

MICHIGAN TRADESMAN.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, JULY 1, 1891.

NO. 406

EATON, LYON & CO.,

JOBBERS OF

Stationery and Books

A Complete Line of

**HAMMOCKS,
FISHING TACKLE,
MARBLES,**

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Depositors' Security, \$200,000.

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GRAND RAPIDS, MICH.

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FUNERAL DIRECTORS,

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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.

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LIME,

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CEMENTS,

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Write for Prices.

20 LYON ST., - GRAND RAPIDS.

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Tar and Gravel Roofers,

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

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Manufacturers of and Jobbers in

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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,

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Muskegon, Mich.

CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists, GRAND RAPIDS.

CAPTAIN STANLEY'S BODY-GUARD.

"Well, yes," said my host, Captain Stanley, as brave a soldier as ever drew a saber, "I have seen some hard times since I have been out here, and so have we all. A man in our profession can't pass five years of his life on the plains without getting some hard knocks, I tell you."

We had just finished a late supper, and having drawn our chairs about the wide fire-place, had filled our pipes preparatory to indulging in a social smoke. There were a dozen of us in the room, all except myself wearing Uncle Sam's "honored blue." I was at that time correspondent for an Eastern paper, and had been ordered to the frontier to "write up" the campaign which General Crook was about to undertake against the Cheyennes who had broken away from their reservation. Finding that a detachment led by Captain Stanley, the commander of old Fort Frazier, was expected to bear the brunt of the work, I joined my fortunes with it, accompanied it on a perilous scout of fourteen hundred miles, and we had but just returned to the fort. We had got back, too, just in time to escape what western men call a "blizzard." And what is that? It is an old-fashioned New England snow storm a dozen times intensified. The wind blows as if it would sweep everything before it, the cold is so piercing that one shivers over the hottest fire, and the air is filled, not with snow, but with sharp needles of ice, which seem to threaten destruction to every living thing exposed to its fury. We were all snugly housed, our jaded horses were munching their barley in their warm stables, the sentries were standing grim and silent in their boxes, and those of us who were fortunate enough to have no duty to call us out into the storm, spread our hands over the cheerful wood fire and congratulated ourselves on the safe ending of our tedious scout.

I said there were a dozen of us in the room; but I must not forget to mention Captain Stanley's body-guard, four magnificent Scotch deerhounds, which lay stretched out in front of the fire. They were large shaggy animals, with immense bone and muscle, and bore on their bodies numerous evidences of the battles through which they had passed. They were terrible fighters, and the ease with which they could overtake and pull down an antelope was surprising. They accompanied us on the scout, and I could not imagine why it was that they were treated with so much kindness and consideration by every member of the command. On this particular night I was to find out.

"How the wind blows!" exclaimed a young lieutenant, from his seat in the chimney corner. "I declare it will tear the stockade up by the roots."

"Yes, it is a wild night; and I hadn't been on the plains as long as you have, Jack," said the captain, addressing himself to the lieutenant, "before I was called upon to face just such a storm as this without shelter of any kind, except

what was to be found in the hills, and under circumstances that were calculated to freeze the blood in the veins of the bravest man who ever stepped. Those hours of horror turned my hair white as you see it now, and made me an old man before my time. I cannot recall them without shuddering."

The captain puffed vigorously at his well-blackened brier root for a few minutes, and after making sure that it was well lighted continued:

"I always was fond of horses, dogs and guns, and I can scarcely remember the time when I did not own some of the very best. My pointers could not be beaten, my pony would take a fence almost as well as any of my father's thoroughbreds, and my little fowling-piece was sure death to any bird that got up within any reasonable distance. When I left home to go to West Point it almost broke my heart to part from my pets; but my uncle, who was an ardent sportsman, assured me that if I would pass a creditable examination at the end of my school term, he would present me with a pack of dogs that would more than take the place of the one I left behind; my father, a veteran of the Mexican war and a great admirer of the cavalry, told me that if I would fit myself to enter that branch of the service, he would give me the finest horse in his stable, and my mother said she would give me another. Encouraged by these promises, and ambitious to distinguish myself in my chosen profession, I worked hard and stood among the first five at the end of the course. Here are the dogs my uncle gave me," said the captain, his stern face softening as he gazed almost lovingly at the splendid animals before him, "and the horses—well, one was killed during a fight on the Sweetwater, and the other—poor Gypsy! She was my mother's gift."

"As soon as I received my commission I was ordered to report to the commanding officer of Fort Scott for duty. The officers were all lovers of the chase, and at the sight of my horses and hounds they received me with open arms. In company with the neighboring ranchmen we hunted almost constantly; there was little scouting to be done, for the Indians were quietly settled on their reservation, and when winter came and the first snow covered the ground, the sport we had in coursing antelope was simply magnificent."

"Early one morning, while I was returning to the post with a freshly killed antelope slung across my saddle, I noticed that my eyes burned and that the surface of the snow, from which the bright rays of the sun were reflected with almost dazzling brilliancy, seemed to be covered with floating specks. Now and then something that looked like a chain danced across the range of my vision, and this would be followed by multitudes of miniature pin-wheels and sky-rockets. I knew that the glare of the sun on the snow had affected my eyes, but I thought nothing of it, for I was foolish enough to believe that it would wear off in time."

"When I reached the fort I found there was a runner from the Red Eagle Agency who had brought information which rendered it necessary that a courier should be sent with dispatches to Fort Morris. The dispatches were ready and the colonel was waiting for me. I changed horses, received my instructions and set out at once with my Henry rifle slung at my back, and my hounds trotting along before me. For two or three days I had noticed a suspicious bank of clouds hanging in the northern horizon, and the colonel had warned me to make haste for a storm was brewing. Acting upon his advice I pushed ahead as rapidly as possible, shading my burning eyes with my hand, and now and then calling to my dogs which seemed inclined to turn about and give battle to a pack of gaunt and hungry wolves that was following along behind me. I saw with no little uneasiness that although the south wind was blowing strongly, that threatening bank of clouds in the north was rising rapidly against it. The Arctic King was coming in his might, and I knew that the storm would overtake me long before I could reach my destination. I began to feel timid. I did not like the persistency with which the famine breeders hung on my trail. There was something ominous in it.

"Just before dark I reached my camping ground. It was a sheltered nook among the hills, bare of snow, and there was a spring of good water close by. After putting the blankets on the mare and feeding her and making her as comfortable as I could for the night, I built a fire under the lee of a rock and with my dogs around me sat down to eat my supper. Just then the war of the elements began. With a roar and a rush that were terrific, the advance guard of the Arctic forces struck the south wind and drove it back. Then there was a lull, such as sometimes occurs in battle when the opposing forces are gathering themselves for a decisive effort, and with another mighty roar the final onslaught was made. The blizzard was in full blast. The air was literally filled with ice. It grew colder and colder every minute and my fire seemed to give out no heat. I could not look at the blaze for the pain in my eyes had increased until it was almost unbearable. Finally I wrapped my blankets around me and lay down to sleep.

"How long I slumbered I do not know. I was awakened by one of my dogs, which came up and licked my face. I started up and threw off the blankets. It was pitch dark. The blizzard was still raging fearfully, and the wolves had approached so close to my camp that I could hear the patter of their feet as they ran about among the scrub oaks, and my faithful dogs now and then gave a growl to warn them off. A stamping among the brutes told me that my mare was rendered uneasy by their presence, and I thought I would go out and speak to her. I looked toward the place where my fire had been kindled but could not see a single coal. It had burned itself completely out. Groping my way on my hands and knees to the pile of fuel I had gathered before going to sleep, I picked up a stick and began poking around for the coals. Presently a sharp stinging sensation in my hand told me I had found one. I could feel the pain but I could not see the coal, and yet it must have been a live one or else it could not have

burned me. With trembling hands and a terrible sinking at my heart I took out a match and lighted it. I could distinctly hear it burning, but I could not see the blaze, although I held the match until my fingers were scorched. Then I dropped it, and with a scream of terror jumped to my feet. Great heaven! I was snow-blind.

"With the experience I now have I know that my situation would have been desperate if I had been in full possession of my sight; as it was I gave myself up for lost. I was paralyzed with horror, and for a time I could not move. The actions of one of my dogs aroused me. He bounded forward and began a terrible battle with one of the wolves. With another cry of terror I groped my way back to my bed, and catching up my rifle succeeded after a desperate scramble in placing myself on the top of the rock. By this time the battle between my dogs and the wolves was in full progress, and a fierce one it was, too. I fired shot after shot into the air in the hope of frightening the famine-breeders, but they were rendered too desperate by hunger to fear the smell of gunpowder. How earnestly I prayed that my noble dogs might succeed in fighting off their savage foes! I shouted to them words of encouragement to which they had never failed to respond during a hunt, and finally I knew that they were gaining the victory. They drove the wolves away from me, but the ravenous animals were not to be cheated. They turned their attention to my horse. I fairly cried as I stood there sightless and helpless on my rock and listened to the struggles of the frightened beast as she strove with desperate energy to break her fastenings. To my great joy she succeeded, and with a shrill neigh of terror set off up the valley. I heard her hoofs clattering over the bare ground and the snarls and yelps of the savage pack as it followed close at her heels, and then all was still. I called to my faithful guardians and each one answered to his name by a joyful bark, all except Major, whose response was a mournful whine. Poor fellow! He had been severely handled.

"I did not delude myself with the hope that I had seen the last of the wolves. I knew that my steed, fleet and enduring as she was, would in the end be overtaken and torn in pieces by her tireless pursuers, and that having whetted their appetites they would return in sufficient numbers to overpower my guards and make an end of me. I had always prayed for a soldier's death, and the thought that I must give up my life in this horrible way was agonizing.

"I cannot tell how long I stood there waiting for the wolves to come back and put me out of my misery, for I was dazed with terror. I fell into a sort of stupor from which I was aroused by a bark from one of my hounds, and (I know every note uttered by these animals as well as I know the sound of my own voice) it was a bark of welcome. Help was near. My first feeling was one of amazement, and before I had recovered from it I heard a rifle shot and then another and another. The whole pack broke out into a joyous baying. I cocked my rifle with my benumbed hands and fired all the remaining cartridges into the air. I tried to shout but could not utter a sound. My head reeled and I fell from the rock.

"I remained a full month at Mr. But-



See Monday's and Saturday's Detroit Evening News for further Particulars.

\$100 GIVEN AWAY

To the Smokers of the
PRINCE RUDOLPH CIGARS.

To the person guessing the nearest to the number of Imps that will appear in a series of cuts in the Evening News, cuts not to exceed 100, 1st Cash Prize, \$50; 2d, \$25; 3d, 15; 4th, \$10. Guess slips to be had with every 25c. worth of PRINCE RUDOLPH CIGARS. Sold Everywhere. Up to date there has been published 23 cuts, with a total of 303 Imps.

MANUFACTURED BY
ALEX. GORDON, Detroit, Mich.
DANIEL LYNCH, Grand Rapids, Mich., Wholesale Agt.

SUMMER WASH GOODS:

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

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

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WHOLESALE DRY GOODS. GRAND RAPIDS.

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
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Wall Paper and Window Shades.

House and Store Shades Made to Order.

NELSON BROS. & CO.,

68 MONROE STREET.

ler's hospitable rancho before I was able to return to the post. He and two of his neighbors had been out after black-tails and were caught in the blizzard, but knowing that they must reach home or run the risk of being snowed up in the hills, they boldly faced it, and a fortunate thing it was for me that they did so. They saw the wolves devouring my mare and took the back trail expecting to find my mangled body. When they discovered me lying there behind that rock surrounded by my bleeding hounds no words could express their astonishment. Close by there were seven dead wolves and three disabled ones that were trying to crawl off. These they shot. That these dead and wounded members of the pack were not devoured by their comrades was owing to the fierceness with which my brave dogs fought them. They were badly cut up, but they received the same kind nursing that I did, and here they are as ready for a fight as they ever were. Do you know now why everybody in the fort thinks so much of my body-guard, Harry?"

I thought I did.

Good-Bye to the Credit Business--How It Works.

The following letters are self-explanatory:

SHERWOOD, Feb. 28—We want all our customers to read our new plan, as it is to their interest as well as ours that we make it. We propose to mark our goods down to rock-bottom prices and sell for cash only. We have many customers we would be glad to sell on time, but if we sell for cash we will be compelled to refuse credit to our best friend or nearest relative. So don't think hard of us if we refuse you. We have tried since we came here to be very careful in giving credit; still we have a great many accounts that we would sell for twenty-five cents on the dollar, and of course we had to ask more for our goods in order to try and balance our losses. We have been selling goods on credit for nearly twelve years, and in all that time have never seen the day but what we had rather have the goods on the shelves than to have the accounts on our books, be they ever so good. After April 12, our books will be laid aside so far as giving any more credit, and not a dollar's worth of goods will go out of our store without the cash or its equivalent. We also must refuse to allow any goods to leave the store on trial without the payment thereof, and when taken back the money will be cheerfully refunded. We must adopt this plan to protect ourselves, as some people take the goods from the store on trial and never return or pay for them; and if we refuse one we must refuse all—so don't ask us.

We shall buy for cash and must sell for cash. You must admit that if we pay cash down for our goods we can buy cheaper than others who do not do so. As we will have no more interest charges and have no bad accounts we certainly can sell goods at the very lowest possible prices. Call and see what bargains we can offer you for cash, and be convinced that our method is the only true way of doing a successful business.

Trusting that you will fully understand our position, and help us, we are very truly yours. W. R. MANDIGO & Co.

SHERWOOD March 20,—Again we come to tell you of the decision we have made in changing our manner of doing business from a credit system to a ready pay. Our reason for doing this is self protection. We have done business here for nearly twelve years and have been getting harder up every year and we cannot in justice to ourselves and families continue the credit business any longer. Many have been unable to pay their accounts promptly which has compelled us to borrow and borrow until we can do so no more. What we have said about inability to pay does not apply to all of our customers. Nor do we speak com-

plaining but rather apologetically for changing our manner of doing business. There are many of our customers who have been very prompt in making settlements and whom we would still like to accommodate but it will be impossible for us to do so. We will try and arrange to have your present account carried a while if you put it into a note but all accounts must be settled by cash or note and all notes paid or renewed. This is no hasty move but one on which we have put much thought and we have concluded that we would rather do business without a dollar's profit for cash than to try and do business another year on the credit plan as we have for twelve years. You will find it full as easy to pay cash as to pay bills of from three to twelve months.

Hoping you will all take this in the business light in which it is meant and thanking you one and all for past patronage and trusting that we shall not miss one of our old customers but on the contrary attract many new ones we remain, Yours truly,

W. R. MANDIGO & Co.

SHERWOOD, June 20—In reply to your enquiry, I will say that I have only one regret—that I did not make the move years ago. I have yet to learn of the first person offended by the move and many tell me it is just the thing to do and that I have taken the opportune time. I have not cut my prices at all. "Good goods and honest service on the C. O. D." is my plan, and it is satisfactory.

Yours truly,

W. R. MANDIGO.

Quay on the Commercial Traveler.

Hon. M. S. Quay, U. S. Senator from Pennsylvania, in presenting his amendment to the Inter-State Commerce Law, permitting the granting by railroads of special and reduced rates of travel to all bona fide commercial travelers, thus graphically and forcibly described the status and importance of those messengers of trade:

"The broad assertion may be made, the truth of which will be recognized by every one, that commercial travelers market the entire product of the manufacturing industries of the United States. Between the loom, the spindle the machine shop, the vat, the foundry, and other primary sources of manufactured goods, they are the intermediaries for the retail merchant and his customers. Their mission is commercial, but it is also instructive. To the small towns of the interior these agents bring products entirely new to the eyes of their inhabitants, whether merchants or customers. More than this, they bring to the small manufacturer the visible results of the enterprise, investigation, and accumulated capital of the larger manufacturer. I wish also to emphasize the fact that the traveling commercial agent does not bring to these interior towns the fruits of American invention and ingenuity alone. They present also the finished products of all the nations of the earth.

"Every commercial traveler has his mission to bring before the people the special products of trade in which he is expertly interested. Upon that particular branch of product the very requirements of his duty compel him to be thoroughly informed; so that as these 180,000 bright eyed, quick witted, alert men move over the land they present to its people a professional bazaar which is almost equivalent to an international exposition of the manufactures of the world.

"The commercial traveler also markets the products of agriculture. It is he who places within reach of the manufacturer the raw material which feeds his mill. The commercial traveler places within reach of the manufacturer the wool of the ranches and of the uplands, the lumber of the forest, the grain of the Northwest, and the corn of the prairies; the oil, the coal, and the precious ores of mother earth. It is in this phase of his work that he does most effective service in sustaining in our favor our balance of trade with foreign nations, through his constantly seeking a market abroad for all of the resources of our country."

Use Tradesman or Superior Coupons.

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.

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.

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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.

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 WOODSON SPICE CO. KANSAS CITY, MO. TOLEDO, O.

AMONG THE TRADE.

AROUND THE STATE.

Elva—J. Spears & Co. have removed their grocery stock to Owosso.

Adrian—Roderick Marsh, of the flour mill firm of Marsh Bros., is dead.

Bessemer—Jos. Pecard succeeds Jos. Pecard & Co. in the hardware business.

Detroit—T. W. Goodale succeeds Frank Holman in the grocery and meat business.

Lake City—A. B. McIntyre succeeds McIntyre & Smith in the grocery business.

Saginaw—Benj. L. Tripp succeeds Tripp & Brooks in the grocery and meat business.

Sherwood—W. R. Mandigo succeeds W. R. Mandigo & Co. in the drug and stationery business.

Butternut—Cross & Isham have opened a grocery store in connection with their cheese factory. They will shortly add lines of dry goods and boots and shoes.

Marshall—E. A. Turner has sold his bakery and stock of confectionery to A. Palmer, formerly of Marengo. Mr. Turner leaves soon for Grand Rapids, where he has a position offered him in a large wholesale house.

Big Rapids—J. L. Barker has removed his grocery and hardware stock from Paris to this city, where he has purchased the wood yard of G. C. Gardner and will conduct same in connection with his mercantile business.

MANUFACTURING MATTERS.

Monroe—Chas. G. Johnson is succeeded by John Plevres in the flouring mill business.

Six Lakes—Wilbur Merchant has removed his shingle mill to Harrison, and expects to have it running in thirty days.

Detroit—The Detroit Combination Tool Co. has been organized with a capital stock of \$25,000, one half paid in.

Bay Mills—Hall & Munson have bought of General Alger 1,500,000 feet of logs, which will be manufactured for their box factory at this place.

Saginaw—Smith & Adams have started a camp near McCormack lake, Montmorency county, where they will cut and drag-haul 1,000,000 feet of pine.

Lansing—The Harrison Hose Supporter Co., a garter manufacturing concern, now of Chicago, will locate in Lansing and make garters of all kinds.

Marquette—The Michigan Polygonal Turning Co. has some of its lathes in operation. It has a large number of orders ahead and seems destined to a prosperous career.

Bay City—Bousfield & Co. are operating their stave mill on a day a quarter running time, and will cut 3,000,000 feet of pine into staves, pail and tub bottoms during the season.

Detroit—Frank B. and Emerson W. Trout, of Detroit, and Charles Steel and William Campbell, of Wyandotte, have incorporated the Columbia Chemical Co., with \$10,000 capital, to manufacture chemicals.

Belding—The flouring mill firm of Knott, Rutan & Co. has been dissolved, E. Rutan and E. Chapple purchasing the interest of W. A. Knott. The business will be continued under the firm name of E. Rutan & Co.

Saginaw—The general officers of the Flint & Pere Marquette Railway are considering the project of running a branch

from Harrison into Greenwood township, Clare county, to reach a lot of timber, a considerable portion of it hardwood.

Boon—J. E. Root has sold his shingle mill, two miles north of this place, to Mark Stewart, who will manufacture for J. Matevia the timber recently bought by him of Cobbs & Mitchell. It is estimated that there will be about a year's run for the mill.

Saginaw—John G. Owen is running his mill at Owendale on day and a quarter time. He owns over 6,000 acres of land in that section, and has timber sufficient to stock his mill four or five years yet. In connection he has a farm of 350 acres under cultivation.

Alpena—The Pack & Fletcher camps at Hubbard lake have closed operations for the season, having put in 24,000,000 feet of logs. There is 10,000,000 feet standing to be cut next season, which will wind up operations there, and the log railroad will be removed to some other point.

Grand Ledge—Albert Smith, of the firm of Chapman & Smith, cigar manufacturers, has skipped, leaving his partner in the lurch. He also left a wife and five children, and from Chicago wrote a letter that he was off for California and did not want to see anyone in Grand Ledge again unless it was his baby. Grand Ledge people are divided as to Smith's sanity.

MEDITATIONS OF A PESSIMIST.

SECOND PAPER.

Written for THE TRADESMAN.

Having confessed in my introductory article to being a pessimist (not strictly according to Webster, but as generally understood), I presume you take it for granted that I must be mortally diseased and are prepared to see me take a molehill and convert it into an insurmountable mountain of adamant rock. And you will, no doubt, expect me to cry "wolf" where that greedy quadruped was never heard of and create imaginary wants out of thin air.

So far as this article is concerned, instead of creating imaginary wants myself, I shall charge the business world with having created many fictitious and imaginary wants—wants which have been conceived in greed and fostered and developed in sordid selfishness; wants which detract from human happiness and add to the burdens and worries of life. American ingenuity is the author of more artificial wants than all the rest of the world combined, hence we are said to be the most extravagant people in the world and according to the popular idea we ought to be the happiest people in the world. But are we? A happy people are, and must of necessity be, a contented people. Are we a contented people? Is it not a matter of history that we are the most impatient, the most restless, the most insatiable and the most discontented people on the face of the earth? No spot on earth is more abundantly able to supply every natural and necessary want requisite to insure the highest possible degree of human happiness than our own favored land, and were we content with these, fewer of our brothers and sisters would be driven into mad houses and suicides' graves and crime and poverty would be greatly diminished. These innumerable artificial wants are conceived in greed. Moralists may croak and high-salaried gentlemen of the cloth may preach, but the cold

hard fact stands out in bold relief nevertheless, that success in human existence is measured and weighed by the standard of the Almighty Dollar. We are living in an intensely speculative age. Men everywhere are continuously racking their brains in a feverish effort to invent some worthless novelty that can be successfully palmed off on a discontented people as a long-felt want, and, when the effort proves successful, one or more examples of success in life are chronicled at the expense of the struggling masses whose burdens have been proportionately increased. For the last two or three years the farmer has been singing "Listen to my tale of woe," and charging the government and the retail grocer who, he thinks, is getting rich too fast on his margins on coffee and sugar, with being the cause of all his agony. If he would take a careful inventory of all his personal effects in the house, in the barn and scattered all over his farm, he would find many things which are rapidly depreciating in value on account of rust and exposure to the elements—some of which are not yet paid for—which he never really wanted, and had no more urgent use for, than a church organ has for an umbrella. But because some neighbor who was abundantly able to indulge in these things, or because some itinerant automatic talking machine got him into a corner and assumed to know more about the farmer's private business than the farmer did himself and made him believe that he must buy and keep up with the times or be swallowed up in the gulf of old fogyism, he took a tumble in a weak moment and signed his name to a note, trusting that the Lord would in some miraculous way, unknown to the farmer, provide ways and means for its redemption.

I have "been there" and know whereof I speak. During my life I have made two attempts to pay for a farm, but was knocked out both times by these imaginary wants. I worked early and late and studied the requirements of my business and thought I knew what I wanted and what I did not want. No doubt success would have crowned my efforts, had it not been for the fact that I occasionally fell a victim to that arch fiend of human progress, the itinerant automatic talking machine. He would always swoop down upon me without a moment's warning and before I had a chance to escape. During the attack I would be under some strange hallucination and after it was all over I would have a dim remembrance of having given a mortgage on my wife and children for the purpose of swelling the treasury of some bloated manufacturing corporation and that I had taken a receipt in the shape of an ornament for one of my fence corners. If some old farmer should read this, he, no doubt, would call me a fool, but I would remind him that I was too small a fool to charge the government or the retail grocer with my failure.

These fancied wants are the skeletons of our homes. Their demands are always in excess of our means to supply. They torment us at every turn. They rob us of all enjoyment when our friends visit us, because, perchance, the furniture is old-fashioned or the crockery is ancient. They keep us away from society gatherings for lack of regulation attire. They pierce us with arrows of mortification and shame as we sit in our church pews, for our neglect or inability to provide

ourselves with the new spring bonnet. Sometimes they taunt us with looking like a fright and shut us up in our own rooms to bewail our miserable lot. They waste our energies and incapacitate us from doing our duty in life's work. They plunge us hopelessly in debt, crush our spirits and drive us into despondent moods and dark corners. They allure our children into forbidden paths; burst asunder the marital bonds; break up and destroy homes, and rob life of most of its sweets and joys. I asked a clothier in our city, a few days ago, how he was finding business in his line and with a dissatisfied look on his face, he replied, "Oh, slow, decidedly slow. You see, these cold Junes are corks. It has always been my experience that when we have no hot weather until after the middle of June, the season's trade in light goods will be greatly diminished." I enquired if the people bought more substantial goods in their stead. "Oh, no," he replied, "they get along with the old or go without." I thought to myself, "Thank providence for cool Junes," for the people are so much the better off, at any rate, and nature is gently reminding them that they can enjoy more of the real comforts of life if they will turn a deaf ear to many of these imaginary wants in the shape of expensive, flimsy, useless gew-gaws that come and go with the seasons, reminding us of the vanity of all things, and are no more necessary for our comfort and happiness than the vile mixture that the long-haired street fakir holds aloft on the street corner. On the other hand, they are positively injurious, if indulged in, and add to the worries of life by making incessant demands upon us and wasting our energies, thereby disqualifying us for the more noble work of life.

I will close this article by suggesting a sure and specific remedy for all the ills that disgruntled, clamoring advocates for a more even distribution of wealth are afflicted with. In fact, the remedy is a general tonic and easy of application, and would prove beneficial to the struggling masses generally and especially to that portion who are seeking through legislation a means of checking corporation greed and of curtailing the money power. Take all these unnecessary and imaginary wants that do not contribute to your comfort or make life easier, more desirable, or happier, and tie them up in a bundle and fire them back at the heads of their progenitors. You will find it more efficacious than dynamite and more practical than the ballot. In other words, stop buying what you don't want, for in no other way can you escape from the bondage of debt and become the free and independent proprietor of a vine and fig tree of your own. E. A. OWEN.

From a Valued Contributor.

CENTRAL LAKE, June 26—I note with pleasure the continued excellence of THE TRADESMAN in all department, and my best wishes are with it, and its enterprising editor.

In the opinion of my father and myself, no better selection could be made as a successor to the late Smith Barnes, as Manager of the Hannah & Lay Mercantile Co., than Herbert Montague. We hope he will get it.

The Chicago & West Michigan Railway is in process of construction through this village now, and it makes hustling times for us all. I cherish the hope of doing more writing for you in the near future.

Yours truly,
GEO. L. THURSTON.

GRAND RAPIDS GOSSIP.

C. J. Whitney, the veteran music dealer of Detroit, is arranging to open a branch store here soon.

Wagner & Son have opened a grocery store at Belding. Hawkins & Company furnished the stock.

Cook Bros. have opened a grocery store at the corner of Madison avenue and Griggs street. The Ball-Barnhart-Putman Co. furnished the stock.

Cross & Isham, who conduct a cheese factory at Butternut, have opened a grocery store at that place. The Ball-Barnhart-Putman Co. furnished the stock.

H. W. Worden, who has been engaged in the grocery business at Boon for some time past has, removed to this city and embarked in the grocery business at 811 Fifth avenue.

H. Leonard & Son received the following goods through the custom house last week: One case house furnishing goods from London, duty \$3.15; two cases Royal Dresden China from Berlin, duty \$69; fourteen cases glassware from Bodenbach, Austria, duty \$106.10; 24 cases China and dolls from Sonneberg, Germany, duty \$291.45.

Fred Kielsen, who conducted the leading mercantile business at Cadillac for several years previous to 1883, and who resumed the grocery business there in the spring of 1887, has practically retired from business, having turned over his stock to Rollin A. Keys, of Chicago, on a bill of sale. Mr. Keys represents Franklin MacVeigh & Co., the largest merchandise creditors, and has been in possession of the stock several days. The accounts have been assigned to an attorney named McIntyre to secure certain creditors named in the document, while his real estate, mortgages and land contracts have been turned over to his wife and D. A. Blodgett & Co. It is not thought that the unsecured creditors will receive a cent, unless Mr. Kielsen concludes to offer them something in the form of a compromise. Mr. Kielsen is a reckless business man and was not generally considered a desirable risk, but confidence in his integrity and energy impelled many jobbers to sell him, against their better judgment. All will regret that he has been compelled to capitulate and THE TRADESMAN joins with his numerous friends in the trade in expressing the hope that he may be able to pay dollar for dollar and resume business again.

Gripsack Brigade

O. C. Shults, formerly with Curtiss & Co., but now on the road for the United Indurated Fibre Co., of Chicago, was in town several days last week.

B. F. Winch, formerly engaged in the grocery business at Bangor, but more recently on the road for the Alabastine Co., has gone on the road for Wm. H. Downs.

Dave Haugh and Chas. M. Falls had a little misunderstanding on Monroe street Saturday and report has it that pistols and coffee will be in order when they next meet on the road.

J. W. Palmer, who has represented the Central City Soap Co. for ten years past, has purchased an interest in the Jackson Grocery Co. and goes on the road for his new connection July 1.

N. B. Sherwood has severed his con-

nection with the Whipple Harrow Co., of St. Johns, and has taken a similar position with the S. S. Freeman Mfg. Co., of Racine, Wis. His territory will comprise the entire State.

Frank E. Chase requests THE TRADESMAN to deny the report that he proposes to spend the summer on Cape Cod. He will send his family there, but will remain in Michigan and continue on the warpath for fall orders.

Albert C. Antrim, who has been spending five and a half months in New England and the Eastern States for the Alabastine Co., returned home last Friday and will put in a month or six weeks in the city and on a tour of the Northern resorts.

Aaron B. Gates, traveling representative for the Lustig Cigar Co., suffered severe injuries by a fall at Charlevoix, last Monday, from the consequences of which he will be laid up for some time. His route will be covered in the meantime by Geo. A. Sage, the whilom Rockford grocer.

THE TRADESMAN received a brief visit, last week, from J. E. Taylor, Secretary of the Patrons' Commercial Union, and D. Conklin, Assistant Manager of the same institution. Both gentlemen were enthusiastic over the efficiency and effectiveness of their selling agency and predict an increased membership.

The base ball contest between Hi. Robertson's force of traveling men and "Had" Beecher's professionals resulted in a score of 19 to 0 in favor of the latter. Byron Davenport claims to be the only member of Hi's crowd who hit the ball for bases, having recorded a double and a single. The game will probably not be repeated—at least, not this season.

It is a well-known fact that hotel keepers are more anxious for commercial trade, otherwise drummers, than for any other class of business. The drummer always wants the best that the house affords. He is a liberal patron of the bar, cigar store and billiard room, attracts many callers on business or pleasure, and spreads the reputation of the hotel all over the country. The result is that shrewd landlords are careful to provide for this desirable class of customers, and even when a convention is in progress, the town full of strangers and the capacity of the hotels taxed to the uttermost, people are often turned away, although the clerk knows he has several unoccupied rooms. He would rather take the chance of having the rooms remain vacant than the terrible alternative of having some drummer who always stops at the house turned away because the rooms are all full. Verily, in this as in many other ways, the drummer "never gets left." On the other hand, the least desirable of all hotel customers are theatrical people. Many leading hotels refuse to accept them at all, and some will only receive the managers and leading people, the others being relegated to the cheaper houses. The common run of actors are the direct opposites of drummers. They want midnight lunches, and bother the housekeepers by sleeping late in the morning. They are always kicking, spend as little money around the house as possible, and have an insatiable yearning for special rates. It is even asserted that drummers have a more or less pronounced aversion for theatrical people, and the proprietors of one leading Detroit hotel decline to make special rates to theatrical companies because they say it hurts their commercial trade.—*Detroit News.*

Purely Personal.

Heman G. Barlow is back to his desk again—happy and hearty, brown and—busted.

F. H. Preston, formerly with the Union School Furniture Co., at Battle Creek, has been elected Treasurer of the Manitowoc School Furniture Co., at Manitowoc, Wis.

James Hancock, the Grand Haven celebrity grower and florist, has originated several new varieties of carnations, which are pronounced by experts the finest produced anywhere in the country.

Nelson F. Miller, the Lisbon general dealer, has captured the hand and heart of Miss Clara B. Gilson, of Sparta. THE TRADESMAN joins with Mr. Miller's many friends in tending congratulations.

Adam Wagner and Chas. A. Wagner were in town a couple of days last week, purchasing stock for the new grocery store they will open at Belding. They have secured a desirable location in that busy manufacturing town and anticipate a prosperous outcome for the new venture.

Crocery & Glassware

LAMP BURNERS.	
No. 0 Sun.....	45
No. 1 ".....	50
No. 2 ".....	75
Tubular.....	75
LAMP CHIMNEYS.—Per box.	
6 doz. In box.....	1 75
No. 0 Sun.....	1 88
No. 1 ".....	2 70
No. 2 ".....	2 70
First quality.	
No. 0 Sun, crimp top.....	2 25
No. 1 ".....	2 40
No. 2 ".....	3 40
XXX Flint.	
No. 0 Sun, crimp top.....	2 60
No. 1 ".....	2 80
No. 2 ".....	3 80
Pearl top.	
No. 1 Sun, wrapped and labeled.....	3 70
No. 2 ".....	4 70
No. 2 Hinge, ".....	4 70
La Bastie.	
No. 1 Sun, plain bulb, per doz.....	1 25
No. 2 ".....	1 50
No. 1 crimp, per doz.....	1 35
No. 2 ".....	1 60
FRUIT JARS.	
Mason's or Lightning.	
Pints.....	11 50
Quarts.....	12 00
Half gallons.....	15 00
Jars.....	55
Cups only.....	3 50
STONEWARE—AKRON.	
Butter Crocks, per gal.....	06 1/2
Jugs, 1/2 gal., per doz.....	75
" 1/2 gal., ".....	90
" 2 " ".....	1 80
Milk Pans, 1/2 gal., per doz. (glazed 75c).....	65
" 1 " ".....	78

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.

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.

GOLD MEDAL, PARIS, 1878.

W. BAKER & Co.'s
Breakfast
Cocoa

from which the excess of
oil has been removed,

Is Absolutely Pure
and it is Soluble.

No Chemicals

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

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

Sold by Grocers everywhere.

W. BAKER & CO., DORCHESTER, MASS.

WHEN the strike is ended,
WHEN differences are mended
WHEN all is serene,
WHEN everything is clean,
WHEN cigars will take a boom
WHEN your dealer has not the
WHEN ask him
WHEN he will have them.

THE LUSTIG CIGAR CO.

J. LUSTIG, State Agent.

GRAND RAPIDS.

Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

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E. A. STOWE, Editor.

WEDNESDAY, JULY 1, 1891.

THE HOME AS A SYMPHONY.

In the days of the brass-handle and the claw-foot a house was a place in which people lived, and each man built and furnished with a care for his position and his comfort. A dwelling was never copied from a church nor a shop from a diary. They thought of the climate in those days, and in the North there were thick walls and double windows, and each room could be heated as its occupant desired. In the South there were piazzas and shady, wide halls, while in these "temperate" regions, where in less than six months we rush from freezing to boiling, with how much good sense our forefathers built their houses! The thick walls kept out both heat and cold, and if the halls were wide the fireplaces were generous. Instead of a mansard roof, which makes the room it covers intolerable in the summer, a loft ran over the whole of the house. The windows, the open "trap-door," ventilated the whole dwelling, and in the winter the body of warm air had its effect. If the roof leaked the bed-room paper was not spoiled, and what a place it was for trunks and herbs and discarded furniture! The house-keeper of to-day has nothing among her modern conveniences that compensates her for the lost loft. As the furniture car had not been invented, no one thought of an annual moving, and the children had treasure trove among the storage. In those days, if a house represented a home no one yearned to make it a "symphony." But this is now our fondest wish, and to do it what foreign tones do we not introduce! We have quarter tones, and our hearts' yearning puts a "diminished seventh," which is never "resolved," into color, and so express our views of life. More sensitive than Mozart and Mendelssohn, we can yet endure a "succession of fifths," if they will but begin at the tiles at the front door, and lead on to a satisfying tonic in the drawing-room. We take from Italy what is common there, and the mere act of transplanting gives it a soul. The rug which in Turkey was a covering for floor or divan, in America becomes "a suggestion," and only the collector knows the repose a Spanish water-jug can give to the sad eyes which fall upon it. When Mrs. Haweis said in her "Beautiful Houses" that "fine color comes like food, like joyful news, like fresh air to fainting lungs," and when in the hall of a dwelling she found "an imperial stateliness and strength of flavor and the silence like a throne," we could understand the feeling with which the devotees of the decorative approach a guest chamber "made of fire and flowers." In this room the bed and tables, the cabinets and window shutters were all of gold. The golden wash-stand is inlaid with precious stones, and crystals en-

close recesses for aged and shimmering tooth-powder boxes. From a bronze bull's head the water gushes, and the spigot is a bronze tortoise, who forever is trying to creep away. Everywhere color "arouses" and form "rests." Each room is a "study" and a "suggestion," and no house is perfect unless it at once takes the mind away and suggests some other place.

Of all these inspirations our grandfathers knew little, and it never occurred to them that a polyglot house was an achievement. They cared nothing for rooms that made the visitor feel that he was in Algiers, and for his summer-house he would as soon have copied a wigwam as St. Peter's. And yet he had ideas. We do not scorn his tables nor his chairs, nor do we see without a pang his fine old house, with its wide halls and spacious stairways, turned into a stocking factory. It was true that American houses looked like America and, perhaps, echoed England, and there were worries that blue did not soothe, and disappointments that had nothing opaline about them. Yet there was something of character about them, something no architect could give, no ready writer describe. A home could not then be made to order by a decorative artist, and on the native maple no one sought to graft the Eastern olive.

The telegraph, though it is the soul of brevity, and as swift in the dissemination of news as anything can be until some process is discovered of turning back the hands of time, is nevertheless a sadly potent agent for spoiling the effect. This is never so evident as when the wires are loaded down with a succession of dispatches in the nature of correspondence. Happy are those readers of newspapers whose individual interests are in Corea, Patagonia or Kerguelen Land, or in any of the very few localities which are not as yet connected by wire with the great centers of civilization. For them the letters of correspondents have all the freshness of news. The pith has not yet been taken out of them by telegrams. The recent revolution in Brazil is on its way now to join the forgotten events of the past, but, as it is the latest instance in point, it may be referred to here. Every one remembers, for instance, how enthusiastic telegraphers told all sorts of lies about the events of the day at the outbreak of hostilities. It took nearly a month for the correct version to reach England and America, and by that time most people had filed away in their memories the substance of the first dispatches, much to the discredit of all concerned. It is impossible, of course, to suspend the use of the telegraph in case of wars or other great events of public interest, but the editors of daily newspapers would serve their readers better if they could agree to limit the use of telegraphic matter. In the scramble of twenty correspondents for the use of the cable, there results a confusion of messages, untrustworthy in detail, unsatisfactory in mass. Yet there is in them a foundation of fact sufficient to take the heart out of the regular letters, however well done, which follows by the next mails. The time seems to have passed when letters by mail can contain news fresh in spite of the telegraph and readable as were those of other days.

Use Tradesman or Superior Coupons.

Business men will breathe freer, now that the Legislature of 1891 is in the throes of dissolution. Although a majority of the members were elected on a distinct pledge that business was to be expedited and a final adjournment taken within ninety days, the session has been one of the longest in the history of the State and the amount of vicious and unnecessary legislation originated and enacted is beyond all precedent. About the only thing to be thankful for is that the scourge will not occur again until 1893.

READY FOR BUSINESS.

The Elliott Button Fastener Co. Now in the Market.

The Elliott Button Fastener Co., which was organized over a year ago by a number of representative business men and capitalists, is now prepared to place its machines on the market, but so many orders have been booked from shoe dealers all over the country who have heard of the machine from traveling men who have seen it in operation in Grand Rapids that it will be two or three weeks before any further demands for machines can be honored. The advantage of the Elliott machine over the present method of threading the staples in the buttons will be readily manifest, as it works automatically, taking the buttons from a hopper and the wire from a spool, making its own fasteners and attaching the buttons to the shoe in one operation. The economy in time over the method now in vogue will amount to a saving of hundreds of dollars a year to large dealers and a proportionate saving to smaller dealers.

On the organization of the company, fourteen months ago, a factory was established in the Leitelt building on Erie street, the necessary machinery was purchased and put in operation and the work of manufacture was actively begun. Not being hampered by any pecuniary difficulty, most of the time during the past year has been devoted to the manufacture of special tools and patterns, so that every piece in the machine might be made interchangeable and no difficulty experienced in supplying articles which may become worn or broken. Expert mechanics who have inspected the tools and patterns of the company claim that it has the finest outfit of the kind in the State, if not in the entire West.

The value of the several patents owned by Geo. W. McGill, of New York, having been apparent to the company from its inception, negotiations were entered into with that gentleman, culminating in the purchase of the entire series last month. On the strength of this acquisition, the company claims to be supreme in the field and has already begun suit in the United States Court for the Western District of Michigan against a local user of the Peninsular machine to test the patents of the Heaton-Peninsular Button Fastener Co.

Backed by ample capital and fortified by a machine which will be a necessity in every shoe store as soon as its merits are once known, there is every reason to predict a remarkable success for the Elliott company.

The Grocery Market.

Sugar is higher and is bound to go higher still, as the market is excited. Currents are $\frac{1}{4}$ c lower. Rolled oats and oat meal are weaker and lower.

COUNTING UPON THE CROPS.

It is refreshing to me to observe how, after all the talk which has gone on lately about the cure of poverty by silver legislation, currency tinkering and financial jugglery in general, people turn to the contemplation of the incoming crops as the surest and safest means of relief from their money troubles. Common sense prevails over imagination, and the eternal truth that human labor is the only real source of riches asserts itself against fine-spun theories. Wheat, corn, cotton and tobacco, which are gathered from the surface of the earth, as coal, iron, copper, petroleum, and minerals of all kinds are extracted from its bowels, are perceived to have a value independent of acts of Congress, and one which can neither be unmade nor made by syndicates and combinations.

Our crops this year receive special attention, because of the recent gold exports and of the expected bad harvests of Europe. Great Britain and France, it is supposed, will require more than their usual supply of food from us, and Germany is already suffering from a scarcity which has created much popular discontent, and incited a clamor for the repeal of the duties upon grain and meats which keep out supplies from foreign countries for the benefit of native producers. Evidently, if the local crops in Germany should prove to be insufficient for local needs, the retention of the duties will not be a permanently effectual bar to imports. People must live, and if they cannot get food at home they must bring it in from abroad, so that the question of duties becomes one of secondary importance.

If our expectations are fulfilled, and our harvests prove to be abundant, while those of Europe are scanty, we shall, indeed, have food to sell, and Europe will have to buy it. Upon this fact I observe great hopes are built of the return to us in the fall of some portion at least of the \$60,000,000 of gold which we have been exporting since Jan. 1, and of a consequent renewal of activity in stock speculation. I very much fear that these hopes will be disappointed. I can see plainly enough that if Europe has to buy of us an unusual amount of food she will have to pay us an unusual amount for it, but that she will pay the amount in gold is not so clear. If the demand for our breadstuffs and provisions shall be as great as it is expected to be, it will cause a rise of prices, and high prices always bring about diminished consumption. Then, too, it must be remembered that Europe is not going to import its whole year's supplies in one, two, or even six months. She will live from hand to mouth, as it were, and take from us only so much as she needs for immediate consumption. Meanwhile our consumption of imported goods will be going on, and be stimulated by the high prices we shall get for the products of our own industry, so that the balance in our favor will be considerably less on that account. Add to this the summer expenditures of Americans traveling abroad, which will have to be met much sooner than exports of food can do it, and we have a further reason for not expecting an immediate return flow of gold to this country.

Another thing, too, must be borne in mind in calculating the effect upon this country of good crops here and bad crops abroad. It is the practical unity, or, as

Kossuth years ago expressed it, the solidarity of human interests all over the world. The effect of both calamities and benefits tends to diffuse itself, and an injury to one portion of the human race is measurably felt by the whole. All commerce is the interchange of products of labor, and when the products of one section are small all the sections which exchange with it get less from it. Thus, if Europe, by reason of bad harvests, is obliged to take more food from us than she otherwise would, she can take from us less cotton, tobacco, petroleum, and other materials. The more men are obliged to spend for food, the less they can spend for clothing, fuel, light, and other comforts, not to mention luxuries. I remember very well, in my clerking days, how it used to be an axiom that when breadstuffs went up cotton went down, for the reason that dear food meant a diminished consumption of clothing, and I see at this very moment that while wheat is rising cotton is declining, and has touched the lowest point it has been at for forty years. What is true of cotton is still more decidedly true of tobacco, whisky, and even beef and pork. People who, by reason of diminished incomes, are obliged to retrench their expenditures, begin with the least indispensable articles, and follow on down. If bread is dear there will be not only so much less spent on smoking and drinking, but on butcher's meat likewise, and thus the market for this sort of food will be very considerably lessened.

Furthermore, not only will the people of Europe be restricted, by the failure of their crops, in their purchases of clothing and luxuries, but their surplus for investment will be correspondingly decreased, and thus the operation of what has long been an important factor in our prosperity will be temporarily impaired. Every country, and the world as a whole, can grow richer, it is plain, only so far and so fast as it produces more wealth than it consumes. The secret of the enormous fortunes of Great Britain, for example, is the energy and the skill of her citizens in drawing from her mines and from her factories supplies of desirable commodities sufficient not only for home consumption but for export to other parts of the globe. British capital has thus been distributed wherever promising investments for it could be found, and we, from our affinity in race and our community of language, have come in for a large share of it. If this year the surplus of British production over British consumption shall be reduced by reason of crop failures, the amount left for investment here will be reduced also. It is true that the loss will be somewhat compensated by the receipt of goods exported hither to pay for food, but these will represent only our own surplus earnings and not those of British capitalists. I think, therefore, that those who count upon an influx of British money for investment among us will be disappointed. We shall have to rely pretty much upon our own resources for means to engage in new enterprises as well as to complete those which have been already undertaken.

Behind all this lies the fact, to which I am almost tired of calling attention, that our recent gold exports, so far from being, as many people assert they are, a loan of capital to Europe, are really the return of borrowed money which we had been using so long that we had come to

look upon it as our own. We have repaid our creditors in gold, because, by our peculiar financial management, we have made a great deal of gold superfluous for currency purposes here, and thus have rendered it the cheapest commodity which foreigners can take from us. We first locked up millions of dollars of it in our Treasury by a revenue system which gave the Government an enormous surplus of receipts over expenditures, and then we poured those millions out into the circulation of the country, besides adding to that circulation \$4,500,000 per month by the issue of silver bullion notes. It was inevitable that some of this excessive volume of currency should overflow our national boundaries, and find its way abroad, even without the extraordinary demand for it arising from unexpected financial troubles there. Now that it has gone it will stay, because as it was the cheapest thing to buy it will also be the least desirable thing to sell, and whatever remittances may be needed to pay us for food supplies can be more advantageously made in other commodities, even under the new tariff. Besides, I am disposed now to allow more than ever for the growing distrust abroad of our ability to maintain the gold standard, and a hesitation on the part of foreign capitalists on that account to invest money here until they can see more clearly than they do what kind of money they are going to get back. The distress of the national Treasury, which I discussed not long ago, and the intimations that come from headquarters of an intention to relieve it by an addition to the currency of the difference between the bullion value and the coining value of the 4,500,000 ounces silver purchased each month under the act of July, 1890, are calculated to make foreigners pause and reflect before they send us money on a gold basis at the risk of being repaid on a basis of more or less depreciated silver. At least, we are doing nothing to reassure them, and it is but natural that they should be alarmed.

Still, good crops are not going to fail of producing for us some good financial results. They are, as I said, real riches, and not phantoms of the imagination. In their transportation, also, and in their conversion into manufactured products the millions of our citizens not tillers of the soil will find profitable employment. The stimulus thus given to our industry ought to content us, without the addition of that caused by the influx of foreign capital, whether that capital comes in the shape of gold or only in that of goods.

MATTHEW MARSHALL.

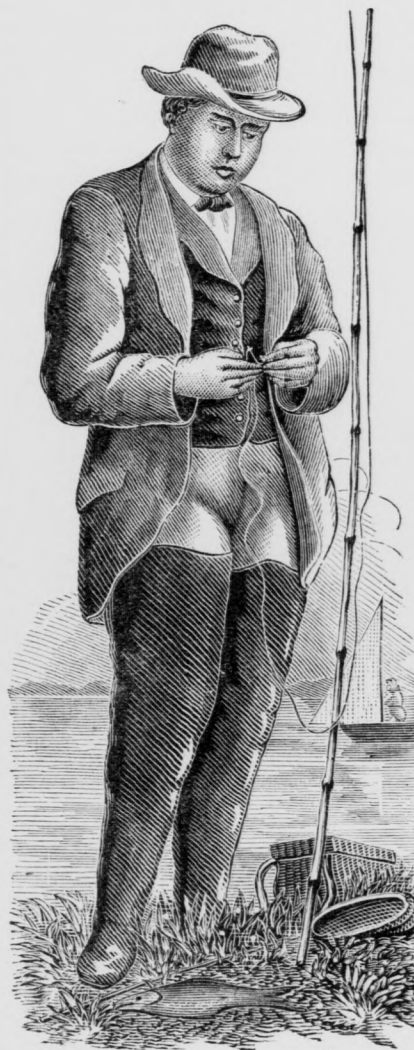
Bank Notes.

The East Saginaw National Bank has decided to go into liquidation. The Bank is solvent and has \$150,000 capital, but the directors are split in a factional row and this was the only means out of it.

Leon Chichester and Geo. J. Robinson, of Allegan, have organized the First State Bank of Petoskey, with a capital of \$50,000. The gentlemen named own a controlling interest, the remainder of the stock having been subscribed by the business men of Petoskey.

St. Johns business men have about completed arrangements for starting a State Bank at Durand, with a capital stock of \$25,000. Durand parties will take part of the stock. Frank Coun, of St. Johns, will be cashier.

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

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

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

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

Detroit Pharmaceutical Society.
President, F. Rohnert; Secretary, J. P. Rheinfrank.

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

Doctor Koch.

Here is the man who's known to all,
Both rich and poor and great and small
And yet in spite of all his fame,
I cannot learn what is his name;
I'm told by one to take no stock
In all that's claimed by Doctor Koch;
Another thinks it's all a joke
About the lymph and Doctor Koch;
A sick friend says he'll try his luck
With medicine from Doctor Koch.
Though someone tells him it's all bosh
To spend his cash on Doctor Koch.
And when I speak the subject o'er
With those well versed in physic lore,
One warns me with a knowing look
To keep away from Doctor Koch;
Another says that I shall watch
The good results of Doctor Koch;
While number three does much reproach
The enemies of Doctor Koch.
And when successes I relate
Of this scientific potentate,
My German friend exclaims: "Was noch
Von diesem grossen Doctor Koch?"
CLIFFORD HOWARD.

The Drug Store Coward.

"Once in a while one comes across a man who is said to be too mean to live," said a bright little woman to a reporter the other day. "But there are degrees and degrees of meanness, and I heard of one the other day that overtopped, totally eclipsed, anything in my previous experience.

"I went to the druggist's to get a prescription put up and sat down to wait for it, meanwhile reading one of the new magazines. My attention was attracted from my book by the entrance of a well-dressed man, who was eagerly asking of the clerk if there was any really reliable remedy yet discovered for neuralgia. I have neuralgia myself sometimes, and any thing on that subject interests me at once. I looked up and recognized the man as the husband of one of my school-mates, a young lady of whom I was specially fond. She had married—her people said, beneath her—at all events no one seemed very enthusiastic over her selection, and, as a consequence, she had of late years rather dropped out of society. Still all of us girls know all about her, and we know the fellow when we see him, although he possibly may not recognize us.

"Before I had time to think much, I heard him say: 'Well, I don't know what to do. My wife has one of her old attacks of neuralgia worse than usual this time, and I don't know what I am going to do. I'm completely discouraged. Give me a quarter's worth of quinine and—well, I suppose the old remedy, some of your best whisky. A quart bottle. I tell you it's awful to have to resort to such remedies, and the consequences are something to dread. I sometimes think I'll—here,

give it to me quick, there is just the change—I can't see her suffer so, but, oh Lord, it's awful!' and he turned and rushed out of the store.

"The clerk looked after him for a moment with an expression of profound pity on his face. Then turned to an old gentleman who was waiting, and burst out:

"I don't know what we are all coming to. There is that man—nice fellow seems to be—has been coming here for three years buying liquor for his wife. Under pretense of neuralgia she drinks from three to six bottles a month from here; goodness knows how much from other places. And this man is only one of half a dozen who regularly buy liquor for their wives or daughters or some of the women of their family. I tell you, the increase in the use of liquor in families is something dreadful. I really don't know what will be the end of it."

"Well, you can just imagine I was a raging fiery furnace within. I sprang from my chair in a way that startled both of the men. The clerk said: 'Oh, madam!' The old gentleman hastily put on his glasses and exclaimed: 'Bless my soul, what is the matter?'

"Well, I was just that excited that I could only gasp for a minute; then I reflected that these men would think me an escaped lunatic, so I calmed down a little and had my say. I told them—well, you can imagine what when I tell you that that man's wife never had an attack of neuralgia in her life. She has the most superb health, and besides, she is an actual crank on the subject of liquors. I don't believe she would drink a drop of whisky to save her life. She would think her existence not worth having if she purchased it through such means. And this wretch has for years past been buying whisky and drinking it on the sly, meanwhile besmirching his wife's reputation by representing that she consumes it.

"I gave the druggist this man's name and address. He has a friend living in the same street, and knows people who do business in the same block. If that man's villainy isn't blazoned on the door-posts then I am no judge of human nature, and he richly deserves all that can be said of him.

"I have made a little careful inquiry and am satisfied that almost every drug store has customers of this sort; men who pose as 'goody-goody' and will not enter a saloon or drink at a bar, but who go to the drug store and buy whisky by the bottle, ostensibly for the use of their wives or families, but in reality for their own private use at the office or in the society of boon companions. In this particular case the liquor goes to a quiet little room in a house a few blocks away from home, and is used up in social drinking, over games of chance, or between good stories and questionable jokes. And one of the most honorable women in the world is dishonored and disgraced by such a coward. I wish she knew it. I think I'll risk losing her friendship for the sake of telling her. I will. I'll go there this very evening!"

And she did.

Status of the Independent Distillery Project.

The Whisky Trust people are trying their best to belittle the efforts of the wholesale dealers and rectifiers to form a company which will erect an independent distillery, and if words alone could

prevent the consummation of the independent movement it would have been consigned to the demnition bow-wows long ago. As the matter stands, there is quite as much probability of the jobbers and rectifiers carrying out their defensive move as there is of the fulfillment of any other business scheme, although much doubtless depends on the future actions or indications of action on the part of the Trust itself. Many jobbers and rectifiers are suspicious enough of what that monopoly would do if given half a chance to take any risk of pressure by waiting longer to see what is to be done. These people would start the new company at once rather than lose time, but the more conservative feel that if the Trust will fully realize how earnest they are in this matter and keep prices at a fair level in consequence, that they would prefer this easy solution of the difficulty to the bother of a distillery and the customary commercial warfare such competition would entail.

An Explosive Mixture.

Dr. John Grant writes to the *Lancet* as follows:

Having occasion to make a disinfectant fluid to apply to an offensive surface on a body awaiting post mortem examination, I chanced to select permanganate of potash. Thinking the solution might dry too quickly and inefficiently deodorize the part, it occurred to me to add glycerine on account of its hygroscopic powers. Putting a drachm of the crystals into a three ounce bottle, I added two ounces of water and one of glycerine, and agitated the mixture. To my great surprise the cork and part of the contents were violently ejected, and the remaining portion developed great heat. Every one is familiar with the danger of mixing glycerine and nitric acid; I have not, however, seen any mention of a combination of it and permanganate of potash. I observed the mixture became brown, losing its purple color like a deoxidized solution of the salt; and as no effervescence took place, it is probable that the glycerine combined with the oxygen liberated by decomposition of the salt, and that, further, it possesses by some affinity of its own the power of producing rapid decomposition of the permanganate. Perhaps some chemist will kindly explain.

Cost of a Visit.

From the *New York Times*.

A party of ladies and gentlemen were shown through a large carpet establishment in Broadway a few days ago. They were permitted to look into every nook and corner of the building except one. At the bottom of the stairway leading to the top floor they came upon a closed door, upon which were the words "Positively No Admittance." The curiosity of the ladies was awakened at once. "What is up there?" inquired one eagerly. "That is our workshop," explained the representative of the firm. "We have 150 women on that floor sewing carpets." "Oh, I should so like to see them at work," said the fair questioner with a playfully beseeching look.

"I am sorry that I cannot take you up there," replied the firm's representative, "but the rules are very strict. Really, there is nothing worth looking at, and there are no trade secrets there. The reason why the firm interdicts visitors is because the presence of strangers in the room causes every sewing woman to look up and take her attention off her work from one to five minutes. Suppose each woman loses an average of two minutes. With 150 women that means a loss to the firm of 300 minutes, or five hours of time. That is too much time to lose when we are working under a full head of steam, as we are now."

The Drug Market.

There are no important changes to note. Opium is dull and lower in price. Morphine is unchanged. Quinine has declined. Oil anise has advanced. Linseed oil is lower. Nitrate silver is higher. Turpentine is lower.

Detroit—The Sherman Steel Lock Co. has been organized with a capital of \$100,000, of which \$80,000 is paid in.

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.

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.

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.

Wholesale Price Current.

Advanced—Oil anise, nitrate silver. Declined—Opium, opium po., quinine, linseed oil.

ACIDUM.			TINCTURES.		
Aceticum.....	80	10	Aconitum Napellis R.....	60	50
Benzoicum German.....	80	10	Aloes.....	60	60
Boricum.....	30	10	" and myrrh.....	60	60
Carbolicum.....	23	35	Arnica.....	50	50
Citricum.....	58	60	Asafoetida.....	0	0
Hydrochlor.....	30	5	Atrope Belladonna.....	60	60
Nitricum.....	10	12	Benzoin.....	60	60
Oxalicum.....	11	13	" Co.....	50	50
Phosphoricum dil.....	30	10	Sanguinaria.....	50	50
Salicylicum.....	1 30	70	Barosma.....	50	50
Sulphuricum.....	1 13	5	Bantherides.....	75	75
Tannicum.....	1 40	60	Ca damon.....	75	75
Tartaricum.....	40	42	" Co.....	75	75
AMMONIA.			Castor.....	1	00
Aqua, 16 deg.....	3 1/2	5	Catechu.....	50	50
" 20 deg.....	5 1/2	7	Cinchona.....	50	50
Carbonas.....	13	14	" Co.....	60	60
Chloridum.....	13	14	Columba.....	50	50
ANILINE.			Conium.....	50	50
Black.....	2 00	25	Cubeba.....	50	50
Brown.....	80	00	Digitalis.....	50	50
Red.....	45	50	Ergot.....	50	50
Yellow.....	2 50	30	Gentian.....	50	50
BACCAR.			" Co.....	60	60
Cubee (po. 90).....	90	10	Gualca.....	50	50
Juniperus.....	80	10	" ammon.....	50	50
Xanthoxylum.....	25	30	Zingiber.....	50	50
BALSAMUM.			Hyoscyamus.....	50	50
Copaiba.....	55	60	Iodine.....	75	75
Peru.....	61	70	" Colorless.....	75	75
Terabin, Canada.....	35	40	Ferri Chloridum.....	35	35
Tolutan.....	35	50	Kino.....	50	50
CORTEX.			Lobelia.....	50	50
Abies, Canadian.....	18		Myrrh.....	50	50
Cassiae.....	11		Nux Vomica.....	50	50
Cinchona Flava.....	18		Opil.....	50	50
Euonymus atropurp.....	30		" Camphorated.....	85	85
Myrica Cerifera, po.....	20		" Deodor.....	2	00
Prunus Virgin.....	12		Aurant Cortex.....	50	50
Quillaja, grd.....	14		Quassia.....	50	50
Sassafras.....	14		Rhatany.....	50	50
Ulmus Po (Ground 12).....	10		Rhel.....	50	50
EXTRACTUM.			Cassia Acutifol.....	50	50
Glycyrrhiza Glabra.....	24	25	" Co.....	50	50
" po.....	33	35	Serpentaria.....	50	50
Haematox, 15 lb. box.....	11	12	Stromonium.....	60	60
" 1s.....	13	14	Tolutan.....	60	60
" 1/4s.....	14	15	Valerian.....	50	50
" 1/2s.....	16	17	Veratrum Verde.....	50	50
FERRUM.			MISCELLANEOUS.		
Carbonate Precip.....	2	15	Ether, Spts Nit, 3 F.....	26	28
Citrate and Quinia.....	2	30	" 4 F.....	30	32
Citrate Soluble.....	2	30	Alumen.....	24	3
Ferrocyanidum Sol.....	2	30	" ground, (po.).....	30	4
Solut Chloride.....	2	15	7).....	30	4
Sulphate, com'l.....	1 1/2	2	Annato.....	55	60
" pure.....	2	7	Antimont, po.....	40	5
FLORA.			" et Potass T.....	55	60
Arnica.....	18	20	Antipyrin.....	21	40
Anthemis.....	20	25	Antifebrin.....	25	
Matricaria.....	25	30	Argent Nitras, ounce.....	68	
FOLIA.			Arsenicum.....	50	7
Barosma.....	30	35	Balm Gilead Bud.....	38	40
Cassia Acutifol, Tin.....	25	28	Bismuth S. N.....	100	20
nively.....	35	50	Calcium Chlor, 1s, (1/4s.....	11	12)
Salvia officinalis, 1/4s.....	12	15	11: 1/4s, 12).....	9	
and 1/4s.....	12	15	Cantharides Russian.....	21	20
Ura Ursi.....	80	10	po.....	21	20
GUMMI.			Capsici Fructus, af.....	20	
Acacia, 1st picked.....	21	00	" po.....	25	
" 2d.....	20	00	Bpo.....	20	
" 3d.....	20	00	Caryophyllus, (po. 15).....	12	13
" sifted sorts.....	20	00	Carmin, No. 40.....	23	75
" po.....	75	10	Cera Alba, S. & F.....	50	55
Aloe, Barb, (po. 60).....	50	60	Cera Flava.....	38	40
" Cape, (po. 20).....	2	12	Coccus.....	20	40
" Socotri, (po. 60).....	50	50	Cassia Fructus.....	20	10
Catechu, 1s, (1/4s, 1 1/2, 1 3/4).....	2	15	Centaria.....	40	42
" 16).....	2	15	Cetaceum.....	60	63
Ammoniac.....	30	35	Chloroform.....	21	10
Assafoetida, (po. 30).....	20	20	Chloral Hyd Crst.....	1	50
Benzoicum.....	30	55	Chondrus.....	30	25
Camphore.....	50	55	Cinchonidine, P. & W.....	15	20
Euphorbium po.....	35	10	German.....	34	12
Galbanum.....	23	00	Corks, list, dis. per.....	60	
Gamboge, po.....	80	95	cent.....	60	
Gualacum, (po. 30).....	20	25	Creasotum.....	20	50
Kino, (po. 25).....	20	20	Creta, (bbl. 75).....	2	2
Mastic.....	20	20	prep.....	50	5
Myrrh, (po. 45).....	20	40	precip.....	90	11
Opil, (po. 3 20).....	2 00	20	" Rubra.....	2	8
Shellac.....	20	30	Crocus.....	28	30
bleached.....	20	33	Cudbear.....	24	
Tragacanth.....	30	75	Cupri Sulph.....	60	7
HERBA—In ounce packages.			Dextrine.....	100	12
Absinthium.....	25		Ether Sulph.....	68	70
Eupatorium.....	20		Emery, all numbers.....	70	
Lobelia.....	20		" po.....	50	5
Majorum.....	23		Ergota, (po.) 60.....	50	55
Mentha Piperita.....	23		Flake White.....	12	15
Rue.....	30		Galla.....	23	
Tanacetum, V.....	22		Gambler.....	7	8
Thymus, V.....	25		Gelatin, Cooper.....	70	
MAGNESIA.			" French.....	40	60
Calcined, Pat.....	55	60	Glassware flint, 70 and 10.....	by box 60 and 10	
Carbonate, Pat.....	20	22	Glue, Brown.....	90	15
Carbonate, K. & M.....	20	25	" White.....	130	25
Carbonate, Jennings.....	35	36	Glycerina.....	17	25
OLEUM.			Grana Paradisi.....	22	
Absinthium.....	5 00	25 50	Humulus.....	25	55
Amygdalae, Dulc.....	45	75	Hydraag Chlor Mite.....	20	30
Amygdalae, Amarae.....	8 00	25 50	Cor.....	20	
Anisi.....	1 80	10	Ox Rubrum.....	21	10
Aurant Cortex.....	3 00	35 50	Ammoniat.....	21	10
Bergamit.....	3 75	40	Unguentum.....	40	55
Calpuit.....	70	80	Hydrargyrum.....	20	70
Caryophyll.....	90	10	Icthyobolla, Am.....	1 25	10
Cedar.....	35	65	Indigo.....	75	100
Chenopodil.....	2	00	Iodine, Resubl.....	3 75	35
Cinnamoni.....	1 15	20	Iodoform.....	24	70
Citronella.....	2	45	Lupula.....	35	40
Conium Mac.....	35	65	Lycopodium.....	40	45
Copaiba.....	1 20	10	Macis.....	80	85
			Liquor Arsen et Hy.....	27	
			drarg Iod.....	10	12
			Liquor Potass Arsenitis.....	2	3
			Magnesia, Sulph (bbl.....	14)	
			Manna, S. F.....	50	60

Morphia, S. P. & W.....	2 05 20	Seidlitz Mixture.....	25	Lindseed, boiled.....	50	53
S. N. Y. Q. &.....	1 95 20	Sinapis.....	18	Neat's Foot, winter.....	50	60
C. Co.....	1 95 20	opt.....	30	stratined.....	50	60
Moschus Canton.....	2 40	Snuff, Maccaboy, De.....	35	Spirits Turpentine.....	43	50
Myristica, No. 1.....	70 75	Voes.....	35	PAINTS.		bbl. lb.
Nux Vomica, (po. 20).....	28 30	Snuff, Scotch, De. Voes.....	35	Red Venetian.....	1 1/2	20 3
Os. Sepia.....	28 30	Soda Boras, (po. 13).....	12 13	Ochre, yellow Mars.....	1 1/2	20 3
Pepsin Saac, H. & P. D.....	28 30	Soda et Potass Tart.....	30 33	Putty, commercial.....	1 1/2	20 3
Co.....	22 00	Soda Carb.....	1 1/2 2	" strictly pure.....	2 1/2	20 3
Picls Liq, N. C., 1/4 gal.....	22 00	Soda, Bi-Carb.....	2 5	Vermillion Prime Amer.....	13 16	
Picls Liq, quarts.....	21 00	Soda, Sulphas.....	3 1/2 4	Vermillion, English.....	70 75	
" pints.....	21 00	Soda, Ether Co.....	50 55	Green, Peninsular.....	70 75	
Pil Hydragr, (po. 80).....	21 00	" Myrcia Dom.....	2 25	Lead, red.....	2 1/2	
Piper Nigra, (po. 22).....	21 00	" Myrcia Imp.....	2 30	white.....	2 1/2	
Piper Alba, (po. 35).....	21 00	" Vinl Rect. bbl.....	2 37	Whiting, white Span.....	2 1/2	
Pix Burgun.....	21 00	Less 5c gal., cash ten days.....	21 30	Whiting, Gilders.....	2 1/2	
Plumbi Acet.....	14 15	Strychnia Crystal.....	21 30	White, Paris American.....	1 00	
Pulvis Ipecac et opil.....	1 10 10	Sulphur, Subl.....	3 4	Whiting, Paris Eng.....	1 40	
Pyrethrum, boxes H.....	21 00	" Roll.....	2 1/2 3 1/2	cliff.....	1 40	
& P. D. Co., doz.....	21 00	Tamarinds.....	2 1/2 3 1/2	Pioneer Prepared Paint.....	20 1 4	
Quassia.....	80 10	Terebenth Venice.....	28 30	Swiss Villa Prepared.....	1 00 1 20	
Quinia, S. P. & W.....	33 36	Theobromae.....	45 56	VARNISHES.		
" S. German.....	23 30	Vanilla.....	9 00 16 00	No. 1 Turp Coach.....	1 10 20	
Rubia Tinctorum.....	12 14	Zinci Sulph.....	70 8	Extra Turp.....	160 1 70	
Saccharum Lactis pv.....	33			Coach Body.....	2 75 3 00	
OILS.				No. 1 Turp Furn.....	1 00 1 10	
Whale, winter.....	Bbl. Gal			Eutra Turk Damar.....	1 55 1 60	
Lard, extra.....	55 60			Japan Dryer, No. 1.....	70 75	
Lard, No. 1.....	45 50					
Linseed, pure raw.....	47 50					

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.

Hazeltime & Perkins Drug Co.,

GRAND RAPIDS, MICH.

GROCERIES.

Wools Slow---Hides Dull---Tallow Nominal.

Wools move slowly East and West. Prices are not satisfactory to either buyer or seller, East or West. Nor is the condition what it should be, or as good as expected. Prices are low East, with a reluctance among manufacturers to buy—in fact, they will not buy only as their small necessities require. Prices in the country vary from day to day, depending on the anxiety of the buyers' agent. One after another gets wild one day, to be taken out of the market the next. When they get through, all are liable to have high cost wool they can grumble over all the rest of the year.

Hides are dull, in light supply and extremely light demand. The supply is ample for all wants.

Tallow is nominal. Prices are unchanged and demands moderate.

Status of the Freight Struggle.

The Transportation Committee of the Board of Trade, which recently demanded a re-rating of Grand Rapids at the hands of the lines leading from the seaboard, putting this market on the basis of 90 per cent. of the Chicago rate, has received the ultimatum of the "powers that be," conceding that Grand Rapids is entitled to 96 per cent. of the Chicago rate. This proposition was considered at a meeting of the largest shippers of the city and was unanimously rejected, and the Committee was authorized to contract with one line to transport all freight shipped by parties to the contract to and from the seaboard, with a view of bringing the other lines to terms.

Another Advance in Fruit Jars.

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

Pints.....	\$1.15 per doz.
Quarts.....	1.25 "
Half gallons.....	1.50 "

The recent advances are due entirely to the unprecedented demand incident to a large fruit season and to the fact that stocks are already exhausted at all the factories.

The retail merchants of this city are selling them as follows:

Pints.....	\$1.15 per doz.
Quarts.....	1.25 "
½ gallon.....	1.50 "

Anticipation versus Realization.

Expectant heir (before the will is read): Uncle's death was a sad and untimely one. To think that but a short time ago that noble old man trod the earth in perfect health; to-day his voice is forever hushed in the song of eternity! Ah, me!

Expectant Heir (after the will is read): That will can be broken on the ground of insanity. The old fossil was crazy for twenty years.

The large shippers are terribly in earnest in their fight for a lower rate to and from the seaboard, having placed their ultimatum at 90 per cent. of the Chicago rate and agreed among themselves not to take anything less. The lines in interest have agreed to reduce the rate to 96 per cent. of the Chicago basis, but this proposition is spurned by the Grand Rapids men, whose motto appears to be "90 per cent. or nothing." The method adopted to bring the transportation lines to time is giving the local railway officials considerable uneasiness.

Stetson—W. J. Lake, who had arranged to engage in the grocery business when his new building was destroyed in the recent conflagration here, has erected a new building and is now opening up his stock.

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.

FOR RENT—LELAND HOTEL, NO. 522 SOUTH DIVISION STREET; steam-heated throughout; has bath rooms, closets, gas, etc., on each floor; the right location for a good paying business. Ed. E. Mohl, 91 Monroe street.

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

ONE WORD TO CAPITALISTS—DOES YOUR CAPITAL pay you 10 per cent. profit? If not, you can invest it where it will do so. We have a new article of manufacture in the iron line. Would ask you to investigate for yourself. Correspondence solicited. Address No. 274, care Michigan Tradesman. 274

FOR SALE—THE DRY GOODS AND GROCERY BUSINESS of Rhodes & Leonard at Hart, Mich. Sale compulsory on account of the death of one of the firm and the poor health of the other member. Splendid chance. Inventory about \$1,500. Address Rhodes & Leonard, Hart, Mich.

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—CLEAN GROCERY STOCK INVENTORYING \$2,500 to \$3,000; located in a lively city in Northern Michigan. Annual sales, \$30,000. Good reasons for selling. Address No. 259, care Michigan Tradesman. 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, Rondo, 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., Even, Ontonagon county, Mich. 268

FOR SALE—WELL ASSORTED DRUG STOCK ON one of the best streets in Grand Rapids. Will invoice \$1,400. Reason for selling, poor health demanding change of climate. An excellent opening for the right man. Address Pharmacist, care of carrier No. 15, Grand Rapids, Mich. 273

FOR SALE—WELL-SELECTED DRUG STOCK, inventorying about \$1,200, situated in good country town of 500 people. Reason for selling, proprietor has other business. Address No. 173, care Michigan Tradesman. 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—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—CHEAP ENOUGH FOR AN INVESTMENT. Corner lot and 5-room house on North Lafayette St., cellar, brick foundation, soft water in kitchen. \$1,800. Terms to suit. Address No. 187, care Michigan Tradesman. 187

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—WHITMAN'S HALF CIRCLE HORSE power hay press. Nearly new. Will sell for cash or exchange for hay. Write to Kingsley & Gardner, Luther, Mich. 272

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

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

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.

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 \$1.25 to \$1.50 per bu. String is in fair demand at \$1 to \$1.25 per bu.
Butter—The market is full all around, dealers purchasing only for immediate wants at 10¢/lb.
Cabbages—New stock is in fair demand at \$1.50 @ \$2 per crate, according to size.
Cherries—\$1.50 to \$1.75 per bu., for red or white.
Cucumbers—50c per doz.

Eggs—The market is steady. Dealers pay 13¢/14¢ and hold at 15¢/18¢ for clean comb.

Honey—Dull at 16¢/18¢ for clean comb.
Lettuce—5c for Grand Rapids Forcing.
Onions—Green command 10¢/15c per doz., according to size. Southern command \$4 per bbl.
Potatoes—The market for old stock is about at an end, owing to large quantity of new stock on the market. California Rose commands \$2.50 per 2 bu. sack. Tennessee Triumph and Early Ohio are held at \$3.25 per bbl.

Pieplant—2c 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—10¢/15c per qt., according to quality.

Strawberries—About out of market.
Tomatoes—\$1.50 for 4 basket crate of fancy grade.

Watermelons—Stock is in plentiful supply at \$3 per dozen.

PROVISIONS.

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

PORK IN BARRELS.	
Mess, new.....	11 25
Short cut.....	11 50
Extra clear pig, short cut.....	13 50
Extra clear, heavy.....	13 50
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.....	5
Blood Sausage.....	5
Bologna, straight.....	5
Bologna, thick.....	5
Head Cheese.....	5
LARD—Kettle Rendered.	
Tierces.....	8
Tubs.....	8 1/4
50 lb. Tins.....	8 3/4
LARD. Family. Com.	
Tierces.....	6 1/2 6 1/2
50 and 100 lbs.....	6 1/2 6 1/2
3 lb. Pails, 20 in a case.....	7 1/2 7 1/2
5 lb. Pails, 12 in a case.....	7 1/2 7 1/2
10 lb. Pails, 6 in a case.....	7 1/2 7 1/2
50 lb. Pails, 4 in a case.....	7 1/2 7 1/2
50 lb. Cans.....	6 3/4 6 3/4
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.....	9 25
Extra Mess, Chicago packing.....	9 25
Boneless, rump butts.....	9 25
SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs.....	9 1/4
" " 12 to 14 lbs.....	9 1/4
" picnic.....	7 1/4
" best boneless.....	7 1/4
Shoulders.....	8 1/4
Breakfast Bacon, boneless.....	8 1/4
Dried beef, ham prices.....	10 1/4
Long Cuts, heavy.....	6 1/2
Briskets, medium.....	6 1/2
" light.....	6 1/2

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass.....	5 1/2 @ 7
" hind quarters.....	7 @ 8
" fore.....	4 @ 5
" loins, No. 3.....	4 @ 5 1/4
" ribs.....	8 1/2 @ 9
" rounds.....	6 @ 7
" tongues.....	6 @ 7
Bologna.....	5 @ 5
Pork loins.....	8 @ 8 1/4
" shoulders.....	6 @ 6 1/4
Sausage, blood or head.....	5 @ 5
" liver.....	5 @ 5
" Frankfort.....	6 @ 7 1/2
Mutton.....	6 @ 8
Veal.....	6 @ 8

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.	
Whitefish.....	@ 8
Trout.....	@ 8
Halibut.....	@ 15
Ciscoes.....	@ 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

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.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

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

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

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

FANCY—In 5 lb. boxes.	
Per Box.	
Lemon Drops.....	55
Sour Drops.....	55
Peppermint Drops.....	65
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
Imperials.....	65
Mottos.....	60
Cream Bar.....	60
Molasses Bar.....	55
Hand Made Creams.....	85 @ 95
Plain Creams.....	80 @ 90
Decorated Creams.....	1 00
Burning Rock.....	1 00
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. Sweets 128s.....	4 50
" " 150-170s.....	5 00
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.....	@ 10
" " 50-lb. ".....	@ 8
" Persian, 50-lb. box.....	4 @ 6

NUTS.	
Almonds, Tarragona.....	@ 17
" " Iraca.....	@ 16 1/2
" " California.....	@ 17
Brazils, new.....	@ 7 1/2
Filberts.....	@ 11
Walnuts, Grenoble.....	@ 11 1/2
" Marbot.....	@ 12
" Chilli.....	@ 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.....	@ 4 1/2
" " Roasted.....	@ 6 1/2

HIDES, PELTS and FURS.

Perkins & Hess pay as follows:

HIDES.	
Green.....	4 @ 5
Part Cured.....	5 @ 5 1/2
Full.....	5 @ 5 1/2
Kips, green.....	4 @ 4 1/2
" cured.....	5 @ 5
Calfskins, green.....	4 @ 5
" cured.....	5 @ 6
Deacon skins.....	10 @ 20
No. 2 hides 1/4 off.	
PELTS.	
Shearlings.....	10 @ 25
Estimated wool, per lb.....	20 @ 25
WOOL.	
Washed.....	20 @ 30
Unwashed.....	10 @ 20
MISCELLANEOUS.	
Tallow.....	3 1/2 @ 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 1/2
Special White.....	@ 8 1/4
Michigan Test.....	@ 8 1/4
Naphtha.....	@ 7 1/2
Gasoline.....	@ 8 1/2
Cylinder.....	@ 27
Engine.....	@ 13
Black, Summer.....	@ 9 1/2

APPLE BUTTER.		Strawberries.		Hummel's, foil.		Wheat.		Ginger, African.		ENGLISH BREAKFAST.	
Chicago goods	7 1/2 @ 8	Lawrence	1	tin	1 50	Cracked	5	" Cochlin	15	Fair	18 @ 22
AXLE GREASE.		Hamburg	2 25	CHICORY.	2 50	FISH-Salt.		" Jamaica	18	Choice	24 @ 28
Frazer's.		Erie	1 65	Bulk	4 1/2	Bloaters.		Mace Batavia	20	Best	40 @ 50
Wood boxes, per doz	80	Whortleberries.		Red	7	Yarmouth		Mustard, Eng. and Trieste	25	TOBACCOS.	
" 3 doz. case	2 40	Common	1 40	CLOTHES LINES.	1 25	Whole	@ 6 1/4	Nutmegs, No. 2	25	Fine Cut.	
" per gross	9 00	F. & W.	1 25	Cotton, 40 ft.	per doz. 1 25	Bricks	@ 8 1/2	Pepper, Singapore, black	30	Pails unless otherwise noted.	
25 lb. pails	1 00	Blueberries	1 30	" 60 ft.	" 1 40	Strips	@ 8 1/2	" Cayenne	25	Hiawatha	60
15 lb.	75	MEATS.		" 70 ft.	" 1 75	Smoked	10 1/4	" Absolute" in Packages	20	Sweet Cuba	34
Aurora.		Corned beef, Libby's	2 10	Jute	1 00	Herring	24	Sage	84	McGinty	24
Wood boxes, per doz	60	Roast beef, Armour's	1 75	Eagle	CONDENSED MILK.	7 40	Sealed	11 00	" 1/2 bbls.	22	
" 3 doz. case	1 75	Potted ham, 1/2 lb.	1 50	Genuine Swiss	8 00	Holland, bbls.	11 00	Allspice	84 1 1/2	Little Darling	30
" per gross	6 00	" tongue, 1/2 lb.	1 10	American Swiss	7 00	kegs.	75	Cinnamon	84 1 1/2	1791	20
Diamond.		" chicken, 1/2 lb.	95	COUPONS.		Round shore, 1/2 bbl.	2 75	Ginger, Jam.	84 1 1/2	1891, 1/2 bbls.	19
Wood boxes, per doz	50	VEGETABLES.				Mackerel	9 50	" Af.	84 1 1/2	Valley City	33
" 3 doz. case	1 50	Beans.		" 1, per hundred	2 00	No. 1, 1/4 bbls, 90 lbs.	9 50	Mustard	84 1 1/2	Dandy Jim	27
" per gross	5 50	Hamburg stringless	1 25	" 3, " "	2 50	No. 1, kits, 10 lbs.	1 20	Pepper	84 1 1/2	Plug.	40
Peerless.		French style	1 25	" 5, " "	3 00	Fancy	3 50 @ 4 00	Sage	84 1 1/2	Searhead	24
25 lb. pails	90	Limas	1 40	" 10, " "	4 00	Russian, kegs.	5 00	SUGAR.		Joker	24
BAKING POWDER.		Lima, green	1 30	"Superior."		No. 1, 1/4 bbls, 90 lbs.	5 50	Cut Leaf	@ 5 1/4	Zero	24
Acme, 1/2 lb. cans, 3 doz	45	soaked	90			No. 1, kits, 10 lbs.	80	Cubes	@ 4 1/2	L. & W.	24
" 1 lb. " 2 "	85	Lewis Boston Baked	1 35			Whitefish	7 00	Powdered	@ 4 1/2	Here It Is	28
" 1 lb. " 1 "	1 00	Bay State Baked	1 35			No. 1, kits, 10 lbs.	3 00	Granulated	@ 4 1/2	Old Style	31
" bulk	10	World's Fair	1 35			Family, 1/4 bbls, 90 lbs.	3 00	Confectioners' A	@ 4 1/2	Old Honesty	40
Telfer's, 1/2 lb. cans, doz.	45	Corn.				" kits, 10 lbs.	50	Soft A	@ 4 1/2	Jolly Tar	33
" 1 lb. " 1 "	85	Hamburg	1 25			FLAVORING EXTRACTS.		White Extra C	@ 4 1/2	Hiawatha	37
" 1 lb. " 1 "	1 50	Tiger	1 10			Jennings' D. C.		Extra C	@ 4 1/2	Valley City	34
Arctic, 1/2 lb. cans	60	Purity	1 10			Lemon, Vanilla		C	@ 4 1/2	Jas. G. Butler & Co.'s Brands.	38
" 1 lb. " 1 "	1 20	Erie	1 15			2 oz folding box	1 25	Yellow	@ 3 1/2	Something Good	38
" 5 lb. " 1 "	9 00	Hamburg marrofat	1 50			3 oz " "	1 50	Less than 100 lbs. 1/2 advance	@ 3 1/2	Toss Up	25
Red Star, 1/2 lb. cans	40	early June	1 50			4 oz " "	2 00	STARCH.		Out of Sight	25
" 1 lb. " 1 "	80	Champion Eng.	1 75			6 oz " "	3 00	Corn	6 1/2	Smoking.	12 1/2
" 1 lb. " 1 "	1 50	Hamburg petit pois	1 90			8 oz " "	4 00	40-lb "	6 1/2	Colonel's Choice	13
BATH BRICK.		fancy sifted	1 90			GUN POWDER.		1-lb packages	6	Warpath	14
2 dozen in case	90	Soaked	65			Half kegs	3 00	3-lb "	6	Banner	14
English	90	Harris standard	75			Hops	15	4-lb "	6	King Bee	20
Bristol	70	Van Camp's Marrofat	1 10			Chicago goods	@ 4	40 and 50 lb. boxes	4 1/2	Kiln Dried	17
Domestic	60	Early June	1 30			No. 1	30	Barrels	4 1/2	Nigger Head	23
BLUING.		Archer's Early Blossom	1 35			No. 2	30	1-lb packages	6	Honey Dew	24
Arctic, 4 oz ovals	4 00	French	1 80			LICORICE.		3-lb "	6	Gold Block	28
" 8 oz "	7 00	Mushrooms	17 @ 18			Calabria	25	40 and 50 lb. boxes	4 1/2	Peerless	28
" pints, round	10 50	Pumpkin	90			Condensed, 2 doz	1 25	Scotch, in bladders	37	Rob Roy	25
" No. 2, sifting box	2 75	Squash	1 30			Matches	1 65	Maccaboy, in jars	35	Uncle Sam	28
" No. 3, "	4 00	Hubbard	1 30			Anchor parlor	1 70	French Rappee, in jars	43	Tom and Jerry	25
" No. 5, "	8 00	Succotash	1 40			No. 2 home	1 10	Allen B. Wisley's Brands.	3 20	Brier Pipe	30
" 1 oz ball	4 50	Hamburg	1 40			Export parlor	4 25	Old Country, 80	3 30	Yum Yum	32
BROOMS.		Soaked	85			MOLASSES.		Uno, 100	3 50	Red Clover	30
No. 1	2 00	Honey Dew	1 60			Blackstrap	16	Bouncer, 100	3 00	Navy	32
No. 2 Carpet	2 25	Tomatoes				Sugar house	16	SODA.		Handmade	32
No. 1	2 50	Van Camp's	1 10			Ordinary	19	Boxes	5 1/2	Frog	33
Parlor Gem	2 75	No. Collins	1 10			Fancy	23	Kegs, English	4 1/2	VINEGAR.	
Common Whisk	90	Hamburg	1 30			Fair	17	50 gr.	9	YEAST-Compressed.	
Fancy	1 20	Hancock	1 05			Good	20	SAL SODA.		Tin foil cakes, per doz	15
Mill	3 25	Gallon	2 75			Extra good	26	Granulated, boxes	2	Baker's, per lb.	30
Warehouse	2 75	CHOCOLATE-BAKER'S.				Choice	30	Mixed bird	4 1/2 @ 6	PAPER & WOODENWARE	
BUCKWHEAT FLOUR.		German Sweet	22			One-half barrels, 3c extra	36	Caraway	10	PAPER.	
Rising Sun	5 00	Premium	34			OATMEAL.		Canary	3 1/2	Straw	1 1/4
York State	5 00	Pure	38			Half barrels 100	@ 3 13	Hemp	4 1/2	Rockfalls	2
Self Rising	4 50	Breakfast Cocoa	40			Half bbls 90	@ 3 13	Anise	13	Rag sugar	2 1/4
CANDLES.		CHEESE.				Barrels 180	@ 3 50	Rape	6	Hardware	2 1/4
Hotel, 40 lb. boxes	10 1/2	Norway	@ 10 1/4			PICKLES.		Mustard	7 1/4	Bakers	2 1/4
Star, 40 "	10 1/2	N. Y. or Lenawee	@ 10			Medium	86 50	Diamond Crystal		Dry Goods	2 1/4
Paraffine	12	Alleghan	@ 9			Small	7 50	100 3-lb. sacks	@ 2 40	5 1/2 @ 2 1/2	
Wicking	25	Skim	@ 8			Clay, No. 216	1 75	60 5-lb. "	2 25	Jute Manila	6 1/2 @ 6
CANNED GOODS.		Sap Sago	@ 22			" T. D. full count	75	28 10-lb. sacks	2 15	Red Express No. 1	5
FISH.		Edam	@ 21 00			Cob, No. 3	1 25	20 14-lb. "	2 00	" No. 2	4
Clams		Swiss, imported	24 @ 25			RICE.		24 3-lb. cases	1 50	TWINES.	
Little Neck, 1 lb.	1 10	Limburger	15			Domestic	7	56 lb. dairy in linen bags	50	48 Cotton	25
" 2 lb.	1 90	CHEWING GUM.				Carolina head	7	56 lb. dairy in linen bags	35	Cotton, No. 1	22
Clam Chowder	2 30	Rubber, 100 lumps	35			" No. 2	6	28 lb. "	25	" No. 2	18
Standard, 3 lb.	2 30	Spruce, 200 pieces	40			Broken	5	56 lb. dairy in linen bags	35	Sea Island, assorted	40
Cove Oysters	1 10	Snider's, 1/2 pint	1 35			Imported	6 1/2	28 lb. "	18	No. 5 Hemp	18
Standard, 1 lb.	2 10	" pint	3 50			Japan, No. 1	6 1/2	56 lb. dairy bags	75	No. 6 "	17
" 2 lb.	2 10	LOBSTERS.				" No. 2	5 1/2	Higgins	75	Wool	7
Star, 1 lb.	2 45	" 2 lb.	3 50			Patna	5	56 lb. dairy bags	75	WOODENWARE.	
" 2 lb.	3 45	CLOTHES PINS.	40			Williams' Extract	1 75	56 lb. sacks	27	Tubs, No. 1	7 00
Picnic, 1 lb.	2 00	COCOA SHELLS.	@ 4			3 dozen	5 60	Common Fine per bbl	90	" No. 2	6 00
" 2 lb.	3 00	Pound packages	@ 7			SAFOLIO.		Saginaw and Manistee	90	" No. 3	5 00
Mackerel		COFFEE.				Kitchen, 3 doz. In box	2 50	Deland's Cap Sheaf	5 1/2	" No. 1, three-hoop	1 75
Standard, 1 lb.	1 30	GREEN.				Hand 3 "	2 50	Church's Arm & Hammer	5 1/2	Clothespins, 5 gr. boxes	50
" 2 lb.	2 00	Rio.				Snider's Tomato	2 65	Dwight's Cow	5 1/2	Bowls, 11 inch	1 00
Mustard, 3 lb.	3 00	Fair	20 1/2			SPICES.		Taylor's	5 1/2	" 13 "	1 25
Tomato Sauce, 3 lb.	3 00	Good	21			Allspice	10	DeLand's Cap Sheaf	5 1/2	" 15 "	2 00
Soused, 3 lb.	3 00	Prime	21 1/2			Cassia, China in mats	7 1/2	Golden Harvest	5	" 17 "	2 75
Columbia River, flat	1 85	Golden	22 1/2			" Batavia in bund	15	Barrels, 1,200 count	86 50	assorted, 17s and 19s	2 50
" "talls	1 65	Peaberry	23			" Saigon in rolls	35	Half barrels, 600 count	3 50	" 15s, 17s and 19s	2 75
Alaska, 1 lb.	1 35	Santos.				Cloves, Amboyna	32	Clay, No. 216	1 75	Baskets, market	35
" 2 lb.	2 10	Fair	20 1/2			" Zanzibar	13	" T. D. full count	75	" bushel	1 50
Sardines		Good	21			Mace Batavia	80	Cob, No. 3	1 25	" willow cl'ths, No. 1 5	75
American 1/4s	5 @ 6	Prime	21 1/2			Nutmegs, fancy	80	Amber	23 5	" " " No. 2 6 25	
1/2s	7 @ 8	Peaberry	23 1/2			Pepper, Singapore, black	15	Fancy drips	28 @ 30	" " " No. 3 7 25	
Imported 1/4s	11 @ 12	Mexican and Guatemala.				" white	25	SWEET GOODS.		" splint	No. 1 3 50
1/2s	13 @ 14	Fair	22			" shot	19	Ginger Snaps	7	" " " No. 2 4 25	
Mustard 1/4s	@ 10	Good	23			Pure Ground in Bulk	17	Sugar Creams	8 1/4	" " " No. 3 5 00	
Brook, 3 lb.	2 50	Fancy	25			Allspice	10	Frosted Creams	8	GRAINS AND FEEDSTUFFS	
FRUITS.		Maracaibo				Cassia, China in mats	7 1/2	Graham Crackers	8	WHEAT.	
Apples		Prime	22 1/2			" Batavia in bund	15	Oatmeal Crackers	8	No. 1 White (58 lb. test)	96
York State, gallons	3 50	Milled	23 1/2			" Saigon in rolls	35	Shoe Polish	.75	No. 1 Red (60 lb. test)	96
Hamburg		Java				Cloves, Amboyna	32	TEAS.		MEAL.	
Apricots		Interior	36			" Zanzibar	13	Fair JAPAN-Regular	@ 17	Bolted	1 75
Santa Cruz	2 25	Private Growth	38			Mace Batavia	80	Good	@ 20	Granulated	2 00
Lusk's	2 50	Mandehling	29			Nutmegs, fancy	80	Choice	@ 24	Straight, in sacks	5 20
Overland	2 35	Imitation	25			Pepper, Singapore, black	15	Choicest	@ 32	" " barrels	5 40
Blackberries		Arabian	28 1/4			" white	25	Dust	@ 10	Patent	6 20
F. & W.	90	Roasted				" shot	19	SUN CURED.		" " barrels	6 40
Cherries		Arto ascertain cost of roasted				Pure Ground in Bulk	17	Fair	@ 17	Graham	2 40
Red	1 20	coffee, add 1/4c. per lb. for roasting				Allspice	10	Good	@ 21	Rye	2 40
Pitted Hamburg	1 75	and 15 per cent. for shrinkage.				Cassia, China in mats	7 1/2	Choice	@ 24	MILLSTUFFS.	
White	1 60	McLaughlin's XXXX	24 1/2			" Batavia in bund	15	Choicest	@ 32	Bran	17 00
Erie	1 30	PACKAGE.				" Saigon in rolls	35	Dust	@ 10	Screenings	18 60
Damsons, Egg Plums and Green						Cloves, Amboyna	32	BASKET FIRED.		Middlings	21 00
Gages						" Zanzibar	13	Fair	@ 18	Mixed Feed	24 00
Erie	@ 1 60					Mace Batavia	80	Good	@ 21	Coarse meal	23 50
Common	1 10					Nutmegs, fancy	80	Choice	@ 24	RYE.	
Peaches						Pepper, Singapore, black	15	Extra choice, wire leaf	@ 40	Milling	80
Pie	1 60 @ 1 75					" white	25	Common to fair	@ 25	Feed, per bu	60
Maxwell	2 25					" shot	19	Extra fine to finest	@ 50	CORN.	
Shepard's	2 25					Pure Ground in Bulk	17	Choicest fancy	@ 75	Small lots	62
California	2 60 @ 2 75					Allspice	10	Common to fair	@ 23	Car "	58
Pears						Cassia, China in mats	7 1/2	Superior to fine	@ 28	OATS.	
Domestic	1 25					" Batavia in bund	15	Fine to choicest	@ 45	Small lots	46
Riverside	2 25					" Saigon in rolls	35	IMPERIAL.		Car "	42
Pineapples	1 30					Cloves, Amboyna	30	Common to fair	@ 23	HAY.	
Common	1 60					" Zanzibar	20				

OLD MAN SLIM.

Troubles and Trials of a Canadian Merchant.

QUEEN'S HOLLOW, Ont., June 23—Ever since that drummer congratulated me on my youthful and fresh appearance, I have been haunted with an idea. The more I try to get rid of it, the farther into my head it gets. It sticks to me closer than the sheep ticks used to when I was on the farm. It tags around after me all day, keeps me awake nights, and, when I do get to sleep, it fills my head full of awfully funny dreams. It drove the sciatica out of my left hind leg the first day and the next morning it had me standing up before a looking glass, taking an inventory of myself. I commenced by taking a careful survey of my head, for I had a solemn impression that a head that could safely contain such an idea must be an uncommon specimen of a head and one that would bear the closest inspection. It was not a case of love at first sight, for it reminded me of the weather beaten ruins of some old castle with the sides, main entrance and everything tumbled in and gone to decay except the roof, which had been worn bare, smooth and glossy with the peltings of the elements during many centuries. I felt a sickening sensation creeping up my vertebral column and was about to retreat when I caught the eye which, they say, is the window of the soul, and slyly winked at myself, which had the effect of assuring me that the idea that inhabited that old ruin was game and knew what it was about. My next impression was that the top of my head resembled the apex of old Mt. Tacoma—bare, bald, glistering and towering away above the timber line. The timber belt skirting the foot hills was not so truthful a resemblance as it was light and scraggy and a kind of muddy white instead of evergreen. I knew that the apex of Mt. Tacoma had seen many winters and would withstand the storms of many more and this thought prompted me to pursue the topography of my face. When I arrived at my mouth, I gave up in despair. That mouth that had been the pride of Izik's mother for so many years had caved in and over the cavity old Father Time had constructed a bridge of sighs out of nose and chin, so perfect that a midnight bug could pass over without the least danger of falling through into the puckered and sunken abyss beneath. Oh! shade of departed glory! well may you weep trickling rivulets of plug tobacco juice, for you are, indeed, a sad relic of bygone days. But the idea prompted another wink and assured me that a set of artificial teeth all around would restore my cheek, resurrect my mouth and destroy the bridge of sighs. This saved the looking glass and I went down stairs to open up and sweep out the store.

It beats all what trouble that confounded idea has caused me. It has tied me up in a horrid scandal and caused every old woman in the Hollow to call on every other old woman in the Hollow and ask her if she heard all about old Slim's going home with old mother Tubbs from prayer meeting and how Tillie is takin' on awful about it and how Izik told the Elder that the old man was gettin' childish and actin' like a fool lately and how that he had gone and ordered a bran new set of store teeth and how that Miss Jinks' little Sammy had seen him buy a bottle of whisker dye in the drug store and how that he is acting like all possessed and who would have thought it. That's the kind of talk that's been going around and it is a shame, for sister Tubbs is a real nice person, if she has got a bad breath and a mole on the end of her nose. She can't help that, and Tillie ought to be ashamed of herself, and I'll let her know that I am not going to fool away all my time monkeying with her baby while Izik is away to the lodge and one place another. And if Izik says beans, I'll tell him that he wasn't consulted when I first went home with his mother from spelling school and I'll be Jim Petered if I need his advice now. And if I get my Slim temper up once, I'll make the fur fly and show every old woman in Queen's Hollow that its none of their dum business whether I

go home with sister Tubbs from prayer meeting or not. Things have come to a pretty pass, if a Christian gentleman can't walk along the road with an unprotected female to keep off the dogs, or deliver a dozen oranges and half a pound of gum drops at the home of a lonely widow after dark without kicking up a regular pow wow all over the neighborhood. I never say bad words, only when I get my dander up, so I'll just go right along about my business and maybe I'll outgrow the infernal scandal.

John Monday, the man who owns and runs the cheese factory, used to be one of Old Cronk's best customers. Monday is a pretty smart fellow, is secretary of the dairymen's association and don't like to be barked at while standing on his own door step. One evening he was in Cronk's store and was setting forth the great advantages that the farmers of Ontario had derived from the cheese factory system. He said it was a fact that since the dawn of the cheese factory era, our farms had increased 25 per cent. in fertility, while our farmers have been making more money and life on the farm has been made easier and much more desirable. He said that the amount of manual labor required on a farm contributory to a factory, to place \$100 on deposit in a savings bank, has been reduced to a minimum, as compared with that required under the old hum-drum routine. He cited numerous instances to prove that any man with ordinary intelligence who owned a good team and the necessary tools and implements with twelve good cows free and clear from debt, and say \$2,000 in cash, can buy a 100 acre farm in Ontario for \$6,000, as good as the sun ever shone upon, and, with judicious management and ordinary luck, can pay for it with the greatest of ease. Our mortgage indebtedness, he said, had become greatly reduced under this system, and another great advantage was, that our farmers, instead of being compelled to wait, as formerly, until after threshing time to realize any money—now draw their cash about every two weeks all through the season, thereby

keeping the money in circulation and enabling them to pay their help and settle their supply bills promptly. Old Cronk being an old fogey, has always opposed the cheese factory as a new-fangled innovation, not because he has one good valid reason for doing so, but simply on general principles; and so it would never do to let Monday, whom he considered nothing but a young addle-pated upstart of a Grit, have it all his own way. So he interrupted him with:

"I say, Monday, any one to hear you talk would suppose that the farmers all around here must have had a deuce of a time to keep their souls from deserting their bodies before you built that sweet smelling factory of your's over there. You talk as though I and Bob. Youse there on the nail keg weren't around these part quite a number of years before you were born. With all due respect to your learning and tweedle dum Yankee notions, I want to say right here—and Bob. Youse and Bill Smike will bear me out in it—that I consider your factory a humbug. We used to have healthy children and raise nice helpers and steers, but now every young one's digestive apparatus is ruined by eating your confounded curd and every calf in the country is whey fed, knock-kneed, ewe-necked and pot-bellied."

When Monday ventured the remark that any one with common sense knew better than that, Old Cronk fairly roared:

"What! do you pretend to say that isn't so? What kind of a calf, for mercy's sake, do you call that calf across there in Bill Jones' lot, if it ain't a pot-bellied calf? And look here," he continued, as he leaned over the counter and shook his fist at Monday. "If the widow Spriggot hasn't got a pot-bellied calf down there in that field this side of the barn, then I'll be doggoned if you ain't a pot-bellied calf yourself and I don't care who knows it."

Monday replied that no man who called him a pot-bellied calf would ever get another dollar of his money and he has traded with us ever since. Izik says Cronk's farm is too poor to support cows

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. G. GEDDIE, 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.

REVOLUTION IN BUTTON FASTENERS!



THE NEW WAY AND THE OLD.

The Elliott Automatic Button Attaching Machine, which feeds the buttons from a hopper and the wire from a spool, making its own fasteners and attaching them at one operation, is now ready for the market. No charge is made for the use of the machine, which can remain in the possession of the dealer as long as he uses it on wire furnished by the company or its agents. Price of spool of wire for one great gross fasteners, \$1. First order must include at least 25 spools of wire to secure use of machine.

HIRTH & KRAUSE, AGENTS, GRAND RAPIDS.

and if he ever discovers a way to convert sorrel and mullein stalks into milk it would remove all antipathy to a cheese factory.

A man by the name of Harvey, who is engaged in the grocery and bakery business in a little town somewhere south of Grand Rapids, was here on a visit a short time ago. He was born in this county and went away to Michigan when he was quite young and has never been back until this time. He is a nice fellow and by dint of hard work, the use of honorable methods and close application to business, has made some money over there; but he appeared to be somewhat surprised to learn that a good many other fellows who stuck to the old sod have done equally well. He wanted to see how the old house where he was born would look, with the roof all caved in and clammy lizards crawling all over the spot where used to stand his little home-made trundle bed. He longed to sit once more on the old pine stump down by the spring, where he used to sit in times of yore and watch the frogs go "ker-plunk" into the spring, and dream of future riches and honors to be won in the land of the free and the home of the brave. He would like to stroll once more through the old pine grove and pick wintergreens; but he was doomed to disappointment, for, instead of the old house, there stood a modern brick mansion with an extensive green lawn in front and a high-fenced, well-kept vegetable garden in the rear and a large apple orchard on one side—a perfect type of a prosperous Ontario rural home. The former site of the stump and even the old spring could not be located. The old pine grove was gone and occupying its place were the depot buildings, a hotel, a large three-story brick canning factory, two stores and several dwelling houses, the whole forming an extended addition to the town of Loyaltown. Izik drove him over and, instead of picking wintergreens, they spent two hours in looking through the factory. Izik is one of the stockholders and he spared no pains in showing it up to the best advantage. It was right in strawberry time and Harvey said he never saw so many strawberries at one time in his life. He came home with Izik and remained over night with us. Tillie thinks that Harvey must be an awful nice man for he refused to drink a glass of Carling's ale with Izik; but I think he smokes cigars enough to make up for it. A Canuck can hold more "alf and alf" than a Yankee can by six pints, but a Yankee can smoke an average Canadian cold and stiff in half a day. The Yankee has the advantage, however, for when he visits us he can indulge in his air polluting habit to his heart's satisfaction; but when the Canuck returns his visit, he must forego his favorite refreshment or indulge in slop that is only one degree less fatal than Grand Rapids water. Izik and Harvey sat and talked and smoked until Harvey was lighting his seventeenth cigar, when Izik fell off the chair and rolled under the table in a dead faint. Tillie had gone to bed and when she heard Izik fall she jumped out and tried to peek through the keyhole, but it was no use for even the keyhole was plugged full of tobacco smoke. Harvey said we could leave the light burning and he would go out into the back yard and smoke a cigar before he retired. During the evening they had discussed matters and things from a Michigan standpoint and from an Ontario standpoint and I took down a good many notes which will be the subject of my next letter.

OLD MAN SLIM.

Increase of Capital Stock.

SAGINAW, June 24.—At the meeting of stockholders of the Home National Bank, held this morning, over 80 per cent. of the stock was represented and the vote was unanimous in favor of increasing the capital from \$300,000 to \$400,000, the same to go into effect July 1. This Bank, before the increase, was the heaviest capitalized institution in the Valley, and is now still further strengthened by the increase.

Fremont—Wm. Harmon has removed his general stock to Otsego.

THE CONDITION OF LABOR.

With much of what the Pope says in his Encyclical on the Condition of Labor, I have been both edified and pleased. His arguments in behalf of the right of private property and against socialism are clear and convincing, and his sanction of laborers' associations for their common benefit is a gratifying sign of the times. Indeed, the tone of the document throughout is so kind and affectionate, as well as intelligent, that not only Catholics but Protestants will assent to its general purport. I regret only to observe that, through that very benevolence and kindness of heart which make his utterances so charming, his Holiness has adopted a current fallacy which needs correction.

Like thousands of other men living out of direct contact with the world, the Pope begins by assuming that the condition of the laborer of the present day, if it is not worse than it has been at any previous time in history, is still so bad as to demand vigorous and thorough measures for its improvement. The very first paragraph of his discourse puts forth the familiar commonplaces of "the enormous fortunes of individuals and the poverty of the masses," "general moral deterioration," and "the momentous seriousness of the present state of things." In the third paragraph he declares that "all agree and there can be no question whatever that some remedy must be found for the misery and wretchedness which press so heavily at this moment on the large majority of the very poor," and he further asserts that "a small number of rich men have been able to lay upon the very poor a yoke little better than slavery itself."

Of the importance of justice in the treatment of laborers by their employers, and the desirability of banishing suffering and misery from the world, there is no doubt, but that either of them are any more important or desirable now than they have been at any former period, or that they any more urgently demand attention, is not true. The Pope cannot be ignorant of the complaints made by the writers of the most ancient books of the Bible, that in their day the poor suffered from the oppression of the rich, and that their wrongs called for vengeance from heaven. In ancient Egypt the tillers of the soil were the slaves of their monarch. One rich Roman, Crassus, held thousands of his poorer fellow citizens in the grasp of usurious debts to him. For centuries after the establishment of Christianity in Europe the common people were mere serfs, occupying their little dwellings and patches of land at the will of their feudal superiors, and as soon as commerce began to flourish a few wealthy Italian and German merchants amassed enormous fortunes at the expense of the public. Ever since then the number of rich men in the world and the extent of their possessions have been the theme of discussion by philosophers and reformers, and of denunciation by moralists. It is the same in regard to the wretchedness of the lot of the poor. For ages poets and preachers have been decanting upon it, and so far from its being specially intense at this moment, all my observation leads me to believe that it has been greatly alleviated by the progress of civilization, and is every year becoming less and less painful.

In so far as the unhappiness of the

BUILT FOR BUSINESS!

Do you want to do your customers justice?

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

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

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

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

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

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

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

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

Tradesman or Superior Coupons.

COUPON BOOK vs. PASS BOOK.

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

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

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

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

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

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

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

THE TRADESMAN COMPANY,
GRAND RAPIDS.

THE MICHIGAN TRADESMAN.

poor consists in the necessity of working for a living, that certainly is no greater now than it always has been and always will be. Not even the rich are exempt from labor of some kind. There is a wild idea prevalent, I know, that their money comes to them by no other effort than a sort of incantation, which they practice sitting in their offices or their parlors; but no intelligent person conversant with real life entertains it. Capital, to be productive, must be employed skillfully, and the greater the mass of it the greater the skill and the exertion it demands. The anxiety that attends its management, and the nervous strain that it involves, are also quite as wearing and as fatiguing as any mechanical employment, if they are not more so. When the laborer, whose only capital is his strength and his knowledge of his trade, has to work for his living, he suffers no more than his employer, who has to furnish him the raw material, direct him how to work it up, and find a market for the product. He is much better off, at any rate, than the fowls of the air, the beasts of the field, and the fishes of the sea. They also are driven on by hunger to a struggle for existence which makes them in many cases prey upon each other, and they hold their lives at the mercy of their stronger or more cunning competitors. The mere necessity for labor to support life cannot, therefore, be reckoned as an element of the misery weighing upon the poor specially deserving of attention at this time, or as susceptible of relief by human effort.

What I suppose the Pope has in mind, as have those whose ideas he repeats, is that, as a result either of injustice or of faulty economic methods, the laborer does not get for his labor a reward sufficient to enable him to live in reasonable comfort, and that this condition of things should be remedied and can be. Here, again, I think a vague general impression is accepted in place of clear knowledge. Unless I am completely wrong in my observations, the laborer at the present day gets more for his labor, not only in money, but in that which money will buy, than he ever did before; that he never has been so thoroughly able as he is now to protect himself against fraud and oppression, nor has he done it with so much ease and so much success.

As to the money scale of wages, at this moment it is so notoriously higher than it ever has been, that I need not recapitulate the figures. What is less apparent, and yet what deserves more consideration, is the fact that the workman of to-day can procure with his wages, when he spends them, far more comfort and far more luxury than he did, and therefore that his share of the products of his labor is greater. He lives in cleaner, airier rooms, if indeed he does not have a whole house of his own; he has a greater variety of food; his clothing and that of his wife and children are better, and his means of recreation and amusement are more extensive and varied. He is carried to and from his work in vehicles the like of which fifty years ago were not at the command of kings. If he desires pleasure excursions, the same kind of conveyances carries him in a few minutes to the country or to the lakes here. His children receive gratis as good an education as money can procure. Various religious denominations contend for his patronage. Medical attendance and hospital care are at his service for

the asking. What is true here is true in a measure all over the world, and in the face of it to say that the lot of the modern laborer is so radically wretched as to demand prompt and vigorous measures for its amelioration seems to me an exaggeration if not an absurdity.

I do not deny that in the vast army of human beings compelled to toil for a subsistence there are many who suffer from want of employment, from scanty payment when they are employed, and from injustice on the part of those who employ them. The remedy of this evil if a laudable object of philanthropic study and effort, but that it demands study and effort just now in special measure I cannot admit. In the struggle for existence, from which men are no more exempt than animals and plants, the weaker must suffer, and if they did not suffer, they would soon outnumber the strong. Yet every humane mind desires to reduce this suffering to as narrow limits as possible, and the Pope's exhortation will find unanimous response. What I desire to protest against is his groundless condemnation of the present and his implied praise of the past. He has yielded to a delusion which Lord Macaulay, in his famous "History of England," graphically describes thus:

In truth we are under a deception similar to that which misleads the traveler in the Arabian desert. Beneath the caravan all is dry and bare; but far in advance and far in the rear is the semblance of refreshing waters. The pilgrims hasten forward and find nothing but sand, where an hour before they had seen a lake. They turn their eyes and see a lake where an hour before they were toiling through sand. A similar illusion seems to haunt nations through every stage of the long progress from poverty and barbarism to the highest degrees of opulence and civilization. But if we resolutely chase the mirage backward we shall find it recede before us into the regions of fabulous antiquity. It is now the fashion to place the golden age of England in times when noblemen were destitute of comforts the most of which would be intolerable to a modern footman, when farmers and shopkeepers breakfasted on loaves the very sight of which would raise a riot in a modern workhouse, when men died faster in the purest country air than they now die in the most pestilential lanes of our towns, and when men died faster in the lanes of our towns than they now die on the coast of Guiana. We, too, shall in our turn be outstripped and in our turn be envied.

All this is so true that I wonder the Pope did not think of it, and I commend it to the attention of every one who, like him, believes that these are the worst days that the world has ever seen.

MATTHEW MARSHALL.

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Detroit Express.....	7:30 a.m. 10:00 p.m.
Mixed.....	6:30 a.m. 5:00 p.m.
Day Express.....	12:00 a.m. 10:00 a.m.
*Atlantic & Pacific Express.....	11:15 p.m. 6:00 a.m.
New York Express.....	5:40 p.m. 1:15 p.m.
*Daily.	
All other daily except Sunday.	
Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.	
Parlor cars run on Day Express and Grand Rapid Express to and from Detroit.	
FRED M. BRIGGS, Gen'l Agent, 85 Monroe St.	
G. S. HAWKINS, Ticket Agent, Union Depot.	
GEO. W. MUNSON, Union Ticket Office, 67 Monroe St.	
O. W. ROGERS, G. P. & T. Agent, Chicago.	



TIME TABLE

NOW IN EFFECT.

EASTWARD.

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

WESTWARD.

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

*Daily. *Daily except Sunday.
Trains arrive from the east, 6:40 a. m., 12:50 p. m., 5:00 p. m. and 10:25 p. m.
Trains arrive from the west, 6:45 a. m., 10:10 a. m., 3:35 p. m. and 9:50 p. m.
Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 82 Wagner Sleeper.
Westward—No. 81 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffetcar.
JOHN W. LOUD, Traffic Manager.
BEN FLETCHER, Trav. Pass. Agent.
JAS. CAMPBELL, City Ticket Agent.
23 Monroe Street.

CHICAGO & WEST MICHIGAN RY.

JUNE 21, 1891.

DEPART FOR	A. M.	P. M.	P. M.	P. M.
Chicago.....	10:00	11:15	11:35	
Indianapolis.....	10:00	11:15	11:35	
Benton Harbor.....	10:00	11:15	11:35	\$6:30
St. Joseph.....	10:00	11:15	11:35	\$6:30
Traverse City.....	10:00	11:15	11:35	\$6:30
Muskegon.....	10:00	11:15	11:35	\$6:30
Manistee.....	10:00	11:15	11:35	\$6:30
Ludington.....	10:00	11:15	11:35	\$6:30
Big Rapids.....	10:00	11:15	11:35	\$6:30
Ottawa Beach.....	10:00	11:15	11:35	\$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	1:15	6:35
St. Louis.....	7:05	1:15	6:35
Saginaw City.....	7:05	1:15	6:35

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.

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Grand Rapids & Indiana.

In effect June 21, 1891.

TRAINS GOING NORTH.

Arrive from Leave going South.	North.	South.
For Saginaw & Big Rapids.....	6:50 a.m.	7:05 a.m.
For Traverse City & Mackinaw.....	6:50 a.m.	7:30 a.m.
For Saginaw.....	9:15 a.m.	11:30 a.m.
For Traverse City.....	2:15 p.m.	5:05 p.m.
From Chicago & Kalamazoo.....	8:45 p.m.	10:30 p.m.
Train arriving at 6:50 daily; all other trains daily except Sunday.		

TRAINS GOING SOUTH.

Arrive from Leave going North.	North.	South.
For Cincinnati.....	6:00 a.m.	7:00 a.m.
For Kalamazoo and Chicago.....	10:20 a.m.	10:30 a.m.
From Big Rapids & Saginaw.....	11:50 a.m.	
For Fort Wayne and the East.....	2:00 p.m.	
For Kalamazoo.....	5:25 p.m.	6:00 p.m.
For Cincinnati and Chicago.....	10:40 p.m.	10:30 p.m.
Train leaving for Cincinnati and Chicago at 10:30 p.m. daily; all other trains daily except Sunday.		

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave.	From Muskegon—Arrive.
7:00 a.m.	10:10 a.m.
12:45 p.m.	5:15 p.m.
6:30 p.m.	10:15 p.m.

SLEEPING & PARLOR CAR SERVICE.

NORTH—6:30 a.m. train.—Sleeping and parlor chair car, Grand Rapids to Mackinaw City. Parlor chair car Grand Rapids to Traverse City.
11:30 a.m. train.—Parlor chair car G'd Rapids to Mackinaw.
10:30 p.m. train.—Sleeping car Grand Rapids to Petoskey. Sleeping car Grand Rapids to Mackinaw City.
SOUTH—7:00 a.m. train.—Parlor chair car Grand Rapids to Chicago.
10:30 a.m. train.—Wagner Parlor Car Grand Rapids to Chicago.
10:30 p.m. train.—Sleeping car Grand Rapids to Chicago. Sleeping car Grand Rapids to Cincinnati.

Chicago via G. R. & I. R. R.

Lv Grand Rapids	10:30 a.m.	2:00 p.m.	10:30 p.m.
Arr Chicago	3:55 p.m.	9:00 p.m.	6:50 a.m.
11:30 a.m. train through Wagner Parlor Car.			
16:30 p.m. train daily, through Wagner Sleeping Car.			
Lv Chicago	7:05 a.m.	3:10 p.m.	10:10 p.m.
Arr Grand Rapids	2:15 p.m.	8:45 p.m.	6:50 a.m.
3:10 p.m. through Wagner Parlor Car.			
10:10 p.m. train daily, through Wagner Sleeping Car.			

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.

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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.
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