

MICHIGAN TRADESMAN.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, JUNE 24, 1891.

NO. 405

ALLEN DUFFEE.

A. D. LEAVENWORTH.

Allen Durfee & Co.,

FUNERAL DIRECTORS,

103 Ottawa St., Grand Rapids.

EATON, LYON & CO.,

JOBBERS OF

Stationery and Books

A Complete Line of

**HAMMOCKS,
FISHING TACKLE,
MARBLES,
BASE BALL GOODS**

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

EATON, LYON & CO.,

20 and 22 Monroe St.

PEOPLE'S SAVINGS BANK.

Cor. Monroe and Ionia Sts.,

Capital, \$100,000. Liability, \$100,000.

Depositors' Security, \$200,000.

OFFICERS.

Thomas Hefferan, President.
Henry F. Hastings, Vice-President.
Charles M. Heald, 2d Vice-President.
Charles B. Kelsey, Cashier.

DIRECTORS.

D. D. Cody H. C. Russell
S. A. Morman John Murray
Jas. G. MacBride J. H. Gibbs
Wm. McMullen C. B. Judd
D. E. Waters H. F. Hastings
Jno. Patton, Jr. C. M. Heald
Wm. Alden Smith Don J. Leathers

Thomas Hefferan.

Four per cent. interest paid on time certificates and savings deposits. Collections promptly made at lowest rates. Exchange sold on New York, Chicago, Detroit and all foreign countries. Money transferred by mail or telegraph. Municipal and county bonds bought and sold. Accounts of mercantile firms as well as banks and bankers solicited.

We invite correspondence or personal interview with a view to business relations.

SEEDS

We carry the largest line in field and garden seeds of any house in the State west of Detroit, such as Clover, Timothy, Hungarian, Millet, Red Top; all kinds of Seed Corn, Barley, Peas, in fact anything you need in seeds.

We pay the highest price for Eggs, at all times. We sell Egg Cases No. 1 at 35c, Egg case fillers, 10 sets in a case at \$1.25 a case.

W. T. LAMOREAUX & CO.,

128, 130, 132 W. Bridge St.,

GRAND RAPIDS, MICH.

THE Grand Rapids FIRE INS. CO.
PROMPT, CONSERVATIVE, SAFE.
S. F. ASPINWALL, Pres't.

W. FRED McBAIN, Sec'y.



WM. BRUMMELER & SONS

Manufacturers of and Jobbers in

PIECED AND STAMPED TINWARE.
Our Specialties:

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

Telephone 640.

Send for Quotations.

264 So. Ionia St., GRAND RAPIDS.

WOOL.

Consignments of wool solicited. Parties shipping us wool can depend on all the market will allow. Our facilities for grading and handling are the very best. Wool will be promptly graded and paid for on arrival.

C. AINSWORTH & CO.

GRAND RAPIDS.

S. A. Morman

WHOLESALE

Petoskey, Marblehead and Ohio

LIME,

Akron, Buffalo and Louisville

CEMENTS,

Stucco and Hair, Sewer Pipe,

FIRE BRICK AND CLAY.

Write for Prices.

20 LYON ST., - GRAND RAPIDS.

H. M. REYNOLDS & SON,

Tar and Gravel Roofers,

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

Corner Louis and Campau Sts.,

GRAND RAPIDS.

HARVEY & HEYSTEK,

Wholesale Dealers in

Wall Paper

—AND—

Picture Frame Mouldings.

Also a complete line of PAINTS, OILS and BRUSHES.

Correspondence Solicited.

Warehouse, 81 & 83 Campau St.

74 & 76 Ottawa St., GRAND RAPIDS.

ESTABLISHED 1841.

THE MERCANTILE AGENCY

R. G. Dun & Co.

Reference Books issued quarterly. Collections attended to throughout United States and Canada

GENERAL FEATHERSTONHAUGH AND HIS MASK.

General Adolphus Macpherson Featherstonhaugh would have been fully justified had his name been thrice as long and as loud. He was over six feet high, and was broad of shoulders, far-reaching of arms, of symmetrical expanse and vigor in every sense. Not merely was his head of the largest dimensions; his sandy red hair was of a luxuriant growth, which was the despair of every bald-headed man who saw him, and he would have rejoiced in a beard of the most patriarchal downpour if it had not been almost an article of his creed to shave himself as closely as might be every morning of his thoroughly regulated life. It was his use to shake hands if he met you a dozen times a day, and it was almost as good as a fur-lined glove to have him take your diminutive hand in his of a cold day, so large it was and so warm. There was always a rich, almost purple health in his magnificent breadth of countenance, and nothing was in more perfect keeping with his sumptuousness of size than were the deep organ tones of his voice, whose every depth, height, modulation, inflection, had been most affectionately cultivated.

For the General was an orator. Early in life he had published a volume on elocution, and it was his delight to revise and improve it, as year after year, it passed through successive editions, a yet larger and fuller lengthened likeness of himself as a frontispiece of each. I cannot truthfully say that there was much originality or suggestiveness of thought in any of the many discourses delivered by him. As to his words, you might as well try to quote Niagara; and it was yet harder to try, after, let us say, a Fourth of July oration, to recall any thought therefrom. "It is very stupid of me," you were apt to say, "for it was a splendid effort; but I cannot remember a thing he said."

The truth is, there are differences among public speakers, and when an orator gives himself so sedulously and successfully to the curve of his gestures, the expansion of his palms in persuasion, the rhythmic periods, the diversified peals of a voice such as his, one can have no time or care for anything else.

"Upon this most eventful recurrence of the natal day, ever glorious of our national independence, what spirit so deteriorated, so abjectly bent toward the nadir of all that we appreciate as coming within the boundaries of the sublimest verities of our Western Hemisphere, but must bid the advent hail of that most epochal hour in the roll of centuries, the lapse of Æons." How often have I looked up at the majestic speaker, and striven to seize and hold the nebulous meaning of what he was so earnestly endeavoring to say. It was the best part of a temperance occasion, of the coming to our city of a distinguished Kossuth of one kind or another, of a political assembly, of the laying of the foundation stone of a public building, to see the General rise, as

he always did, to make the address. A committee would as soon have done without the Stars and Stripes, without the brass band, as without General Adolphus Macpherson Featherstonhaugh.

"I think he looks best in black broad-cloth with a white tie," was the remark of the old people.

"You do? We," the young ladies would cry, "like him best in his regalia as a Free Mason. Oh, but isn't he grand then! What a pity it is not usual for a Knight Templar to speak with his hat on—the gorgeous feathers would go so well with the General's way of saying things."

But he had this advantage over other public men. It is but now and then that they can make a speech, whereas I never saw the General that he did have on the robes and wig, so to speak, of an advocate. It was great good luck if you met him coming up street when you had a country cousin by your side, some stranger from elsewhere. "Who is that?" was always demanded of you on the first sight of your distinguished fellow-citizen as he drew near, carefully dressed, as was his wont, with kid gloves, well blacked boots, snowy linen, plentiful watch chain across his white vest, his gold-headed cane in his hand. Except that your companion was apt to be a little nervous under the ordeal, it was the event of his stay in town—the introduction and subsequent conversation; it gave one an idea of how it feels to be presented to an emperor.

But it was not conversation, if the interview lasted not over five minutes—it was that much of an oration. Lounging in the hall of a hotel; coming upon him in the throng of the store; listening to him during the stay at table of a dinner party, and when he stood in the parlor afterward, with his back to the fire, whatever he said was that much of a discourse. He laid down the law to patient, physician, nurses, during his ten minutes in a sick chamber, and the modulation of his thunder to the hour and the area was as good as a scrap of oratorio. I have come upon him when he was buying a paper of a newsboy of a bitterly cold morning on a windy street corner; I have heard him directing his man to carry a message; once I chanced on him as he was arguing the proper pay for cleaning the snow from his sidewalk with a red-nosed and ragged tramp; on another occasion I passed by when he was remonstrating at his back gate in mid-summer with the driver of an odoriferous swill wagon—the General was, in every instance, delivering rounded periods, with suitable gesture, ore-rotund accents, and all that belongs to an oration. His habitual language was as different from common talk as is classic Chinese from the vernacular, as was the Euphuistic jargon of the days of the Stuarts from Anglo-Saxon, as is the delicacy of an esthetic conversazione from the slang of the Bowery.

"I have read of the Man with the Iron Mask," one of the General's friends said

to me one day; "but I really know as little about him, although I have known him all my life, as I do about that mysterious state prisoner. He has so draped himself from head to foot in the voluminous silk gown of an advocate. He eats in it, is sick and well, sits still or goes abroad, sleeps in it. It reminds me of Thackeray's cruel picture of Louis Le Grand, which was so folded that the mere lifting of a leaf from off this most majestic monarch Europe ever knew, revealed, you remember, beneath flowing wig and royal robes, the pitiful scarecrow of an infirm grand-daddy, weazen and tottering. Strip the General of his mannerism, and what is left?"

"We have all of us laughed," I replied, "at Hawthorne's story of the old witch who made an effigy of a man out of a pumpkin, a few sticks and an old suit of clothes stuffed with straw and breathed into him the breath of life, and sent him forth upon the tour of the world as a millionaire, a scientist, a successful lover. So of the General—"

But I was silenced by a universal outcry, which I stilled with uplifted hand to add, "You are right to object, but I did not mean to say that Hawthorne's heartless, soulless manikin was a correct representation of our excellent friend. That he is merely a moving mannerism is not the whole story; we are all agreed that a more generous, honorable, high-spirited, pure-minded gentleman, and in every best sense, does not exist. With all his affectation he is sterling gold; if he is the grandest humbug alive, he is also the most innocent, a very child at heart, and there is not a man of us but highly esteems even while we see through him. People smile at each other furtively as he goes by, with a bow and a wave of his hand, even while they acknowledge that, for the life of them, they cannot say why he is the person of distinction he so evidently believes himself to be. When you turn away from listening to him for half an hour or so, the man who has witnessed the interview is sure to greet you with a broad grin upon his face. All the time we are as proud of him as can be—for his essential goodness, but no human being can point to anything of value he has ever said or done. If no man is more laughed at than General Adolphus Macpherson Featherstonehaugh, no one is so loved."

The General was a lawyer in tolerable practice; was often defeated for Legislature and Congress by some sharp, smart, alert man who bore the same likeness to his opponent during the canvass that one of Drake's little vessels did to the four-storied Spanish galleons which it first annoyed and then demolished.

But no one could tell how he managed to live, so small was his income, so fine was his linen and broadcloth, so ever fresh were his hat, boots, gloves and the bit of a bouquet he invariably wore in season upon the lapel of his well-brushed coat. He drank with strict moderation, never gambled, never raced or traded in horseflesh, bought and sold no mining shares, and was such an irrevocable old bachelor as delights the souls of the scores of necessitous nephews and nieces which such an old bachelor is sure to have. Chancing to own a modest little red brick house in the suburbs of the city, he made it his home, a peculiarly homely old lady acting as his housekeeper. Who could be so genial, in his way, as the general, when, that is, you

met him on the streets or in society? Yet no visitor could ever induce his door-bell to ring; or, if it did, no one ever heard it within; certainly it was never answered.

"There is a frightful story running the rounds," it was remarked in a knot of the General's lady friends one afternoon, "about his domestic affairs. A prying Mr. Smith, who passes the General's house to and from business every morning and evening, has fallen into the habit of peeping in at the basement windows as he goes by. Sometimes he walks of nights on the other side of the street, on purpose to see what he can of what is going on the upper rooms. He says that he distinctly saw his neighbor seated on the side of his bed—just to think of such a thing in *such* a man!—actually darning his socks! What a pity he has not got a wife!"

The ladies laughed, but Mrs. VanDorn, the lady who made the sad announcement, did not, and looked at her friends with surprise, not to say rebuke. She was a widow under forty, rich, plump, very charitable. Had she been more beautiful she, too, might have been as frivolous as those who could see only matter of amusement in such a man as the General being constrained to do such a thing.

"Why don't *you* marry him?" came now in chorus upon her ears. She was not so wealthy for nothing.

"There are some things," she said, "upon which I do not wish to be joked," and soon after she left, the ladies opening eyes of wonder behind her; and oh, the comparison of views which followed!

General Featherstonehaugh had long been aware of the admiration in which he was held by the lady—was a frequent visitor at her handsome house. Now, as an orator, he was equally eloquent upon any and every theme—politics, patriotism, masonry, temperance, art; because, having no definite conviction in regard to any of them, an address from him was of the nature of a purple haze, which could be interpreted in any way you pleased. That was how it came about when in Mrs. VanDorn's parlor after this he went off into that memorable disquisition of his upon the general topic of woman, home, mutual affection. It never occurred to him that the widow was his only hearer, or that it was a dangerous thing for him to indulge just then and there in what he had laid down in his book on elocution and in practice as the most effective form of rhetoric, especially when one has reached his peroration—the placing of himself in the center of all he describes, though it be in centuries long past, yet to come, wholly foreign to him in every way. It was so now. Dwelling at dangerous length upon the wretchedness of man apart from woman, he exclaimed at last, and without a thought beyond his eloquence, standing before her as she sat lost in admiration:

"And is it thus with me—ah, woful me! Excluded, alas! from the one Eden left us, the Eden of home"—hands clasped together, eyes fixed upon emptiness—"I behold myself doomed, doomed"—deep and sorrowful bass—"to wander abroad solitary, abandoned, alone, sighing, Speed thee, wretch"—both hands thrown out—"among the arid absences of her whose smile illumines the world! Now, now, alas! unto

SUMMER WASH GOODS:

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

OUTING FLANNELS,
PRINTS,
WIDE BLUES,
SHIRTING,
LYON SERGE,
ARMENIAN SERGE,
SEERSUCKERS,
CHALLI,
LAWNS.

OUTING SHIRTS, SUMMER UNDERWEAR, PANTS, HAMMOCKS,
STRAW HATS.

P. STEKETEE & SONS,
WHOLESALE DRY GOODS. GRAND RAPIDS.

ANNOUNCEMENT.

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

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

Detroit, May 27, 1891.

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

JAMES E. DAVIS,
GEO. W. BISSELL.

Detroit, May 27, 1891.

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

Yours very truly,

Williams, Davis, Brooks & Co.,

11, 13, 15 & 17 Larned Street East.

THE OLD STAND.

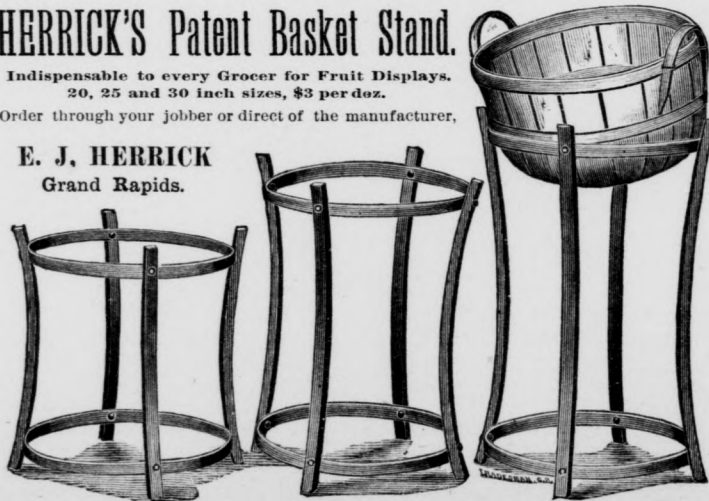
William C. Williams. □ James E. Davis. Alanson Sheley. Alanson S. Brooks.

HERRICK'S Patent Basket Stand.

Indispensable to every Grocer for Fruit Displays.
20, 25 and 30 inch sizes, \$3 per doz.

Order through your jobber or direct of the manufacturer.

E. J. HERRICK
Grand Rapids.



whom can I turn in my unalleviated anguish? Is there a woman?"

Of course I cannot give the exact words. What I do know is that, lost in his purely rhetorical fervors, his eyes moistened, his tones thrilling himself as well as his single hearer, his voice sinking in a measured cadence as he proceeded he was suddenly interrupted by Mrs. Van Dorn:

"General," she said, standing before him, her tearful eyes upon the carpet, "you have said enough—more than enough! If you will take me, here I am with all I have—" and much more. So smitten was the orator in the midst of his lofty rhetoric that for a moment he lost his voice; but his ghastly pallor and the first recovery of his breath in the words, "Great heavens! madam—" might have disenchanted her, but that a visitor coming in at the instant prevented it. And, in a word, the General was too much of a gentleman to deceive the delighted widow.

They are married. The conundrum thereafter among the General's friends was twofold: Will she, after the honeymoon, deceive her husband, herself undeceived, and so send away his oratorical drapery? if so, what—good heavens!—will be left of him? Never! General Adolphus Macpherson Featherstonhaugh has such confirmation in his wife that he is, if possible, more magnificent than before. The mask is upon soul as well as upon body; and in whatever world he may hereafter abide he must forever and ever be as we have known him here. But those who people that blessed world will like him none the less.

Even to his lawful wife the General still remains a hero. WM. M. BAKER.

The Clerk or "Reciprocity."

"Store Crank" in American Grocer.

The theme taken for this article is one not new, although the application of the word to the every-day routine of store life may be. The indefatigable and persistent efforts of the present Secretary of State are bearing fruit in the opening up and interchange of commodities with our South American States, and must eventually result in the system being extended throughout most of our Western Hemisphere. This subject, however, I have no desire to discuss to show, but if I can, that a true spirit of reciprocity must exist between employer and employee, and that unless these relations are largely reciprocal, no permanent benefit will result to either.

The subject is altogether too great to fully ventilate in one article, and so I shall try in this first one to show what essential elements must be innate or acquired by the clerk to make him a successful business man, and in my next contribution, what reciprocal qualities must be shown by the proprietor in order to fully develop the characteristics which in this I deem essential. The clerk must bear in mind that the greater proportion of our merchants measure up their help by their commercial value. They employ no one from pure sentiment or amiability, but cold, cruel, hard cash measures your value, as of any other commodity. So while in entering upon the life of a clerk, your intentions to you are of great weight, yet to your employer, bear in mind, good intentions have no commercial value. Your zeal must not abate one whit because you begin your labors at a small salary and your work is more arduous than those with whom you are associated who command and received more. It is the constant dropping of water which wears away the stone, and you must expect to prove yourself invaluable in the position you hold if you expect to be elevated to one of a higher order. No builder begins at the top to erect his structure, and while it may be chafing to delve and wait, remember that if your menial work is well done, you are fitting yourself to better

meet the more responsible and exacting duties which will come. Always beat your post of duty promptly. There is no place in this age for a laggard. The methods of business are fast changing, and what twenty years ago to accomplish took hours, must now be done in minutes. When you know just what time the store is to be opened to suit the trade in your particular locality, see that it is open and ready for business, all swept and garnished. It is not time enough to sweep and clean up when trade commences. This is a preliminary work which should be finished before active business begins.

Keep your record clean. Never be found in questionable resorts, or associating with persons of doubtful character, or reputed so to be. Your employer will soon notice your associations, and you will readily see it cannot inure to your advantage. Strive to be neat and tidy always in your appearance and habits. If you stop to think, you will see that persons of disorderly habits are constantly unemployed. You will be of no service to your employer if he be required to hire another person to finish up the work which you begin. See that goods are all put back in their proper places; that the scales are wiped out or dusted when you are through using them, and that every act you perform is finished when you leave it. If you are naturally careless about your appearance, and have been careless and untidy about putting up your clothes at home, you will find that these same habits will have clung to you in a marked degree. They must be overcome or you will be worthless. Be *en rapport* with your occupation. You never can be truly successful if you have no liking for your chosen calling. It is impossible for a person to throw the zeal and ardor which is requisite into a business for which he has no liking. You will become a mere automaton doing a sort of perfunctory work, which will give you no enthusiasm, and be unsatisfactory to your employer. Do not be afraid to practice self-denial. Things may be required of you which may be a little annoying, and perhaps grievous, but bear all patiently, for they will be appreciated and remunerated in time. In most all stores the clerks have a certain night or nights off. If your employer desires some special work at such time, be ready to accommodate him and show no displeasure thereat. Never be indifferent to your employer's success; eternal vigilance is the price of success, and if you are a drone in the hive, rest assured it is but a short time before the working bees will sting you to death and roll you outside. Never seem to be officious among your fellow clerks. It is a sign of bad breeding to depreciate or look down upon a person in a station a little below yours. Encourage such a one by compliments as to the manner his work is done, and show him the proper method of doing the work intrusted to him. Encourage him by the assurance that faithfulness in any position soon leads to preferment. Use every effort to lift up every fellow-clerk with whom you are brought into contact. By doing this you will secure a warm ally who will do anything in his power to assist you. The detail of the work it is not necessary to enter into. I am now only dealing on general principles, moral and elevating in their tendencies, which must be possessed by a clerk in order to foster a feeling of reciprocity on the part of the proprietors.

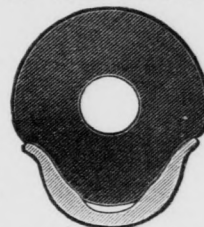
GRAND RAPIDS CYCLE COMPANY.

SECTIONAL VIEW OF OUR CUSHION TIRE, AS ADAPTED TO ANY WHEEL OF 7-8 INCH RIMS.

A GREAT SUCCESS

Are Continually Behind on orders for our

Cushion Tired Clippers.



Solid Tired
CLIPPERS

On Hand for Immediate Shipment.

Clipper Safeties, [solid tire] List price, **\$90.00**

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

GRAND RAPIDS CYCLE CO.,

Send for Catalogue.

Erie St., Grand Rapids, Mich.

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

SEND FOR SAMPLE!

THE TRADESMAN COMPANY

GRAND RAPIDS, MICH.

Grand Rapids Storage & Transfer Co., Limited.

Winter St., between Shawmut Ave. and W. Fulton St.,

GRAND RAPIDS, MICH.

General Warehousemen and Transfer Agents.

COLD STORAGE FOR BUTTER, EGGS, CHEESE, FRUITS, AND ALL KINDS OF PERISHABLES.

Dealers and Jobbers in Mowers, Binders Twine, Threshers, Engines, Straw Stackers, Drills, Rakes, Tedders, Cultivators, Plows, Pumps, Carts, Wagons, Buggies, Wind Mills and Machine and Plow repairs, Etc.

Telephone No. 945.

J. Y. F. BLAKE, Sup't.

SHOE DEALERS' BEST "AD."



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

HIRTH & KRAUSE,

12 AND 14 LYON STREET,

GRAND RAPIDS, MICH.

AMONG THE TRADE.

AROUND THE STATE.

Addison—H. P. Hood has sold his meat business to E. S. Lapham.

Dushville—P. Allyn succeeds Caleb Bundy & Co. in general trade.

Sturgis—Albert Wait has sold his grocery stock to B. F. Coddling.

Mount Morris—Herbert A. Hitchcock has removed his drug stock to Detroit.

West Bay City—Wm. H. Lennon is succeeded by Dunn & Connelly in the variety store business.

Morley—T. M. Lander has purchased the produce business of J. E. Thurkow and will continue the business.

Mancelona—C. F. Walden has moved his stock of groceries and boots and shoes from Antrim to Leroy, where he will resume business.

Detroit—C. A. Miller & Co. have filed a chattel mortgage in the sum of \$5,024.58 on their groceries and wines at 36 Cadillac square. It runs to C. H. Mitchell.

Muskegon—N. N. Miller & Co. have purchased the A. A. H. Echemann drug stock and will carry on the business at the corner of Terrace and Walton streets.

MANUFACTURING MATTERS.

Rondo—F. D. Clark has sold his shingle mill to Peterson & Courier, who are running the same to its full capacity.

Bay City—J. B. McRae finished his logging operations near St. Helen last week. He put in 1,100,000 feet, and sold and shipped it all by rail to Bay City.

St. Ignace—The Mackinaw Lumber Co. has not yet settled its differences with J. B. Kanouse, of Bay City, and the mill will probably not be operated this season.

Linwood—P. L. Sherman & Co., manufacturers of lumber, heading and staves, and general dealers, have merged their business into a stock company under the style of the P. L. Sherman Co. The capital stock of the corporation is \$15,000.

Saginaw—Wagar & Pfeifer shipped 5,000,000 shingles during May, mostly from Gladwin, and purchased as many more. They also moved their shingle mill from Gladwin to Taft, Iosco county, where they have stock for a three years' run.

Detroit—Louis Kuttner, A. G. Boynton, A. A. Boutelle, Robert McKinstry, and others have incorporated the Lake Superior Graphite Co., with a capital of \$500,000, of which \$93,073.50 is paid in. The company will carry on mining operations in Baraga county.

Alpena—The Minor Lumber Co. will receive 1,500,000 feet of logs from Georgian bay, and a raft of 800,000 feet is now on the way over. About 1,500,000 feet will also be towed down from the Ocqueoc river to be manufactured at the Minor company's mill.

Saginaw—The Crescent Land Company (Limited) has been organized here with a capital stock of \$250,000. The officers are: President, J. Seligman; Secretary, R. B. McKnight; Treasurer, T. F. Thompson, all of this city. The company owns 300,000,000 feet of timber in Mississippi.

Bay City—The suit brought by H. W. Sage & Co. against the Oscoda Boom Co. resulted in a disagreement of the jury. The case lasted two weeks, and was tried in the United States Court here. Sage & Co.'s claim was for \$12,000 for shortage on logs; that is, according to their scale, they put into the Au Sable river \$12,000 worth of logs more than the boom company delivered.

GONE BEYOND.

Death of the Veteran Traverse City Merchant.

Smith Barnes, Secretary, Treasurer and General Manager of the Hannah & Lay Mercantile Co., at Traverse City, died at his home in Traverse City last Friday morning and was buried at Mountain Home cemetery, at Kalamazoo, Sunday afternoon.

BIOGRAPHICAL.

THE TRADESMAN greatly regrets that its available data concerning Mr. Barnes' life is meager. He was born in New York State July 8, 1827, and at an early age came to Michigan with his family, locating at Milford, Oakland county. At the age of 15 years he went behind the counter as a clerk in a country store, subsequently taking a position in a dry goods and millinery house at Detroit, whence he removed to Port Huron, where he was identified for fourteen years with the largest general store there, first as foreman and afterwards as buyer and manager. About this time he formed the acquaintance of Hon. Perry Hannah, whose firm—Hannah, Lay & Co.—had previously engaged in general trade at Traverse City and who needed a competent manager to attend to the store, as Mr. Hannah's energies were mainly devoted to the lumber business. The position was offered Mr. Barnes on the basis of a third interest in the net profits, and for the next twenty-five years this arrangement was continued to the satisfaction of all concerned. Under the energetic management of Mr. Barnes, the business was enlarged from a single store to a series of stores, each containing a complete line of goods. In 1882 the business had grown to such dimensions that a new building was deemed necessary and the construction of the enormous store now occupied by the house was begun. It is three stories in height, comprising six separate stories, covering two acres of floor space. When the business was removed to this building, the partnership arrangement with Mr. Barnes was dissolved and the business was merged into a stock company under the style of the Hannah & Lay Mercantile Co. The paid in capital stock was \$300,000, of which Mr. Barnes held \$50,000, becoming at the same time a director of the corporation, as well as General Manager of the entire mercantile business. Under his watchful eye, the business was thoroughly systematized, each store being placed in charge of a competent manager, who was held responsible for the success of his department, although Mr. Barnes was consulted on all round orders and on matters involving any deviation from the well-defined rules laid down by the head of the institution.

Mr. Barnes was married before he went to Traverse City and two children came to grace his home. Both died in infancy, however, and were buried in the same cemetery which now contains his remains. His wife died in 1870 and was also buried at Kalamazoo. In 1871 Mr. Barnes married Miss Catharine Clark, who survives him.

CHARACTER OF THE DECEASED.

No one who was not intimately acquainted with the deceased is competent to speak of the many good qualities of Mr. Barnes, both head and heart. Thoroughly attentive to business and conversant with every detail, in social life he was essentially a recluse, his wife, his

books and a few close friends being the sum of his happiness. Becoming a resident of Traverse City in its infancy, he left his impress on many of the institutions of the town and, while others frequently differed with him in matters of opinion and expediency, they never questioned his motives or believed him other than sincere. In any undertaking, opposition never discouraged him, as he never entered upon a work until satisfied that he was right. Broad in his views and wide in the scope of his operations, he, nevertheless, found ample time to look after the little things of life, acts of kindness and charity being uppermost in his mind at all times. He took a lively personal interest in everyone associated with him in business, from cash boy to cashier, and his many acts of kindness and the good advice he was always ready to offer will never be forgotten. To the employees of the institution over which he presided, his loss will be like that of a father.

THE FUNERAL AND BURIAL.

The wonderful system which characterized the life of the deceased is shown in the minute instructions he left to Mr. Hannah regarding the conduct of his funeral. He wished it to be as quiet and unostentatious as his life had been. No crape was placed on the house of the dead, flowers taking the place of the somber emblem of death. The funeral was held at 8 o'clock Sunday morning, at the home of the deceased, the casket being almost buried in floral emblems. An opportunity was given the friends to view the remains, when the body was conveyed to the train, accompanied by thousands of citizens. A special train conveyed the remains to Kalamazoo, accompanied by Julius Hannah, Herbert Montague, John Fowle, Jr., C. B. Atwood, John Smith and Frank Kubeck, where sympathetic friends assisted the pall bearers in conveying the remains to their final resting place.

Purely Personal.

Edward Telfer has begun work on the superstructure of his residence at North Park.

Arthur L. Haight, manager of the Heffernan drug store at Baldwin, was in town over Sunday.

Heman G. Barlow writes his associates at the Olney & Judson Grocer Co.'s that he will be home Saturday.

Chas. E. Olney leaves about July 10 for Thompson, Conn., where he will spend the summer. He will be accompanied by his family.

C. H. La Flamboy, who has been compelled to quit the road by the failure of Boise & Lewis, at McBride, is succeeded by Carl Rench as traveling salesman for the Hanselman Candy Co.

Milton Reeder, of the firm of Geo. H. Reeder & Co., who has been ill with typhoid fever at Ovid for four weeks past, is recovering. He expects to be able to return to his duties here in about a week.

Thos. Heffernan, the Baldwin druggist, who has been spending several weeks at his old home in Ireland, sailed from Queenstown last Wednesday on the *Teutonic*. He is disgusted with the Irish climate, having enjoyed rain and fog all the time he was gone.

Decline in Illuminating Oil.

The Standard Oil Co. announces a decline of $\frac{1}{4}$ c a gallon in all grades of illuminating oil and $\frac{1}{2}$ c on gasoline.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

A SNAP FOR SOMEONE—THE BANKRUPT STOCK of hardware of W. B. Smith, "Banker" together with a three years' lease of building in the best town in Northern Michigan. Stock new, clean and complete in every respect. Must be sold. For terms address J. L. Morrice, Trustee, Harbor Springs, Mich. 264

FOR SALE—THE ONLY DRUG STORE IN A TOWN of 700 inhabitants with a rich farming country around it. Three physicians. Nearest opposition nine miles. Daily sales, \$14; stock, \$2,200. Will sell at inventory No trade. Address Box 120, Belleville, Mich. 267

FOR SALE—NICE CLEAN STOCK OF DRY GOODS and boots and shoes in the village of Alma, Gratiot Co., Mich. Good cash business established. Invoice \$7,000. Address A. E. Putnam, Milan, Mich. 265

DRUG STOCK—NEAT AND ATTRACTIVE, AND NEW hardware fixtures. Excellent location on best retail street in Grand Rapids. Expenses very light and trade steadily increasing. Low inventory, just completed, \$2,600. On account of failing health, will sell at invoice or for \$2,400 cash, if sold by March 15. Otherwise will hold it as an investment. A genuine bargain. Personal investigation solicited. Address "F.," care Hazeltine Perkins Drug Co. City. 197

FOR SALE—HALF INTEREST IN A GENERAL stock located in a thriving town. Capital necessary, about \$1,200. Address No. 241, care Michigan Tradesman. 259

FOR SALE—CLEAN GROCERY STOCK INVENTORYING \$2,500 to \$3,000; located in a lively city in Northern Michigan. Annual sales, \$50,000. Good reasons for selling. Address No. 259, care Michigan Tradesman. 259

FOR SALE—GROCERY AND CROCKERY STOCK and fixtures, with good established trade. Address lock box 43, Litchfield, Mich. 270

FOR SALE OR EXCHANGE—FOR CLEAN STOCK of groceries, 30 horse power sawmill, almost new, located in finest hardwood belt in Northern Michigan. Address W. A. Partridge, Kondo, Mich. 269

FOR SALE—STORE BUILDING AND GENERAL stock. Inventory about \$3,000. Will sell building alone if preferred. Industries: sawmill, shingle mill and lumbering. Reason for selling, other business to attend to. Address F. J. Hargrave & Co., Ewen, Ontonagon county, Mich. 268

FOR SALE—WELL-SELECTED DRUG STOCK, INVENTORYING about \$1,200, situated in good country town of 600 people. Reason for selling, proprietor has other 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

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 M. 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—POSITION AS A PRESCRIPTION OR general clerk in drug store by a competent pharmacist. Good references given. Address No. 271, care Michigan Tradesman. 271

WANTED—BY YOUNG MAN, SITUATION AS BOOK-keeper, assistant book-keeper or collector. Rest 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. 255, care Michigan Tradesman. 255

FOR SALE—CHEAP FOR CASH—ONE CHEESE SAFE a set of black walnut drawers, cased and labeled fit for any drug store; oil tanks with faucet; small stock of jewelry and trays. W. R. Mandigo, Sherwood, Mich. 266

WANTED—FIVE SALESMEN BY THE GEORGE D. Hawkins Medicine Co. (Manufacturers and wholesale dealers in Hawkins Great Specific Cure) 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

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.

GRAND RAPIDS GOSSIP.

Chas. A. Bonsor & Co. have engaged in the produce commission business at 54 Lyon street.

Geo. M. Bentham has opened a grocery store at 75 Clancy street. The Lemon & Wheeler Company furnished the stock.

White & Perry have leased one half of the store at 8 South Ionia street, occupied by W. H. Downs with his notion stock, and have removed their stock to that location.

W. F. Warner and James Farnsworth have formed a copartnership under the style of Warner & Farnsworth and embarked in the commission business at 84 South Division street.

The late Smith Barnes, of Traverse City, was a stockholder in three Grand Rapids institutions—the Widdicombe Furniture Co., the Grand Rapids School Furniture Co. and the Grand Rapids Fire Insurance Co.

T. F. Donahoe, who recently assigned his grocery stock at Ishpeming to Jno. B. Tibor, who is also engaged in the grocery business at that place, was in town Monday for the purpose of securing a settlement with his creditors on the basis of 20 cents on the dollar. All the Chicago creditors agreed to compromise their claims on that basis.

John Damstra, grocer at 27 North Waterloo street, has uttered a chattel mortgage on his stock, fixtures, horse and buggy to Edward Telfer as trustee for the following creditors: Telfer Spice Co., \$78.47; Olney & Judson Grocer Co., \$84.63; Hawkins & Company, \$22.52; A. Katt, Zeeland, \$100. The mortgage is given as a preliminary step to the retirement from business.

The Grand Rapids Cycle Co. has purchased a lot at the corner of South Front street and Butterworth avenue and will shortly begin the construction of a two-story brick building, 45x90 feet in dimensions, with a wing, 30x30 feet in dimensions. The plans are now in the hands of the architects, the company expecting to be able to occupy its new quarters by Oct. 1.

Gripsack Brigade

S. H. Hart, the beau ideal paint salesman, is in town for a few days.

Frank E. Chase has begun to pine for the salt air of Cape Cod Bay and will leave for that region about July 1.

Chas. S. Brooks has purchased the handsome residence at 318 Bradburn street and has already taken possession.

John C. Utman has begun the erection of a new house on the west side of South Union street, between Logan and Mills streets.

A. B. Hirth is laying off this week for the purpose of nursing a bilious attack. His route down the West Michigan and through Northern Indiana is being covered in the meantime by G. A. Krause.

"I visit a good many lively towns," remarked Fred Blake the other day, "but I think Hopkins Station buys and ships more goods, in proportion to population, than any other town in the State."

W. L. Freeman and W. F. Blake have arranged to send their families to the White Lake resort on July 3. They will remain there during the season, the male members of the families spending Sundays at the resort.

B. F. Emery denies that he proposes to embark in the wholesale grocery business at Colorado Springs, as was stated by the Whitehall Forum. He says he is undecided whether to stay in Michigan or accept a position offered him by a wholesale grocer at Colorado Springs.

On account of the Fountain street park being used by the league clubs, Saturday afternoon, the contest between the cohorts marshalled by Happy Hi. Robertson and "Had" Beecher was postponed one week. Several hundred spectators who assembled to see the boys play were much disappointed to find that only a league game was in progress.

President Robertson requests THE TRADESMAN to call a meeting of the members of the Grand Rapids Traveling Men's Association, at the Morton House Sunday noon, June 28, at which time the committees on club rooms and entertainment of the Detroit boys will be prepared to make their reports. Every member is requested to be present and every committeeman is commanded to put in an appearance.

The Odd Cent.

Grocer—Petter you try some dis fine Limburger. Only 26 cents a pound.

Wickwire—Why don't you make the price an even quarter? Why not knock off that extra cent?

Grocer—Vy, my friendt, dot extra scent is vot makes it sell.

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.

It is stated that the Illinois Central Rail way has determined to build a fleet of large ocean steamships for passenger and freight service to run between New Orleans and South American ports, both on the Atlantic and Pacific oceans. The plan is to make Chicago a distributing point both for South American products and as a shipping point for American products South.

F. J. Parker & Co. are out with a new wagon.

A. D. SPANGLER & CO.,
GENERAL

Commission Merchants

And Wholesale Dealers in

Fruits and Produce.

We solicit correspondence with both buyers and sellers of all kinds of fruits, berries and produce.

SAGINAW, E. Side, MICH.

Wayne County Savings Bank, Detroit, Mich.

\$500,000 TO INVEST IN BONDS

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

How to Keep a Store.

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

THE TRADESMAN COMPANY,
Grand Rapids.

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.

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 **WOOLSON SPICE CO.**

KANSAS CITY, MO. **TOLEDO, O.**

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

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

Bolts Wanted!

I want 500 to 1,000 cords of Poplar Excelsior 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.



GEO. M. SMITH SAFE CO.,

DEALERS IN

FIRE AND BURGLAR PROOF

- SAFES -

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

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

OFFICE AND SALESROOM:

157 and 160 Ottawa St.

Tel. 1173.

GRAND RAPIDS.

Send Your Standing Orders to Us for
Cherries, Strawberries, Vegetables, New Southern Potatoes
ONIONS, CABBAGES, ETC.

We look for liberal receipts this week.

WHOLESALE:
Fruits, Seeds, Beans and Produce.

MOSELEY BROS.,

26, 28, 30 and 32 Ottawa St.,

GRAND RAPIDS.

Coupon Books

Buy of the Largest Manufacturers in the Country and Save Money.

The Tradesman Company, Grand Rapids

Suggestions About Ordering Goods.

1. Write only on one side of the paper. The other side is apt to be neglected, and it is inconvenient for reference after the order is filed away.

2. Do not mention a remittance and order goods on the same sheet of paper. The remittance goes to the cashier, and the statement that you sent it should accompany it to insure you getting credit for the amount. The order will go to the order clerk.

3. Do not send an order and complaint about a former bill of goods or a claim on the same paper. The complaint must go to the claim clerk for adjustment, while the other goes to the order clerk. Write on separate sheets of paper.

4. It is better not to write part of your order and then introduce some subject foreign to the order on the same sheet. The stock clerk who is getting out your order has no interest in your remarks which do not refer directly to the order before him.

5. Not signing orders is more common than any one would suppose. It leads to much annoyance and delay. Even if you have a printed letter head with your name and business on it, it is no proof that you send the order unless you put your name on it.

6. Stamp the envelope; the neglect of this often sends the letter to Washington. D. C., instead of its proper destination.

7. Write plainly. Do not crowd what you have to say, but take another sheet of paper to finish.

8. Give full particulars concerning the article, so that no mistake will be made.

9. After the shipper delivers goods to the transportation company, and takes their receipt for them in good condition, their responsibility ceases, so if they do not reach you, please make your claim against the transportation company, for they cannot do anything from their end of the line. Claims must be made from point of destination.

HEADQUARTERS FOR

Brilliant Colored Fireworks

Flags, Lanterns,

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

4th of July

Goods and Exhibitions

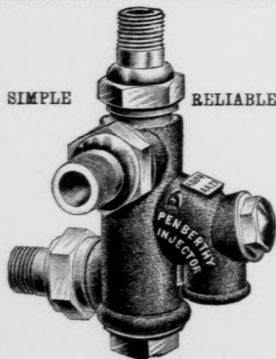
Supplied on short notice. Send for price list.
The most complete assortment in Michigan.

FRED BRUNDAGE,

21, 23, 25 & 27 Terrace St.,

MUSKEGON, - - - MICH.

PENBERTHY INJECTORS.



The Most Perfect Automatic Injector
Made.

42,000 in actual operation. Manufactured by

PENBERTHY INJECTOR CO.,
DETROIT, MICH.

Dry Goods Price Current.

UNBLEACHED COTTONS.	
Adriatic	6 1/2
Argyle	6 1/2
Atlanta A.A.	6 1/2
Atlantic A.	7
" H.	6 1/2
" P.	6 1/2
" D.	6 1/2
" LL.	5 1/2
Amory	7
Archer Bunting	4
Beaver Dam A.A.	5 1/2
Blackstone O. 32	5
Black Crow	7
Black Rock	7 1/2
Boot, A.L.	7 1/2
Capital A.	5 1/2
Cavanat V.	5 1/2
Chapman cheese cl.	3 1/2
Clifton C.R.	5 1/2
Comet	6 1/2
Dwight Star	7 1/2
Clifton C.C.C.	6 1/2
BLEACHED COTTONS.	
A B C	8 1/2
Amazon	8
Amsburg	7
Art Cambric	10
Blackstone A.A.	4 1/2
Beats All	4 1/2
Boston	12
Cabot	7 1/2
Cabot, %	6 1/2
Charter Oak	5 1/2
Conway W.	7 1/2
Cleveland	7 1/2
Dwight Anchor	8 1/2
Edwards	8 1/2
Empire	6 1/2
Farwell	7 1/2
Fruit of the Loom	7 1/2
Fitchville	7
First Prize	6 1/2
Fruit of the Loom %	6 1/2
Fairmount	4 1/2
Full Value	6 1/2
HALF BLEACHED COTTONS.	
Cabot	7 1/2
Farwell	7 1/2
UNBLEACHED CANTON FLANNEL.	
Tremont N.	5 1/2
Hamilton N.	6 1/2
" L.	7
Middlesex AT.	8
" X.	9
" No. 25.	9
BLEACHED CANTON FLANNEL.	
Hamilton N.	7 1/2
Middlesex P. T.	9
" A. T.	9
" X. A.	9
" X. F.	10 1/2
CARPET WARP.	
Peerless, white	18
" colored	20 1/2
Integrity	18 1/2
DRESS GOODS.	
Hamilton	8
" "	10 1/2
G G Cashmere	21
Nameless	16
" "	18
CORSETS.	
Coralline	80 50
Schilling's	9 00
CORSET JEANS.	
Armory	6 1/2
Androscoggin	7 1/2
Biddeford	6
Brunswick	6 1/2
PRINTS.	
Allen turkey reds	5 1/2
" robes	5 1/2
" pink & purple	6 1/2
" buffs	6
" pink checks	5 1/2
" staples	5 1/2
" shirtings	4 1/2
American fancy	5 1/2
American indigo	5 1/2
American shirtings	4 1/2
Argentine Grays	6
Anchor Shirtings	4 1/2
Arnold	6 1/2
Arnold Merino	6
" long cloth B.	10 1/2
" C.	8 1/2
" century cloth	7
" gold seal	10 1/2
" green seal TR	10 1/2
" yellow seal	10 1/2
" serge	11 1/2
" Turkey red	10 1/2
Ballou solid black	5
" colors	5 1/2
Bengal blue, green,	5 1/2
red and orange	5 1/2
Berlin solids	5 1/2
" oil blue	6 1/2
" green	6 1/2
" Foulards	5 1/2
" red	9 1/2
" 4.	10
" 3-4 XXXX	12
Cochecho fancy	6
" madders	6
" XX twills	5 1/2
" solids	5 1/2
TICKINGS.	
Amoskeag A C A	13
Hamilton N.	7 1/2
" D.	8 1/2
" Awning	11
Farmer	8
First Prize	11 1/2
Lenox Mills	18
COTTON DRILL.	
Atlanta, D.	6 1/2
Boot	6 1/2
Clifton, K.	7 1/2
SATINES.	
Simpson	20
" "	18
" "	16
Cochecho	10 1/2

DEMINS.	
Amoskeag	12 1/2
" 9 oz.	14 1/2
Andover	13 1/2
Beaver Creek A.A.	10
" BB.	9
" CC.	10
Boston Mfg Co. br.	7
" blue 8 1/2	8 1/2
" d & twist 10 1/2	10 1/2
Columbian XXX br.	10
" XXX bl.	19
GINGHAMS.	
Amoskeag	7 1/2
" Persian dress 8 1/2	8 1/2
" Canton	8 1/2
" AFC.	12 1/2
Arlington staple	6 1/2
Arasapha fancy	4 1/2
Bates Warwick dres	8 1/2
" staples	6 1/2
Centennial	10 1/2
Criterion	10 1/2
Cumberland staple	5 1/2
Cumberland	5
Essex	4 1/2
Elfin	4 1/2
Everett classics	8 1/2
Exposition	7 1/2
Glenarrie	6 1/2
Glenarven	6 1/2
Glenwood	7 1/2
Hampton	6 1/2
Johnson Chalou cl	1 1/2
" indigo blue 9 1/2	9 1/2
" zephyrs	16
Lancaster, staple	6 1/2
York	6 1/2
GRAIN BAGS.	
Amoskeag	16 1/2
Stark	20
American	16 1/2
THREADS.	
Clark's Mile End.	45
Coats, J. & P.	45
Holyoke	22 1/2
KNITTING COTTON.	
No. 6	33
" 8	34
" 10	35
" 12	36
No. 14	37
" 16	38
" 18	39
" 20	40
No. 22	41
No. 24	42
No. 26	43
No. 28	44
No. 30	45
CAMBRICS.	
Slater	4
White Star	4
Kid Glove	4
Newmarket	4
Edwards	4
RED FLANNEL.	
Fireman	32 1/2
Credmore	27 1/2
Talbot XXX	30
Nameless	27 1/2
MIXED FLANNEL.	
Red & Blue, plaid	40
Union R.	22 1/2
Windsor	18 1/2
6 oz Western	21
Union B.	22 1/2
DOMEST FLANNEL.	
Nameless	8 @ 9 1/2
" 8 1/2 @ 10	12 1/2
CANVASS AND PADDING.	
Slate	9 1/2
" 9 1/2	9 1/2
" 10 1/2	10 1/2
" 11 1/2	11 1/2
" 12 1/2	12 1/2
DUCKS.	
Severin, 8 oz.	9 1/2
Mayland, 8 oz.	10 1/2
Greenwood, 7 1/2 oz.	9 1/2
Greenwood, 8 oz.	11 1/2
WADDINGS.	
White, doz.	25
Colored, doz.	20
SILKES.	
Slater, Iron Cross	8
" Red Cross	9
" Best	10 1/2
" Best A.A.	12 1/2
SEWING SILK.	
Corticelli, doz.	75
twist, doz.	37 1/2
50 yd. doz.	37 1/2
HOOKS AND EYES—PER GROSS.	
No 1 Bl'k & White	10
" 2	12
" 3	12
No 2-20, M C	45
" 3-18, S C	45
COTTON TAPE.	
No 2 White & Bl'k	12
" 4	15
" 6	18
SAFETY PINS.	
No 2	28
No 3	36
NEEDLES—PER M.	
A. James	1 50
Crowley's	1 35
Marshall's	1 00
TABLE OIL CLOTH.	
5-4	2 25
" 4-4	2 25
" 3-4	2 25
" 2-4	2 25
COTTON TWINES.	
Cotton Sail Twine	28
Crown	12
Domestic	18 1/2
Anchor	16
Bristol	13
Cherry Valley	15
I X L	13
PLAID OSNABURGS.	
Alabama	6 1/2
Alamance	6 1/2
Augusta	7 1/2
Ar sapha	6
Georgia	6 1/2
Granite	5 1/2
Haw River	5
Haw J.	5
Mount Pleasant	6 1/2
Onida	5
Pymont	5 1/2
Randelman	5
Riverside	5 1/2
Sibley A.	6 1/2
Toledo	6

J. & P. COATS'



BEST

SIX-CORD

Spool Cotton

IN

WHITE, BLACK AND COLORS,

FOR

Hand and Machine Use.

FOR SALE BY

P. STEKETEE & SONS.

Spring Season 1891.

If You desire to sell

Carpets by Sample

Send for

Circular and Price List.

Smith & Sanford,

GRAND RAPIDS.

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of Staple and Fancy

DRY GOODS,

NOTIONS,

CARPETS,

CURTAINS.

Manufacturers of

Shirts, Pants, Overalls, Etc.

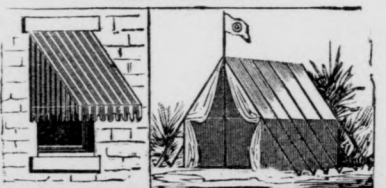
Elegant Spring Line of Prints, Ginghams, Toile Du Nord, Challies, White and Black Goods, Percaloes, Sateens, Serges, Pants Cloth, Cottonades and Hosiery now ready for inspection.

Chicago and Detroit Prices Guaranteed.

48, 50 and 52 Ottawa St.

GRAND RAPIDS, - - - MICH.

AWNINGS AND TENTS.



Flags, Horse and Wagon Covers, Seat Shades, Large Umbrellas, Oiled Clothing, Wide Cotton Ducks, etc. Send for Illustrated Catalogue.

CHAS. A. COYE, 11 Pearl Street.
Telephone 106.

Sisal, ¼ inch and larger	8
Manilla.....	1½
Steel and Iron.....	75
Try and Bevels.....	60
Mitre.....	20
SHEET IRON.	
Nos. 10 to 14.....	Com. Smooth. Com.
Nos. 15 to 17.....	\$4 20 \$3 20
Nos. 18 to 21.....	4 20 3 20
Nos. 22 to 24.....	4 20 3 20
Nos. 25 to 26.....	4 40 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.
SASH CORD.	
Silver Lake, White A.....	llat
" " Drab A.....	" 5
" " White B.....	" 5
" " Drab B.....	" 5
" " White C.....	" 3
Discount, 10.....	
SASH WEIGHTS.	
Solid Eyes.....	per ton \$2
" " Hand.....	dis.
" Silver Steel Dia. X Cuts, per foot.....	2
" Special Steel Dex X Cuts, per foot.....	70
" Special Steel Dia. X Cuts, per foot.....	70
" Champion and Electric Tooth X Cuts, per foot.....	3
TRAPS.	
Steel, Game.....	.60¢
Oneida Community, Newhouse's.....	3
Oneida Community, Hawley & Norton's.....	7
Mouse, choker.....	.18c per doz
Mouse, delusion.....	\$1.50 per doz
WIRE.	
Bright Market.....	dis.
Annealed Market.....	70—1
Coppered Market.....	60
Tinned Market.....	62½
Coppered Spring Steel.....	5
Barbed Fence, galvanized.....	3 4
" painted.....	2 8
HORSE NAILS.	
Au Sable.....	dis. 25 & 100 25 & 100
Putnam.....	dis. 10¢
Northwestern.....	dis. 10¢
WRENCHES.	
Baxter's Adjustable, nickleed.....	3
Coe's Genuine.....	5
Coe's Patent Agricultural, wrought.....	7
Coe's Patent, malleable.....	75 & 1
MISCELLANEOUS.	
Bird Cages.....	5
Pumps, Cistern.....	70 & 1
Screws, New List.....	70 & 1
Castors, Bed d Plate.....	50 & 10¢
Dampers, American.....	6
Forks, hoes, rakes and all steel goods.....	6
METALS.	
PIG TIN.	
Pig Large.....	26
Pig Bars.....	28
ZINC.	
Duty: Sheet, 3¼c per pound.....	
600 pound casks.....	63
Per pound.....	
SOLDER.	
¾@¾.....	1
Extra Wiping.....	1
The prices of the many other qualities solder in the market indicated by private brand vary according to composition.	
ANTIMONY	
Cookson.....	per pound 16
Hallett's.....	" 13
TIN—MELYN GRADE.	
10x14 IC, Charcoal.....	7 ½
14x20 IC, ".....	9
10x14 IX, ".....	9 ½
14x20 IX, ".....	9 ½
Each additional X on this grade, \$1.75.	
TIN—ALLAWAY GRADE.	
10x14 IC, Charcoal.....	6 ½
14x20 IC, ".....	6 ½
10x14 IX, ".....	8
14x20 IX, ".....	8
Each additional X on this grade \$1.50.	
ROOFING PLATES	
14x20 IC, " Worcester.....	6
14x20 IX, " ".....	6
30x28 IC, " ".....	13
30x28 IX, " Allaway Grade.....	5
14x20 IC, " ".....	7
20x28 IC, " ".....	12
20x28 IX, " ".....	15
BOILER SIZE TIN PLATE.	
14x28 IX.....	\$14
14x31 IX.....	15
14x36 IX, for No. 8 Boilers, } per pound....	10
14x40 IX, " " ".....	

Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

Subscription Price, One Dollar per year, payable strictly in advance.
Advertising Rates made known on application.
Publication Office, 100 Louis St.

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, JUNE 24, 1891.

A USELESS CONFLICT.

A man in a tub was being slowly drawn from the bottom of a deep well, when the men at the top, working the windlass, suddenly stopped. "Haul me up!" cried the man, "or I'll cut the rope!" This correctly illustrates the relation between capital and labor, and it matters not which of the interests you place in the tub, or at the windlass. To stop the work is to cut the rope. Work at the windlass, for the capitalist in the tub, will bring him to the top, to pay for the labor done, and to continue the work until water is reached. Stop the work, or cut the rope, and capital is destroyed while labor starves. Outside of forced conditions, and removed from the rant of demagogues, there is no conflict between capital and labor. Neither of these commodities is worth anything, until brought into contact with the other. A capitalist may sit down on a pile of gold as large as Pike's Peak, and starve to death, and the muscle and brain of millions of laborers are useless when unemployed; but let labor bring bread to the starving capitalist, astride his pile of gold, and get in return a portion of that gold, and both are profited by the transaction, each having benefited the other by supplying a want.

Human existence is cast on the plane of labor. Ever since the father of our race failed to appreciate the idle life and luxurious surrounding of Eden, and was cast out, followed by the unalterable decree, "In the sweat of thy face shalt thou eat bread," man has existed by effort, in his lowest or most exalted condition. Primarily the sources of supply coming out of the earth, agriculture being the base of supplies for animal existence, and the animal, vegetable, and mineral kingdoms, in combination, are the lines worked for life perpetuation—the air we breathe and the water we drink being more common surroundings; yet all contingent in some degree on effort—work.

Human existence is also cast on the plane of want. From start to finish man is never free from it. Want divides itself into two grand divisions, necessary and imaginary. These so lace and interlace that it is difficult to tell where one leaves off and the other commences, but the extremes can be seen in outline. Necessity has few wants; artificial life many. We could live a long time—some of us longer that way than any other—on bread and water, but we don't. We could go almost entirely without clothing in some climates and some seasons, but we don't. To limit the functions of want to the duty of supplying in smallest possible quantity and cheapest possible quality the mere necessities of life is to deprive human existence of all proper incentives to material betterments and intellectual developments.

This theory would rob the race of all love of the beautiful in personal or home adornments, and place us speedily in the primitive condition of dwellers in caves and huts; with scanty clothing or none at all; with coarse face and coarser manners.

We instinctively shrink from such a picture, and gladly turn to the better, brighter and more hopeful conditions of life. Labor, rightly considered, teaches no such gloomy doctrines, leads to no such results. Labor holds the high table-land between degrading stinginess on one hand and wasteful extravagance on the other. It does not mean that you shall buy nothing—consume nothing. This point is never reached until you are in the hands of the undertaker. To want something, to always want something, is co-existent with life itself. What is capital? A day's work done. What is labor? A day's work to do. All the logic and speculation of all the theorists of all the schools can never change these propositions or remove them from the domain of rock-rooted facts.

In its normal condition the whole world is a market, and human want, real or imaginary, the stimulating occasion for traffic. The buyers and sellers take their places on the line, in proportion as their day's work (capital) is done, or their day's work (labor) is to do. "I want to purchase labor," cries the capitalist. "I have labor to sell," says the laborer, and thus the two are brought together in easy and proper relations, when all the antecedents and surroundings are natural, and, like water seeking its own level, the laws of supply and demand regulate the relation between them, a commodity called money being used to balance up the difference in value.

But the trouble now so prominent arises from forced and unnatural conditions. Combinations of labor have been formed to force the price of labor up. Combinations of capital have been formed to meet these demands and hold the price of labor down. Both combinations have ignored the laws of supply and demand, and out of these conditions has come all the friction, clashing, strikes, boycotts and lock-outs with which of late we have become so familiar. Both sides have learned many severe lessons during the past half dozen years, but the outcome is not clear even now, as neither side has come to look the situation squarely in the face. Employers have not yet come to realize that, while the underlying principle of the labor organizations is self-protection, communism and anarchy lie near the surface, ready to take a hand in a desperate struggle at a moment's notice, inaugurating the destruction of life and property and the violation of every law, human and divine. On the other hand, laboring men have not yet learned that more results can be wrung from capital by co-operation than by coercion, and that any act which strikes at the pocket-book or individual liberty of any man reacts in inverse ratio on the person who seeks to advance himself at the expense of others. Until these lessons are learned, as they must be, sooner or later; until capital ceases to be arrogant and unjustly severe; until the laborer begins to think for himself and refuses to be led around by the venal demagogues who are permitted to rule most of the labor organizations of the country—the land of freedom will be free only in name and the strike and boycott will continue

to stalk forth, leaving its bloody trail of communism, insurrection, incendiarism and murder.

WHERE DID COLUMBUS LAND?

The approach of the Columbian Exposition gives renewed interest to the never settled question as to the precise landing spot of the great explorer. It is not enough for many to know the approximate vicinity, they want to know the exact spot. To discover this a United States expedition has been engaged in examining the ancient ruins of the city of Isabella and the adjoining territory of San Domingo, and, to make assurance doubly sure, the *Chicago Herald* has sent out a private expedition with a "correspondent," who, no doubt, will set all doubts forever at rest—in his own mind.

The first land touched by the great discoverer, he describes as an island, "small, level, with abundance of water and a very large lagoon in the middle." It was evidently in the Bahama group. Many writers have settled on Cat Island as the first land. Alexander Slidell Mackenzie, an officer of the United States navy, worked out the problem in detail in 1828-29 for Washington Irving, who adopted Mackenzie's conclusions in his "Life of Columbus." Cat Island was the objective point. Later, Watling's Island, Samana Key and others of the Bahama group have been chosen according as they seemed to suit the purposes of the various theorists.

There is nothing new in this particular line of enquiry. The archaeologists of England, for five hundred years have been on a still hunt for the exact spot where the feet of Julius Caesar first touched the British soil. And as the shores of Deal, where this remarkable event is supposed to have taken place, are flat and wide, there is ground enough of controversy to last for the next five hundred years.

The particular spot on Mount Ararat where Noah's ark came to anchor is likewise a subject of dispute. Even Mark Twain, and the relics that he brought back from the sacred locality, failed to satisfy many inquiring minds.

But while these questions remain unsettled, and possibly will for all time, there can be little doubt that each and every one of these distinguished voyagers did land, and landed to some purpose. Each bore with him some portion of that restless, resistless force called civilization, and planted it in a fresh soil where it grew and spread, producing nations and institutions, and claiming the world for its own. And these results remain to give importance to the small beginnings whence they sprang, and that importance comes alone from these, so that we may none the less fitly celebrate the landing of Columbus, though we may never be able to find the particular grains of sand on which his foot first trod.

THE UNIVERSAL POSTAL CONGRESS.

The international or universal Postal Congress, which has been in session at Vienna for some time past, promises to result in a further extension of the benefits of the Universal Postal Union in directions which have hitherto not been reached by it. The United States was fittingly represented in that Congress and its representatives are said to have belonged to all the committees among which the work of the Congress was divided.

The Universal Postal Union has resulted in a great improvement in the handling of international mail matter and, by bringing the cost of postage down to a very reasonable figure, has greatly increased the volume of mail matter passing between the different countries which belongs to the Union, and there can be no doubt that foreign trade has been much facilitated and extended through the same agency.

It is now the aim of the members of the Universal Union to secure the adhesion of the few countries which do not yet belong, although that task has become an easy one because of the almost universal extension of the Union in fact as well as in name. The Australian colonies were about the only important power which had hitherto failed to come into the Union, and the advice from Vienna now point to the entire success of the attempts that have been made to extend the service of the Postal Union in that direction.

The accession of the Australian colonies will effect a very considerable reduction of postage in mail matter exchanged with that distant portion of the world. The regular 5-cent letter rate per half ounce and 2 cents for postal cards will replace the cumbersome system which has been hitherto followed with respect to Australian mail matter. The accession of Australia is, therefore, the most important feature of the present congress of the Postal Union; but that alone is of such consequence that it is worthy of more than passing notice.

SMITH BARNES.

In the death of Smith Barnes, Traverse City loses one of her foremost citizens; Northern Michigan loses one of its most energetic and enthusiastic champions, and the commercial interests of the State are deprived of one of their strongest exponents.

Essentially a self-made man, Mr. Barnes is an admirable example of the success which can be acquired in a business life where honesty and oneness of purpose are made the guiding stars. Going to Traverse City thirty-three years ago, he cast his fortunes with the mercantile business and, without dipping into the pine investments which yielded such handsome returns for his partners, he was able to accumulate a competence which will probably not fall below \$150,000; and had he been content to deny himself the enjoyments of travel and recreation which business men too often forego, he could have easily doubled his fortune. That he did not so deny himself, shows the mental balance and great good sense of the man.

Mr. Barnes will be missed at home by his friends and acquaintances; but, in a still broader degree, he will be sadly missed at the gatherings of business men which he loved to attend and in which he was invariably a leading spirit. Always counseling moderation and pleading for justice, he became noted for his ability to smooth over the little differences which sometimes arise in convention work and his outspoken endorsement of needed reforms always commanded respectful attention.

To THE TRADESMAN the death of Mr. Barnes is particularly poignant, as he was one of the staunchest exponents of the paper at its inception and has maintained a steadfast support and fatherly oversight ever since. Many of his

brightest thoughts and most valuable advice have been given to the world through the medium of these columns and his death thus becomes a personal loss to every reader of the paper.

THE OYSTER BEDS.

Prof. Brooks, of Baltimore, an expert in the conchology and commercial economics of the oyster, has formulated a statement to the effect that in fifty-six years the Chesapeake Bay has yielded about 400,000,000 bushels of oysters; that this magnificent inheritance has, through improvidence and mismanagement, been so wasted that not a remnant of it will descend to the next generation of Marylanders unless the entire oyster industry is reformed without delay. This calls for scientific oyster farming, artificial culture, careful bedding and planting, and, first of all and urgently, for the protection of the natural beds against the raids of destructive tongmen and dredgers.

The consumption of oysters from the Maryland waters is at the rate of 10,000,000 to 12,000,000 bushels a year, and Maryland only supplies a portion of the national demand. Probably the yearly consumption for the whole country is 20,000,000 bushels, and is constantly increasing. Nothing adequate is being done to protect the oysters, while the raids that are made upon them result in the destruction of all the spats, and the small and unmerchantable shell fish.

The ostentation, pomp and parade of our modern funerals are a vulgar display of bad taste, and are out of place in this age of enlightened thought. The respect for the dead should be shown in the heart rather than in the gaudy trappings that fashion has prescribed for symbolizing woe.

The American Sugar Refining Co.—otherwise known as the Sugar Trust—has declared semi-annual dividends of 3½ per cent. on the preferred stock and 4 per cent. on the common stock. No one will be inclined to doubt that the dividends have actually been earned.

With the fair sex in every office and now asking the ballot it is safe to say this is the age of women. But nobody knows it.

The Successor of Mr. Barnes.

TRAVERSE CITY, June 22—The death of Mr. Barnes naturally causes considerable speculation as to who will succeed the deceased as General Manager of the Hannah & Lay Mercantile Co. It is very generally conceded that the position will be tendered Herbert Montague, who has been connected with the house 20 years and for several years has been at the head of the grocery department. Mr. Montague is a broadguage business man and would undoubtedly serve the institution with as much distinction as he has acquired at the head of his present department.

The Oil Situation at Hopkins.

HOPKINS STATION, June 22—An oil expert from Bradford, Pa., is anxious to bore for oil in this vicinity, as he is confident the indications are even better here than at Allegan. It is understood that Frank B. Watkins has offered to secure the necessary leases in case the gentleman will deposit \$3,000 in bank as an evidence of good faith. The leases secured by Messrs. Bowne and Rathbun a couple of years ago have expired and have been returned to the lessees.

Northville—G. S. VanZile has purchased the lumber and salt business of York & Tillotson.

Lamoreaux on the Wool Situation.

Written for THE TRADESMAN.

I find the following advice to farmers in the current issue of the *Michigan Grange Visitor*:

There can be a good deal of legerdemain practiced in sorting wool. A fleece which would grade delaine in one instance will go in the X pile at another, and knock off three to five cents per pound. The grading is seldom up to the samples sent. Our belief is that a lot of chicanery is practiced here as there certainly is all along the line. The dealer maligns the farmer for cheating in questionable practices, and still holds out the bribe for it by paying the same price for dirty and undesirable wool as for that which is clean and respectable. Wool that has been soaked a certain length of time on the sheep in the water sells for six to ten cents more per pound than that shorn early, which is cleaner and will shrink less. Farmers are quite as sharp as the dealers, and so long as this kind of tactics is kept up, so long will manufacturers find dirty wool and untidiness in the fleeces.

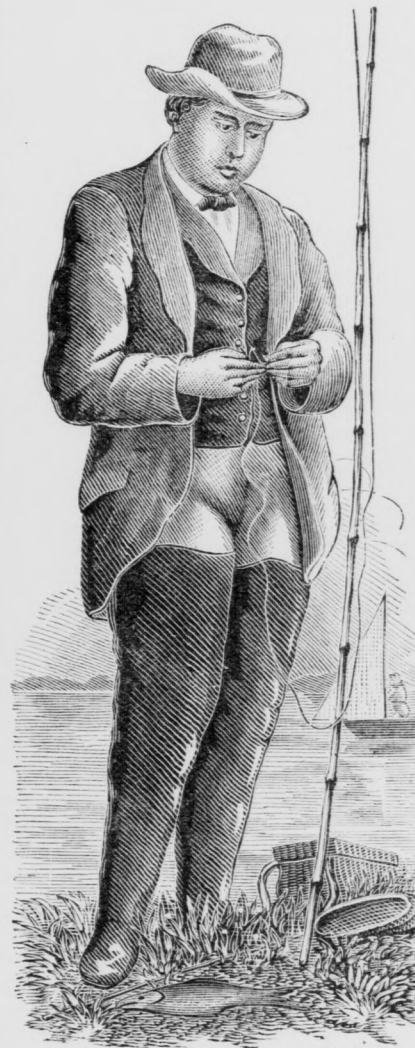
There is truth in every line of the above clipping, but so long as the farmers persist in "soaking their wool a certain length of time," just so long will the "good name Michigan wool once had" be in bad repute.

I think the average run of farmers in Michigan this year will find that the buyer has bought at full prices about all the soaked wool he will buy for some time, and will also find that in the year 1891, if his wool is not up in condition, he will have to suffer the consequences. I was at Ovid Friday and saw a clip of fine wool sold, forty-seven fleeces, at 25 cents per pound, for the merchantable wool. When weighed up, Mr. Farmer got 25 cents for twenty fleeces, weighing 110 pounds, and 25 cents, one-third off, for twenty-seven fleeces, weighing 146 pounds. The twenty-seven fleeces were equally as good wool; but, when the farmer soaked it, he did not soak it quite long enough, and while he got a good price for the twenty fleeces which passed muster, for the twenty-seven fleeces which did not pass, he received only 16½ cents per pound; when, if he had tried to be honest, he would have received full prices for the whole forty-seven fleeces; as the quality of the wool was all of one grade. The farmers will find that the time of buying soaked (properly named) wool is past and that from now on they will have to give an honest dollar's worth of wool to get a dollar. It is an unfortunate fact that Michigan wool, once ranking among the best in the country, has fallen much below par; not because of any defect in the quality but because of the carelessness and unfairness of the growers in preparing it for market. It is related, that a certain Eastern manufacturer, in using 2,000,000 pounds of Australian wool, found but 600 pounds of strings and other waste matter, while from the same amount of Michigan wool, he found over 12,000 pounds. If that is not enough to discourage a consumer of Michigan wool, I would like to know what would. It is to be hoped that both the buyer and the grower will do their best in the future to place Michigan wool where it belongs, in the front rank, by putting it up in good condition.

I wish the farmers would not wash their wool. Then there would be no question as to condition, but each clip would sell on its merits and bring what it was worth and the farmer would not have to soak his wool at all.

W. T. LAMOREAUX.

FISHING TACKLE — AND — SPORTING GOODS HEADQUARTERS.



SPALDING & CO.

SUCCESSORS TO

L. S. HILL & CO.

Importers, Manufacturers
and Jobbers of

Sporting & Athletic Goods.

100 Monroe St.,

40, 42 & 44 N. Ionia St.

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

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

Very truly yours,

SPALDING & CO.

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

FOSTER-STEVENS
& CO.
MONROE ST.

Drugs & Medicines.

State Board of Pharmacy.
One Year—Stanley E. Parkill, Owosso.
Two Years—Jacob Jenson, Muskegon.
Three Years—James Vernon, Detroit.
Four Years—Ottmar Eberbach, Ann Arbor.
Five Years—George Gundrum, Ionia.
President—Jacob Jenson, Muskegon.
Secretary—Jas. Vernon, 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. Vernon, 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. Rohnert; Secretary, J. P. Rheinfrank.

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

Faith as a Curative Agent.

Written for THE TRADESMAN.

Seventh sons of seventh sons, and seventh daughters "in the same ratio likewise," seem to have the way to fortune made easy for them, provided they are capable of inspiring faith. Perhaps this power is one of the characteristics of these gifted persons, unless, indeed, there are seventh children of seventh children, who, so to speak, hide their respective lights under convenient bushels. At all events enough of them are extant to justify a very considerable amount of liberal advertising, and no one need search far without learning of alleged miraculous cures effected by these natural astrologers or whatever they may be called. Of course, the medical faculty does not seem disposed to recognize the healing powers of such irregular practitioners; but their failure to do so has small effect, so long as a paying constituency exists which thinks otherwise, and persists in getting rid of its bodily ailments through an interview with a seventh child. Simple faith is a wonderful curative agent, and the medical faculty is somewhat blameworthy in that it does not more honestly follow the plain indications of nature in this regard. Most physicians will admit in weak moments of confidence that they occasionally prescribe "bread pills" or other equally harmless remedies, and with good effect; and it is well known how, early in the present century, "Perkins' tractors" cured thousands of patients, as there is ample evidence to show. Does not all this point most emphatically to the imagination as a remedial agent? and why should the faculty so persistently ignore it? They all admit that faith on the part of the patient is an essential element of successful treatment; but beyond such paltry concessions as bread pills or distilled water with a dash of bitterness in it, they all refuse to go. In the remarkable case of Perkins' tractors just referred to, it was a regular physician who made a pair of imitation wooden tractors, and effected cures by their aid just as the original Perkins did with his metallic instrument. What need was there that he should thereupon expose the whole business as a fraud? Why could he not have let the cures go on as long as they would? Within a few years past so many thousand cripples have been cured by a pilgrimage to "Our Lady of Lourdes," that their discarded crutches make a lofty monument before the altar of the church which their gratefully-contributed mites have combined to raise. What cured them, if they were cured? Why, faith of course—otherwise termed

imagination; and if it was really effective, blessed be such faith, we say! No doubt seventh sons and most patent medicines are, in themselves humbugs; but somehow people are brought to believe in them, and, if they are not really cured, at least think they are. Perhaps the time will come when an enlightened professional standard will permit more than it now does a resort to nature's own remedy—the imagination—a dose of which is surely far easier to take than are prescriptions duly compounded by our unimaginative friends, the druggists.

A. S. M.

Probable Competitors of the Whisky Trust.

Scarcely have the controlling members of the Whisky Trust had time to properly congratulate themselves upon their absorption of the Shufeldt and Calumet distilleries and the apparent end of serious existing opposition, when forth comes a rumor of an intended coalition of wholesale liquor dealers and rectifiers who propose building a distillery of their own to thwart any probable advance of prices by the Trust.

Such rumors as these have been known to originate from no-one-knows-where, after the consolidation of other business organizations, the wish often being mere father to the thought, and having no further basis; but, in the present instance, the array of names printed in connection with this report gives it more of the semblance of possibility than other rumors cropping up at such a time. Nor is the present the first occasion an opposition of this kind has been mooted or seriously talked over among wholesalers and rectifiers. These interests have long looked askant at the efforts of the Trust to absorb the big distilleries which held out so long, and realizing that the recently occurring end might be only a matter of time, they have been considering ways and means of protecting themselves against higher prices when the Trust should conclude to put on the pressure. Hence, the plan of an independent distillery to forestall such action on the part of the Trust has been talked over before, and its realization is not such an improbable matter as the Trust may state its belief in it to be.

It is reported that one hundred different dealers have stated their willingness to subscribe for stock in an anti-trust distilling company, each to the extent of five thousand dollars and over, so that the matter of raising a half million dollars of paid-in capital is a matter of no great difficulty. The profits in the manufacture of whisky and alcohol are of such a generous and tempting character that the inducement from that point of view alone is considerable, while the evils of which the jobbers and rectifiers will escape in eluding the grasp of the Trust are also of no little moment. The jobbers look very unfavorably upon the \$3,000,000 of their money which the Trust withholds from them for a certain time in the form of unpaid rebates on purchases which the jobbers feel ought to be paid them in a shorter time, that they might use the money in their own business instead of the Trust having it and paying no interest for its use. Add to this grievance the fact that the Trust has, since its absorption of the Schufeldt and Calumet distillery companies, eliminated the two cents per gallon cut made in prices by those companies, and that other raises in prices are quite liable to happen at any time, and one sees potent *casus belli* upon the part of both jobbers and rectifiers—in fact, some of them are reported as saying that they see no other way out of the difficulty which they feel to be surely awaiting them as things are, except an independent distillery upon a large scale from which they can draw sufficient stock either to be entirely non-dependent upon the Trust people, or with a sufficient output to keep Trust prices down to a reasonable status.

All, however, is not roseate hued in the direction of independence in this particular, any more than it ever is in anything else, political or commercial. There are many firms eager for war to be

declared, but there are also some dealers who fear to state their preference lest the Trust will arbitrarily raise prices at once—as it could do—and compel buyers to pay such high figures for present stock that much of the capital they intend for the building of their new plant would be dissipated in present purchases, for the building of the new distillery would naturally take considerable time, during which interval the Trust controlling present stock could make business very interesting for the smaller jobbers. Hence, the optimists and pessimists will have to ascertain thoroughly their relative strengths before the future or lack of future of the anti-trust distillery can be safely predicated.

MEDITATIONS OF A PESSIMIST.

FIRST PAPER.

Written for THE TRADESMAN.

Happy is the man and greatly to be envied who, as he sails down the stream of time, keeps his eyes fixed upon the beauties of the ever changing landscape and enjoys with a new and increasing delight each turn as he journeys on down the voyage of life. To such a man there are no terrors by the way to mar the serenity of his mind or disturb the placid waters upon which his little craft is drifting and bearing him on down to the great gulf that will swallow up his earthly existence. He is ever on the alert to drink in the many beautiful things on either side, but is blind and deaf to everything else. As he stands in the bow of his little craft, with his arms folded and his countenance beaming with satisfaction and looks about him, he is so blinded with the shimmering waters that he cannot perceive the dangerous shoals and the ugly-looking projecting rocks that menace his safety and threaten him with destruction. He is so charmed with some phantasm that he catches a glimpse of in the distant landscape that he overlooks entirely the great black frowning wall of rock which rises up out of the waters like a huge sea monster, waiting to devour him. I say such a man is to be envied, for to him it is given to see only the things which please and hear only the sounds which contribute to his happiness. He has a blind faith in destiny and believes that somehow everything will work out its own salvation and that all things are working together for the highest possible ultimate good of all. With him the world is growing vastly better every day and will continue to do so, regardless of human efforts and activities. He dubs every poor, miserable wretch who is so unfortunate as to have been born into the world with eyes that can see, and ears that can hear and a heart that can feel, a crank or a pessimist. He is an optimist and his idealism blinds him to the realities of life and qualifies him for his mission in life's work, which is to paint the bright side in glowing colors and hold it aloft for the encouragement of the faint-hearted and the despondent. The misanthrope, on the other hand, paints the dark side of life in somber shades so realistic that were it all of life it would not be worth the living.

The pessimist is not a hobbyist with one idea, nor is he a sycophant or a mere echo of public opinion. He knows the old world is not what it ought to be and blames mankind for it. He goes through life with both eyes wide open and forms his opinions and arrives at his conclusions from experimental contact with the world as it is, and not as painted by the optimists or misanthrope. He is an empirical philosopher and, as such, would

be inclined to see the poetic beauty of the harmony of nature and of nature's laws vanish into thin air after taking a sudden flight through space, on a little cyclonic excursion accompanied by his pig pen and the gable end of all his worldly possessions. He is a close observer and is always ready and willing to shake hands with good old common horse sense, whenever and wherever he sees it. When he sees a young man wilfully depart from the counsel of his friends, fall into bad company, become dissipated and follow on down grade until he makes the final plunge during a drunken brawl in a brothel; when his bloated and polluted remains lie before a Christian altar and the minister rises in the pulpit and makes the startling statement that the Great Creator of the sun, moon and stars, "who doeth all things well," had seen fit in His infinite goodness to dispatch the quivering arrow of death and remove this son, in order that the bereaved father or the heart-broken mother might see the error of their ways—the pessimist goes away wondering where that minister heard such wonderful news and hoping that it is a false report, for, if true, it would weaken his faith in the loving kindness of an allwise Creator who would make use of such means to remove a mortal from earth.

Happy is the man and greatly to be envied who finds himself in harmony with his environments, but such is not the happy lot of a pessimist, and they tell me I am one. I plead guilty to the accusation and, as I have been trying to keep up with the procession for nearly half a century, I will, in a series of future articles, give you a glimpse of the old world as it is, as plainly seen with the naked eye from the standpoint of a

Pessimist.

A Spongy Rumor.

From the New York Shipping List.

It is rumored in the sponge trade that a company has been formed, with \$100,000 capital, to undertake experiments at sponge growing on the ocean shore of Long Island, opposite the Shinnecock hills. The story caused considerable amusement among practical men in the business. "It will be a waste of time and money," one of them said, "to try to grow sponge in Northern waters. Sponges will not grow in a cold climate. We have a grade of sponges known in the trade as Long Island grass sponges. They are of a cheap quality, and do not come from our Long Island across the river. They are from the South."

A Buckeye Opinion.

From the Columbus Sample Case.

We are pleased to welcome among our exchanges the the MICHIGAN TRADESMAN, published at Grand Rapids. In its bright dress it makes an attractive appearance and a perusal of its instructive columns will convince the reader that it is not all outside show with the MICHIGAN TRADESMAN. The goods in its show windows are backed up by the well filled shelves of its interior.

The Drug Market.

Opium is dull and lower. Morphia is unchanged. Quinine is dull and lower. Oil cloves have declined. Salicylic acid is lower. Cantharides are lower. Linseed oil has declined.

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.

Wholesale Price Current.

Advanced—Nothing, Declined—Optum, oil lemon, cantharides, linseed oil.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzolium German.	80 10	Alc. and myrrh.	60
Boricum	30 30	Arnica	60
Carbolicum	23 35	Asafoetida	60
Citricum	58 60	Atropa Belladonna	60
Hydrochlor.	30 5	Benzoin	60
Nitrosum	10 12	Co.	60
Oxalicum	11 13	Sanguinaria	50
Phosphoricum dil.	30 10	Barosma	50
Salicylicum	1 30 10	Cantharides	75
Sulphuricum	13 5	Capicum	50
Tannicum	1 40 10	Ca damon	75
Tartaricum	40 42	Co.	75
AMMONIA.		POTASSIUM.	
Aqua, 16 deg.	3 1/2 5	Bi Carb.	15 18
" 20 deg.	5 1/2 7	Bichromate	13 14
Carbonas	12 14	Bromide	35 40
Chloridum	12 14	Carb.	13 15
ANILINE.		Chlorate (po. 16)	14 15
Black	2 00 25	Cyanide	50 55
Brown	80 10	Iodide	2 80 2 90
Red	13 5	Potassa, Bitart. pure.	30 33
Yellow	2 50 3 00	Potassa, Bitart. com.	15 15
BACCÆ.		Potass Nitras, opt.	8 10
Cubæ (po. 90)	90 10	Potass Nitras	7 9
Juniperus	8 10	Prussiate	30 33
Xanthoxylum	25 30	Sulphate po.	15 18
BALSAMUM.		RADIX.	
Copaiba	55 60	Aconitum	20 25
Peru	61 75	Althæa	25 30
Terabin, Canada	35 40	Anchusa	12 15
Tolutan	35 40	Arum, po.	2 25
CORTEX.		Calamus	20 25
Abies, Canadian	18	Gentiana (po. 15)	10 12
Cassia	18	Glycyrrhiza (pv. 15)	10 12
Cinchona Flava	30	Hydrastis Canaden.	11 12
Euonymus atropurp.	30	(po. 40)	11 12
Myrica Cerifera, po.	30	Helibore, Ala, po.	15 20
Prunus Virgin.	12	Inula, po.	15 20
Quillaja, grd.	14	Ipecac, po.	2 40 2 50
Sassafras	10	Iris plox (po. 35 38)	32 35
Ulmus Po (Ground 12)	10	Jalapa, pr.	40 45
EXTRACTUM.		Maranta, 1/8	40 45
Glycyrrhiza Glabra	24 25	Podophyllum, po.	15 18
" po.	35 35	Rhel	75 100
Haematox, 15 lb. box.	12 13	" cut	75 100
" 18	13 14	" pv.	75 100
" 14 1/2	14 15	Spigelia	45 50
" 1/8	16 17	Sanguinaria (po. 25)	40 45
FERRUM.		Serpentaria	40 45
Carbonate Precip.	15	Senega	50 55
Citrate and Quinia	23 50	Similax, Officialis, H	40 40
Citrate Soluble	20	M	40 40
Ferrocyanidum Sol.	15	Scilla, (po. 35)	10 12
Solnt Chloride	1 1/2 2	Symplocarpus, Fœti-	10 12
Sulphate, com'l.	1 1/2 2	dus, po.	10 12
" pure	2 7	Valeriana, Eng. (po. 30)	10 12
FLORA.		" German.	15 20
Arnica	18 20	Ingber a	10 15
Anthemis	20 25	Zingiber j.	22 25
Matricaria	25 30	SEMEN.	
FOLIA.		Anisum, (po. 20)	15
Barosma	20 35	Apium (graveleons)	22 25
Cassia Acutifol, Tin-	25 28	Bird, is.	4 6
nivelly	35 50	Carui, (po. 18)	8 12
Salvia officialis, 1/8	12 15	Cardamon	1 00 1 25
Ura Ursi	8 10	Corlandrum	10 12
GUMMI.		Cannabis Sativa	4 5 5
Acacia, 1st picked	21 00	Cydonium	75 100
" 2d	20 90	Chenopodium	10 12
" 3d	20 85	Dipteris Odorata	2 00 2 25
" sifted sorts	20 80	Foeniculum	10 12
" po.	75 100	Foenugreek, po.	4 8
Aloe, Barb. (po. 60)	50 60	Lini	4 4 4
" Cape, (po. 20)	50 60	Lini, grd. (bbl. 3 1/2)	4 4 4
" Socotri, (po. 60)	50 60	Lobelia	35 40
Catechu, is. (1/4, 1 1/4, 1 3/4)	10 1	Pharlaris Canarian	3 1/2 4 1/4
Ammoniac	30 35	Rapa	6 7
Assafoetida, (po. 30)	50 55	Sinapis, Albu	8 12
Benzolium	52 55	" Nigra	11 12
Camphore	35 40	SPIRITUS.	
Euphorbium po.	23 30	Frument, W. D. Co.	2 00 2 50
Galbanum	80 95	" D. F. R.	1 75 2 00
Gamboge, po.	80 95	Juniperis Co. O. T.	1 75 1 75
Gualacum, (po. 30)	20 25	Saacharum N. E.	1 75 2 00
Kino, (po. 25)	20 25	Spt. Vini Galli	1 75 2 00
Mastic	20 25	Vini Oporto	1 25 2 00
Myrrh, (po. 45)	20 25	Vini Alba	1 25 2 00
Opil, (po. 3 25)	2 10 2 30	SPONGES.	
Shellac	23 30	Florida sheeps' wool	2 25 2 50
" bleached	23 30	Nassau sheeps' wool	2 00
Tragacanth	30 35	Carriage	1 10
HERBA—In ounce packages.		Velvet extra sheeps'	85
Abelthium	25	wool carriage	85
Eupatorium	25	Extra yellow sheeps'	85
Lobelia	25	carriage	85
Majorum	25	Grass sheeps' wool car-	65
Mentha Piperita	25	riage	75
" Vir	30	Hard for slate use	1 40
Rue	30	Yellow Reef, for slate	1 40
Tanacetum, V.	25	use	1 40
Thymus, V.	25	SYRUPS.	
MAGNESIA.		Acacia	50
Calcined, Pat.	55 60	Zingiber	50
Carbonate, Pat.	20 22	Ipecac	60
Carbonate, K. & M.	20 25	Ferri Iod.	50
Carbonate, Jennings	35 36	Aurant Cortes	50
OLEUM.		Rhel Arom.	50
Absinthium	5 00 5 50	Similax Officialis	50
Amygdale, Dule	45 50	" Co.	50
Amygdale, Amarae	8 00 8 25	Scilla	50
Anisi	1 70 1 80	" Co.	50
Aurant Cortes	3 00 3 50	Tolutan	50
Bergamit	3 75 4 00	Prunus virg.	50
Cajiputi	70 80		
Caryophylli	90 100		
Cedar	35 65		
Chenopodi	1 15 1 20		
Cinnamonil	45		
Citronella	35 65		
Conium Mac	35 65		
Copaiba	1 20 1 30		

Morphia, S. P. & W.	2 05 2 30	Selditz Mixture	25	Linseed, boiled	52	55
" S. N. Y. Q. &	1 95 2 20	Sinapis	18	Neat's Foot, winter	50	60
C. Co.	1 95 2 20	" opt.	30	strained	50	60
Moschus Canton	40	Snuff, Maccaboy, De	35	Spirits Turpentine	43 1/2	50
Myristica, No. 1	70 75	Voes	35	PAINTS.		bbl. lb.
Nux Vomica, (po. 20)	10	Snuff, Scotch, De. Voes	35	Red Venetian	13 1/2	2 1/2
Os. Sepia	28 30	Soda Boras, (po. 13)	12 13	Ochre, yellow Mars	13 1/2	2 1/2
Pepsin Saac, H. & P. D.	28 30	Soda et Potass Tart.	30 33	" Ber	13 1/2	2 1/2
Co.	28 30	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2	2 1/2
Picis Liq. N. C., 1/2 gal	23 00	Soda, Bi Carb.	2	" strictly pure	2 1/2	2 1/2
doz	23 00	Soda, Ash	3 1/2 4	Vermillion Prime Amer-	13 1/2	16
Picis Liq., quart	21 00	Soda, Sulphas	50 55	ican	13 1/2	16
" pius	21 00	Spts. Ether Co.	25 25	Vermillion, English	70 75	75
Pil Hydrarg, (po. 80)	21 00	" Myrcia Dom.	25 25	Green, Peninsular	70 75	75
Piper Nigra, (po. 22)	21 00	" Myrcia Imp.	25 25	Lead, red	2 1/2	2 1/2
Piper Alba, (po. 25)	21 00	" Vinyl Rect. bbl.	2 27	Whiting, white Spain	2 1/2	2 1/2
Pix Burgun	14 15	Less 5c gal, cash ten days	2 27	Whiting, Gilfers	2 1/2	2 1/2
Plumbi Acet	14 15	Strychnia Crystal	3 21 30	White, Paris American	1 00	1 00
Pulvis Ipecac et opil	10 21 30	Sulphur, Subl.	23 23 3/4	Whiting, Paris Eng.	1 40	1 40
Pyrethrum, boxes H	21 25	" Roll	23 23 3/4	Pioneer Prepared Paint	20 21 4	4
& P. D. Co., doz	21 25	Tamarinds	8 10	Swiss Villa Prepared	1 00 21 20	20
Quassia	8 10	Terebenth Venice	25 30	Paints	1 00 21 20	20
Quinia, S. P. & W.	33 36	Theobromae	45 50	VARNISHES.		
" S. German	42 30	Vanilla	9 00 16 00	No. 1 Turp Coach	1 10 21 20	20
Rubia Tinctorem	12 14	Zinc Sulph.	7 8	Extra Turp	1 60 21 70	70
Saccharum Lactis pv.	33	OILS.		Coach Body	2 75 23 00	00
Salacn	1 80 1 85	Whale, winter	Bbl. Gal	No. 1 Turp Furn	1 00 21 10	10
Sanguis Draconis	40 50	Lard, extra	55 60	Eutra Turk Damar	1 55 21 60	60
Santonine	24 50	Lard, No. 1	45 50	Japan Dryer, No. 1	70 75	75
Sapo, W.	12 14	Linseed, pure raw	49 52			
" M.	10 12					
" G.	15					

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES.

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES, GINS, WINES, RUMS.

We sell Liquors for Medicinal Purposes only.

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

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

HazelTine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

WALES AND WILLIAM.

A Comparison to the Decided Disadvantage of the Former.

Written for THE TRADESMAN

The London gambling scandal, which has attracted such widespread attention on both sides of the Atlantic for a fortnight past, from having been aired in the English high courts, is now the leading topic of discussion all over the world and is evidently destined to result in the first steps toward an English republic.

Briefly stated, the case was that at the country-house of a wealthy and aristocratic family last September the Prince of Wales and other titled personages of both sexes were spending some time as guests. It appears from the testimony that when the Prince of Wales makes such visits to his friends he is in the habit of carrying with him a complete outfit for playing the game of baccarat. Baccarat is a gambling game, and forms the chief evening amusement at the country-houses where the heir to the British throne visits. On the occasion in point the royal and imperial Prince was acting as banker, with a general officer of his staff as croupier, while a number of lords and ladies and persons of quality were betting at the game. One of the guests, Sir William Gordon Cumming, a lieutenant colonel in the army, was accused of cheating at cards. The matter made a scandal, which got into court through a suit for libel which the accused officer instituted against the persons who had made the offensive charges. The case concluded with a verdict against the plaintiff, which virtually declares that he was guilty of swindling at baccarat.

This decision has resulted in the dismissal of Mr. Cumming from his rank in the army, besides bringing on him other social degradations. But his share in the proceedings becomes entirely trivial by the side of the other scandals which the trial has brought to light. The heir to the throne of the proudest kingdom on the globe appears as the manager of a peripatetic gambling bank which is set up in turn at the houses of the nobility and gentry, where he is accustomed to visit. The playing is done for considerable stakes, and the operations of the Prince's bank are easily from \$1,000 to \$5,000 a night, the banker's percentage being necessarily large.

If the Prince of Wales were a young fellow he could be easily excused for his numerous escapades, but he is now past middle age and should have finished sowing his wild oats. He does not even compare favorably with the celebrated Prince Hal, who was doubtless one of the immortal Shakespeare's creations. That Prince of Wales, who afterwards became King Henry V, did not disdain to go out on the road with the old reprobate Falstaff and "hold up" travelers on the highway, but even those robust rascals were less contemptible if more openly criminal than the debased and degrading characteristics of Albert Edward.

How poorly he compares with William of Germany! Here is a young man who is every inch a king. He would not have been a real Hohenzollern if he had been free from wild escapades, but there is nothing ignoble about him. His ambitions, his aspirations and his active

efforts are all towards lofty and distinguished ends, and whatever else he may have been the young German Emperor has never appeared as a shameless debauchee and smooth-faced gambler. The two Princes are related by blood, but it would seem that all the robust and heroic elements had got into the German side of the house in this case. The spectacle is attracting the attention of the world.

A. S. M.

The Wool Market.

Wool markets are decidedly easier at the East and, in fact, lower. While the wools are low enough, there are no buyers of consequence. The grower is not satisfied and holds or seils grudgingly. There is but little going East, which is a good thing, for, if in any quantity, the market would break worse. It is no time to buy or sell, and theories on the future are far apart, as one's interest may be. Money is tight, and the present outlook is none too good. None but locals are taking the wool and they begin to ask, Where are the other buyers?

Another Advance in Fruit Jars.

Fruit jars have sustained a further advance of \$1.50 per gross, the price being now as follows:

The Chicago prices are \$11.50, \$12 and \$15, but Michigan jobbers have concluded to place their quotations this week at \$1.50 below Chicago.

Country Callers.

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

B. W. Ellison, Alma.
Maston & Hammond, Grandville.
H. M. Patrick, Leroy.
H. Van Noord, Jamestown.
C. H. LaFlamby, McBrides.
E. C. Duff, Ada.

Pardonable Resentment.

Customer in hardware store: "Have you any small vises?"
Salesman (angrily): "I don't think that is any of your business."

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.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun	45
No. 1 "	50
No. 2 "	75
Tubular	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.	
No. 0 Sun	1 75
No. 1 "	1 88
No. 2 "	2 70
First quality.	
No. 0 Sun, crimp top	2 25
No. 1 "	2 40
No. 2 "	3 40
XXX Flint.	
No. 0 Sun, crimp top	2 60
No. 1 "	2 80
No. 2 "	3 80
Pearl top.	
No. 1 Sun, wrapped and labeled	3 70
No. 2 "	4 70
No. 2 Hinge, " "	4 70
La 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	10 00
Quarts	10 50
Half gallons	13 50
Rubbers	55
Caps only	50
STONEWARE.—ASHES.	
Butter Crocks, per gal.	06 1/4
Jugs, 1/2 gal., per doz.	75
" 1 " " "	90
" 2 " " "	1 80
Milk Pans, 1/2 gal., per doz. (glazed 75c)	65
" 1 " " "	78

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 \$1.00 per bu. String is in fair demand at 75c per bu.
Butter—The market is full all around, dealers purchasing only immediate wants at 10@15c.
Cabbages—New stock is in fair demand at \$1.50 @ \$2 per crate, according to size.
Cherries—\$1@1.25 per 16 qt. case.
Cucumbers—50c per doz.
Eggs—The market is lower. Dealers pay 13 1/2 and hold at 14 1/2c.
Honey—Dull at 16@18 for clean comb.
Lettuce—5@7c for Grand Rapids Forcing.
New Potatoes—California stock is held at \$3 for 2 bu. bags. Tennessee stock has begun to arrive, being held at \$4 per bbl.
Onions—Green command 10@15c. per doz., according to size. Southern command \$4 per bbl.
Potatoes—The market for old stock is strong and higher, dealers offering \$1.10 in a small way and \$1.25 for carlots. The arrival of new stock will probably demoralize the market before the end of the week.
Pleasant—3c per lb.
Peas—75c per bu.
Plants—Cabbage or tomato, 75c per box of 200, in about ten days. The crop is reported the largest ever known.
Radishes—10@12c per dozen bunches.
Raspberries—\$1 50 per 16 qt. case.
Strawberries—Home grown stock is now coming in freely, prices varying from 6@8c per qt.
Tomatoes—\$2.00 for 4 basket crate.
Watermelons—Shipments of Georgia are due this week. Prices will range from 25 to 30c, according to size.

PROVISIONS.

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

PORK IN BARRELS.	
Mess, new	11 25
Short cut	11 75
Extra clear pig, short cut	14 00
Extra clear, heavy	
Clear, fat back	13 25
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	8
Bologna, straight	5
Bologna, thick	5
Head Cheese	5
LARD—Kettle Rendered.	
Tierces	8
Tubs	8 1/4
50 lb. Tins	8 1/4
LARD.	
	Family.
Tierces	6 1/2
0 and 50 lb. Tubs	6 1/2
3 lb. Pails, 20 in a case	7 1/2
5 lb. Pails, 12 in a case	7 1/4
10 lb. Pails, 6 in a case	7 1/4
20 lb. Pails, 4 in a case	7 1/4
50 lb. Cans	6 1/2
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	9 25
Extra Mess, Chicago packing	9 25
Boneless, rump butts	
SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs	9 1/2
" 16 lbs	10
" 12 to 14 lbs	10 1/2
" picnic	7 1/4
" best boneless	8 1/2
Shoulders	8 1/2
Breakfast Bacon, boneless	8 1/2
Dried beef, ham prices	10 1/2
Long Clears, heavy	6 1/2
Briskets, medium	6 1/2
" light	6 1/2

FRESH MEATS.

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

FISH AND OYSTERS.

F. J. Dettenthaler quotes as follows:	
FRESH FISH.	
Whitefish	8
Trout	8
Halibut	15
Cleocles	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

CINSENC ROOT.

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

Use "Tradesman" Coupons

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.	
Standard, per lb	6 1/4
" H. H.	6 1/4
" Twist	6 1/4
Boston Cream	9 1/4
Cut Loaf	7 1/4
Extra H. H.	7 1/4
MIXED CANDY.	
Full Weight.	Bbls. Pails.
Standard	6 1/4 7 1/4
Leader	6 1/4 7 1/4
Special	7 8
Royal	7 8
Nobby	7 1/2 8 1/4
Broken	7 1/2 8 1/4
English Rock	7 1/2 8 1/4
Conserves	7 8
Broken Taffy	7 1/2 8 1/4
Peanut Squares	10
French Creams	10 1/2
Valley Creams	13 1/4
FANCY—In bulk.	
Full Weight.	Bbls. Pails.
Lozenges, plain	10 1/2 11 1/2
" printed	11 12 1/2
Chocolate Drops	12 1/2
Chocolate Monumentals	14
Gum Drops	5 6 1/4
Moss Drops	8 9
Sour Drops	8 1/2 9 1/2
Imperial	10 1/2 11 1/2
FANCY—In 5 lb. boxes.	
Per Box	
Lemon Drops	55
Sour Drops	55
Peppermint Drops	55
Chocolate Drops	70
H. M. Chocolate Drops	90
Gum Drops	40@50
Licorice Drops	1 00
A. B. Licorice Drops	80
Lozenges, plain	65
" printed	70
Imperial	65
Mojitos	75
Cream Bar	60
Molasses Bar	55
Hand Made Creams	85@95
Plain Creams	80@90
Decorated Creams	1 00
String Rock	70
Burnt Almonds	1 00
Wintergreen Berries	65
CARAMELS.	
No. 1, wrapped, 2 lb. boxes	34
No. 1, " 3 " "	51
No. 2, " 2 " "	28
No. 3, " 3 " "	42
Stand up, 5 lb. boxes	1 10
ORANGES.	
California, Med. Sweet	4 50
" " "	4 50
" " "	4 10
LEMONS.	
Messina, choice, 360	5 25@5 50
" fancy, 360	5 75@6 00
" choice 300	5 50
" fancy 300	6 00
OTHER FOREIGN FRUITS.	
Figs, Smyrna, new, fancy layers	18@19
" " choice	16
" " " "	12 1/2
" Fard, 10-lb. box	20
" 50-lb. "	8
" Persian, 50-lb. box	4 6
NUTS.	
Almonds, Tarragona	17
" Ivaca	16 1/2
" California	17
Brazils, new	7 1/2
Filberts	11
Walnuts, Grenoble	14 1/2
" Marbot	12
Table Nuts, No. 1	14
" No. 2	13
Pecans, Texas, H. P.	15@17
Cocoanuts, full sacks	4 00
PEANUTS.	
Fancy, H. P., Suns	5 1/2
" " Roasted	7 1/2
Fancy, H. P., Flags	5 1/2
" " Roasted	7 1/2
Choice, H. P., Extras	7 1/2
" " Roasted	6 1/2
HIDES, PELTS and FURS.	
Perkins & Hess pay as follows:	
HIDES.	
Green	4 @ 5
Part Cured	5 @ 5
Full	5 @ 5 1/2
Dry	6 @ 7
Kips, green	4 @ 4 1/2
" cured	5 @ 5
Calfskins, green	4 @ 5
" cured	5 @ 5
Deacon skins	10 @ 20
No. 2 hides 1/2 off.	
PELT.	
Shearings	10 @ 25
Estimated wool, per lb	20 @ 25
WOOL.	
Washed	20@30
Unwashed	10@20
MISCELLANEOUS.	
Tallow	3 1/4 @ 4
Grease butter	1 @ 2
Switches	1 1/2 @ 2
Ginseng	2 00 @ 2 50
OILS.	
The Standard Oil Co. quotes as follows:	
Water White	8 1/4
Special White	8 1/4
Michigan Test	8 1/4
Naptha	7 1/4
Gasoline	8 1/4
Cylinder	27 @ 30
Engine	13 @ 21
Black, Summer	9 1/4

APPLE BUTTER.
Chicago goods.....7½@8

AXLE GREASE.

Frazier'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, ½ lb. cans, 3 doz.....45

" ½ lb. " 2 ".....85

" 1 lb. " 1 ".....1 00

" bulk.....45

Telfer's, ½ lb. cans, doz.....40

" ½ lb. " ".....85

" 1 lb. " ".....1 50

Arctic, ½ lb. cans.....60

" 1 lb. ".....1 20

" 5 lb. ".....9 60

Red Star, ½ lb. cans.....40

" ½ lb. ".....80

" 1 lb. ".....1 50

BATH BRICK.

2 dozen in case.....90

English.....70

Bristol.....60

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.....90

Fancy.....1 20

Mill.....3 25

Warehouse.....3 75

BUCKWHEAT FLOUR.

Rising Sun.....5 00

York State.....4 50

Self Rising.....4 50

CANDLES.

Hotel, 40 lb. boxes.....10½

Star, 40 ".....10½

Paraffine.....12

Wicking.....25

CANNED GOODS.

FISH.

Little Neck.....1 10

" 2 lb. ".....1 90

Standard, 3 lb. ".....2 30

Cove Oysters.....1 10

Standard, 1 lb. ".....2 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 20

" 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

Alaska, 1 lb. tails.....1 35

" 2 lb. ".....2 10

Sardines.

American ½ lb. ".....50¢

Imported ½ lb. ".....11¢

Mustard ½ lb. ".....13¢

Trout.....10¢

Brook, 3 lb. ".....2 50

Fruits.

Strawberries.

Lawrence.....1

Hamburg.....2 25

Erie.....1 65

Whortleberries.

Common.....1 40

F. & W.....1 25

Blueberries.....1 30

MEATS.

Corned beef, Libby's.....2 10

Roast beef, Armour's.....1 70

Potted ham, ½ lb. ".....1 10

" ¼ lb. ".....65

" tongue, ½ lb. ".....1 10

" ¼ lb. ".....65

" chicken, ¼ lb. ".....95

VEGETABLES.

Beans.....1 25

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

Erie.....1 15

Hamburg marfat.

" early June.....1 50

" Champion Eng.....1 75

Hamburg petit pois.....1 90

" fancy sifted.....65

Soaked.....75

Harris standard.....1 10

Van Camp's Marfat.....1 30

Archer's Early Blossom.....1 35

French.....1 80

Mushrooms.

French.....17¢

Pumpkin.

Erie.....90

Squash.

Hubbard.....1 30

Succotash.

Hamburg.....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-BAKER'S.

German Sweet.....22

Premium.....34

Pure.....38

Breakfast Cocoa.....40

CHEESE.

Norway.....@10½

N. Y. or Lenawee.....@10

Allegan.....@9

Skim.....@8

Sap Sago.....@22

Edam.....@1 00

Swiss, imported.....24¢

" domestic.....15¢

Limburger.....15

CHEWING GUM.

Rubber, 100 lumps.....35

" 200 ".....40

Spruce, 200 pieces.....40

CATSUP.

Snider's, ½ pint.....1 35

" quart.....2 30

CLOTHES PINS.

COCOA SHELLS.

Bulk.....@4

Pound packages.....@7

COFFEE.

GREEN.

Rio.....20½

Fair.....21

Good.....21½

Prime.....21½

Peaberry.....22½

Santos.....20½

Fair.....21

Good.....21½

Fancy.....25

Maracaibo.....22½

Milled.....23½

Java.....26

Private Growth.....28

Mandehling.....29

Mocha.....25

Arabian.....28½

ROASTED.

To ascertain cost of roasted

coffee, add ¼¢ per lb. for roast-

ing and 15 per cent. for shrink-

age.

PACKAGE.

McLaughlin's XXXX.....24½

Lion.....34½

" in cabinets.....25½

Durham.....24½

EXTRACT.

Valley City.....75

Felix.....1 15

Hummel's, foil.....1 50

tin.....2 50

CHICORY.

Bulk.....4½

Red.....7

CLOTHES LINES.

Cotton, 40 ft. per doz.....1 25

" 50 ft. ".....1 40

" 60 ft. ".....1 60

" 70 ft. ".....1 75

" 80 ft. ".....1 90

Jute 60 ft. ".....90

" 72 ft. ".....1 00

CONDENSED MILK.

Eagle.....7 40

Crown.....6 50

Genuine Swiss.....8 00

American Swiss.....7 00

COUPONS.

"Tradesman."

"Superior."

Subject to the following dis-

counts:

200 or over.....5 per cent.

500 ".....10 "

1000 ".....20 "

CRACKERS.

Kenosha Butter.....7½

Seymour.....5½

Butter.....5½

" family.....7½

" biscuit.....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¢

DRIED FRUITS.

Apples.

Sun-dried.....@10

Evaporated.....@13

California Evaporated.....18

Apricots.....9

Blackberries.....9

Nectarines.....13

Peaches.....12

Pears, sliced.....15

Plums.....12

Prunes, sweet.....10

PRUNES.

Turkey.....@8

Bosnia.....@9

French.....@10

PEEL.

Lemon.....18

Orange.....18

CITRON.

In drum.....@18

In boxes.....@20

CURRANTS.

Zante, in barrels.....@5½

" in ¼ bbls.....@5½

" in less quantity.....@5½

RAISINS-California.

London Layers, 2 cr'n.....2 00

" 3 ".....2 10

" fancy.....2 25

Muscatels, 2 crown.....1 60

" 3 ".....1 75

Foreign.

Valencias.....7 7½

Ondaras.....7 7½

Sultanas.....@17

PARINACEOUS GOODS.

Farina.....4

Hominy.....3 75

Barrels.....3 75

Grits.....6

Lima Beans.....6

Maccaroni and Vermicelli.....60

Domestic, 12 lb. box.....11

Imported.....11

Pearl Barley.....3½@3½

Peas.

Green, bu.....1 20

Split, bbl.....6 50

Sago.....30

East India.....5

Wheat.

Cracked.....5

FISH-Salt.

Bloaters.

Yarmouth.....@6½

Cod.....@8½

Halibut.....@8½

Smoked.....10½

Herring.....24

Scaled.....11 00

Holland, bbls.....75

Ginger, Jam.....84 1 55

Mustard.....84 1 55

Pepper.....84 1 55

Sage.....84

Allspice.....84 1 55

Cinnamon.....84 1 55

Cloves.....84 1 55

Ginger, Jam.....84 1 55

Mustard.....84 1 55

Pepper.....84 1 55

Sage.....84

Allspice.....84 1 55

Cinnamon.....84 1 55

Cloves.....84 1 55

Ginger, Jam.....84 1 55

Mustard.....84 1 55

Pepper.....84 1 55

Sage.....84

Allspice.....84 1 55

Cinnamon.....84 1 55

OLD MAN SLIM.

Troubles and Trials of a Canadian Merchant.

QUEEN'S HOLLOW, Ont., June 12—Since writing my last letter, a great heavy black pall has fallen upon the Dominion. Sir John A. Macdonald has received a summons from the grim messenger of death, and the people whom he served for so many long years will never again be electrified by the merry twinkle of his eye and the old familiar sound of his voice. Now that he has fallen, and lies in the embrace of death, we all feel (Tory and Grit alike) that a great loss to the country has been sustained. The present generation of Canadians can form no conception whatever of a Government without a Sir John A. Macdonald as an important and necessary element somewhere in its composition. He has guided our political destinies for so many years and has become so interwoven in our political history that, somehow, we all feel that his death is a great national calamity and the whole country is in mourning.

Strange as it may appear, this sad event has a ludicrous side to it and in the midst of sorrow we see many things growing out of the sad event itself, that would make an undertaker grin. This funny part is performed by the old Tory element, who worshiped Sir John as a god. He was their infallible liege lord, the great and only source of every political blessing, and the first, last and only author and preserver of Canada's political salvation. They followed him blindly, through thick and thin, under good repute and under evil repute; never breaking ranks and, holding the balance of power, they have been the means of keeping their political god at the head of affairs for so many years, and now they are frantic with grief and can see nothing ahead but ruin and desolation.

When the fatal news reached the Hollow, Bill Smike and his cronies gathered at the tavern to console each other and, in order to more forcibly demonstrate their sorrow, they all got on a glorious drunk. The Union Jack, profusely decorated with yellow bunting and black crape, is flying at half mast over the Orange hall. Last night the Orangemen met and passed resolutions expressing sorrow at the loss of their loyal chief and deploring the helpless condition in which they are suddenly placed, exposing them to the cannibalistic appetites of the ferocious and greedy Yankees, and strongly censuring the Grits for springing unrestricted reciprocity on the country and compelling their feeble old god of loyalty to buckle on his armor and go forth in the inclement weather and expose himself to late hours and bad whisky and suffer a nervous strain that has culminated in his death. Old Cronk has been prostrated ever since the meeting at the tavern, so poignant is his grief that when his wife's father (who is a Baptist preacher and a Grit) came to see them, he said this was no time to be trifled with and ordered him to leave the premises immediately. Izik says that if ever there was a case where the loose divorce laws of Michigan could be applied to advantage, this case of Mrs. Cronk's is the one.

Tillie is well, but the baby is cutting teeth, and, if it cuts them much longer, I'm afraid Izik will cut his throat, for he's almost crazy now. When I woke up last night and heard the measured pat, pat, of Izik's slippers on the floor above, as he paced back and forth loaded down with the latest edition of the Slim family, and ever and anon muttering something that sounded like an explosion of pent up wrath, it filled me so brimful of joy that I had to stuff the sheet into my mouth to keep it from running out. In my exuberant, joyful frame of mind, I thought to myself, "Oh Izik, my boy, there was a time when your great commercial talents saved you from turning grind stone and weeding onions, but now salt-peter can't save you. You may stamp and squirm and swear and kick over the rocking chair, but all this will avail you nothing, you must grin and bear it if it takes all the hair off the top of your head." It carried me back to the time when the second generation of Slims was

struggling with the tooth problem and I was performing the midnight pacing act barefooted; and when I stepped on that carpet tack, I don't know but what I would have nipped Izik's talents in the bud there and then if his mother had not come to his rescue. Now his time has come, and I am fully paid for all the trouble he has caused me. I had to cram the last yard of sheet into my mouth for I wouldn't have had Tillie hear me laugh for the world. In the morning, when Tillie wondered if the sheet had been in the calf pen all night, I told her that the poor little thing's sufferings came near breaking my heart and I wept copiously. This was satisfactory, for she put her arms around my neck and called me a dear old pop and said she wished that Izik was as kind and tender hearted as I was. Please don't send me the paper that has this in, for I wouldn't have Tillie know how that sheet got soiled for anything.

Izik has been so much broken of his rest lately that he is actually beside himself about half the time. While momentarily dreaming of a far away land where babies are born into the world with double teeth all around, he put both elbows through the show case and frightened a little cross eyed girl into a fit, who was waiting to buy a stick of gum. He put a gallon of vinegar into sister Tubbs's coal oil can and he put the coal oil into Pete Smoke's molasses jug; but when he sold Billy Ball a pound of plug chewing tobacco and a pair of overalls and went right up to the desk and charged it to Sam Budd's hired girl, I advised him to go and put his head to soak.

If there is any place where it is necessary for a man to preserve the even tenor of his ways and keep his head level with a smiling countenance spread all over the front side of it, it is behind a counter in a retail country store. He must be all things to all kinds of people. He must wink at everything he sees or look in the opposite direction. He must keep in stock an abundant supply of approving smiles and lavishly bestow them upon all applicants, regardless of their little eccentricities whims, opinions or beliefs. No dyspeptic and no man who's liver is out of order can ever expect to succeed as a merchant.

If you are out of sorts, run down at the heel, have the tooth ache or an attack of neuralgia, it would be money in your pocket to shut up shop till you regain your equilibrium, rather than venture behind the counter and expose your imperfections, thereby publishing the fact to the whole community that you are only a human being after all. Why, I am satisfied that Izik, in his present condition, if alone, would utterly ruin our business in a week.

Mr. Leonidas Clark, who owns my old farm, has a son in your town who is a Doctor. The Doctor writes to his father often and sends him papers and Leonidas loans them to me. The Doctor says Grand Rapids is a nice town, but fuller of doctors and real estate agents than a July radish is of worms. He says the water is not fit for a Christian to drink and business of all kinds is fearfully overdone.

I couldn't finish my letter last night, as I had to help Tillie with the baby. A drummer from a Hamilton boot and shoe house drove over to the Hollow in the evening from Loyal Town, which is our county seat and our nearest railroad station and is about six miles from here. He came in just before shutting up time and after congratulating me on my youthful appearance and winking at the Elder's hired girl, who I was waiting on, he seized Izik by the arm and took him over to the tavern to look him over. In about an hour, Spotty, the tavern keeper's stable boy, came in with this message: "Mister Slim, t-t-tother Mister Slim says as how you needn't wait fur 'im, fur it 'ud take a long time to git through wid the travlin' man," I asked Spotty what they were doing, for Tillie was in the store and she likes to hear him talk and twist his wart of a nose. He answered: "The feller opened his big trunk and showed Mister Slim all his shoes and then he put 'em back agin and locked up his trunk and told Mister Slim he'd take 'im up stairs and show 'im his rat."

Tillie wondered if it was a regular rat and Spotty said: "No, mam, it must be a uncommon new kind of a rat, fur the feller as has the big trunks told Mister Slim that it was the same kind of a rat that the Prince of Wales keeps and he called it a bacca-rat, and then he told the feller as tends bar to fetch up a lot of stuff on a tray."

I told Spotty to go; counted the cash; put out the light; locked the door and went up stairs with Tillie, just as the baby woke up. Izik came in about 1 o'clock and Tillie thought the way his breath smelled, that that rat must have crawled into Izik and died. Tillie says she prays every night that the Lord will spare her baby from ever becoming a drummer.

OLD MAN SLIM.

Does Modern Store Construction Encourage Theft?

Written for THE TRADESMAN.

Much has been said in THE TRADESMAN in regard to courtesy to customers, if we would seek to court and retain them. The advice was all right and proper, but, with all due respect to customers, a few words should be said with reference to them, also. In all the marts of trade, buyer and seller are the important factors, and if each are not equally courteous and honorable, or afford ground for suspicion of each other, trade cannot be prosperous.

I have been considerably interested in the discussions on kleptomania, and my experience satisfies me that we find thieves or kleptomaniacs among both sexes, but we cannot know they are such until they are caught in the act; but who desires to constantly watch for them? In pursuing such a course, we are quite apt to offend the best and most honorable class of our customers. The greater the number and variety of goods in a store, and the smaller in size, the more difficult are they to protect, and the greater are the temptations to steal them. It is a fact which cannot be contradicted that the losses of such stores frequently average not less than 2 to 3 per cent. daily. The very nature of the goods precludes the possibility of watching them all, or even missing them at the time they may disappear, and many dealers imagine it will not pay to hire too many assistants. Included in the class of stores mentioned are jewelers, bazaars, notion stores and fancy stores of every kind. Valuable jewelry is generally more carefully guarded, yet even here, by some slight of hand, a few articles occasionally disappear. A young lady of my acquaintance was employed as clerk during the holidays in a large retail jewelry store. Many rich "sets" of pins and ear-rings were kept in boxes or hinged cases and, when showing the goods, it was the custom to count the number of cases (in the mind only) as they were placed upon the top of the show case in which they were kept. Gold watches and bracelets were also in cases, and the number were counted when taken out in the same way. Frequently three or four persons approached at once to look at such articles, with a view to purchase. Whether a sale was made or not, the lids of the cases were hurriedly closed, the cases counted and placed back in the show case. Some time afterward, while carefully cleaning the jewelry, one or more cases would be found empty, the contents having been artfully stolen, while the lady was looking from one to another and closing the cases. In others, the real and valuable goods had been deftly removed and cheap plated ones substituted. She had counted back the number correctly, but

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. ODGETT, 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.

In a few cases the goods had either vanished or were spurious. In the bazaars and fancy stores the danger of losses is much greater than in most others, as the goods are more exposed and, being small, are easily concealed. If only one or two persons are employed in such a store, they cannot possibly watch half a dozen or more, while waiting upon customers. Goods are generally so convenient to handle by every one who enters. Frequently a portion of a counter will be completely covered by small articles and, if people are so disposed, it is easy to secrete a few and carry them away. Goods are shown by hanging them in bunches, dozens or half dozens upon lines and other supports about the store. That this is really necessary I will not say, but it is, at least, offering a slight premium upon crime. At one time a neighboring merchant of mine caught a girl stealing dry goods. He had suspected her before, and now taking an officer with him they went with her to her home, where, upon searching the place, they found not only the goods he had missed, but others which he had not. He also found dozens of ladies' fine handkerchiefs which he quickly recognized as mine, and which were returned to me, the girl acknowledging she had stolen them. I remembered that the girl came at different times with two or three others, to look at and purchase handkerchiefs and they were always very particular in comparing them before making a choice, asking that many kinds and qualities be shown them, and objecting when (as I usually did) I threw the bunches of six to twelve back off the counter. At such times the girls would select and pay for two or three—sometimes half a dozen—and at the same time steal and carry away several more. I sell some jewelry and, among it, many solid gold rings. Many customers come for rings. Sometimes they are total strangers to me and in some cases they are partial acquaintances. Of course, I have a rapid way of keeping a correct account of the number of rings I remove from the case, and it is quite common (with girls especially) to laughingly catch up and string half a dozen ring quickly on their fingers and leave them there, while looking at and talking about others, and when about to depart (if they do not forget it) remember to remove them, but many times I have been obliged to call their attention to the fact that one was missing, when, to their surprise, they found that the ring had not only changed fingers but hands, also, and with many apologies for their thoughtlessness (?) departed. They happened, however, to be persons who seldom took offense at anything, and, therefore, returned to perform the same or similar acts again.

In connection with this subject, I am led to ask if people were less honest seventy-five years ago than at present, else why were there more safeguards thrown around merchandise than at present? Or were these safeguards more accidental than designed? Or, still farther, were mankind only more distrustful of their neighbors? Who can answer these questions? Now for the facts: In that day, instead of being piled about on the floor or a few inches above it, all articles at all adapted to the purpose were hung upon nails or hooks, driven into a wood ceiling, out of easy reach and about as closely packed as possible.

The counters—universally—were tightly boarded up in front, with a half round moulding generally at the bottom, rendering it almost or quite water tight underneath, while the rule to-day is to have a somewhat fashionable table or tables for counters; very low and the space underneath filled with stock which can readily be handled from the outside. The old-time counters also ran the entire length of the store without a break, extending tightly to the front wall of the building, each side of the doorway, with the single exception that three or four feet of the counters against the back wall or partition was hinged to swing upward or around answering to a door for entrance or exit. No short counters with several openings between were then used through which everyone might step quickly behind the counter and out again, if they desired. Nearly all counters were from four to six inches higher than at present, often so high that a moveable platform, one or two feet wide and three or four inches high was placed on the floor back of them to stand upon. The fronts of the counters were also made on a three to four inch incline from their base outward, making it uncomfortable for a person to lounge against it. Our more modern stores almost invite those who are inclined to pilfer many things and surely require more close watching. Of course, it may be said that there are twenty to one merchants now in the country, and that competition is so great it becomes necessary to expose or call attention to goods as only those strictly needful are purchased at all and those they expect to ask for. It was then not so much the merchant, but the customer who was under obligations, as stores were far apart and the goods themselves not always in plenty; but we now live in a different day and it is possible we should adopt the motto—humiliating as it seems in the light of our Christianity—"Treat every man as a rogue until you find he is honest."

FRANK H. HOWIG.

Grand Rapids Electrotpe Co., ELECTROTYPERS

—AND—
STEREOTYPERS

6 and 8 Erie St., GRAND RAPIDS.

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 So. Ionia St., Grand Rapids.

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 passbook system is that many times while busy waiting on customers you neglect to make some charges, thus losing many a dollar; or, if you stop to make those entries, it is done when you can ill afford the time, as you keep customers waiting when it might be avoided. The aggregate amount of time consumed in a month in making these small entries is no inconsiderable thing, but, by the use of the coupon system, it is avoided.

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

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

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

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

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

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

THE TRADESMAN COMPANY, GRAND RAPIDS.

The Outcome of Strikes.

From the New York Journal of Commerce.

There will come a day when that minority of the people which inaugurates and encourages strikes will be compelled to relinquish this past-time for the good of all concerned. Even now the rank and file of the trade organizations are heartily sick of the business, and are forced with ever-increasing reluctance to relinquish their work out of loyalty to their leaders. If it were not for the master workman and walking delegates who are everywhere stirring up antagonisms between the laborer and his employers for the sake of magnifying their office and manifesting their importance, strikes would be few and far between. The workingman of ordinary intelligence has already come to know, both by observation and his own bitter experience, that his interests are not promoted by contests of this character. All the community suffers and the struggle is often a costly one for the employers, but the heaviest part of the burden in every case comes upon the laborer thus driven into idleness.

In summing up the expenses of a strike it is customary to count the unemployed hands and the wages that might have been earned; then to add to this amount the loss of profit and interest on capital supposed to represent the cost to the employer, and finally to estimate the damage to the public interests in the suspension of the business thus checked by the withdrawal of the workmen. But all these items together sometimes make but a small part of the aggregate suffering from the paralysis of a service upon which the community is more or less dependent. Take a strike on a railroad leading to the stoppage of trains on a prominent line of travel. The loss of wages to the brakemen, switchmen, conductors, engineers and firemen who are laid aside and the cessation of receipts for the conveyance of passengers and freight often make a large sum beyond question, but there are other deprivations far beyond any arithmetical computation. Not only large material interests are involved when business men are cut off from the facilities of travel, and their freight, often perishable, is left in piles unmoved at the depot, but the agony of friends summoned to attend the sick and dying or to bury the dead who can answer the call and a thousand other considerations, some of them dearer than life itself, make up an aggregate of suffering which cannot be expressed in words.

The delay of milk trains in a local strike that stopped this supply for several days led not only to the serious injury of those in delicate health who were dependent upon this service, but to an actual increase of mortality among the infants whose only food was thus taken away, with no possibility of replacing it from any other source. Take the strike on a city railway like that in London or recent similar combinations which have prevented the running of cars in several American cities. It was all very well for the newspaper writers to make fun of the pompous old gentleman who had to hunt up a cab or the young dude whose tight boots made his three miles' walk to his place of service a well-deserved torture, but there were many other cases where the sad truth would have brought no smile to any face. The weak sewing girl with her worn shoes, the invalid on her tottering feet, the tired artisan obliged to add the strain of a long walk to the weariness of a hard day's work, and all the miseries that sprang out of the suspended accommodations were not pleasant topics for humorous composition. And in many of the homes of the workingmen who talk so bravely in the club room and vote never to surrender there are often sick wives or half famished children whose sorrows do not get into the balance sheets that men compile, but are well known to the pitying angels.

The general outcome thus far of the efforts of the trades unions and other like combinations to regulate all mundane affairs has been to create a serious and ever-increasing apprehension injurious to all material interests. It costs far more to build houses, not simply because wages are higher, but because builders and contractors have to include the con-

tingencies of the labor question in their estimates. If the masons, and carpenters and bricklayers, and plumbers, and lathers, and plasterers and tanners are all placated, and their affection apparently secured, it may turn out that the attempt to use a few door-knobs accidentally purchased of a manufacturer who has a non-union man in his employ will upset the whole scheme and stop the work for an indefinite period. We are not supposing a mythical or impossible case but quoting an actual occurrence. The purchase and attempt to use a dozen fancy knobs thus produced cost a friend of ours \$1,700 in the construction of his home! And where the workmen are all otherwise coddled, and toadied to, and petted, and humored until the employer's mouth fairly tastes of the dirt he is made to eat, the whole may go for nothing, as in the experience of the last few weeks in this vicinity, because a few pieces of lumber came from a yard that was boycotted.

No man who employs union hands is safe in any kind of business. He may submit to the most extreme dictation, hiring only such help as a committee from the lodge permit him to engage, turning out of his service every old, faithful hand who has not a union card, buying all his supplies from union dealers who sell only the labeled articles, and carting them to his place of business on union carts with union drivers: one day it will all go for nothing. He has committed no offense; he has swallowed every loathsome morsel prescribed, and borne with patience every offered indignity. There is not a flaw in his record from the initial page to the period of the last entry. What is the matter? Why, there is a quarrel over something a thousand miles away and a general strike has been ordered. The head center has spoken and the men must all leave his service. Down go their tools, and out into idleness marches the whole procession. And if a single man is honest enough to be faithful to his employer's interests and to keep his place, he must be discharged before any of the rest will return.

The public are becoming tired of this everywhere, and there is but one remedy. No man who employs labor of any kind can feel a moment's safety as long as his help belongs to a union whose officials may order them out of service at any moment. He can make no binding contract with them. They are not free to consider only his interests and their own as intertwined in their service. They are working for him, but are virtually slaves to another and very imperious master who rules them with a rod of iron. This whole system must be broken up and the serfs must be emancipated. It is utterly intolerable that a set of workmen may not continue in the service of an employer if this is their mutual desire. The union enters the premises of a man in business and says to him, "You must discharge every workman who has no permit from us and take on a lot of hands of our choosing; and you must buy all your supplies from concerns on our list; and you must recognize our orders in the entire conduct of your establishment; and if you fail in any particular we will ruin you if we can accomplish it." Our fathers fought for more freedom than this, and if there is any love of liberty in their children they will not much longer submit to such rasping tyranny.

Wire Nails from Steel Plate.

It has always been considered impossible to cut wire nails from any material except wire, but it is reported that an ingenious arrangement has been introduced into a mill in Pittsburg which enables wire nails to be made from steel plate. This invention may be attached to the ordinary cut nail machine, and is said to be capable of producing perfectly formed nails in greater quantity than is possible by any present wire nail.

An exchange says a lady cured her fifteen years-old son of smoking by the laying on of hands. She had a slipper in one of them and held the boy with the other. It beats spiritual science all hollow.

MICHIGAN CENTRAL

"The Niagara Falls Route."

	DEPART.	ARRIVE
Detroit Express.....	7:30 a.m.	10:00 p.m.
Day Express.....	6:30 a.m.	5:00 p.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 days 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. ROGERS, G. P. & T. Agent, Chicago.

DETROIT
GRAND HAVEN
AND
MILWAUKEE
RAILWAY

TIME TABLE

NOW IN EFFECT.

EASTWARD.

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

WESTWARD.

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

*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. Ass. Agent.
JAS. CAMPBELL, City Ticket Agent.
23 Monroe Street.

CHICAGO
& WEST MICHIGAN RY.

JUNE 21, 1891.

DEPART FOR	A. M.	P. M.	P. M.	P. M.
Chicago.....	+10:00	+1:15	+11:35	.....
Indianapolis.....	+10:00	+1:15	+11:35	.....
Benton Harbor.....	+10:00	+1:15	+11:35	+6:30
St. Joseph.....	+10:00	+1:15	+11:35	+6:30
Traverse City.....	+7:25	+5:25	+11:30	.....
Muskegon.....	+9:00	+1:15	+5:40	+6:30
Manistee.....	+7:25	+5:25	.....	.....
Ludington.....	+7:25	+5:25	.....	.....
Big Rapids.....	+7:25	+5:25	.....	.....
Ottawa Beach.....	+9:00	+1:15	+5:40	+6:30

+Week Days. *Daily. \$Except Saturday.
10:00 A. M. has through chair car to Chicago. No extra charge for seats.
1:15 P. M. runs through to Chicago solid with Wagner buffet car; sea s 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, and sleeper to Indianapolis via Benton Harbor.
11:30 P. M. has Wagner Sleeping Car to Traverse City.
6:30 P. M. connects at St. Joseph with Graham & Morton's steamers for Chicago.

DETROIT,
Lansing & Northern R R

JUNE 21, 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
Lowell.....	+6:50	+1:00	+6:25
Alma.....	+7:05	+4:30	.....
St. Louis.....	+7:05	+4:30	.....
Saginaw City.....	+7:05	+4:30	.....

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.
7:05 A. M. has parlor car to Saginaw, 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. 2:45 p.m.
5:40 p.m. 8:45 p.m.
Through tickets and full information can be had by calling upon A. Almquist, ticket agent at Union Station, or George W. Munson, Union Ticket Agent, 67 Monroe street, Grand Rapids, Mich.
C. 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.	+7:05 a.m.
For Traverse City & Mackinaw.....	9:20 a.m.	+11:30 a.m.
For Saginaw, solid train.....	.....	+4:30 p.m.
For Cadillac.....	+2:15 p.m.	+5:00 p.m.
For Mackinaw.....	+7:45 p.m.	+10:30 p.m.
From Kalamazoo.....	+8:55 p.m.	.....

TRAINS GOING SOUTH.

	Arrive from Leave going North.	South.
For Cincinnati.....	6:00 a.m.	+7:00 a.m.
For Kalamazoo and Chicago.....	+10:15 a.m.	+10:30 a.m.
From Saginaw.....	11:45 a.m.	.....
For Fort Wayne and the East.....	.....	+2:00 p.m.
For Cincinnati.....	+5:30 p.m.	+6:00 p.m.
For Kalamazoo and Chicago.....	+10:00 p.m.	+11:05 p.m.
From Saginaw.....	+10:30 p.m.	.....

Trains marked (a) 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.

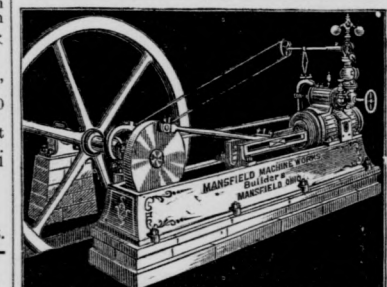
VIA D., L. & N.

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. 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.