clayton W. Loring.

Big Rapids—Geo. Milner has concluded to embark in the drug business on his own account, having leased the store in the Comstock block lately vacated by J. Frank Clark.

Reed City—C. T. Carey has purchased the grocery stock of C. J. Fleischauer & Son and will continue the business. The Messrs. Fleischauer will continue the crockery business, doing a jobbing as well as a retail business.

Saginaw—The Saginaw Ice Co. has purchased the coal, sewer pipe, tile and fire brick business of the A. W. Wright Lumber Co., and consolidated it with their ice business. The style of the company is now the Saginaw Ice and Coal Co.

Kalamazoo—Barnett & Bryant and W. J. Babcock have purchased the A. A. Hazard & Son shoe stock and the C. M. Parker furnishing goods stock. The transfer will take place in a few weeks, and the new firm will carry on business at the Hazard and Parker stand on Main street.

Traverse City—M. B. Holly has resigned his position with M. E. Haskell, which he has held nine years, and will open a book and stationery store, occupying one-half of the salesroom now

used by A. E. Waterbury & Co., which is being enlarged and fitted up for both firms.

Jackson—Some time ago, T. B. Taylor, of this city, secured a patent on a new process of manufacturing a cereal food from wheat, which is to be known as "wheat flake," and a stock company has been organized for the manufacture of the goods. The stockholders are John M. Corbin, of Eaton Rapids; Charles Nixon, of Charlotte, and T. B. Taylor, of this city. The capital stock is placed at \$10,000. The headquarters will be in Detroit, but the goods will be manufactured here.

## MANUFACTURING MATTERS.

Big Rapids—U. G. Gile and Frank Blanchard have opened a cigar factory under the firm name of Gile & Blanchard.

Saginaw—Jacob Seligman sold 2,000,000 feet of standing timber in Gladwin county to a party in this city last week. The consideration was not reported.

Coral—Byron Gaffield's cheese factory is now in operation. He makes cheese for the patrons for 2½ cents per pound, the farmers finding a market for the product themselves.

Saginaw—A new firm under the name of Wettlaufer & Co. has been formed for the manufacture of furniture at the corner of Perry and Hamilton streets and the brick plant is now being fitted up for that purpose.

McBride—J. A. Lewis & Co. have purchased the shingle mill of F. Neff & Co., near Gladwin. The purchase also includes the shingle timber on seven 40 acre tracts, enough to keep the mill employed several years.

## Gripsack Brigade

The wife of John Cummins has so far recovered from her recent illness that John was able to start out on the war-path again Monday.

Oscar J. Levy, son of the veteran traveler, Morrice Levy, has gone on the road for Gorten & Preat, of New York, representing the local branch.

Oscar D. Fisher, formerly manager for Arthur Meigs & Co., but now on the road for W. I. Brotherton & Co., of Bay City, was in the city Saturday and Monday. He spent Sunday with his family at Prairieville.

Whitehall Forum: "B. F. Emery, who has been dangerously ill the past winter, was in town this week with Mrs. E. visiting old Whitehall friends, before leaving for Colorado Springs, where he will open a wholesale grocery business."

Flint Citizen: "A bright little baby boy arrived at the home of Mr. and Mrs. E. O. Wood on Tuesday. Ed. says it weighs thirty pounds, but the nurse says it is about ten pounds. Both agree, however, that it is 'a dandy.'"

"Had" Beecher and Happy Hi. Robertson have signed, sealed and delivered an agreement to play a match game of base ball with their respective cohorts at the Fountain street park Saturday afternoon. The game will be called at 3 o'clock.

At a recent banquet of the Ohio Council of the United Commercial Travelers, held at Dayton, T. H. Stayton, of Cincinnati, responded to the sentiment of "The Commercial Traveler," as follows: "All you have to do, boys, is to look in the glass and you have him. I think, Mr. Toastmaster, that this sub-

ject should never be submitted to a commercial traveler, for in speaking of his good qualities, he is liable to go on indefinitely, and in speaking of his faults he is very apt to betray some confidences. It is true I might tell you how the commercial traveler is toiling for the good of his home; how he has become a necessity in the great business relations of the nation; how he is first in war, first in peace, and first in the hearts of the women of our country; or I might go farther, and say that he is first to pass the hat on the train for the poor old woman who is going to see the dying daughter; or on the other hand I might tell you how, when he strikes his favorite town, he takes his best girl out riding, that is, she does the driving, and he is just as busy as a local freight trying to keep her best spring wrap on."

## Purely Personal.

J. H. Lowell, general dealer at Wacousta, was in town Saturday.

Stanley N. Allen has taken the position of book-keeper for the Cappon & Bertsch Leather Co.

Gaius W. Perkins, President of the Grand Rapids School Furniture Co., is spending a fortnight at Kansas City and other points in Missouri.

Heman G. Barlow and wife are spending a couple of weeks with friends at Hartford, Conn. They went via the St. Lawrence River and will return via New York City and the Hudson River.

L. Winternitz, who came to this country from Prague, Bohemia, about six years ago, and has thoroughly established himself here as an honorable and successful business man, leaves next month for a six weeks' visit to the old home and friends across the water.

Fred B. Clark left Saturday for Northampton, Mass., where his sister, Edith, graduates with high honors from Smith College. He is accompanied by his wife and will go via the St. Lawrence River and Lakes Champlain and George, returning via New York City and the Hudson River. He expects to be gone about a fortnight.

Cards have been received at this office announcing the nuptials of Miss Emma L. Parsons, formerly book-keeper for The Tradesman Company, and Prof. W. L. Snyder, of Detroit. The event will occur at the home of the bride's parents, in Benton Harbor, on the evening of June 24, the future residence of the happy couple being at Detroit, where they will be "at home" after July 5. If Miss Parsons makes as good a wife as she did a book-keeper, her husband will rise up and call her blessed.

## Good Words Unsolicited.

Jno. J. Dooley, traveling representative H. E. Bucklin & Co., Chicago: "I could not get along without THE TRADESMAN for three times the price of the paper. All traveling men appreciate your paper, as it keeps them posted in a commercial way throughout the State."

Oscar E. Robbins, grocer, Jackson: "I have only been in the grocery business two years next month and I have been a subscriber to THE TRADESMAN most of that time. I can hardly express how much I think of it. I am always ready for it when it arrives and I think the time is short when it will have a circulation in Jackson much larger than at present. I shall always speak a good word for it."

L. B. Chapel, hardware dealer, Baldwin: "THE TRADESMAN seems like an old friend away up here among the Jack pines."

Two new refineries outside of the Sugar Trust are, it is said, to be established—one in Philadelphia and one in Baltimore.

## 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 35 cents. Advance payment.

## BUSINESS CHANCES.

DRUG STOCK—NEAT AND ATTRACTIVE, AND NEW hardwood 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. 241

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

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

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

FOR SALE—DRUG BUSINESS INCLUDING STORE building and residence. Would exchange for a residence in Grand Rapids worth about \$2,000. Splendid opening for a physician. Address H. Matthews & Co., Chase, Mich. 262

FLOURING MILL FOR SALE—THE ISLAND CITY flouring mill and feed mill and the entire Eaton Rapids water power will be sold on the 14th day of July, at noon, at chancery sale, on first mortgage. For full particulars and terms inquire of John N. Corbin, Eaton Rapids, Mich. 261

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

## SITUATIONS WANTED.

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

## MISCELLANEOUS.

FOR SALE—OR WILL EXCHANGE FOR STOCK OF general merchandise of not over \$2,000 value, a nice large dwelling, large lot, horse barn, all necessary out buildings, etc. Lot well located, with plenty of large shade trees, good side walk, and situated in one of the liveliest towns in Western Michigan. Address "Mac," Coopersville, Mich. 263

FOR SALE—NEW STORE AND COTTAGE, WITH small stock and fixtures, situated in good country trading point. Ticket office and postoffice in store. Easy terms; low price. Address No. 260, care Michigan Tradesman. 260

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. 187

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

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

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

WANTED—FIVE SALESMEN BY THE GEORGE D. Hawkins Medicine Co. (Manufacturers and wholesale dealers in Hawkins Great Specific Cures) to represent them on the road. Commencing on July 10th. No one but first-class experienced salesmen need apply. Good positions guaranteed to good salesmen. Write for terms to George D. Hawkins Medicine Company, Hawkins, Mich. 244

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, 500 to 600 per cent. profit. One agent's sales amounted to \$600 in six days; another \$32 in two hours. We want one energetic general agent for each state and territory. For terms and full particulars, address The Monroe Eraser Mfg. Co., La Crosse, Wis. 255

## Playing Cards

## WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 So. Ionia St., Grand Rapids.



## GRAND RAPIDS GOSSIP.

White & Perry are arranging to rent larger quarters and put in a full line of goods in their line.

Connor & Marshall have opened a boot and shoe store at Charlevoix. Geo. H. Reeder & Co. furnished the stock.

A. Hyde, whose sawmill at Summit City has been shut down a month for repairs, has resumed operations again.

E. Treadgold has removed his drug stock from Luther to this city, locating on the corner of Jefferson avenue and Sycamore street.

J. C. Hazelton, formerly engaged in the roat beer business, has opened a bakery and confectionery store at 709 Wealthy avenue.

Frank and Byron Cook are erecting a two-story frame store building on the corner of Madison avenue and Griggs street and will shortly embark in the grocery business under the style of Cook & Cook.

G. S. Putnam and Wm. A. McWilliams have formed a copartnership under the style of Putman & McWilliams and purchased the wholesale confectionery stock of M. B. Keeler, at 412 South Division street. They will continue the business, adding largely to the stock.

## Wool Dull---Hides Flat---Tallow Dull.

Wool is dull and low in the East, but that seemingly has nothing to do with prices West—at present, at least. As is said of wars and rumors of wars, so of prices of wools West. None but local buyers are in the field and they can see millions in the clip, in spite of the fact that they all dropped money in past years. They will know more later.

Hides are flat and there is no demand except at extremely low prices. Tan-ners have stopped working to the extent of 5,000 to 10,000 hides per day at the East. The take off is very light, but stocks of hides, like that of leather, will accumulate on this cessation of working in.

Tallow is dull and low, with small transactions and no ambition among dealers.

## Another Advance in Fruit Jars.

Since the forms containing the glass-ware price current went on the press, another advance has been made in the price of fruit jars, so that the price now stands as follows:

Pints.....\$ 8.50  
Quarts..... 9.00  
Half gallons..... 12.00

This is an advance of 25 cents per gross on pints and quarts and \$1 on half gallons.

## Country Callers.

Calls have been received at THE TRADESMAN office during the past week from the following gentleman in trade:

H. J. Slade, Wayland.  
N. O. Ward, Stanwood.  
John H. Westover, Fruitport.  
C. W. Winchester, Byron Center.  
A. Shook, Coral.  
J. D. Noah, Moline.  
A. VanDuren, Holland.

Attention is directed to the advertisement of the Harbor Springs hardware stock which will be found among the Want Column announcements in this issue. The town is a growing one, the location is desirable and the stock is in excellent condition. As it must be sold, the purchaser is sure to get a genuine bargain.

## DISHONESTY AT THE DESK.

Some of the Crooked Ways in Which Money is Made.

There is quite a large portion of the human family who "get their living by their wits," that is, they get it by rascality and low cunning what they cannot or will not obtain by honest means. In many cases the disposition to commit these crimes seems to be a manifestation of natural depravity, while in too many other cases it arises from a lack of correct early training. The boy who, by virtue of a practical business education, is qualified to fill a good, paying position, does not feel the force of temptation to dishonesty that assails an uneducated drudge, who has nothing to look forward to but subordinate positions and poor pay.

A writer in the New York Sun gives an interesting account of the doings of some of the crooked gentry which we quote:

## SWINDLING BY FALSE FOOTINGS.

I happened into the office of a large factory one day to see a friend, and during the call I met the proprietor and asked him how business was.

"I'm about discouraged," he replied. "But you seem to be very busy filling orders."

"So I am, but for some reason I can't make any money. It seems as if the more we did the less profit we made."

On the desk before him was a bill he had marked "O. K." It was for stuff purchased—lumber, paint and oil. Without meaning to do so, I glanced at the items, and footed up the column of figures. It stood as follows:

Dr. to		
6 kegs paint, at \$1.80 each	.....	\$10.80
10 gals. oil, at 63 cents per gallon	.....	6.30
Lumber from Nell's	.....	18.00
Hauling same	.....	1.75
Hoop iron	.....	3.80
Paint brushes	.....	4.20
Total	.....	\$53.25

The bill was in the handwriting of the man who acted as book-keeper, cashier and buyer for the factory, and was six bills put together to save separate O.K.'s. Does the reader see anything wrong with the figures? I did at a glance. The total should have been forty-four dollars and eighty-five cents instead of fifty-three dollars and twenty-five cents.

"Where is your book-keeper this afternoon?" I asked.

"He's out."

"Well, find me all the bills you can."

He brought me half a dozen from the hook, and we discovered that each one had been falsified in adding up the figures. Next day the man was sent away on an errand and an expert brought in to overhaul his books, and in half a day over \$4,000 in small embezzlements could be footed up. He had taken the simplest way to rob his employer, and one which is always practiced with the most success.

A similar discovery was brought about in a still more singular manner. I was riding along the highway when I noticed a folded paper which had evidently fallen from some one's pocket. When I alighted and picked it up, I found it to be the weekly pay roll of a brick and tile yard. The owner of the yard, while a very successful business man, was a poor scholar, and he employed a young man to keep his books and handle more or less cash. The pay roll stood as follows:

Adams.....	\$13.00	Fick.....	12.00
Arms.....	11.83	Gorman.....	9.20
Benson.....	10.90	Hanson.....	8.35
Carter.....	10.95		
Davis.....	10.50	Total.....	\$112.68
Evarts.....	12.15		

The laborers were working at piece work, and each one's credit differed from another's. I ran the column of figures up and found an error. I tried it again, and was satisfied that the true total was only \$98.88. I took the paper to the brick man, learned who had made out the roll, and within an hour had got hold of enough evidence to prove that in one year his young man had defrauded him of \$890 by means of false footings.

## WHY THE CASH WOULDN'T BALANCE.

For several years I was detailed on a branch of detective work known as "mysterious thefts," and many of them

did really have a mysterious appearance at the outset. One of my very first cases was that of loss of money in a retail store. A girl eighteen years of age acted as cashier, and she had an office in the rear of the store. This office was raised in to the height of seven or eight feet, and had two cash windows. The cashier occupied it exclusively, and it had come about on several occasions that her cash wouldn't balance the tips on the hook. She would be short \$2, \$5, \$10 or \$20, and there must be something wrong somewhere. As she had to make the shortage good, she could not be suspected, and, indeed, it was on her demand that I was sent for to investigate the case. I took hold, thinking it would be a tough one, but luck aided me to speedily solve the mystery. No one on the floor of the store could take the money, as no one was admitted to the office, and the bills were stacked on the counter next to the wall, a clear twelve feet from either of the cash windows. I entered the store at 11:30 o'clock in the forenoon. At 12 half of the employees went out to dinner, and three or four others lunched from their baskets. Among the latter was the cashier. She sat on a stool facing the front of the store with her back to the money, and kept up a conversation with a girl seated just outside the railing. She had been seated thus about ten minutes when I saw a string slowly descend from the floor above her head. It came down alongside the wall, and the little black ball at the end of it rested for a moment on the top bill of the pile of bank notes. Then it was drawn up, and away went a bill with it, and was drawn through a hole above. The cashier neither saw nor heard. The few employees of the store were busy, and the festoons of dress goods, handkerchiefs, etc., from pillar to pillar, obstructed their vision. I went softly upstairs and found a stock boy eating his dinner just over the office. I stood him up and found a \$10 bill in his vest pocket, with a fresh spot of pitch on it, and his fish-line was concealed under a box near by. There was a hole in the floor where some heavy box had smashed a board. He owned right up, and the mystery was a mystery no longer. He had never taken but one bill at a time, and that always when the cashier was eating.

## MADE MONEY ON "RETURNED GOODS."

Men have always been obliged to trust other men, and they always will be, and when an employer has once satisfied himself that a certain employee is all right, it is the hardest kind of work to convince him that there is anything wrong. This loyalty is all right in one sense, but it has shielded many criminals. Were every employee to be continually under espionage or suspicion it would be a sad state of affairs. The senior partner of an old dry goods house once called me to his office to report a leakage which the house had vainly endeavored to stop. The shortage was not in the cash, but in the stock. Men had been set to watch for shoplifters, but none of that class had been spotted. All employees had been watched, but no one had been caught taking goods away. Most of the salesmen had been with the house for years, and the floor-walker longest of all. Suspicion pointed to no one, and yet it was certain that a leak existed. Aided by my usual luck, I was only three or four days in discovering it.

The store had a fine, high-class trade, and many articles were sent on approval. In lounging about, I saw articles brought back and handed to the floor-walker to be returned to the office as "returned." It occurred to me that there might be two sides to this system, and it wasn't two hours before a lady came in and said to him:

"I came to pay \$20 for the cloak sent up on Tuesday on approval."

He took her name and money and went back to the office and reported the cloak as returned, and pocketed the money. I got three cases on him before making my report, and when I did report to the senior partner, he flew out and declared that it looked like a put-up job to earn my money. It was easy enough to satisfy him, however, as I kept the addresses of the different buyers. A call at each

address brought forth the declaration that the goods had been paid for, but we waited for a fourth case and then caught the man in a box. He was wound up so tightly that he made a full confession and begged for mercy. He had taken over \$6,000 in this way, and had been playing the game for years, and was the last man in the store who would have been suspected.

## THE UNSAFE SAFE.

John Gilman, insurance agent in a city of 25,000 inhabitants, had a mystery which he called me in to solve. He had an office on the ground floor of a building on the corner of Main and Walnut streets, but fronting on Main and running back to Walnut. On Walnut, adjoining him, was a tobacco store. His safe stood in a recess at the back of the store, and this recess was just two feet wider than the safe. It was wainscotted up to the height of the safe. Now, Gilman had been missing money right along for two or three months, and the mystery was that it had been in each instance taken out of his safe. He alone knew the combination, and in every case it had been opened in the regular way. I found it hard to credit his statements. No one had broken into the office; no one, as far as he could see, had touched the safe, and yet he was sure that the money had been taken.

For instance, he had placed \$200 in it at night, and next morning \$30 was missing. Out of \$100, \$15 had been taken. Out of a package of \$300 drawn from the bank and carefully recounted \$35 had been taken. To make sure that the fault was not his he had kept a memorandum. He had, for instance, written down "\$250 over three times. There are 10 \$20 bills." That money had been put into the safe at night, and next morning it was short \$20. Gilman had no occasion to rob himself, nor was he a sunnambulist, and it puzzled me not a little how to go to work. One afternoon I asked him to lock and unlock the safe in my presence. It was a combination of four letters, and as he worked it he called out to himself: "J-a-n-e, Jane." That was the name of his wife.

With that as a starter, I began to investigate the tobacco store. I found that the clerk, who was a young man of twenty, slept there nights. I got a chance to look at the wall opposite Gilman's safe, and I found it wainscotted up as on the other side, and right here was the book-keeper's desk. Everything appeared regular, but that night I remained in the office after the agent went home. The office was dark and I took a seat within three feet of the safe. At about eleven o'clock I heard a slight noise in the recess, and next moment a part of the wainscoting was lifted out, some one crawled through from the tobacco store, and presently the intruder sat down before the safe, opened the side of a dark lantern just a bit, and opened the door as quickly as Gilman could have done it. He took out a roll of bills containing \$230, counted them over, and then returned all but \$20. When he had closed the door I heard him say: "J-a-n-e, Jane." I then nabbed him, and he proved to be the clerk in the tobacco store. He had played a pretty sharp game. There was a loose knot in one of the boards, and one evening in moving a box he had jarred this out. He had applied mucilage to the knot, and was restoring it to place when he heard Gilman locking the safe, and also heard him pronounce the combination. This gave him an idea. Procuring a fine saw he cut a panel out of the wainscot large enough to enable him to crawl through, and after that he made two or three raids per week. His scheme to take only a small portion of any sum he found was a good one, but luck and accident helped me to get the best of him.

DETECTIVE.

## How to Keep a Store.

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

THE TRADESMAN COMPANY,  
Grand Rapids.



## A Problem Defying Solution.

The Boston Herald produces the following problem which is worth considering. Assuming that a community of 100,000 workers can produce in a day, by the labor of ten hours, wealth to the value of \$300,000, then if their labor is cut down to eight hours a day, they must either work harder or more skillfully in the shorter period, or there will be one-fifth less of wealth to divide among those interested in its production. There is no way of getting over this. At the present time the wages earned are paid, and the capitalist receives his returns from the gross sum of production. If this sum is cut down in any way, a loss is inevitable either on the side of the capitalist or wage earner, or on both sides. While \$5 divided among five men will give each \$1, there is no process of arithmetic by which \$4 divided among five men will produce the same result.

## The Value of Cash in Hand.

The value of cash in hand has been very forcibly illustrated over and over again during periods of pecuniary embarrassment. The richest men are sometimes short of it; many of them have been quite destitute of money that they could put their hand on any day.

A good rule for all men, young or old, to follow is this: *Lay up 10 per cent. of your income*—no matter what your income is—and keep it where you can put your hand on it at any time, for the remainder of your life.

Even if there were never to be another panic, it is one of the most essential things in the world to have a little money in hand which is available. Nothing will contribute more to a man's independence and happiness.

## These Were Not "Sour" Grapes.

A funny incident happened at one of the Plainfield, N. J., hotels, a short time ago. A traveler from an eastern drug house, it seems, had on his table samples of an active purgative in the shape of delicious white grapes. The bell boys got hold of these and had a feast of the treacherous morsels. Ere long, however, the entire bell boy force went on a "strike," to the great discomfort of the hotel guests.

It takes a business man to describe a costume to his wife. A busy son of commerce, after seeing a very taking dress on a very taking shopper the other day, informed the partner of his joys that "it was fine. The dress was made of some kind of cloth with some sort of trimming. It was sort of lilac or shrimp pink in color, and had for a waist some kind of a basque that was indescribable. She wore one of those hats you sometimes see on women, and altogether gave an effect that I wish you could have seen."

## GOLD MEDAL, PARIS, 1876.

W. BAKER & Co.'s  
Breakfast  
Cocoa

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

## No Chemicals

are used in its preparation. It has more than three times the strength of Cocoa mixed with Starch,

arrowroot or Sugar, and is therefore far more economical, costing less than one cent a cup. It is delicious, nourishing, strengthening, EASILY DIGESTED, and admirably adapted for invalids as well as for persons in health.

Sold by Grocers everywhere.

W. BAKER & CO., DORCHESTER, MASS.

## Dry Goods Price Current.

UNBLEACHED COTTONS.		
Adriatic	7 1/2	Arrow Brand 5 1/2
Argyle	6 1/2	World Wide 7
Atlanta A A	6 1/2	LL 5
Atlantic A	7	Full Yard Wide 6 1/2
" H	6 1/2	Georgia A 6 1/2
" P	6	Honest Width 6 1/2
" D	6 1/2	Hartford A 5
" LL	5 1/2	Indian Head 7 1/2
Amory	7	King A A 6 1/2
Archery Bunting	4	King E C 5
Beaver Dam A A	5 1/2	Lawrence L L 5 1/2
Blackstone O 32	5 1/2	Madras cheese cloth 6 1/2
Black Crow	6 1/2	Newmarket G 6
Black Rock	7 1/2	" B 5 1/2
Boat A L	7 1/2	" N 5 1/2
Capital A	5 1/2	" DD 5 1/2
Cavanat V	5 1/2	" X 7
Chapman cheese cl.	3 1/2	Nolbe R 5
Clifton C R	5 1/2	Our Level Best 6 1/2
Comet	7	Oxford R 6 1/2
Dwight Star	7 1/2	Pequot 7 1/2
Clifton C C	6 1/2	Solar 7 1/2
BLEACHED COTTONS.		
A B C	8 1/2	Geo. Washington 7
Amazon	8	Glen Mills 7
Amsburg	7	Gold Medal 7 1/2
Art Cambric	10	Green Ticket 8 1/2
Blackstone A A	8	Great Falls 6 1/2
Beats All	12	Hope 7 1/2
Boston	12	Just Out 4 1/2 @ 5
Cabot	7 1/2	King Phillip 7 1/2
Cabot, %	6 1/2	Lonsdale Cambric 10 1/2
Charter Oak	7 1/2	Lonsdale 8 1/2
Conway W	7 1/2	Middlesex 8 1/2
Cleveland	7	No Name 7 1/2
Dwight Anchor	8 1/2	Oak View 6
" shorts	8 1/2	Our Own 5 1/2
Edwards	6	Pride of the West 12
Empire	7	Rosalind 7 1/2
Farwell	7 1/2	Sunlight 4 1/2
Fruit of the Loom	7 1/2	Utica Mills 8 1/2
Pitchville	6 1/2	" Nonpareil 11
First Prize	6 1/2	Vinyard 8 1/2
Fruit of the Loom %	6 1/2	White Horse 6
Fairmount	4 1/2	" Rock 8 1/2
Full Value	6 1/2	Dwight Anchor 9
HALF BLEACHED COTTONS.		
Cabot	7 1/2	Middlesex No. 1 10
Farwell	8	" 2 11
UNBLEACHED CANTON FLANNEL.		
Tremont N	5 1/2	" 3 12
Hamilton N	6 1/2	" 7 18
" L	7	" 8 19
Middlesex AT	8	" 10 25
" X	9	" 11 25
" No. 25	9	" 12 25
BLEACHED CANTON FLANNEL.		
Hamilton N	7 1/2	Middlesex A A 11
Middlesex P T	8	" 2 12
" A T	9	" A O 13 1/2
" X A	9	" 4 17 1/2
" X F	10 1/2	" 5 16
CARPET WARP.		
Peerless, white	18	Integrity, colored 21
" colored	20 1/2	White Star 18 1/2
Integrity	18 1/2	" colored 21
DRESS GOODS.		
Hamilton	8	Nameless 30
"	9	" 25
"	10 1/2	" 27 1/2
G G Cashmere	21	" 32 1/2
Nameless	16	" 32 1/2
"	18	" 35
CORSETS.		
Coraline	89 50	Wonderful 84 50
Schilling's	9 00	Brighton 4 75
CORSET JEANS.		
Armory	6 1/2	Naumkeag satteen 7 1/2
Androscoggin	7 1/2	Rockport 6 1/2
Biddeford	6	Conestoga 6 1/2
Brunswick	6 1/2	Walworth 6 1/2
PRINTS.		
Allen turkey reds	5 1/2	Berwick fancies 1/2
" robes	5 1/2	Clyde Robes 5 1/2
" pink & purple	6 1/2	Charter Oak fancies 4 1/2
" buff	6	DelMarine cashm's 6
" pink checks	5 1/2	" mourn'g 6
" staples	5 1/2	Eddystone fancy 6
" shirtings	4 1/2	" chocolat 6
American fancy	5 1/2	" rober 6
American indigo	5 1/2	" sateens 6
American shirtings	4 1/2	Hamilton fancy 6
Argentine Grays	6	" staple 5 1/2
Anchor Shirtings	6 1/2	Manchester fancy 6
Arnold	6 1/2	" new era 6
Arnold Merino	6	Merrimack D fancy 6
" long cloth B 10 1/2	4 1/2	Merrim'ck shirtings 4 1/2
" " C 8 1/2	4 1/2	" Repp furn 8 1/2
" century cloth 7	6	Pacific fancy 6
" gold seal 10 1/2	6 1/2	" robes 6 1/2
" green seal T H 10 1/2	6 1/2	Portsmouth robes 6
" yellow seal 10 1/2	6 1/2	Simpson mourning 6
" serge 11 1/2	6 1/2	" greys 6
" Turkey red 10 1/2	6 1/2	" solid black 6
Ballou solid black	5	Washington indigo 6
" colors 5 1/2	6 1/2	" Turkey robes 7 1/2
Bengal blue, green, red and orange	5 1/2	" India robes 7 1/2
Berlin solids	5 1/2	" plain T'ky X 8 1/2
" oil blue 5 1/2	6 1/2	" " X 10
" green 6 1/2	6 1/2	" Ottoman Tur 6
" Foulards 6 1/2	6 1/2	key red 6
" red 7 1/2	6 1/2	Martha Washington 7 1/2
" " 4 1/2 10 1/2	6 1/2	Turkey red 7 1/2
" " 3 4 XXXX 12	6 1/2	Riverpoint robes 5
Cocheco fancy	6	Windsor fancy 6 1/2
" madders 6	6 1/2	" gold ticket 6 1/2
" XX twills 6 1/2	6 1/2	Indigo blue 10 1/2
" solids 5 1/2	6 1/2	
TICKINGS.		
Amoskeag A C A	13	A C A 12 1/2
Hamilton N	7 1/2	Pemberton AAA 16
" D	8 1/2	York 10 1/2
" Awning 11	11	Swift River 7 1/2
Farmer	8	Pearl River 12 1/2
First Prize	11 1/2	Warren 14
Lenox Mills	18	
COTTON DRILL.		
Atlanta, D	6 1/2	Stark A 8
Boat	6 1/2	No Name 7 1/2
Clifton, K	7 1/2	Top of Heap 10
SATINES.		
Simpson	20	Imperial 10 1/2
"	18	Black 9 1/2
"	16	" 10 1/2
Coecheco	10 1/2	

DEMINS.		
Amoskeag.....	12 1/2	Columbian brown..... 12
" 9 oz.....	14 1/2	Everett, blue..... 12
" brown 13.....	13	" brown..... 12
Andover.....	11 1/2	Haymaker blue..... 7 1/2
Beaver Creek A A.....	10	" brown..... 7 1/2
" B B.....	9	Jaffrey..... 11 1/2
" C C.....	9	Lancaster..... 12 1/2
Boston Mfg Co. br 7.....	10	Lawrence, 9 oz..... 13 1/2
" blue 8 1/2.....	10	" No. 220..... 13
" d & twist 10 1/2.....	10	" No. 360..... 11 1/2
Columbian XXX br 10.....	10	" No. 280..... 10 1/2
" XXX bl 19.....	10	
GINGHAMS.		
Amoskeag.....	7 1/2	" fancies..... 7
" Persian dress 8 1/2.....	8 1/2	" Normandie..... 8
" Canton.....	8 1/2	Lancashire..... 6 1/2
" A F C.....	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.....	8 1/2	Persian..... 8 1/2
" staples 6 1/2.....	6 1/2	Renfrew Dress..... 7 1/2
Centennial.....	10 1/2	Rosemont..... 6 1/2
Criterion.....	10 1/2	Slatersville..... 6 1/2
Cumberland staple.....	5 1/2	Somerset..... 7
Cumberland.....	5 1/2	Tacoma..... 7 1/2
Essex.....	4 1/2	Toll du Nord..... 10 1/2
Elfin.....	7 1/2	Wabash..... 7 1/2
Everett classics.....	8 1/2	" seersucker..... 7 1/2
Exposition.....	7 1/2	Warwick..... 8 1/2
Glenarie.....	6 1/2	Whittenden..... 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 'halon el 1/2.....	1/2	Westbrook..... 8
" indigo blue 9 1/2.....	9 1/2	" 10..... 10
" zephyrs.....	16	Windermeer..... 5
Lancaster, staple.....	6 1/2	York..... 6 1/2
GRAIN BAGS.		
Amoskeag.....	16 1/2	Valley City..... 15 1/2
Stark.....	30	Georgia..... 15 1/2
American.....	16 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. 6.....	33	White, Colored. No. 14..... 37
" 8.....	34	" 16..... 38
" 10.....	35	" 18..... 39
" 12.....	36	" 20..... 40
CAMBRICS.		
Slater.....	4	Washington..... 3 1/2
White Star.....	4	Red Cross..... 3 1/2
Kid Glove.....	4	Lockwood..... 4
Newmarket.....	4	Wood's..... 4
Edwards.....	4	Brunswick..... 4
RED FLANNEL.		
Fireman.....	32 1/2	T W..... 32 1/2
Creedmore.....	27 1/2	F 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
DOMEST FLANNEL.		
Nameless.....	8 @ 9 1/2	" 9 @ 10 1/2
".....	8 1/2 @ 10	" 12..... 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.		
Severin, 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..... 75 50
Colored, doz.....	20	
SILKES.		
Slater, Iron Cross.....	8	Pawtucket..... 10 1/2
" Red Cross.....	9	Dundie..... 9
" Best.....	10 1/2	Bedford..... 10 1/2
" Best A A.....	12 1/2	Valley City..... 10 1/2
SEWING SILK.		
Corticelli, doz.....	75	Corticelli knitting, per 1/2 doz ball..... 30
twist, doz.....	37 1/2	
50 yd, doz.....	37 1/2	
HOOKS AND EYES—PER GROSS.		
No 1 B'k & White.....	10	No 4 B'k & White..... 15
" 2 " ".....	12	" 8 " "..... 20
" 3 " ".....	12	" 10 " "..... 25
No 2—20, M C.....	50	No 4—15 F 3 1/2..... 40
" 3—18, S C.....	45	
COTTON TAPE.		
No 2 White & B'k.....	12	No 8 White & B'k..... 30
" 4 " ".....	15	" 10 " "..... 23
" 6 " ".....	18	" 12 " "..... 26
No 2.....	28	No 3..... 36
SAFETY PINS.		
A. James.....	1 50	Steamboat..... 40
Crowley's.....	1 35	Gold Eyed..... 1 50
Marshall's.....	1 00	
TABLE OIL CLOTH.		
5—4.....2 25	6—4.....3 25	5—4.....1 95
" 2 10	" 3 10	" 4.....2 95
COTTON TWINES.		
Cotton Sail Twine.....	28	Nashua..... 18
Crown.....	28	Rising Star 4 ply..... 17
Domestic.....	18 1/2	" 3 ply..... 17
Anchor.....	16	North Star..... 20
Bristol.....	13	Wool Standard 4 ply 17 1/2
Cherry Valley.....	15	Powhattan..... 18
I X L.....	13	
PLAID OSNABURGS.		
Alabama.....	6 1/2	Mount Pleasant..... 6 1/2
Alamance.....	6 1/2	Oneda..... 5
Augusta.....	7 1/2	Pyrrmont..... 5 1/2
Ar sapha.....	6	Randelman..... 6
Georgia.....	6 1/2	Riversids..... 5 1/2
Granite.....	6 1/2	Stibley A..... 6 1/2
Haw River.....	5	Toledo..... 6
Haw J.....	5	

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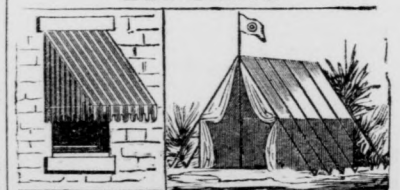
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## BUSINESS LAW.

## Summarized Decisions from Courts of Last Resort.

## PROMISE—PERSONAL HABITS.

According to the decision of the New York Court of Appeals, Second Division, in the case of Hamer vs. Sidway, the refraining from the use of liquor and tobacco for a certain time at the request of another is a sufficient consideration for a promise by the latter to pay a sum of money.

## CONSPIRACY—REFUSING TO SELL.

The Supreme Court of Texas held, in the recent case of Delz vs. Winfree, that no action for conspiracy would lie by a butcher against several dealers in beef cattle because they had combined to refuse to sell him beef, but where they also induced a certain dealer in slaughtered meats to refuse to sell him likewise, the court held that such interference with his business gave him cause of action.

## AGENT—AUTHORITY—SET-OFF.

An agent authorized to solicit orders for goods to be sold by his principal has no implied authority to bind his principal by an agreement that the price shall be set off against a debt which the agent owes the purchaser, according to a decision of the Supreme Court of Minnesota in the case of Talboys et al. vs. Boston et al. In this case, where after such an agreement with an agent who had no possession of the goods nor any indicia of ownership, the principal delivered the goods to the purchaser who then learned who was the real seller, and hence became chargeable with notice that the person who had taken the order was only an agent, the court held that by accepting the goods the purchaser became liable to pay for them, notwithstanding the unauthorized agreement with the agent.

## SALE—CONTRACT—PRICE—DIFFERENCE.

In the case of McCord et al. vs. Laidley et al., decided recently by the Supreme Court of Georgia, it appeared that Laidley & Co. sold to McCord & Son a carload of bacon, to be shipped to Augusta and paid for on delivery. They shipped the bacon and drew on McCord & Son a draft payable on demand, which was presented before the arrival of the bacon. McCord & Son refused to pay the draft, and directed the bank to which it was sent for collection to return it to Laidley & Co., stating at the time that they would refuse to accept the bacon because the sellers had violated their contract in demanding payment before the money was due. Afterwards the bacon arrived, and the agent of Laidley & Co. tendered it to McCord & Son, and gave them an opportunity to accept and pay for it, which they declined to do. The bacon was then sold by Laidley & Co.'s agent for the best price that could be obtained in the Augusta market, but bacon having declined in price it brought less than McCord & Son had agreed to pay. The Supreme Court held that the appellants were liable to the appellees for the difference between the contract price and the net proceeds of the sale of the bacon.

## Hardware Price Current.

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

NAILS 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 fast joint.....	60&10
Wrought Loose Pin.....	60&10
Wrought Table.....	60&10
Wrought Inside Blind.....	60&10
Wrought Brass.....	75
Blind, Clark's.....	70&10
Blind, Parker's.....	70&10
Blind, Shepard's.....	70
BLOCKS.	
Ordinary Tackle, list April 17, '85.....	40
CRADLES.	
Grain.....	dis. 50&62
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.....	dis. 40
Hotchkiss.....	25
CHALK.	
White Crayons, per gross.....	12@12 1/2 dis. 10
COFFER.	
Planished, 14 oz cut to size.....	per pound 30
" 14x52, 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
DIPPING PANS.	
Small sizes, ser pound.....	07
Large sizes, ser pound.....	6 1/4
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.....	12 13 14 15 18
Discount, 60.....	
GAUGES.	
Stanley Rule and Level Co.'s.....	50

## HAMMERS.

Maydole & Co.'s.....	dis. 25
Kip's.....	dis. 25
Verkes & 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 1/2 and longer.....	3 1/2
Screw Hook and Eye, 1/2.....	net 10
" " " 3/4.....	net 8 1/2
" " " 1.....	net 7 1/2
Strap and T.....	dis. 50
RANGERS.	
Barn Door Kidder Mfg. Co.'s 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
Japaned Tin Ware.....	25
Granite Iron Ware.....	new list 33 1/2&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.....	dis. 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.....	55
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list.....	55
Mallory, Wheeler & Co.'s.....	55
Branford's.....	55
Norwalk's.....	55
MATTOKS.	
Adze Eye.....	\$16.00, dis. 60
Hunt Eye.....	\$15.00, dis. 60
Hunt's.....	\$18.50, dis. 20&10.
MAULS.	
Sperry & Co.'s, Post, handled.....	dis. 50
MILLS.	
Coffee, Parkers Co.'s.....	dis. 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:	
60.....	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
Finish 10.....	85
" 8.....	1 00
" 6.....	1 15
Clinch.....	85
" 8.....	1 00
" 6.....	1 15
Barrell 1/2.....	1 75
PLANES.	
Ohio Tool Co.'s, fancy.....	dis. 2 40
Scotia Bench.....	2 60
Sandusky Tool Co.'s, fancy.....	2 40
Bench, first quality.....	2 60
Stanley Rule and Level Co.'s, wood.....	10
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 20
"B" Wood's pat. planished, Nos. 25 to 27.....	9 20
Broken packs 1/2c per pound extra.	

## ROPES.

Sisal, 1/4 inch and larger.....	8
Manilla.....	11 1/2
SQUARES.	
Steel and Iron.....	dis. 75
Try and Bevels.....	60
Mitre.....	20
SHEET IRON.	
Nos. 10 to 14.....	Com. Smooth. Com. 10
Nos. 15 to 17.....	4 20 3 30
Nos. 18 to 21.....	4 20 3 30
Nos. 22 to 24.....	4 20 3 30
Nos. 25 to 26.....	4 20 3 40
No. 27.....	4 60 3 50
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.....	" 50
" 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
Onelda Community, Newhouse's.....	35
Onelda Community, Hawley & Norton's.....	70
Mouse, choker.....	18c per doz.
Mouse, delusion.....	\$1.50 per doz.
WIRE.	
Bright Market.....	dis. 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.	
Au Sable.....	dis. 25&10 25&10 40&05
Putnam.....	dis. 05
Northwestern.....	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75&10
MISCELLANEOUS.	
Bird Cages.....	dis. 50
Pumps, Cistern.....	75
Screws, New I list.....	70&10
Castors, Bed a d Plate.....	50&10&10
Dampers, American.....	40
Forks, hoes, rakes and all steel goods.....	65
METALS.	
Pig Large.....	26c
Pig Bars.....	28c
ZINC.	
Duty: Sheet, 2 1/2c per pound.....	6 1/2
600 pound casks.....	7
SOLDER.	
1/2@3.....	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 IX, ".....	9 25
14x20 IX, ".....	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLAWAY GRADE.	
10x14 IC, Charcoal.....	\$ 6 50
14x20 IC, ".....	6 50
10x14 IX, ".....	8 00
14x20 IX, ".....	00
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, " Worcester.....	6 50
14x20 IX, ".....	8 50
20x28 IC, ".....	13 50
14x20 IX, " Allaway Grade.....	5 75
14x20 IC, ".....	7 25
20x28 IC, ".....	12 00
20x28 IX, ".....	15 00
BOILER SIZE TIN PLATE.	
14x28 IX.....	\$14 00
14x31 IX.....	15
14x36 IX, for No. 8 Boilers, } per pound.....	10
14x60 IX, " 9 ".....	

## Grand Rapids Electrottype Co.,

## ELECTROTYPERS

AND

## STEREOTYPERS,

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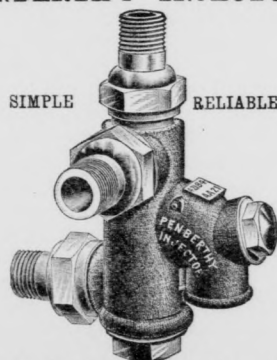
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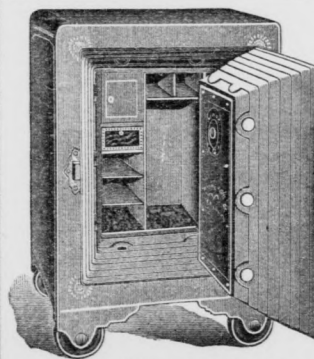


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## Michigan Tradesman!

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

## Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

Subscription Price, One Dollar per year, payable strictly in advance.  
Advertising Rates made known on application.  
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E. A. STOWE, Editor.

WEDNESDAY, JUNE 17, 1891.

## TO RESTRICT IMMIGRATION.

The very large increase this year in the number of immigrants coming to this country from Europe, and the disturbances which have arisen during the past few months directly traceable to the undesirable character of this immigration, have urged the authorities at Washington to enforce a stricter obedience to the immigration laws. It is generally recognized both by the people as well as by the Government that existing laws are inadequate to properly cope with the difficulty, but, pending future action by Congress in the direction of making the laws more stringent, the authorities have decided to rigidly enforce existing statutes.

In pursuance of this resolve, a circular letter has been prepared and has recently been issued to all steamship and transportation lines already engaged or likely to become engaged in carrying emigrants. This circular is expected to enlist the co-operation of these transportation companies in the effort to keep out undesirable immigrants and to warn them that they will in future be held to a stricter accountability for all infractions of the regulations.

The circular calls attention, in the first place, to the regulation requiring that all immigrants who are likely to become a public charge, or are afflicted with loathsome or infectious diseases, or in any other way come under the head of undesirable persons, as defined in the immigration laws, must be returned to the points whence they came by the steamships bringing them here.

This regulation, the circular states, is to be rigidly enforced, and it urges upon the officials of the transportation lines the duty of discriminating before the departure from Europe in making up their passenger lists. Foreigners likely to be objectionable under our laws should be spared the hardship of a trip across the Atlantic only to be sent back again, which is also a source of loss to the steamship companies.

In order to impress upon the steamship companies the determination of the authorities to see the law enforced, the circular notifies all parties concerned that in future regulations governing the number of passengers steamers can carry, as well as the other requirements looking to the safety and comfort of passengers, will be rigidly enforced. In this way it is hoped to put a stop to the competition going on among the steamships, which leads to crowding as many immigrants on board as possible. By such means it is believed that the transportation companies can be induced to aid the Government in keeping out undesirable additions to our population.

While the circular is good enough in its way, it cannot prove more than a temporary expedient, as the condition

of affairs has become such as to demand instant attention at the hands of Congress as soon as it assembles in December. Just what shape the new legislation will take cannot be foreseen, but that the people of the country demand that the present tide of immigration be checked there can be no doubt.

## COURTING PUBLIC ANIMOSITY.

While it is generally admitted that the McKinley tariff bill has proved a good thing for the Sugar Trust, or, rather, the American Sugar Refining Company, which is the name under which the old combine now operates, it appears by the fight being waged on foreign sugars entering directly into consumption that the monopoly has not reaped all the benefits of the law it expected. Owing to the prejudice against consuming raw sugars, nearly all the sugar imported free into the country under the new tariff must pay to the refiners' combine such tribute as it exacts before it reaches the consumers.

Under the provisions of the law, however, it has been found that certain grades of foreign refined sugars can be imported so as to sell in competition with the sugars refined by the Trust. It has also been found possible to import grades of raw sugars suitable for direct use by consumers. This competition, though not large, has served to annoy the Trust, although it is generally admitted that purely on its merits the foreign refined article could not compete with the American product.

To kill off this competition, it is said by a prominent Cincinnati journal that the combine is prepared to adopt radical measures. The paper referred to states that a prominent broker in Cincinnati, who has been handling foreign refined sugars, has been notified that he will be practically boycotted unless he abandons the sale of the foreign article. We do not know that this is true, but if it is we believe that the great sugar combine is courting a return of that popular animosity which occasioned it so much trouble some years ago, and which finally resulted in bringing it before the courts, which compelled the abandonment of most of the old trust features and a re-organization under a regular charter.

That a determined opposition is also being made by the refinery interests against grocery grades of raw sugar is evidenced by an advertisement which appears regularly in every issue of Willett & Gray's sugar circular, relating to the injurious effects upon health of the use of raw sugar and describing the presence of a microscopic insect calculated to make the article unwholesome.

No one will be disposed to question the right of the Trust to make all legitimate profit out of the workings of the tariff, but any attempt to resort to unfair means to deprive the people of the full benefits of free sugar is calculated to again bring the combination into disagreeable notoriety.

## A WEAK ARGUMENT.

THE TRADESMAN gives place, this week, to a general explanation of the aims and methods of the Patrons' Commercial Union, involving a reply to the charges recently made against that organization by THE TRADESMAN, sundry country newspapers and members of the Union whose dealings with the concern

have been of an unsatisfactory character. The explanation bears the signature of Secretary Taylor and is undoubtedly the handiwork of that gentleman, but a careful perusal of the document cannot fail to convince the reader of the weakness of the writer's position and the insincerity of some of his statements.

The paper is valuable in one respect, at least, as it throws considerable light on the present status of the organization. The former manager of the Union freely circulated the statement that the membership approached an aggregate of 100,000 farmers and would effect a saving to the membership of \$10,000,000 a year—equivalent to \$100 a member. Mr. Taylor punctures the bubble by admitting that the membership is only about 1,300 and, inferentially, shows that the members can save \$5 a year apiece by making their purchases through the Union. Few farmers, THE TRADESMAN opines, will be content to let others make their purchases for a saving of \$5 a year. It is worth that much to exercise the prerogative of a freeman and secure the advantage of selection which is denied the purchaser when he releases that privilege to another.

THE TRADESMAN has no objections to urge against the Union, further than those already expressed in these columns, as it believes that the management of the concern, under the present Secretary, will be decent and fairly economical. Mr. Taylor's reputation as a man not being tainted with the venality and rascality which clings to many of the leaders of the Patrons of Industry. THE TRADESMAN has no confidence in the ultimate success of the undertaking, however, and is glad to see the farmers try the experiment, as it will surely satisfy them that the present methods of merchandizing—faulty as they are in many respects—possess more benefits for the agriculturist than any one-man-power-scheme which can be devised and carried into execution.

## THE HEGIRA FROM RUSSIA.

Despite the denials that continually come from Russia that the Jews are being subjected to new and unusual persecutions, the fact remains that large numbers of these unfortunate people are daily arriving in different portions of Western Europe in the most destitute circumstances, with every evidence of enforced departure from their native land. The extent of this enforced emigration of Russian Jews is clearly seen in the very large number arriving in London, as well as in New York, and the numbers also seeking new homes in the Argentine Republic and other South American countries.

The numerous protests which have been sent from all portions of the civilized world to the Russian Government against the inhuman treatment accorded the Jewish subjects of the Czar have had, apparently, no other result than to increase the severity with which the unfortunates have been treated. Remonstrances from the highest sources have been repelled with scorn, so that there is no room for other belief but that the Czar and his advisers are callous to the opinions of the rest of the world upon the subject of the treatment accorded the Jews.

It was at first believed that the Czar personally was not responsible for the treatment of the Jews, the infamous

proceedings being considered the work of underlings, but the Autocrat's refusal to entertain even the mildest protests and the steadily increasing severities of the anti-Jewish laws prove that the Czar is not only fully cognizant of all the facts, but is actually the principal instigator of the persecutions.

Fortunately for these unhappy people, philanthropists of their own race have come forward freely with ample funds for their relief. The destitute emigrants are provided with food and clothing, and in some cases with money, and efforts are being made to colonize them both in this country and South America.

It is to be hoped that the efforts of this well-directed charity will result in the location of these people in new countries where energy and thrift will procure them that peace and prosperity denied in their native land by a sort of bigotry that would have done credit to medieval times.

## RAPIDLY VANISHING.

The local newspapers of the State now teem with announcements similar to the following:

Morseville Lodge, P. of L., disbanded Saturday night, and sold everything belonging to the order.

\* \* \* \* \*

The Patrons of Industry in this town are very nearly broke up. At a recent meeting a committee was appointed to settle with the finance keeper, and they found \$3 in cash on hand, which was paid out for some necessities, which leaves the finance keeper very short.

THE TRADESMAN is assured by an authority which it deems thoroughly reliable that less than one-tenth of the organizations inaugurated under the auspices of the P. of L. are now in existence and that only one lodge in thirty-five is now paying *per capita* dues to the State organization. The approaching extinction of the order suggests the lament of the poet:

If so soon I am done for,  
What was I begun for?

## AMERICA'S FIRST BIG GUN.

The first twelve inch steel gun ever made in the United States has just been finished. It has been in course of building since 1888, and is the first of sixteen ordered by the Government. It is designed for sea coast defense. It weighs fifty-two tons, or about twice as much as a locomotive. The length of its twelve inch bore is thirty-four feet and 440 pounds of powder are required to charge it. Its projectile weighs half a ton and at a distance of two miles will penetrate twenty inches of solid iron. Such, in brief, is the character of this great engine of destruction, which has consumed years of time and hundreds of thousands in money to build. It is to be hoped that Uncle Sam will have no use for it. It is also to be hoped that the United States may not waste an unnecessary amount of the people's money in making these monsters. Italy's excesses are a warning example. The waste of wealth by civilized nations in their efforts to arm themselves has become a great and crying shame, and our nation should go further than prudence absolutely demands in this direction.

The returns in the Michigan salt output last month show that out of a total of 387,456 barrels, Manistee was easily first, with over 121,000 barrels to her credit, Bay City being second with 84,000 barrels.



## GUNNING FOR A TAILOR.

## Howard Fielding Discusses the Unpardonable Sin.

I had deferred ordering new and gorgeous attire until the early part of last week because my clothes would not fit any of my heirs and the complicated weather of May made me doubt whether mere earthly raiment was likely to afford me any lasting satisfaction. Indeed, owing to the deficient intelligence of tailors, raiment has scarcely afforded me any satisfaction at all. I had struggled to forgive. I had even struggled to forgive Cutter. Of course his name wasn't really Cutter; it was something containing seventeen consonants and only one vowel. It was unpronounceable even on the Bowery, where all nationalities meet and fraternize and fight as cordially as if they were all sons of the same soil. It is said that Mr. Zswyetzlete changed his name because of an accident which removed his brother. This brother went sailing on the bay with a friend. The friend was at the helm and there was a squall approaching. He tried to say: "Zswyetzlete, let go the peak halyards," but before he could get through with the name the squall struck them and both were drowned.

Yes, I have tried to forgive Cutter, but it was no use. I have somewhere remarked that, in my opinion, the only unpardonable sin is the sin of the bad tailor. It lies within the power of even our frail natures to forgive ordinary injuries. Most of them carry their own punishment with them, anyhow. If a man steals our money we bear the loss with Christian fortitude, knowing that in the course of events somebody else will rob the robber. If another fellow marries our best girl we forgive him while we wait with patience for the beginning of divorce proceedings, if another fellow's best girl marries us we forgive her, with the same prospect in view.

But the bad tailor, though he may wear clothes made by himself, has his susceptibilities so dulled by his business that he can look in his own mirror without remorse.

I was recommended to Mr. Cutter by a man who has since eluded my vigilance. Mr. Cutter has an idea that by the change of his name he has overcome race prejudice, and he has clinched it by getting a Yankee salesman. I told him that I had had much difficulty in getting suited.

"Any man who can't fit your figure," said this efficient liar, "ought to go out of the business. Look at those shoulders!"

He thumped me several times on the right collar bone, while Mr. Cutter, who stood by with a tape measure round his neck nodded approval and exclaimed: "Flat as a board, py crashus!"

"I have always had trouble with the shoulders of my coats," said I. "This one which I have on was made by Brown & Co. on Broadway, and it makes me look badly slewed. The right side of me appears much higher than the left, whereas the one they made before this threw my left shoulder several inches above my right."

Cutter spread out his hands with the palms upward and rolled his eyes toward heaven.

"I know der man dey have ter cut dere clothings," said he, "und he aindt fit ter make a horse blanket for a mule."

"He is especially unhappy in his conception of pantaloons," said I. "It is his creed that everybody must be either bow-legged or knock-kneed."

"Dose pants yer got on," remarked Cutter, "are knock-kneed in one leg and bow-legged in der remainder. I never see such a holy show."

He clasped my slender calf in one hand, and made gestures of disapproval and disgust with the other.

"If I couldn't cut a good pant for a leg like dose, I'd jump off der Brooklyn Bridge," said he.

"Will you sign a bond to that effect?" I inquired. "If I had exacted a similar pledge from every tailor I ever traded with the East River would now be almost closed to navigation."

Cutter shifted the conversation cleverly by calling my attention to a pair of pantaloons hanging on a line. He said

that if I could have been there half an hour before when the gentleman tried them on I should have witnessed a spectacle of complete and boundless satisfaction such as few men had ever gazed upon, and never outside of this particular shop.

The salesman, believing that my feelings had been sufficiently worked upon, proceeded to show me some of his goods. I wanted a dark blue cloth. He selected a roll of it, and said that he could make me a suit of that for \$27. I gave him to understand that I was willing to pay a little more than that for a first rate article, with a fit guaranteed. He then pulled out another roll of exactly the same material.

"This is genuine imported goods," said he. "I can give you a suit of it for \$32, and if they don't fit we won't let you take them out of the shop."

Meanwhile, he kept a close watch of me and discovered that I was not scared by his price. Then he reached out after a roll.

"Now here is something extra fine," said he, "and I'll warrant it to give you satisfaction. You'll never be sorry if you order a suit of this goods. It'll wear forever and always hold its shape. I can give it to you for \$40. Over on Broadway they'll charge you \$55 for just the same thing."

I have since traced all this cloth to a well-known shoddy mill in Connecticut. This mill produces only one grade of goods because no inferior grade has yet been invented. But it looks as well as anything else in a bad enough light. I have got so thoroughly accustomed to being cheated by tailors that no other possibility ever occurs to me. I simply order whatever they show me, and afterwards suffer in silence. So I told Mr. Zswy. & Co., alias Cutter to make up a suit of those genuine imported goods, and then take out an insurance policy on his life, because he would find it a good investment in case the clothes didn't fit me.

He told me that I should have to wait until the following Thursday because he was so rushed "mit beezness."

He gave me to understand that many of our most prominent citizens were at that moment destitute of "pants," and had gone to bed rather than wear those made by any other tailor, so in order not to interfere with the business interests of the city he would be compelled to do their work first.

I waited with a foreboding of evil, for my experience with clothes has never been happy. They have cast a blight over my life. In my youth I was supposed to be hump-backed, for no other reason than that old man McCluskey made my jackets. It is true that a number of the other boys suffered under the same unjust suspicion, but that was no consolation to me. It is very damaging to a boy's self-respect to get the idea in his youth that he is deformed. How can a boy begin a straight life with a pair of bow-legged pantaloons?

McCluskey had a theory that a boy's clothes should not be made to fit him immediately, because, in that case, he would outgrow them. When he took a boy's measure he modified it in a spirit of large and generous prophecy. I never knew a boy to justify McCluskey's confidence in his possibilities of development. As for me, I was so undersized before I was 13 that one freckle covered my entire face, and then I suddenly took a start and assumed my present ample proportions almost immediately. But even during that period—when I took my own measure three days in the week and got a new chalk mark on the door every time—I never grew into one of McCluskey's suits. Whenever I got near enough to one of them to endanger McCluskey's reputation as a reliable misfitter, the garments always came to his rescue and fell to pieces.

Well, these are but boyish trials. McCluskey died many years ago, and is now no doubt cutting asbestos cloth in a place which would not be complete without him. I return to Mr. Cutter. When I visited his shop to try on his sad and shoddy and libelous production he greeted me with a smile and remarked that he would receipt the bill now if—

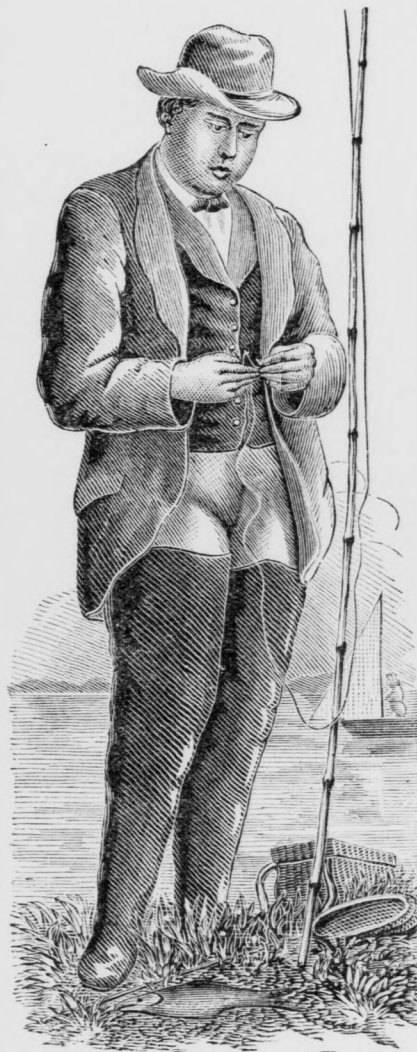
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# FISHING TACKLE

— AND —

# SPORTING GOODS

## HEADQUARTERS.



### SPALDING & CO.

SUCCESSORS TO

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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.

# FOSTER-STEVENSON

## & CO.

MONROE ST.



## Drugs & Medicines.

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One Year—Stanley E. Parkill, Owosso.  
Two Years—Jacob Jesson, Muskegon.  
Three Years—James Vernor, Detroit.  
Four Years—Ottmar Eberbach, Ann Arbor.  
Five Years—George Gundrum, Ionia.  
President—Jacob Jesson, Muskegon.  
Secretary—Jas. Vernor, Detroit.  
Treasurer—S. E. Parkill, Owosso.  
Meetings for 1891—Ann Arbor, May 5; Star Island (Detroit) July 7; Houghton, Sept. 1; Lansing Nov. 4.

**Michigan State Pharmaceutical Ass'n.**  
President—D. E. Prall, Saginaw.  
First Vice-President—H. G. Coleman, Kalamazoo.  
Second Vice-President—Prof. A. B. Prescott, Ann Arbor.  
Third Vice-President—Jas. Vernor, Detroit.  
Secretary—C. A. Bugbee, Cheboygan.  
Treasurer—Wm Dupont, Detroit.  
Next Meeting—At Ann Arbor, in October, 1891.

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

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

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

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

### THEY DEAL IN PILLS.

Something About the Record of the Detroit Pharmaceutical Society.  
From the Detroit Times.

In these days when the members of every trade, profession and calling are organized for mutual benefit and protection, it is natural that the retail druggists should secure the advantages that accrue from such an organization.

Eight years ago a call was issued to the retail pharmacists in the city, asking them to meet to "discuss the advisability of forming an organization for business and social purposes." The call was signed by A. B. Stevens, A. W. Allen, William Dupont, A. S. Parker and Frank Inglis. These gentlemen, together with about fifteen others, met and the Detroit Pharmaceutical Society was formed.

The beginning was small, but like the historical acorn, it has been steadily growing. The roll of the Society now contains about seventy-five names, or almost one-half of the retail pharmacists of the city, and the membership embraces the leading and representative firms. The society has grown steadily each year, a score of new members being added during the past twelve months. Its future success and usefulness is assured.

The Society meets on the afternoon of the first Wednesday of each month in rooms at 153 Jefferson avenue. A paper is read at each meeting by some member previously selected. A great many valuable hints have been made in these papers and the attendant discussion, and it is this indirect way of doing good that gives the Society its greatest value. Scientific subjects are tabooed. Papers are confined to trade subjects from the standpoint of the business man who is anxious to benefit his calling and thus help himself. The Detroit Pharmaceutical Society is not a technical organization and its aim is simply to help the trade and increase sociability among pharmacists. Drowsy and tiresome, even if learned questions of chemistry are not allowed to obtrude themselves into the meetings.

"Our Society has done one good thing," remarked Frank Inglis, one of its founders and active workers, "if it has done no more. It has made the druggists feel more kindly toward one another, and engendered a spirit of friendliness that is very pleasing. There used to be such a feeling of rivalry that druggists seemed to actually hate each other, and one was afraid to look into another's windows. This feeling has now disappeared. Through the Pharmaceutical Society we have become acquainted and much more ready to accommodate our neighbors than in old times. The social features of the Society have thus a practical and actual value."

With the end in view of still further increasing these advantages, the Society occasionally banquets its members, and it has been noticed that on such occasions the attendance at the meetings is largely increased. The knights of the pestle and spatula are as susceptible, it seems, to the seductive persuasions of a well cooked meal as are other mortals. Reading badly written Latin prescriptions and compounding horrid medicines,

rolling pills as large as cough drops and selling soda water are occupations that do not spoil the appetite for oysters, turkey or salads.

Maintaining prices is another benefit the druggists owe in a large measure to the Pharmaceutical Society. No resolutions are passed or boycotts declared, but each member is constituted a committee of one to keep to the regular prices in his own store. The influence of the Society in this way extends outside its own membership and is one of the most cogent reasons for its existence. It is also one of the most useful and powerful arguments used in bringing druggists into the fold of membership.

There is probably nothing that so much arouses the ire of the average druggist who attempts to run his business on a legitimate plan, as a drug store that does a saloon business. Detroit is singularly free from such concerns and there are few pharmacies that sell red liquor in broken doses. If the members of the Detroit Pharmaceutical Society had as much power as they have will, these few places would be banished and druggists would not have the mortification of seeing their business degraded to the level of the saloon.

So far the dry goods stores of Detroit have not begun the selling of patent medicines and the Pharmaceutical Society claim more or less of the glory attaching to this. In Chicago, New York and many other cities dry goods and notion stores sell patent medicines at actual cost as an advertisement of their other goods. This stage of business competition has not been reached in Detroit yet. Members of the Pharmaceutical Society say that it will be a long time before dry goods stores will be found that will sell patent medicines, and a still longer time before manufacturers will be found venturesome enough to sell their medicines to dry goods and hardware stores. The mere fact of organization has been sufficient to arrest these evils that have sadly injured the drug trade in other cities. And with the organization more thorough and complete, the retail pharmacists will be in a position to correct as well as prevent abuses. The members of the Society are many of them exceedingly active in furthering its aims and increasing its membership, as its growth in the past year proves.

Fred Rohnert is now the President of the Society. Its previous Presidents have been: Frank Inglis, F. W. R. Perry, William Dupont, A. W. Allen and A. B. Stevens. Mr. Stevens is Professor of Chemistry in the University of Michigan.

Such is the Detroit Pharmaceutical Society. Commencing eight years ago with fewer than twenty members, its membership has been quadrupled and its influence increased ten-fold. Composed of the leading members of an enterprising and progressive class, the Society has taken its rank among the similar trade organizations in the city. It has done much for its members in a quiet way, and as a social measure its effects have been far reaching.

### Situation of the Whisky Trust.

From the Drug Review.

Within the last few days there has been terminated one of the most aggressive warfares known to the commercial world—that of the attempts of the Whisky Trust, so called, but whose real title is the Distilling and Cattle Feeding Company, to secure control of all the plants of the business. The resisting tactics which the powerful Shufeldt distillery people and the Calumet Distilling Co. carried on in opposition to such attempts by the Trust were equally interesting aside from the general plan of competition wherein the two named companies have fought the Trust at every step and given it considerable trouble in all possible ways.

For a time these two named companies were aided by the St. Paul Distillery Co. and the Riverdale Distilling Co., of Chicago, the four of them forming a quartette which, by their combined capacity, rendered the Trust itself a comparatively weak organization, but when the two last named became absorbed, the Trust, being made much stronger, was more aggressive and rendered the opposition of

the Shufeldt and Calumet distilleries more difficult to carry on, and so wearisome without doubt was the warfare to both the Trust and these two independent companies that the officers of both, at the termination of their negotiations last week, expressed themselves as much relieved at the outcome.

This last absorption leaves the Trust practically master of the situation, the only big distillery now said to be out, being the Dodsworth, of Cincinnati. Like all such combinations, the Trust officers are assuring newspaper interviewers that the price of whisky and alcohol will be reduced by the combination rather than advanced; but as the time is approaching when new crops will be expected, it is impossible for such an assertion to contain any elements of certainty.

The price of alcohol alone has been high throughout this year, commencing with a cash jobbing price of over \$2 a gallon early in the season and advancing almost weekly one or two cents until it reached the jobbing price of \$2.24 a gallon. This price has been affected once or twice by the speculative markets, but has returned to its former figures. At no time, however, has there been any disposition on the part of either jobber or wholesale dealer, to sell spirits on time, the item of alcohol being generally billed separately, and only for cash, so firm has been the position given to alcohol, both by the shortness of the last corn crop and the secure position in which the Trust held the market. With this monopoly now given additional strength by the absorption of its greatest rivals, it is hardly likely that it is going to lose any opportunity to make a big profit on its output, and about the only thing that will cause it to reduce prices the coming year, will be large crops or speculative manipulation, unless outside capitalists should be foolhardy enough to start independent concerns, because of the large profits derived from the distilling business, a contingency which seems hardly likely, although it would be much better for all outside interests concerned, as this Trust all along has shown itself to be one of the most unscrupulous business combinations ever inaugurated in this country.

### Dyewoods in the South.

From the New York Shipping List.

Information comes from the South of investigations being carried on there by representatives of an English company engaged in manufacturing dyestuffs as to the commercial value of the natural woods and vegetable products of that section for producing dyes of various kinds. Samples of the various roots, barks, woods, etc., are being collected for testing by the company's chemist. Should his report on them prove favorable, and the outlook for a reasonable supply be such as would warrant the undertaking of the enterprise, it is proposed to establish at some central point extensive works for utilizing these various products in the manufacture of vegetable dyes. This movement is an outcome of the recent changes in the tariff by which the duty on the extracts was increased.

The less government we have the better—the fewer laws and the less confiding power. The antidote to this abuse of formal government is the influence of private character, the growth of the individual.—Emerson.

### A Boy's Essay on Breath.

Breath is made of air. If it wasn't for our breath we would die when we slept. Our breath keeps the life agoing through the nose when we are asleep. Boys that stop in a room all day should not breathe. They should wait till they get out doors. Boys in a room make carbonic acid. Carbonic acid is poisoner than mad dogs. A heap of soldiers were in a black hole in India, and a carbonic acid got into that black hole and killed nearly every one afore morning. Girls kill the breath with corsets that squeezes the diaphragm. Girls can't run or holler like boys because their diaphragm is squeezed too much.

### Restoration of Rancid Spermaceti.

Cetaceum or spermaceti should be kept in a cool place, as it becomes easily rancid. Rancid spermaceti can be restored by boiling it first with a weak solution of potassa, and afterwards several times with pure water, until the reaction ceases to be alkaline. Spermaceti can be obtained in the powdered form by triturating it in a mortar, a little alcohol being added from time to time; or better, if it is fused and well triturated until cold.

### The Drug Market.

Gum opium is lower. Morphia is unchanged. Quinine is steady. Cuttle fish bone is lower. Gum assafetida, prime, is higher. Gum Guaiac has declined. Oil cubebs has declined. Oil anise is tending higher. Cod liver oil is advancing. Oil spermaceti is lower. Powdered jalap root has advanced. Bromide potash is lower.

Brooklyn—Love & Clark have removed their dry goods and grocery stock to Springville.

### HEADQUARTERS FOR

## Brilliant Colored Fireworks

### Flags, Lanterns,

Toy Pistols, Paper Caps, Fire Crackers, Torpedoes, and all

# 4th of July

### Goods and Exhibitions

Supplied on short notice. Send for price list. The most complete assortment in Michigan.

## FRED BRUNDAGE,

21, 23, 25 & 27 Terrace St.,

MUSKEGON, - - - MICH.

## Drug Store for Sale at a Bargain

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

### C. L. BRUNDAGE,

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

# THE "WHEN" CIGAR.

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

LUSTIG CIGAR CO., Grand Rapids, Mich.

J. LUSTIG, Proprietor,



## Wholesale Price Current.

Advanced—Jalap. Declined—Gum guaiac, gum guaiac po, gum opium, gum opium po, oil cubeb, oil spearmint, bromide potash, cuttle fish bone.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzolium German.	80 10	Aloe	50
Boric	20 30	and myrrh.	50
Carbolicum	20 30	Arnica	50
Citricum	50 60	Asafoetida	50
Hydrochlor	30 5	Atropine Belladonna	60
Nitricum	100 12	Benzoin	60
Oxalicum	110 13	Co.	50
Phosphoricum dil.	20 30	Sanguinaria	50
Salicylicum	1 40 10	Barosma	50
Sulphuricum	1 40 10	Cantharides	50
Tannicum	1 40 10	Capsicum	50
Tartaricum	40 42	Ca damon	50
AMMONIA.		POTASSIUM.	
Aqua, 16 deg.	3 1/2 5	Bi Carb.	150 18
" 20 deg.	5 1/2 7	Bichromate	130 14
Carbonas	12 14	Bromide	350 40
Chloridum	12 14	Carb.	120 15
ANILINE.		Chlorate, (po. 16)	140 16
Black	2 00 25	Cyanide	50 50
Brown	80 10	Iodide	2 80 30
Red	45 50	Potassa, Bitart. pure	300 33
Yellow	2 50 30	Potassa, Bitart. com.	80 10
BACCAR.		Potass Nitras, opt.	70 9
Cubee (po. 90)	90 10	Prussiate	300 33
Juniperus	80 10	Sulphate po.	150 18
Xanthoxylum	250 30	RADIX.	
BALSAMUM.		Aconitum	200 25
Copaiba	55 60	Althaea	250 30
Peru	61 75	Anchusa	120 15
Terabin, Canada	35 40	Arum, po.	20 25
Tolutan	35 50	Calamus	300 30
CORTEX.		Gentiana, (po. 15)	100 12
Ables, Canadian	18	Glycyrrhiza, (pv. 15)	160 18
Cassia	11	Hydrastis Canaden.	160 18
Cinchona Flava	15	(po. 40)	30 35
Euonymus atropurp.	30	Hellebore, Ala, po.	150 20
Myrica Cerifera, po.	20	Inula, po.	150 20
Prunus Virgin.	12	Ipecac, po.	2 40 25
Quillaja, grd.	14	Iris plox (po. 35 38)	320 35
Sassafras	14	Jalapa, pr.	400 45
Ulmus Po (Ground 12)	10	Maranta, 1/4s.	150 18
EXTRACTUM.		Podophyllum, po.	750 100
Glycyrrhiza Glabra.	24 25	Rhei.	750 100
" po.	33 35	" cut.	750 100
Haematox, 15 lb. box.	130 14	" pv.	750 100
" 15 lb. box.	130 14	Spigelia	480 53
" 1/4s.	140 15	Sanguinaria, (po. 25)	400 45
" 1/4s.	160 17	Serpentaria	400 45
FERRUM.		Senega	500 55
Carbonate Precip.	15	Similax, Officialis, H	100 12
Citrate and Quinia	25 30	Scilla, (po. 35)	100 12
Citrate Soluble	80	Symplocarpus, Fosti-	20 25
Ferrocyanidum Sol.	50	dus, po.	20 25
Solut Chloride	15	Valeriana, Eng. (po. 30)	150 20
Sulphate, com'l.	1 1/2 2	" German.	100 15
" pure	7	ingiber a.	100 15
FLORA.		Zingiber j.	220 25
Arnica	180 20	SEMIN.	
Anthemis	200 25	Anisum, (po. 20)	20 25
Matricaria	250 30	Aplum (graveleous)	220 25
FOLIA.		Bird, 1s.	40 6
Barosma	200 35	Carul, (po. 18)	80 12
Cassia Acutifol, Tin-	25 28	Cardamon	1 00 21
nively	35 50	Coriandrum	100 12
Salvia officinalis, 1/4s	120 15	Cannabis Sativa	4 1/2 5
and 1/4s.	80 10	Cydontum	750 100
Ura Ursi	80 10	Chenopodium	100 12
GUMMI.		Dipterix Odorata	2 00 25
Acacia, 1st picked	21 00	Foeniculum	60 8
" 2d	20 90	Foenugreek, po.	60 8
" 3d	20 80	Lini	4 1/2 4 1/2
" sifted sorts.	65	Lini, grd. (bbl. 3 1/4)	4 1/2 4 1/2
" po.	75 100	Lobelia	350 40
Aloe, Barb. (po. 60)	500 60	Pharlaris Canarian.	3 1/2 4 1/2
" Cape, (po. 20)	12 12	Rapa	60 7
" Socotri, (po. 60)	50	Sinapis, Albu.	80 9
Catechu, 1s, 1/4s, 14 1/4s	1 1	Nigra	110 12
Ammonia	250 30	SPIRITUS.	
Assafoetida, (po. 30)	20 30	Frument, W. D. Co.	2 00 25
Benzolium	50 55	" D. F. R.	1 75 20
Camphore	50 55	" 1 10 10	1 10 10
Euphorbium po	35 10	Juniperis Co. O. T.	1 75 20
Galbanum	20 30	" 1 75 20	1 75 20
Gamboge, po.	80 95	Saacharum N. E.	1 75 20
Gualacum, (po. 30)	20 30	Spt. Vini Gall.	1 75 20
Kino, (po. 25)	20 30	Vini Oporto	1 25 20
Mastic	20 30	Vini Alba	1 25 20
Myrrh, (po. 45)	40	SPONGES.	
Opil, (po. 3 25)	2 15 20	Florida sheeps' wool	2 25 25
Shellac	20 30	Nassau sheeps' wool	2 00
" bleached	20 30	Velvet extra sheeps'	1 10
Tragacanth	30 35	wool carriage	85
HERBA—In ounce packages.		Extra yellow sheeps'	75
Absinthium	25	carriage	65
Eupatorium	20	Hard for slate use.	75
Lobelia	25	Yellow Red, for slate	1 40
Majorum	25	use	
Mentha Piperita	25	SYRUPS.	
" Vir.	25	Accacia	50
Rue	30	Zingiber	50
Tanacetum, V.	25	Ipecac	50
Thymus, V.	25	Ferri Iod.	50
MAGNESIA.		Aurant Cortes.	50
Calcined, Pat.	55 60	Rhei Arom.	50
Carbonate, Pat.	20 25	Similax Officialis.	60
Carbonate, K. & M.	20 25	" Co.	50
Carbonate, Jennings.	35 36	Senega	50
OLEUM.		Scilla	50
Absinthium	5 00 25	" Co.	50
Amygdalae, Dulc.	45 75	Tolutan	50
Amygdalae, Amarae	8 00 25	Prunus virg.	50
Anis	1 70 21	MISCELLANEOUS.	
Aurant Cortes.	3 75 21	Ether, Spts Nit, 3 F.	200 28
Bergamul	3 75 21	" 4 F.	300 32
Calipul	70 80	Alumen	2 1/2 3
Caryophylli	1 00 21	7) ground, (po.	30 4
Cedar	35 65	Annatto	550 60
Chenopodil	60 60	Antimoni, po.	40 5
Cinnamoni	1 15 21	" et Potass T.	550 60
Citronella	45	Antipyrin	1 40
Conium Mac.	35 65	Antifebrin	25
Copaiba	1 20 21	Argent Nitras, ounce	66
		Arsenicum	50 7
		Balm Gilead Bud.	380 40
		Bismuth S. N.	100 20
		Calcium Chlor, 1s, 1/4s	11; 1/4s, 12) 9
		Cantharides Russian,	po 1 30
		Capsici Fructus, af.	20 20
		" po.	25 25
		" B po.	20 20
		Caryophyllus, (po. 15)	130 13
		Carmin, No. 40	50 75
		Cera Alba, S. & F.	50 55
		Cera Flava	380 40
		Coccus	40 40
		Cassia Fructus	20 20
		Centraria	60 10
		Cetaceum	40 42
		Chloroform	60 63
		" squibbs	21 10
		Chloral Hyd Crst.	1 50 21
		Chondrus	20 25
		Cinchonidine, P. & W.	150 20
		" German	3 1/2 12
		Corks, list, dis. per	cent 60
		Creosotum	50 50
		Creta, (bbl. 75)	2 2
		" prep.	50 5
		" precip.	90 11
		" Rubra.	8 8
		Crocus	250 30
		Cudbear	24 24
		Cupul Sulph.	60 7
		Dextrine	100 12
		Ether Sulph.	60 70
		Emery, all numbers.	2 2
		" po.	6 6
		Ergota, (po. 60)	50 55
		Flake White	120 15
		Galla	20 23
		Gambler	7 8
		Gelatin, Cooper.	70 70
		Glassware flint 70 and 10.	by box 60 and 10
		Glue, Brown	90 15
		" White	130 25
		Glycerina	17 25
		Grana Paradisi	22 22
		Humulus	25 55
		Hydraag Chlor Mite.	50 50
		" Ox Rubrum	60 80
		" Ammoniat.	60 10
		" Unguentum	45 55
		Hydrargyrum	20 20
		Ichthyobolia, Am.	1 25 21
		Indigo	750 100
		Iodine, Resubi.	3 75 23
		Iodoform	24 70
		Lupulin	35 40
		Lycopodium	45 43
		Macis	80 85
		Liquor Arsen et Hy-	drarg Iod.
		Liquor Potass Arsenitis	10 12
		Magnesia, Sulph (bbl	1 1/2)
		Mannia, S. F.	50 60

Morphia, S. P. & W.	2 05 20	Selditz Mixture	25	Lindseed, boiled	54	57
S. N. Y. Q. &		Sinapis	18	Neat's Foot, winter		
C. Co	1 95 20	" opt.	30	strained	50	60
Moschus Canton.	40	Snuff, Maccaboy, De	35	Spirits Turpentine	43 1/4	50
Myristica, No. 1	70 75	Voes	35	PAINTS.		
Nux Vomica, (po. 20)	10	Snuff, Scotch, De. Voes	35	Red Venetian	1 1/4	20 3
Os. Sepia	280 30	Soda Boras, (po. 13)	130 13	Ochre, yellow	1 1/4	20 4
Pepsin Saac, H. & P. D.	200 30	Soda et Potass Tart.	300 33	" Ber.	1 1/4	20 3
		Soda Carb.	1 1/2 2	Putty, commercial	2 1/4	20 3
		Soda, Bl Carb.	3 1/2 4	" strictly pure	2 1/4	20 3
		Soda, Ash	3 1/2 4	Vermilion Prime Amer-		
		Soda, Sulphas.	2 2	ican	130 16	
		Spts. Ether Co	50 55	Vermilion, English	70 75	
		" Myrcia Dom.	2 25	Green, Peninsular	70 75	
		" Myrcia Imp.	63 00	Lead, red	67 1/4	
		" Vini Rect. bbl.	2 27	" white	67 1/4	
		Less 5c gal, cash ten days.	2 37	Whiting, white Span.	67 1/4	
		Strychnia Crystal	21 30	Whiting, Gilders	67 1/4	
		Sulphur, Subl.	3 2 1	White, Paris American	1 00	
		" Roll	2 1/2 3 1/2	Whiting, Paris Eng.	1 00	
		Tamarinds	80 10	cliff	1 40	
		Terebenth Venice	28 30	Pioneer Prepared Paint	20 21	30
		Theobromae	45 50	Swiss Villa Prepared		
		Vanilla	9 00 16 00	Paints	1 00 21	30
		Zinc Sulph.	70 8	VARNISHES.		
		OILS.			No. 1 Turp Coach	1 10 21
		Bbl.	Gal		Extra Turp.	160 21
		Whale, winter	70 70		Coach Body	2 75 30
		Lard, extra	55 60		No. 1 Turp Furn	1 00 21
		Lard, No. 1	45 50		Entra Turk Damar	1 55 21
		Linseed, pure raw	51 54		Japan Dryer, No. 1	70 2 75

# HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

## DRUGS

CHEMICALS AND

## PATENT MEDICINES.

DEALERS IN

## Paints, Oils and Varnishes.

Sole Agents for the Celebrated

## SWISS VILLA PREPARED PAINTS.

## Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of

## Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

## WHISKIES, BRANDIES, GINS, WINES, RUMS.

We sell Liquors for Medicinal Purposes only.

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

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

## Hazeltine & Perkins Drug Co.,

GRAND RAPIDS, MICH.



## GROCERIES.

## WOOL TALK.

Pertinent Advice by a Veteran Michigan Buyer.

W. T. Lamoreaux, the veteran wool buyer, sends out the following circular letter to his buyers:

I have but recently returned from the East, where I went on wool business. I regret to say that I found matters in a very unsatisfactory condition, and a universal feeling against Michigan and Ohio wools, arising wholly from the way in which our wools have been put up, and bought by the interior buyers in former years. Since 1886 it has seemed as if the farmer tried to see how poorly he could wash and market his wools; and the buyer has been willing to purchase it as offered, taking, in many instances, the farmer's "say-so" whether the wools were washed or not. We have allowed this condition of things to exist until now the manufacturers will not buy our wool, unless he can first take samples and cleanse it to see what the shrinkage is, and then offer us 2 to 7 cents under what it would be worth if in good condition. Our Michigan wools in 1885 cleansed out 33% per cent, and in 1890 57 per cent. That shows how we have let our wools come into bad repute. Then, again, compare the manner in which we do up our wool with that of Australia: The weight of twine used in doing up the fleeces is about 40 to 1 in favor of Australia. To tie up a fleece of wool properly it just requires twine enough to hold the fleece together and no box should be used—not twine enough to hold inside the fleece all the tags and sweepings from the barn floor. How would any of these same farmers feel if they were to go into a store to buy a pound of tea, if the merchant was to put 2 or 4 ounces of unnecessary twine and paper on the package to do it up, which cost 2 or 3 cents per pound?

The writer saw, while in Boston, two fleeces of Michigan wool that were returned from the factory to show their condition, which had sixteen strings on each fleece, weighing 2½ ounces to the fleece, and the twine was such as is usually known as wool twine.

There is no use in talking, the buyers of Michigan have let our wools get into this condition, and until this is removed, our wool, on Eastern markets, will be a drag. The writer knows of no way out of the difficulty but to put none but experienced buyers in the market, and buy all these "unconditioned" wools at their value. And if the farmers persist in bringing their wools to market in bad condition, they must be bought at their value.

Our wools should bring the very top of the market, as there is no wool any better, if in same condition as other wool, but we have lost our standing, and until we can recover it we must bring up the rear in price and take what we can get for it when put upon the market.

Eastern buyers who have been coming into Michigan and buying from one to two million pounds of wool a year for the past twenty years, say they will not take a pound of Michigan wool this year, as they can make no money on it, wholly on account of its condition. While the farmer and the buyer may say when they see this, "taint me," the writer wants to say that in most cases, "tis you," and until we all try to put up our wool as it should be, we must be willing to abide by the consequences.

The writer has been a buyer of wool in Michigan for over twenty years, buying from 600,000 to 1,250,000 lbs. a year, but I shall go into the market in 1891 with the idea of buying Michigan washed wool at from 22 to 24 cents, when, if the wool was in as good condition as it used to be prior to 1886, I would be willing to pay for these same wools, 28 to 30 cents. The wools are worth to-day, 28 to 30 cents in proper condition, but, taking the condition of 1890 to go by, the wools will be dear at 22 to 24 cents.

If this should reach the eye of any new men in the wool field, let "experience"

advise you to go slow. Buy the wools carefully, and when you come across any lots of wool which are out of condition, either from excessive twine, poor washing, or stuffings, buy the wool at its value. Don't think that ½ or 1 cent in price will make it good in quality, for it will not. When the factory man comes to buy this same wool, he doesn't hesitate a moment to say where that wool should go but at once throws it into the pile of unmerchantable, where it will bring about two-thirds or three-quarters as much as it would if in good condition.

Try to get the farmers, first—not to wash their wool at all, or wash and put it up in good condition; then, when the manufacturers see that we can offer them something good for their money, they will want our wool, and we can get full prices again.

## Change in the Atlantic Mills.

A syndicate, the stockholders of which are New York and Boston capitalists, has bought the large interests held by Jesse Metcalf and the estate of the late Henry J. Steere in the Atlantic mills corporation of Providence, the price paid being somewhat in excess of \$3,000,000. There are 2,000 looms in the mills and over 2,200 hands are employed, and over \$3,000,000 worth of woolen and mixed goods are produced annually.

## Why She Was So Solicitous.

"Anything wrong with the coffee this morning, John?"

"No, it is good enough."

"Biscuits all right?"

"I haven't any fault to find with the biscuits."

"Steak cooked all right?"

"I don't see anything wrong with the steak."

"No complaint to make about anything?"

"No."

"John, I wish you would let me have 50 cents to buy some ribbon."

## A Good Man Gone.

HART, June 15—I have failed to note any reference to the death of Chas. E. Leonard in your paper. The deceased was the junior member of the firm of Rhodes & Leonard, general dealers, and was universally respected. As an evidence of the respect in which deceased was held by his associates, every business place in the village was closed at the time of his funeral. Death was caused by enlargement of the heart. The business will be conducted under the same style, the widow having assumed the management of her late husband's interest.

## The Grocery Market.

Sugar is a little weaker and the price is off a sixpence. Corn syrup is weaker and lower. Oatmeal and rolled oats are drooping, the price being 25c a barrel lower than a week ago. Currents are weak and will be ½c cheaper on the arrival of new cargoes next week. Pickles are weak, jobbers having large stocks moving them at prices a little under actual worth. Raisins are cheaper.

## Saved a Cool Thousand.

Wife (proudly)—I saved you \$1,000 to-day.

Husband—Saved \$1,000? We haven't that much to save. We haven't \$100 we can call our own. Hang me, if we have over \$10, come to think.

Wife—But you have always said that if you ever had money enough you would build a house.

Husband—Of course.

"Well, for \$5 I brought a book showing how to build a \$10,000 house for \$9,000."

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

Use Tradesman or Superior Coupons.

## PRODUCE MARKET.

Asparagus—40c per doz. bu.  
Beans—Dry beans are firm and in strong demand at \$2 per bu. for choice hand picked. Wax commands \$1.50 per bu. String is in fair demand at \$1.25 per bu.  
Butter—The market is full all around, dealers purchasing only immediate wants at 10¢/lb.  
Cabbages—New stock is in fair demand at \$2.50 per crate.  
Cucumbers—50c per doz.  
Eggs—The market is steady. Dealers pay 14¢/doz and hold at 15¢/doz for clean comb.  
Lettuce—5¢/7c for Grand Rapids Forcing.  
New Potatoes—California stock is held at \$4 for 2 bu. bags. Tennessee stock has not yet put in an appearance.  
Onions—Green command 10¢/doz., according to size. Bermudas bring \$2 per crate.  
Southern command \$3.50 for 2 bu. bags.  
Potatoes—The market for old stock is strong and higher. Dealers offering \$1 in a small way and \$1.10 for carlots. But for the fact that the country is nearly bare of stock, the shipping demand would be lively for the next two weeks.  
Plants—Cabbage or tomato, 75c per box of 200.  
Pieplant—2c per lb.  
Peas—\$1 per bu.  
Radishes—15¢/doz per dozen bunches.  
Strawberries—Home grown stock is now coming in freely, prices varying from 8¢/doz per qt.  
Tomatoes—\$2.50 for 4 basket crate.  
Watermelons—Shipments of Georgia are due in about ten days. The crop is reported the largest ever known.

## PROVISIONS.

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

PORK IN BARRELS.  
Mess, new, 11 25  
Short cut, 12 00  
Extra clear pig, short cut, 14 00  
Extra clear, heavy, 13 25  
Clear, fat back, 13 50  
Boston clear, short cut, 13 50  
Clear back, short cut, 13 50  
Standard clear, short cut, best, 13 75

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

LARD—Kettle Rendered.  
Tierces, 8  
Tubs, 8½  
50 lb. Tins, 8½

LARD, Family, Com.  
Tierces, 6½, 6½  
0 and 50 lb. Tubs, 6½  
3 lb. Pails, 20 in a case, 7½  
5 lb. Pails, 12 in a case, 7½  
10 lb. Pails, 6 in a case, 7½  
20 lb. Pails, 4 in a case, 7  
50 lb. Cans, 6½

BEEF IN BARRELS.  
Extra Mess, warranted 200 lbs., 9 25  
Extra Mess, Chicago packing, 9 25  
Boneless, rump butts, 10 25

SMOKED MEATS—Canned or Plain.  
Hams, average 20 lbs., 9½  
" " 16 lbs., 10  
" " 12 to 14 lbs., 10½  
" picnic, 7½  
" best boneless, 8½  
Shoulders, 8½  
Breakfast Bacon, boneless, 8½  
Dried beef, ham prices, 10½  
Long Curls, heavy, 6½  
Briskets, medium, 6½  
" light, 6½

## FRESH MEATS.

Swift and Company quote as follows:  
Beef, carcass, 6 7  
" hind quarters, 7½  
" fore, 4½  
" loins, No. 3, 12½  
" ribs, 11½  
" rounds, 6½  
" tongues, 7  
Bologna, 5  
Pork loins, 8½  
" shoulders, 8½  
Sausage, blood or head, 5½  
" liver, 5½  
" Frankfort, 7½  
Mutton, 8  
Veal, 8

## FISH AND OYSTERS.

F. J. Dettenthaler quotes as follows:  
FRESH FISH.  
Whitefish, 8  
Trout, 8  
Halibut, 15  
Clisoes, 5  
Flounders, 9  
Bluefish, 10  
Mackerel, 25  
Cod, 12  
California salmon, 20

OYSTERS—Cans.  
Fairhaven Counts, 40  
SHELL GOODS.  
Oysters, per 100, 1 50  
Clams, 1 00

## OILS.

The Standard Oil Co. quotes as follows:  
Water White, 9  
Special White, 8½  
Michigan Test, 8  
Naphtha, 7½  
Gasoline, 9½  
Cylinder, 27  
Engine, 13  
Black, Summer, 9½

## CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.  
Full Weight, Bbls. Pails.  
Standard, per lb., 6½, 7½  
" H. H., 6½, 7½  
" Twist, 6½, 7½  
Boston Cream, 9½  
Cut Loaf, 7½, 8½  
Extra H. H., 7½, 8½

MIXED CANDY.  
Full Weight, Bbls. Pails.  
Standard, 6½, 7½  
Special, 6½, 7½  
Royal, 7, 8  
Nobby, 7½, 8½  
Broken, 7½, 8½  
English Rock, 7½, 8½  
Conserves, 7, 8  
Broken Taffy, 7½, 8½  
Peanut Squares, 10  
Extra, 10½  
French Creams, 10½  
Valley Creams, 13½

FANCY—in bulk.  
Full Weight, Bbls. Pails.  
Lozenges, plain, 10½, 11½  
" printed, 11, 12½  
Chocolate Drops, 12½  
Chocolate Monumentals, 5, 6½  
Gum Drops, 8, 9  
Moss Drops, 8½, 9½  
Sour Drops, 10½, 11½  
Imperial, 10½, 11½

FANCY—in 5 lb. boxes, Per Box.  
Lemon Drops, 55  
Sour Drops, 55  
Peppermint Drops, 65  
Chocolate Drops, 70  
H. M. Chocolate Drops, 70  
Gum Drops, 40  
Licorice Drops, 100  
A. B. Licorice Drops, 80  
Lozenges, plain, 65  
" printed, 70  
Imperial, 65  
Mottos, 75  
Cream Bar, 60  
Molasses Bar, 55  
Caramels, 15  
Hand Made Creams, 85  
Plain Creams, 80  
Decorated Creams, 100  
String Rock, 70  
Burnt Almonds, 100  
Wintergreen Berries, 65

ORANGES.  
California, 128, 3 75  
" 150, 4 00  
" 176-2 0-236, 4 00

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

OTHER FOREIGN FRUITS.  
Figs, Smyrna, new, fancy layers, 15  
" " choice, 16  
" " " 12½  
" Fard, 10-lb. box, 10  
" 50-lb., 8  
" Persian, 50-lb. box, 4

NUTS.  
Almonds, Tarragona, 17  
" Ivaca, 17½  
" California, 8  
Brazil, new, 7½  
Filberts, 11  
Walnuts, Grenoble, 11½  
" Marbot, 12  
" Chili, 12  
Table Nuts, No. 1, 14  
" No. 2, 13  
Pecans, Texas, H. P., 15  
Coconuts, full sacks, 4 00

PEANUTS.  
Fancy, H. P., Suns, 5½  
" Roasted, 7½  
Fancy, H. P., Flags, 5½  
" Roasted, 7½  
Choice, H. P., Extras, 4½  
" Roasted, 6½

## HIDES, PELTS and FURS.

Perkins & Hess pay as follows:  
HIDES.  
Green, 4 5  
Part Cured, 5  
Full, 5 5½  
Dry, 6 7  
Klips, green, 4 5  
" cured, 5 5½  
Calfskins, green, 5 5  
" cured, 5 5  
Deacon skins, 10 20  
No. 2 hides ½ off.

PELTS.  
Shearlings, 10 25  
Estimated wool, per lb., 20 25

WOOL.  
Washed, 20 28  
Unwashed, 10 20  
MISCELLANEOUS.  
Tallow, 3½  
Grease butter, 1 2  
Switches, 1½  
Ginseng, 2 00

## ENGRAVING

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

THE TRADESMAN COMPANY,  
Grand Rapids, Mich.

## GINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists,  
GRAND RAPIDS.



APPLE BUTTER.	
Chicago goods.....	7½@8
AXLE GREASE.	
Frazer's.	
Wood boxes, per doz.....	80
" " 3 doz. case.....	2 40
" " per gross.....	9 00
25 lb. pails.....	1 00
15 lb. ".....	75
Aurora.	
Wood boxes, per doz.....	60
" " 3 doz. case.....	1 75
" " per gross.....	6 00
Diamond.	
Wood boxes, per doz.....	50
" " 3 doz. case.....	1 50
" " per gross.....	5 50
Peerless.	
25 lb. pails.....	90
BAKING POWDER.	
Acme, ¼ lb. cans, 3 doz.....	45
" ½ lb. " 2 ".....	85
" 1 lb. " 1 ".....	1 00
" bulk.....	10
Telfer's, ¼ lb. cans, doz.....	45
" ½ lb. " ".....	85
" 1 lb. " ".....	1 50
Arctic, ¼ lb. cans.....	2 00
" ½ lb. " ".....	1 20
" 1 lb. " ".....	2 00
" 5 lb. " ".....	9 60
Red Star, ¼ lb. cans.....	40
" ½ lb. " ".....	80
" 1 lb. " ".....	1 50
BATH BRICK.	
2 dozen in case.....	90
English.....	70
Domestic.....	60
BLUING.	
Arctic, 4 oz. ovals.....	4 00
" 8 oz. ".....	7 00
" pints, round.....	10 50
" No. 2, sifting box.....	2 75
" No. 3, ".....	4 00
" No. 5, ".....	8 00
" 1 oz ball.....	4 50
BROOMS.	
No. 2 Hurl.....	1 75
No. 1 ".....	2 00
No. 2 Carpet.....	2 25
No. 1 ".....	2 50
Parlor Gem.....	2 75
Common Whisk.....	3 00
Fancy.....	3 25
Mill.....	3 25
Warehouse.....	2 75
BUCKWHEAT FLOUR.	
Rising Sun.....	5 00
York State.....	4 50
Self Rising.....	4 50
CANDLES.	
Hotel, 40 lb. boxes.....	10½
Star, 40 ".....	10½
Paraffine.....	12
Wicking.....	25
CANNED GOODS.	
FISH.	
Clams.	
Little Neck, 1 lb.....	1 10
" 2 lb.....	1 90
Clam Chowder.....	2 30
Standard, 3 lb.....	2 30
Cove Oysters.....	1 10
Standard, 1 lb.....	1 10
" 2 lb.....	2 10
Star, 1 lb.....	2 45
" 2 lb.....	3 45
Picnic, 1 lb.....	2 00
" 2 lb.....	3 00
Mackerel.	
Standard, 1 lb.....	1 30
" 2 lb.....	2 00
Mustard, 3 lb.....	3 00
Tomato Sauce, 3 lb.....	3 00
Soused, 3 lb.....	3 00
Salmon.	
Columbia River, flat.....	1 85
" tails.....	1 60
Alaska, 1 lb.....	1 35
" 2 lb.....	2 10
Sardines.	
American.....	5½@6
Imported.....	7½@8
Mustard.....	11½@12
Trout.....	13½@14
Brook, 3 lb.....	2 50
FRUITS.	
Apples.	
York State, gallons.....	3 25
Hamburg.....	2 35
Apricots.....	2 25
Lusk's.....	2 50
Overland.....	2 35
Blackberries.	
F. & W.....	1 10
Cherries.	
Red.....	1 20
Pitted Hamburg.....	1 75
White.....	1 60
Erle.....	1 30
Damsons, Egg Plums and Green Gages.....	1 20
Erle.....	1 60
Gooseberries.....	1 10
Common.....	1 10
Peaches.....	1 60@1 75
Maxwell.....	2 25
Shepard's.....	2 25
California.....	2 60@2 75
Pears.	
Domestic.....	1 25
Riverside.....	2 25
Pineapples.....	1 30
Common.....	2 60
Johnson's sliced.....	2 85
" grated.....	2 85
Quinces.....	1 10
Common.....	1 10
Raspberries.....	1 30
Red.....	1 30
Black Hamburg.....	1 50
Erle, black.....	1 40

Strawberries.	
Lawrence.....	1 60
Hamburg.....	2 25
Erle.....	1 65
Whortleberries.	
Common.....	1 40
F. & W.....	1 25
Blueberries.....	1 30
BEANS.	
Corned beef, Libby's.....	2 10
Roast beef, Armour's.....	1 75
Potted ham, ¼ lb.....	1 10
" ½ lb.....	65
" tongue, ¼ lb.....	1 10
" ½ lb.....	65
" chicken, ¼ lb.....	95
" ½ lb.....	95
VEGETABLES.	
Beans.	
Hamburg stringless.....	1 25
" French style.....	2 25
Lima, green.....	1 30
" soaked.....	90
Lewis Boston Baked.....	1 35
Bay State Baked.....	1 35
World's Fair.....	1 35
Corn.	
Hamburg.....	1 25
Tiger.....	1 10
Purity.....	1 10
Erle.....	1 15
Peas.	
Hamburg marrofat.....	1 50
" early June.....	1 50
" Champion Eng.....	1 75
Hamburg petit pois.....	1 90
" fancy sifted.....	65
Soaked.....	65
Harris standard.....	75
Van Camp's Marrofat.....	1 10
" Early June.....	1 30
Archer's Early Blossom.....	1 35
French.....	1 80
Mushrooms.....	17@18
Pumpkin.....	90
Squash.....	1 30
Hubbard.....	1 40
Soaked.....	85
Honey Dew.....	1 60
Tomatoes.	
Van Camp's.....	1 10
No. Collins.....	1 10
Hamburg.....	1 30
Hancock.....	1 05
Gallon.....	2 75
CHOCOLATE-BAKERS.	
German Sweet.....	29
Premium.....	34
Pure.....	38
Breakfast Cocoa.....	40
CHEESE.	
Norway.....	10½
N. Y. or Lenawee.....	10
Allegan.....	9
Skim.....	8
Sap Sago.....	22
Edam.....	21
Swiss, imported.....	24@25
domestic.....	15@
Limburger.....	15
CHEWING GUM.	
Rubber, 100 lumps.....	35
" 200 ".....	40
Spruce, 200 pieces.....	40
CATSUP.	
Snider's, ¼ pint.....	1 35
" pint.....	2 30
" quart.....	3 50
CLOTHES PINS.	
5 gross boxes.....	40
COCOA SHELLS.	
Bulk.....	24
Pound packages.....	27
COFFEE.	
GREEN.	
Rio.	
Fair.....	30½
Good.....	21
Prime.....	21½
Golden.....	22½
Peaberry.....	23
Santos.	
Fair.....	30½
Good.....	21
Prime.....	21½
Peaberry.....	22½
Mexican and Guatamala.	
Fair.....	22
Good.....	23
Fancy.....	25
Maracaibo.	
Prime.....	22½
Milled.....	23½
Java.	
Interior.....	26
Private Growth.....	28
Mandehling.....	29
Mocha.	
Imitation.....	25
Arabian.....	28½
ROASTED.	
To ascertain cost of roasted coffee, add ¼ c. per lb. for roasting and 15 per cent. for shrinkage.	
PACKAGE.	
McLaughlin's XXXX.....	25½



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

Wheat.	
Cracked.....	5
FISH-Salt.	
Bloaters.	
Yarmouth.....	10½
Cod.	
Whole.....	26½
Bricks.....	28½
Strips.....	28½
Halibut.....	10½
Smoked.....	10½
Herring.....	24
Holland, bbls.....	11 00
" kegs.....	75
Round shore, ¼ bbl.....	2 75
" ½ bbl.....	1 50
Mackerel.	
No. 1, ¼ bbls, 90 lbs.....	9 50
No. 1, kits, 10 lbs.....	1 20
Family, ¼ bbls, 90 lbs.....	3 00
" kits, 10 lbs.....	50
Fancy.....	3 50@4 00
Sardines.	
Russian, kegs.....	4 31-½
Trout.....	4 ½
No. 1, ¼ bbls, 90 lbs.....	5 50
No. 1, kits, 10 lbs.....	80
No. 1, ¼ bbls, 90 lbs.....	7 00
No. 1, kits, 10 lbs.....	1 00
Family, ¼ bbls, 90 lbs.....	3 00
" kits, 10 lbs.....	50
PLAYING EXTRACTS.	
Jennings' D C.	
Lemon, Vanilla.....	1 25
2 oz folding box.....	1 50
3 oz ".....	1 50
4 oz ".....	2 00
6 oz ".....	3 00
8 oz ".....	4 00
GUN POWDER.	
Kegs.....	5 50
Half kegs.....	3 00
HERBS.	
Sage.....	15
Hops.....	25
JELLIES.	
Chicago goods.....	4½@5
LAMP WICKS.	
No. 1.....	30
No. 2.....	40
No. 3.....	50
LICORICE.	
Pure.....	30
Calabria.....	25
Sicily.....	18
LYE.	
Condensed, 2 doz.....	1 25
MATCHES.	
No. 9 sulphur.....	1 05
Anchor parlor.....	1 70
No. 2 home.....	1 10
Export parlor.....	4 25
MOLASSES.	
Blackstrap.....	16
Sugar house.....	16
Cuba Baking.....	19
Ordinary.....	19
Porto Rico.....	19
Prime.....	19
Fancy.....	23
New Orleans.....	17
Good.....	20
Extra good.....	26
Choice.....	30
Fancy.....	36
One-half barrels, 3c extra.....	
Barrels 200.....	26 50
Half barrels 100.....	26 50
ROLLED OATS.	
Half bbls 90.....	23 50
Barrels 180.....	26 50
PICKLES.	
Medium.....	86 50
Barrels, 1,200 count.....	3 50
Half barrels, 600 count.....	3 50
Small.....	7 50
Barrels, 2,400 count.....	4 00
Half barrels, 1,200 count.....	4 00
PIPES.	
Clay, No. 216.....	1 75
" T. D. full count.....	75
Cob, No. 3.....	1 25
RICE.	
Domestic.....	7
Carolina head.....	6
" No. 1.....	6
" No. 2.....	5
Broken.....	5
Imported.....	6½
Japan, No. 1.....	5½
" No. 2.....	5½
Java.....	5½
Patna.....	5½
ROOT BEER.	
Williams' Extract.....	1 75
25 cent size.....	5 60
3 dozen.....	5 60
SAPOLIO.	
Kitchen, 3 doz. in box.....	2 50
Hand ".....	2 50
SOUPS.	
Snider's Tomato.....	2 40
SPICES.	
Whole Sifted.	
Allspice.....	10
Cassia, China in mats.....	7½
" Batavia in bund.....	15
" Saigon in rolls.....	35
Cloves, Amboy.....	22
Zanzibar.....	13
Mace Batavia.....	80
Nutmegs, fancy.....	80
" No. 1.....	65
" No. 2.....	15
Pepper, Singapore, black.....	25
" white.....	19
" shot.....	19
Pure Ground in Bulk.	
Allspice.....	17
Cassia, Batavia.....	20
" and Saigon.....	25
" Saigon.....	35
Cloves, Amboy.....	30
" Zanzibar.....	20

Ginger, African.....	15
" Cochín.....	18
" Jamaica.....	20
Mace Batavia.....	80
Mustard, Eng. and Trieste.....	25
" Trieste.....	27
Nutmegs, No. 2.....	75
Pepper, Singapore, black.....	20
" white.....	30
" Cayenne.....	25
Sage.....	20
"Absolute" in Packages.....	1½ 1½
Allspice.....	84 1 55
Cinnamon.....	84 1 55
Cloves.....	84 1 55
Ginger, Jam.....	84 1 55
" Af.....	84 1 55
Mustard.....	84 1 55
Pepper.....	84 1 55
Sage.....	84
SUGAR.	
Cut Loaf.....	5½
Cubes.....	4½
Powdered.....	4½
Granulated.....	4 31-½
Confectioners' A.....	4 12-½
Soft A.....	4 ½
White Extra C.....	4 40
Extra C.....	3 ½
Yellow.....	3 ½
Less than 100 lbs. ¼c advance.....	
STARCH.	
Corn.....	6½
20-lb boxes.....	6½
40-lb ".....	6½
Gloss.....	6
1-lb packages.....	6
3-lb ".....	6
6-lb ".....	6
40 and 50 lb. boxes.....	4½
Barrels.....	4½
SNUFF.	
Scotch, in bladders.....	37
Maccaboy, in jars.....	35
French Rappee, in jars.....	43
SOAP.	
Allen B. Wrisley's Brands.....	3 20
Old Country, 80.....	3 20
Uno, 100.....	3 00
Bounce, 100.....	3 00
SODA.	



## THE PATRONS' SIDE.

Secretary Taylor's Defense of the  
"Commercial Union."

Correspondence Michigan Farmer.

LANSING, June 1. — Recognizing the especial value of your paper as a medium of exchange between farmers in behalf of their interests, and recognizing that a worthy enterprise in behalf of some farmers must have weight and influence before all, I wish to confront a few spiteful kicks from some one-horse-town-country-editors. Early last spring you made favorable mention of the Patron's Commercial Union. Now that the union is well established, and proves worthy of attention, it becomes the foresworn duty of some hide-bound country editor to warp some malicious gibe of THE MICHIGAN TRADESMAN into a weapon of warning and defense, by notifying the public that the eccentric John Jones ordered 2½ pounds of nails, three yards of calico and a plug of tobacco, and when the freight on them were paid, it had cost more than local prices. Without respect or regard for these flies in space, I desire to give a true exemplification of the facts and status that surround the historic reality of the union:

The present Manager, D. Conklin, of Kent, and myself as Secretary, took charge of the affairs of the Union, for the first, March 24, 1891. As is true of all great bodies, they move slow, and this is no exception. Many reports had gone out overstating the real size and particular energy of the union. Its membership was placed at 20,000, etc. Now the facts were, when I became Secretary there were about 1,300 subscribed shares, or one-fifth shares of \$1 each, with 20 cents assessment each, as expense fund, the original stock being placed in deposit. Offices were to be rented, printing bills paid, price lists issued, postage paid, and men employed and paid for their labor—all in the face of every disgruntled person's antagonism and the opposing interests of commercial centers.

On assuming charge of the affairs, we grounded our faith in the proposition that it does not pay to sell poor goods at any price. We set vigorously at work to learn if any articles advertised were unworthy of our trade, and lopped off and discouraged patronage of all inferior articles. As rapidly as possible we disseminated information to our patrons, but our orders from the first engrossed our time so much that our work is yet quite poorly understood among more than a few in our State, yet it is surely and steadily gaining favor, and the whole commercial public feel its influences and recognizes the inevitable—that before this union goes down the present prices of thousands of articles that go into the homes of farmers must go down before it.

Perfection is nowhere in earthly matters. It is not probable that every purchaser in the union draws a prize. Dealers will confidentially tell you that on some articles they sell at or near cost. Presuming some one orders an article of this kind, it is not remarkable if he is somewhat surprised and disappointed, and such an experience is a rich harvest for the enemies of low priced goods. It forthwith has currency with every penny-a-line news monger, and the "old moss-back" becomes "my dear farmer," and is admonished to beware of anything designed to lift him up to a proper appreciation of commercial secrets. Now let truth prevail, and conscience bedeck its prevalence with facts, whether black or white.

One asks what it does not pay to order through the Union? I can not always tell. Sugar, for instance, has no saving when shipped to one market, but is profitable in another. Granulated sugar has several grades, and besides the same grade varies to-day in different markets in Michigan from 17 to 23 pounds per \$1. Now if a man is in the 23 pounds market we would not advise him to order of us; if in the 17 pound market, it will show different results. Small orders do not pay as well as large ones; freight on five boxes of soap is not more than on one box. One man orders \$3 worth of ironware by express; the express is 75 cents; that doesn't pay. Does his cerebral cavity


comprehend, or does he go to the down town paper and kick? Sometimes one way, sometimes the other, according to his stock of intelligence. It does not pay to order a very cheap priced affair; for instance, a \$15 double farm harness will appeal at once to the incredulity of a sensible man; likewise an \$8.50 gold filled watch. He reasons that it is a case with a low grade movement, and the facts are it is a 10 K. gold filled case, fast enough, but not a desirable movement. Now, a sensible plan would be a \$10 movement in a \$1 case, which at once gives a man good service and can at any time be remounted in a finer case and become the peer of the ordinary \$35 or \$40 watch. These are facts that appeal to common sense, and it is the plan adopted by the present management, and works admirably.

Farm implements show greater trespass upon the good nature of farmers than most anything else, hence contracts in them are difficult to obtain, as once lost to the power of combination, a harrow that is quoted to dealers at \$7 in car lots, and sell at \$18 retail, must face honest competition and be sold for less than millionaire rates. Fortunately, the Union has secured many farm implements of high quality at very reasonable rates. We can only expect a bitter struggle from competing combinations. With such influences as these for opportunity, I should not be surprised if within the history of the Union some one within its fold having exemplified an incompetency, or lack of good faith, would incline to be Judas, yet the facts remain good, that despite the growling fellow who would be ugly, or the inexperienced who in good faith has been less fortunate, since the 24th of March the Union has sold over 50 double farm wagons, and on them, between the Union price and the dealer price charged me in December last for the same wagon, saved to the farmers of Michigan over \$500. It has sold over 30 watches, ranging in prices as listed in retail markets from \$5 to \$65 each, and but one of them all has reported breakage. Has any jeweler in Michigan done better? It has sold tons of barbed wire, saving hundreds of dollars to farmers. It has sold articles too numerous to mention, from baby cabs to 200 cords of tan bark, and has an order to place a steam thrasher. One began on a keg of nails, next bought a watch, more hardware, then a harness, then a mowing machine. Evidently the town paper got no satisfaction out of this man about losses on two pounds of coffee and a pair of buggy stubbs sent by express at 50 cents per express.

Had we been disposed we could have published scores of letters expressing implicit confidence and satisfaction with purchases through the Union. We preferred quietly to work out a destiny before all earth knew of our effort. It has been well done, and only the full consciousness of the possibilities guaranteed by the success we have now, prompts us to take time by the forelock and forestall some of the verdant bleatings of unsophisticated yeoman editors. In all, a few hundred people have ordered goods through the Union, and while, as it is to be expected, some one now and then has not met with the full measure of expectations, our sales in total when compared our prices to those of regular retail show upon careful estimation \$1,500 saved to the farmers of Michigan.

As might be expected, the hustling drummer posts notice that it will cost the farmer "some big salaries," just as though he did not ask the farmer to allow for his salary, without even half compensation. Now we beg leave to notify the fellow that the Union will move on during our administration, salary or no salary, and safe is our salary, for the keen appreciation of our farmers, between the old and the new, as contrasted by efforts of the Union will within a year make it indispensable in the judgment of rational men. True, there are compensations for our prices, such as delays caused at factory by inability to fill orders on sight, delays in transit, etc., but the great saving when once goods reach destination has in every case of any importance brought

# DID YOU DRINK



# LION COFFEE

## FOR BREAKFAST,? IT IS A TRUE

## MIXTURE OF MOCHA, JAVA AND RIO.

A DELICIOUS DRINK  
A BEAUTIFUL PICTURE IN EACH PACKAGE  
KANSAS CITY, MO.

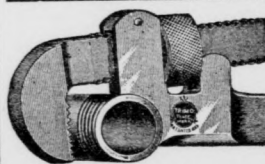
**WOOLSON SPICE CO.**  
TOLEDO, O.

## PERKINS & HESS

DEALERS IN

## Hides, Furs, Wool & Tallow,

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



PATENTED 1889.

TRIMO

Pipe Wrench

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

HESTER &amp; FOX,

Grand Rapids, Mich.

## Bolts Wanted!

I want 500 to 1,000 cords of Poplar Excel-  
sior Bolts, 18, 36 and 54 inches long.

I also want Basswood Bolts, same lengths  
as above. For particulars address

**J. W. FOX, Grand Rapids, Mich.**

## GET THE BEST!



## WILLIAMS' Root Beer Extract

It is a pure, concentrated Extract of Roots and Herbs.

It makes a refreshing, healthful summer beverage at a moderate cost, for family use.

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

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

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

## H. F. HASTINGS,

Manufacturers' Agent,  
GRAND RAPIDS, MICH.

## BEACH'S New York Coffee Rooms.

61 Pearl Street.

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

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

**FRANK M. BEACH, Prop.**

## FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

D. A. B. OGDEN, Vice-President.

H. W. NASH, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

## THOS. E. WYKES,

WHOLESALE

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

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

WAREHOUSE AND MAIN OFFICE:

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

BRANCH OFFICE:

Builders' Exchange.



a second order. Besides at this date it is no longer a secret, that manufacturers detest the credit system, despise the irresponsible retailer who too often is but a jockey dealing in bad security, farming out goods upon part payment, and saddling the unpaid balance upon manufacturers. They recognize the traveling salesman as much in the light of a necessary evil, and are continually writing us for information, and one by one fall into our way of doing business, which is simply cash with order, and goods from factory to user, no bad debts, no idle capital, no agent dependent upon commission, hence zealous in forcing upon the consumer goods he knows to be inferior. Great as is the pecuniary benefit of an organization of this kind, quite as valuable is it in the way of gradually enlightening the farmer upon commercial customs, interchange of commodities, relative profits of the several industries incident to the country's make up; in short, making him as familiar with the commonplace customs of transit, the peculiar secrets of general success in trade and manufacture, as with his own fields. Boards of Trade make it profitable to send out men to learn what the farmer is doing. Manufacturers make it profitable to send out drummers, with orders to sell as high as possible, but meet competition. Why will it not be as profitable for farmers to employ men to go out and bring to them the full competition of the earth, instead of four corners' store? Why not profitable to employ men to instruct farmers what is doing on the Board of Trade, and what is doing in all the great manufacturing and commercial centers?

□ The Patron's Union is the first step in the right direction, and the forerunner of something that will yet develop many new ideas to many men. Better far for farmers than politics.

J. E. TAYLOR, Sec'y

#### Parable of a Foolish Trader.

From Hardware.

Once upon a time, in a certain place, there was a certain trader who by diligent labor and long hours had built up a fine paying trade; his small store-house was filled with merchandise, and his pockets were heavy with jingling silver. His customers came from far and near and the bargains which loaded his counters rapidly changed hands.

Now it so happened as this trader stood one fine morning, sunning himself in the door of his shop, and rubbing his hands from inward glee at the thought of his well-earned prosperity, he forgot his humble origin and the early years of his struggle for trade, and began to be envious of the fine large stores which surrounded him on every side. Now a wise man has said that the wish is parent of the deed; and in his mind this trader turned over and over the fond idea of an elegant tall building, which should bear aloft his name in golden letters, and contain a large store filled with eager customers and willing clerks, himself the proud proprietor.

The longer the thought grew, and its growth was very rapid, the smaller seemed to shrink his present surroundings; the contrivances which he had planned and made, and which were once the acme of his desires, were now an eyesore and seemed an hindrance to his progress; his elbows, a thing before unnoticed, now were continually hitting the sides of his cramped storeroom and his feet stumbled over the bales of goods which crowded the meager space; even his manner changed and his old clerk found him absent-minded and preoccupied with his thoughts. When the last customer had come and gone and the shutters had been closed and the store door bolted for the night, the trader hied him home, and as usual, without speaking of his thoughts to his wife—who had saved what he had made these many years—was soon lost in happy dreams of the grand store and elegant surroundings which were to be.

Now, in this same city there dwelt a very rich man who had gold in plenty which he lent to those in need, not from kindness, but for gain; to him the following day came the trader and un-

folded his cherished plan, and having signed a bit of paper, received a bag of gold with which to put into execution the fond idea. Now not far from his shop was a large vacant plot of land, the owner of which gladly gave it to the trader in exchange for part of his gold.

Then came the mason who dug and built the foundation broad and strong; then came the builder who placed the beams and reared the walls plumb and true; then came the tinner and covered the roof, tight and sure; then came the plumber who fixed the pipes; then came the plasterer who covered the walls; then came the artist who frescoed the ceilings; then came the painter, and the building was done, and above it all there shone in gold letters, the successful trader's name, which could be seen for many miles, so high was it. Then came the trader with his goods and wares, but the bag of gold and pockets of jingling silver had vanished, for the foolish trader had signed his name to many bits of paper, the remembrance of which caused him much anxiety.

Now the old clerk of this trader, who had grown wise from long service, spoke with his wife and they considered together, and through her wise counsel he secured the lease of the old shop and remained behind and refused to longer serve the foolish trader. So it came to pass that the customers who liked the old shop and its clerk and its great bargains also remained behind, and the foolish trader was soon troubled and often sighed for the days of yore when his store-house was filled with wares and his pockets with jingling silver.

Then came the rich man and demanded his gold; then came also divers others and also demanded gold for the bits of paper which the foolish trader had signed; then last came the bailiff and sold out the goods and took down the gold sign and posted a notice on the door of the grand store and took the key of the same from the possession of the foolish trader, and the savings of years vanished in a few moons, and were no more. Then the foolish trader sorrowfully went home and sat by the fire and wept bitterly, but his wife said not a word, for she was not his business confidant, but her looks reproached him.

MORAL.—Let well enough alone, lest in reaching for more you lose what you already have gained, and asked your wife's advice before you kill "the goose which lays the golden egg."

#### Second Nature.

Young mother: I want you to weigh the baby for me, Mr. Toughsteak.

Mr. Toughsteak: Certainly, ma'am.

Young mother (absent minded): Take out all the bones, please.

#### Use "Tradesman" Coupons

### 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.....	.88 25
Quarts.....	8 75
Half gallons.....	11 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 ".....	90c 75

# 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.



GUNNING FOR A TAILOR.

[CONTINUED FROM NINTH PAGE.]

I gently said to him nay, politely calling his attention to the fact that a fit was guaranteed. At this the Yankee salesman dragged out the clothes. I put them on behind a curtain which was so arranged that the people in the shop could look at me around either side of it. This trying ordeal put me in so good a temper that I was prepared to saw Mr. Cutter's head off with his own shears on the slightest provocation. In fact, when I looked at my reflection in the mirror, the provocation seemed quite sufficient to justify any atrocity. There were the same old humpy shoulders; the same despairing droop of the whole coat as if it were hung on a pole; the same cross-cut, bewildering swirl of pantaloons pursuing their course from my waist to the floor in a sinuous, sad, uncertain fashion, as if they had plenty of time and were willing to take the longest way.

I turned to Mr. Cutter and found him lost in admiration. The Yankee salesman was also nearly speechless, but when he at last found a tongue he swore that his own skin was a misfit compared to that pant. He always spoke of a man's neither garments in the singular.

I ventured to call attention to the shoulders of the coat. I pointed to the fact that they exemplified all the errors and follies which I had adjoined Mr. Cutter to avoid.

"Vat you eggspeed?" he inquired. "Dose shoulder of yours was beculiar. Der right one was not made for der left. It was made for somebody else. Der coat fits you so vell as anybody could make. Ve can't—"

"Look here," said I, "didn't you tell me when I came here first that I was built like a Greek statue, and that anybody who couldn't fit me ought to be electrocuted?"

"Well, I didn't notice that off leg at the time," said the salesman. "I saw that the other was crooked but I didn't want to offend you by mentioning it. Now when we have to cut one leg—"

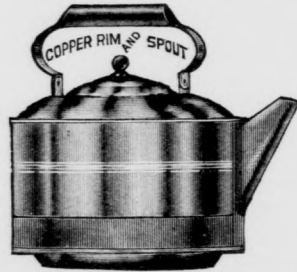
"Und der chicken-breasted men is der hardest to fit," interrupted Cutter, "now dat goat—"

"When a man is knock-kneed on one side," the salesman broke in, "and slewed just a trifle, I don't say very much—"

It was the end of my endurance. I took a pair of scissors in one hand and a flat-iron in the other and drove Mr. Cutter through the back window before he had time to open it. He escaped by the back door of a saloon in the next street, and I was forced to return to the shop. The

salesman was not there. A boy said that he had gone out on business and would be back in a week. I took off the clothes, put on my own and departed.

Yesterday I received notice of an action for assault and battery: a civil suit for the amount of the bill to which Cutter had added \$15 and the costs of the court, and a circular saying that Cutter & Co. have filled their store with the latest summer fabrics and solicit my patronage. This last may have been mailed to me by mistake, but it hurt my feelings deeply. I shall visit Cutter's shop, but it will not be for the purpose of ordering a summer suit. It will be because I am afraid his assault and battery case is weak, and I want to strengthen it. HOWARD FIELDING.



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.

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.

ESTABLISHED 1865.

BROWN, HALL & CO.

Manufacturers and Jobbers of

Fur & Plush Robes, Horse Blankets,  
Harness, Buggies, Cutters & Sleighs.

WRITE FOR OUR PRICES BEFORE PLACING YOUR FALL ORDERS.

20 & 22 PEARL STREET,

Grand Rapids, - Michigan.

Wall Paper and Window Shades.

House and Store Shades Made to Order.

NELSON BROS. & CO.,

68 MONROE STREET.

MICHIGAN CENTRAL

"The Niagara Falls Route."

DEPART.	ARRIVE
Detroit Express.....	7:20 a.m. 10:00 p.m.
Mixed.....	6:30 a.m. 5:00 p.m.
Day Express.....	12:00 a.m. 10:00 a.m.
*Atlantic & Pacific Express.....	11:15 p.m. 6:00 a.m.
New York Express.....	5:40 p.m. 1:15 p.m.

\*Daily. All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit. Parlor cars run on Day Express and Grand Rapid Express to and from Detroit. FRED M. BRIGGS, Gen'l Agent, 85 Monroe St. G. S. HAWKINS, Ticket Agent, Union Depot. GEO. W. MUNSON, Union Ticket Office, 67 Monroe St. O. W. RUGGLES, G. P. & T. Agent, Chicago.



TIME TABLE

NOW IN EFFECT.

EASTWARD.

Trains Leave	*No. 14	*No. 16	*No. 18	*No. 28
G'd Rapids, Lv	6:50am	10:20am	3:45pm	10:55pm
Ionia.....Ar	7:45am	11:25am	4:52pm	12:37am
St. Johns.....Ar	8:28am	12:17am	5:40pm	1:55am
Owosso.....Ar	9:15am	1:20pm	6:40pm	3:15am
E. Saginaw.....Ar	11:05am	3:00pm	8:45pm	.....
Bay City.....Ar	11:55am	3:45pm	9:35pm	.....
Flint.....Ar	11:10am	3:40pm	9:00pm	.....
Pt. Huron.....Ar	3:05pm	6:00pm	10:30pm	7:35am
Pontiac.....Ar	10:57am	3:05pm	8:55pm	5:50am
Detroit.....Ar	11:55am	4:05pm	9:50pm	7:00am

WESTWARD.

Trains Leave	*No. 81	*No. 11	*No. 13	*No. 15
G'd Rapids, Lv	7:05am	1:00pm	5:10pm	10:30pm
G'd Haven, Ar	8:50am	2:15pm	6:15pm	11:30pm
Milwaukee Str	.....	.....	6:45am	6:45am
Chicago Str.	.....	.....	6:00am	.....

\*Daily. +Daily except Sunday.

Trains arrive from the east, 6:40 a. m., 12:50 p. m., 5:00 p. m. and 10:25 p. m.

Trains arrive from the west, 6:45 a. m., 10:10 a. m., 3:35 p. m. and 9:50 p. m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 82 Wagner Sleeper. Westward—No. 81 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffetcar.

JOHN W. LOUD, Traffic Manager. BEN FLETCHER, Trav. Pass. Agent. JAS. CAMPBELL, City Ticket Agent. 23 Monroe Street.

CHICAGO & WEST MICHIGAN RY.

JUNE 7, 1891.

DEPART FOR	A. M.	P. M.	P. M.	P. M.
Chicago.....	+10:00	+1:00	+11:35	.....
Indianapolis.....	+10:00	+1:00	.....	.....
Benton Harbor.....	+10:00	+1:00	+11:35	+6:30
St. Joseph.....	+10:00	+1:00	+11:35	+6:30
Traverse City.....	+7:25	+5:25	.....	.....
Muskegon.....	+9:00	+1:00	+5:40	+6:30
Manistee.....	+7:25	+5:25	.....	.....
Ludington.....	+7:25	+5:25	.....	.....
Big Rapids.....	+7:25	+5:25	.....	.....
Ottawa Beach.....	+9:00	+1:00	+5:40	+6:30

+Week Days. \*Daily. \$Except Saturday.

10:00 A. M. has through chair car to Chicago. No extra charge for seats.

1:00 P. M. runs through to Chicago solid with Wagner buffet car; seats 50 cts.

5:25 P. M. has through free chair car to Manistee, via M. & N. E. R. R.

11:35 P. M. is solid train with Wagner palace sleeping car through to Chicago.

6:30 P. M. connects at St. Joseph with Graham & Morton's steamers for Chicago.

DETROIT, Lansing & Northern R R

JUNE 7, 1891.

DEPART FOR	A. M.	P. M.	P. M.
Detroit.....	+6:50	+1:00	+6:25
Lansing.....	+6:50	+1:00	+6:25
Howell.....	+6:50	+1:00	+6:25
Grand Ledge.....	+6:50	+1:00	+6:25
Lake Odessa.....	+6:50	+1:00	+6:25
Lowell.....	+6:50	+1:00	+6:25
Alma.....	+7:30	+4:30	.....
St. Louis.....	+7:30	+4:30	.....
Saginaw City.....	+7:30	+4:30	.....

\*Every Day. +Week Days.

6:50 A. M. runs through to Detroit with parlor car; seats 25 cents.

1:00 P. M. Has through Parlor car to Detroit. Seats, 25 cents.

6:25 P. M. runs through to Detroit with parlor car, seats 25 cents.

For tickets and information apply at Union Ticket Office, 67 Monroe street, or Union station. GEO. DEHAVEN, Gen. Pass'r Agt.

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave.	From Muskegon—Arrive.
7:00 a.m.	10:10 a.m.
11:15 a.m.	8:45 p.m.
5:40 p.m.	8:45 p.m.

Through tickets and full information can be had by calling upon A. Almqvist, ticket agent at Union Station, or George W. Munson, Union Ticket Agent, 67 Monroe street, Grand Rapids, Mich.

O. L. LOCKWOOD, General Passenger and Ticket Agent.

Grand Rapids & Indiana.

In effect February 1, 1891.

TRAINS GOING NORTH.

Arrive from Leave going South.	North.
For Saginaw, solid train.....	+7:30 a.m.
For Traverse City.....	+5:15 a.m.
For Traverse City & Mackinaw.....	+9:30 a.m.
For Saginaw, solid train.....	+11:30 a.m.
For Cadillac.....	+2:15 p.m.
For Mackinaw.....	+7:45 p.m.
From Kalamazoo.....	+8:55 p.m.

TRAINS GOING SOUTH.

Arrive from Leave going North.	South.
For Cincinnati.....	+6:00 a.m.
For Kalamazoo and Chicago.....	+10:15 a.m.
From Saginaw.....	+11:45 a.m.
For Fort Wayne and the East.....	+2:00 p.m.
For Cincinnati.....	+5:30 p.m.
For Kalamazoo and Chicago.....	+10:00 p.m.
From Saginaw.....	+11:30 p.m.

Trains marked (j) run daily; (t) daily except Sunday. Sleeping and parlor car service: North—11:30 a. m. train, parlor chair car for Mackinaw City; 10:30 p. m. train, Wagner sleeping car for Mackinaw City. South—7:00 a. m. train, parlor chair car for Cincinnati; 10:30 a. m. train, through parlor coach to Chicago; 6 p. m. train, Wagner sleeping car for Cincinnati; 11:05 p. m. train, Wagner sleeping car for Chicago.

Toledo, Ann Arbor & North Michigan Railway.

In connection with the Detroit, Lansing & Northern or Detroit, Grand Haven & Milwaukee offers a route making the best time between Grand Rapids and Toledo.

VIA D., L. & N.

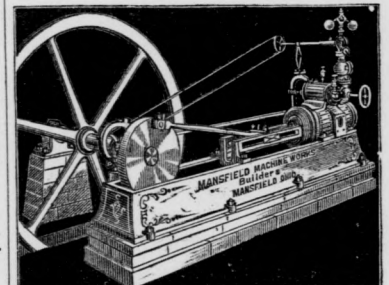
Lv. Grand Rapids at.....7:25 a. m. and 6:25 p. m. Ar. Toledo at.....1:10 p. m. and 11:00 p. m.

VIA D., G. H. & M.

Lv. Grand Rapids at.....6:50 a. m. and 3:45 p. m. Ar. Toledo at.....1:10 p. m. and 11:00 p. m.

Return connections equally as good.

W. J. H. BENNETT, General Pass. Agent, Toledo, Ohio.



For Portable or Stationary Engines, 1 to 500 Horse Power, Portable or Stationary Boilers, Saw Mills, Shafting, Pulleys, Boxes, Wood-working Machinery, Planers, Matchers, Moulders, etc., call on

W. C. DENISON,

Manufacturers' Agent,

88, 90, 92 So. Division St., Grand Rapids  
Estimates given on Complete Outfits.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker  
AND Jeweler,

44 CANAL ST.,

Grand Rapids, - Mich.

WANTED.

POTATOES, APPLES, DRIED FRUIT, BEANS

and all kinds of Produce.

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

EARL BROS.,  
COMMISSION MERCHANTS

157 South Water St., CHICAGO.

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