

MICHIGAN TRADESMAN.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, JULY 8, 1891.

NO. 407

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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.

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We pay the highest price for it. Address

PECK BROS., Wholesale Druggists, GRAND RAPIDS.

IKE BRENNAN'S WATCH.

"If you think your cousin is a scoundrel, young man, why, say the word, if its necessary to say anything. It's mean to shake a man's good name away with a shake of your head—that's what I think."

Ike Brennan pushed back his Panama, and looked with anything but approval at Lyman Sneed leaning, in spotless flannels, against the China tree.

In spite of his dapper appearance he was not a pleasant young man to look at. He had that uncertain, nervous way, so irritating to the honest and purposeful, and it stood written on his face that he had not loved a living soul. No, not even the pretty Nona Duval, whom he quit Ike to go and meet. He thought he loved her, but no feeling that possessed him was a more thoroughly selfish one.

His cousin, Dick Burleson, loved Nona—that was quite sufficient to make Lyman Sneed sure that she was necessary to his happiness. So he went eagerly now to meet her. Ike watched him up the street muttering:

"Of two evils, choose the least; but I've allers noticed that women, of two men, choose the worst; wonder if little Nona 'll do that same thing? Her father rode through many a darned fight by my side—calculate I'll take sides here—yes, sir."

He rose slowly, lifted his rifle, and went trailing up the hot avenue. He was on the look-out for Dick, and very soon found him among a lot of rough teamsters who were loafing in one of the principle stores. Dick was reading to them a New York paper, and backing up his own side of some political question with a good deal of fervor. The men were pulling their beards and listening with that true Texas phlegm which might at any moment turn into ungovernable passion.

Ike waited until the end of one of Dick's flowing periods, and then said:

"Thar, Dick, that'll do for the business of the U-nited States; supposing you come now with me and look after your own a spell."

It was so unusual for Ike Brennan to meddle in any one's affairs that Dick gave instant heed to his invitation; and with a final broadside of splendid adjectives for his own party, he joined Ike, and they sat down together in the first quiet, shady seat.

"Lyman Sneed is playing the mischief with your good name, Dick. It's against my habit to look after anybody's but my own; but I've reasons contrary this time."

"Lyman Sneed! He is, is he?" And Dick instinctively put his hand on the leathern sheath that held his knife.

"No tools, Dick, of that kind. It's me that is making this quarrel, you know, and I let nobody do my fighting."

"What did he say?"

"That is it; he says nothing you can get hold of. Pities his uncle—pities Nona Duval—and is so sorry you will—"

"What?"

"He don't say—shrugs his shoulders and shakes his head, and the shrug and

shake stand for drinking, gambling, anything you like to make it."

"I'll tell Lyman Sneed—"

"You'll say neither good nor bad, Dick. Lyman is like a pine coal—if he don't burn, he blackens. Only don't throw your chances away for Lyman to pick up—that is just what he wants you to do; give in a bit to the old man; he thinks all creation of you, and if you won't try to please him, why, Lyman will, that's all."

"I'm not going to take my politics and my opinions from Uncle Jack Burleson, no, not for all his hog-wallow prairie, and his cattle and gold thrown in."

"He is an old man, Dick. Life is a country Jack Burleson has gone pretty thoroughly over; stands to reason he knows more'n you."

"He contradicts me half the time for the very sake of a fight. He does not go into court now, and he hasn't any lawyers or juries to bully. But he won't make Dick Burleson say black is white to please him; you bet he won't."

"Dick, you are right; darned if you aren't! But old Jack is wise and good, and knows a sight more'n is writ in books. Say 'yes' when you can."

"Sure."

"And don't you meddle in my fights, Dick. If Lyman Sneed needs a hiding, I know just how much will be good for him."

Dick saw the conversation was over, and, looking at his watch, saw, also, that he was behind office hours. As it happened, a number of trifles had already irritated the old lawyer, and Lyman's lifted eyebrows and ostentatious diligence irritated Dick. He flung his books upon his desk, dashed his hat into a corner, and lifted his feet to a comfortable attitude. His big boots and loose flannel hunting-shirt gave his uncle great offense, and he said so.

Dick replied that "he had been talking with the Lavacca teamsters, and had forgot to dress."

"Lavacca teamsters, indeed! I don't see what on earth makes you run after every drove that comes to town."

"I was getting their votes for my side, uncle, and making friends against the day I want their votes for myself."

A flash of keen pleasure shot into the old man's eyes, but he was far too full of fight to abandon the dispute. He first attacked Dick's politics, then his personal appearance and abilities, without being conscious how provoking he was.

One bitter word followed another till all three men were on their feet, and Lyman, with a little scream, had rushed between his uncle and his cousin. Dick laughed uproariously at the intervention, and kicking it out of the way, he said:

"Good-bye, uncle; I'm not going to quarrel any more with you. The world is big enough, I reckon, for both of us—and for our opinions."

He went straight to Ike, who was sitting just where he left him, and said:

"Ike, tell uncle, in a couple of days, that I have gone West, and that there's no ill blood between us; and, Ike, watch

Nona for me until I can come after her."

"You are bound to go, then?"

"Yes; the old man is fire and I am gunpowder. We are better apart—that is all."

"Go 'long, then; I'll watch what you leave behind."

Dick felt unhappy enough at leaving Nona. She lived alone with her father and he was not always the best of protectors. Dick spent the rest of the day by her side, and left town in the cool of the evening in no very despondent mood. Nona had promised everything he asked of her, and all the rest seemed possible.

He had some land and cattle on the San Marcus, and he purposed putting up a pretty house there gradually, mainly with his own hands. In two years he would sell some of his increase, furnish it, marry Nona, turn grazier, and run for the legislature. When he went back, he would "make it all right" with his uncle, and being so far apart, they could keep right; and if not, and he lost his share of Jack Burleson's estate, *made money* was better than given money, anyway.

For a week after Dick's departure the old man hoped against hope; but one day when Ike Brennan carelessly asked: "When is Dick coming back from the West?" then he knew the lad had gone to shift for himself, and lonely as it left him, he thoroughly liked Dick for doing it. After this, Ike and the judge spent much time together. They kept up a perpetual quarrel, but they were well matched, and after a year's disputing, the victory on every single point was a disputed one. Sometimes, at the end of a long argument, and a long silence, the judge would say: "Have you heard anything?" and then Ike, shaking his head, and shaking the ashes from his pipe, would rise and go away.

Early in the second year the judge had an accident that completely invalidated him; and after some months' decline, he quietly passed away. Singularly enough, there was no will found, and Lyman Sneed took possession of everything. No Dick appeared to dispute his claim. Ike smoked away in his old shady corner and smiled queerly to himself when he saw how diligently Lyman began to improve the city lots, and how cleverly he collected and invested the outstanding accounts of the estate.

In all things but one Lyman's fortune prospered—Nona still refused all his attentions. But as soon as the judge was dead he began to use stronger means of persuasion. Nona's father owed him a large sum, and their home was mortgaged for its payment. Lyman soon let father and daughter see on what terms only the Duval place could be saved; and the father cared too much for his own indulgence not to press with all his power so desirable a method of clearing off his liabilities.

Nothing of this plan, however, came to Ike's knowledge until one night old Duval, in a fit of maudlin intoxication, revealed it. Then he went home full of anxiety. He had no money that would touch Nona's needs, and he had not yet heard anything from Dick.

"I'd give twenty of my best cows to know if the fellow is dead or alive," he said, as he pushed open the latchless door of his log-cabin. A man was sitting in his own chair fast asleep.

"Dick at last!"

One soul wakes another, and Dick opened his eyes and answered:

"Here I am, Ike!"

"You tormenting youngster, where have you been?"

"Everywhere, Ike, and precious little luck either. At last I went to Yuba and Nevada and tried hard to make my pile. Two months ago Jim Harrison strayed up there and told me uncle was dead, and Nona going to marry Lyman Sneed. I couldn't stand that, and so I came along with what I had."

"How much?"

"Only eight thousand dollars."

"That's enough. I guess you'll find yourself richer than you think."

The next morning, Nona Duval completely amazed Lyman Sneed by entering his office accompanied by Ike Brennan and paying in full every claim he had on the Duval place. But he was still more amazed by an official notice to meet, next day, the heirs of Jack Burleson and hear his will read. He found at the place appointed Dick Burleson, Nona Duval, Ike Brennan, and three of the principal citizens of the place. The will, leaving nearly everything to Dick, was without a flaw. Lyman simply received one hundred dollars for every month during which he had taken care of the estate.

"He took very good care of it, gentlemen," said Ike, "just as good care as if he thought Dick would never come back. He has earned his money, you bet. But I'm glad my watch is over—very. I have been kept too wide awake for any thing, between a pretty woman and a clever lawyer." AMELIA E. BARR.

A Victim of Heterophemy.

From the New York Tribune.

A man with a rather vacant look and a hurried air, evidently a dweller in the suburbs, with many small errands on his mind besides his regular business affairs, rushed into a dry goods store the other day and said to the clerk: "I want a small door plate."

"Don't keep them," replied the clerk. "Don't keep door plates?"

"No, sir."

"This is a dry goods store, isn't it?"

"Yes, sir."

"And you have a carpet department, eh?"

"Yes, sir."

"And sell rugs and that sort of thing?"

"Yes, sir."

"And yet you don't keep door plates?"

"No, sir."

"Well, my advice to you and your employers, young man," said the suburban dweller, as he walked out in disgust, "is to lay in some sort of a complete stock, or retire from the business."

Then he dashed into a carpet store, and asked again for a door plate.

"You'll find them at the hardware stores," said the clerk. "We don't keep them."

"I never saw them at hardware stores in all my life," said the puzzled shopper.

"Can't help that, sir," replied the clerk.

"So he tried a hardware store in this way: "You don't keep door plates here, do you?"

"Certainly we do," said the clerk. "What size do you want? Brass or silver?" and he took down a box of them and handed out one of each kind for inspection.

"What sort of a door mat is that, sir?" thundered the annoyed customer. "Why don't you pay a little more attention to your business?"

"You said door plate," said the clerk.

"Did I? Did I say door plate? Are you sure?"

"Certainly, that's what you said."

"Say, young man, have you got a fool-killer about the store? Because if you have, I can give him a job. Here I've been blundering all the morning into dry goods and carpet stores, asking for a door plate, when I wanted a door mat all the time. I'll go out and hire somebody to kick me!"

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LION COFFEE

FOR BREAKFAST,? IT IS A TRUE MIXTURE OF MOCHA, JAVA AND RIO.

A DELICIOUS DRINK
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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.

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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

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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.

MEDITATIONS OF A PESSIMIST.

THIRD PAPER.

Written for THE TRADESMAN.

Before we meditate further on this subject of imaginary wants, let us stop to consider what an imaginary want is, in order that we may know what we are talking about. A hat of some kind that will protect the head and shade the face from the scorching rays of the sun these hot days is surely not an imaginary want. On the other hand, it strikes me rather forcibly that a rye straw walking stick, a pair of gold-rimmed glasses over perfect eyes, or a long-haired, measly-looking pug doglet in the close embrace of an elegantly dressed lady in a street car are not real necessary wants. It may be difficult to draw the line with precision that separates the two grand divisions into which human wants are divided, but the disputed territory is a very narrow strip and on either side the characteristics are plainly marked and the distinction between the two classes is clearly observed. Necessity is no guide, for it is not a question of bare existence. The man who buys the least possible quantity of the cheapest possible quality compatible with the bare preservation of the union between soul and body is not a man but a nonentity who is sacrificing on the altar of stinginess imaginary wants and real necessary wants alike. Edenic simplicity might do in some climates, but it would hardly be the thing for Michigan. The cave-dwellers may not have been bothered with many artificial wants, but, as they were strangers to many real and necessary wants, we do not hanker after their peculiar mode of living. I would define an imaginary want to be a something that has been invented or created and placed in the market for sale that is not demanded or needed by the masses, and that, if purchased, will not and cannot contribute one single iota to human comfort or happiness, lighten the burdens of life, or alleviate, in the least degree, the worries and sorrows incident to human existence. Were I a naturalist, I would liken greed to some monster having an infinite number of arms which reach out in every direction, each supplied with a little sucker at the other extremity. I would liken these arms to the arms and legs of the devil fish which are kept perpetually in motion, sucking the life blood out of everything they come in contact with and returning it to the bloated carcass of the insatiable and greedy monster. I would have no two suckers alike, so that where one sucker failed to draw blood, another of a different construction might be applied, and I would endow my imaginative monster with the faculty of increasing the number of arms and of changing the mechanical construction of the suckers illimitably and forever. Across the body of the monster I would write the word "Corporation." The numerous arms of the beast should be christened "Itinerent salesmen and road agents," and every sucker should be labelled "imaginary want." This cartoon would teach us that an imaginary want is conceived in greed and forced into the markets for the purpose of extracting wealth from the wealth-producing masses and for no other purpose.

Now, to what extent are the retail merchants aiding and abetting in this devitalizing process? Is it not a fact that many stocks of merchandise are to be found in our cities and larger towns

which are made up almost wholly of worthless trumpery and useless flimadiddles? The man who is engaged in this business is extracting hard earned money from the people and gives them simply nothing for it in return. The only difference between him and the rum-seller is that the latter gives in return something worse than nothing, and the former returns simply nothing. Every man should be contributing in some way to the uplifting and the bettering of the race. I will venture the statement that any man, I care not what his calling in life's work may be—whether it be preaching the gospel, digging in the soil or selling goods in a retail store—who has done absolutely nothing to make his fellow-man better, wiser or more comfortable, has lived in vain and is nothing but an idle trespasser on God's green earth. If this be true, what shall we say of the man who, knowingly and wilfully, for pelf, spends his energies in the dissemination of that which hinders human progress and adds to the burdens of life? The retail merchant in some respects is an educator and as such he incurs certain responsibilities which he should never shirk or throw off for the sake of temporary advantages. A retail merchant sets himself up as a supply agent for the community about him. He goes into the marts and selects and buys what he thinks his customers will need. He knows that people everywhere buy their supplies where they think they can get the best value for their money. He knows, further, that every customer that will walk into his store to buy an article will do so because he thinks he can obtain better value in that article for his money there than he can at any other store. If this were not so, he would go elsewhere for the article. I think this simple proposition represents a general principle so fairly that no one will take exception to it. Of course, you know that I can buy goods just as cheaply as you can, and I know that you are compelled to sell your goods just as cheaply as I sell mine, but our customers are ignorant of these things, hence a great field is opened up for the exercise of ways and means to catch the public eye. This opens up a new field of thought, advertising, which I will make the subject of some future paper.

In view of what has been said, what should guide the retailer in selecting his stock? If he select solid, durable and unadulterated goods, he would be in a position to supply his customers with what they ought to have and with what they always suppose they are getting, namely, the best value for their money. As an honest man he knows that this is the proper course to adopt, but difficulties present themselves. He will be compelled to charge higher prices for his goods and at the same time be content with a smaller percentage of profit, thereby giving his shoddy competitors a leverage that would place him at a very great disadvantage. For the sake of a temporary advantage, he falls into the old rut, dodges his responsibility and goes over to the great majority who practice on the ignorance and credulity of the people. It has been said that "the successful merchant will carry in stock whatever there is a demand for—good, bad or indifferent; that the public likes to be gulled and, if you stop to moralize, some other fellow will slip in and steal the plum." Surely no honorable merchant

will ever covet a stolen plum, and plum stealing will never lead to true success in mercantile life. I know from a five years' experience in the boot and shoe and men's furnishing business in a country village that the farming community can be educated in the matter of buying goods. All that is necessary is to be strictly honest; advertise absolute facts; tell the simple truth and nothing but the truth in showing up your goods; keep full lines in stock which are best suited to your trade, and see to it that you buy the very best goods that can be made for the money and place them into your customers' hands at a reasonable margin. Do this and wait with patience, and, my word for it, the results will be most satisfactory. You will gain not only in dollars and cents, but in the estimation of the people, and your business will become more and more of a pleasure as your patrons learn to place more confidence in you and evince a greater desire from day to day to take you at your word. At first, I had frequent calls for cheap and shoddy goods, but they gradually disappeared until at last it was only an occasional transient caller, who evidently had wandered away from some shoddy dealer's jurisdiction, who would ask for the spurious article and then I would send him across the street to my neighbor.

In my last paper, we meditated on the troubles that these imaginary wants caused the masses generally, and we will close this paper by meditating a little on the trials and tribulations which the retail merchant is subjected to on account of these wants. All the evils referred to in my last paper apply with double force to the merchant. He is looked up to as an advisor in local matters and a prominent figure-head in the little world which revolves about him. He is the encyclopedia of the neighborhood and the bulletin board of the select inner circle which keeps an eye on the great world outside. This dispenser of tape, soap, needles and codfish has a wife and is just as liable to be blessed with children as any other man. Of course, it is expected that this wife will take a prominent part in all the little local societies, such as the W. C. T. U., L. L. S., L. L. C., L. R. C., the various sewing circles and from nine to twenty-seven church societies of different kinds. The children must be rigged out with wings and toggled up with trappings of various designs from time to time, for they are expected to take a leading part in the church exercises which take place about every full moon under the auspices of some ladies' aid society.

Let us drop a sympathetic tear and draw the curtain over the domestic side of the merchant's life and take a glimpse at the business side. It is here that the grating arms of the devil fish get in their work. The retail merchant is the natural prey of this greedy monster and I will assert without the least fear of contradiction, that there is not a retail merchant in Michigan who has been in business a year but what has lost blood by coming in contact with one or more of these blood suckers. They are the pests of the business world, by sucking the vitality out of the retail business of the country, they cause more failures—as before stated, in substance—than all other causes combined. Is there any remedy? It is not sufficient to say, "Why, simply stop buying these things,"

for this would be an appeal to the judgment and would be just as senseless as to say to a man, "Stop having the lightning strike your cattle in the field." My brother retailer, if you fail to reach the goal of success, you may charge your failure quite largely to the fact that you were too familiar with the oily-tongued gentlemen who dropped in to let you into the secret of becoming suddenly rich and of compelling your competitors to ride in your dust. Of course, you will never be caught twice in the same trap. The great fountain of American ingenuity is bubbling over continuously with a multiplicity of little schemes, some of which occasionally deceive the very elect. But, when you allow yourself to be caught, do not exhibit a spirit of meanness by attempting to unload your trash on your innocent customers, for that would prove you out a more despicable scoundrel than the fellow who took you in.

E. A. OWEN.

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

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

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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.

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Builders' Exchange.

Grand Rapids Electrotype Co.,

ELECTROTYPERS

—AND—

STEREOTYPERS

6 and 8 Erie St., GRAND RAPIDS.

AMONG THE TRADE.

AROUND THE STATE.

Vickeryville—Addison Miller has put in a hardware stock.

Detroit—J. A. Zahn succeeds Croman & Zahn in the drug business.

Oviatt—M. A. Carr has removed his general stock to Traverse City.

Midland—Cody & Shaw succeed A. E. (Mrs. A. S.) Cody in the notion business.

Bay City—Reuben J. Ferris succeeds Ferris Bros. in the grocery and meat business.

Detroit—Hugh Lennert, proprietor of the Cuban Cigar Co., has removed his business to Chicago.

West Bay City—Perry & Hurley have sold their millinery and notion stock to Mrs. F. B. Shareck.

Cheshire—John Schoolcraft is succeeded by Schoolcraft & Harrington in the grocery business.

Lansing—George M. Dayton has sold his Port Huron stock of hardware to a Mr. Thompson, of Saginaw.

Vickeryville—Jos. E. Davis has removed his general stock to Durand, where he had already opened a store.

Spencer Creek—Wm. Seger, who has been connected with a Cadillac drug house for several years, has purchased a lot here and will erect a store building and embark in the drug business.

Alpena—J. T. Bostwick, the pioneer druggist of Alpena, has filled over 90,000 prescriptions, and has been doing some figuring over it. He finds that if the papers in which the prescriptions are written were laid end to end, they would extend over seventy-six miles of territory.

Jackson—H. S. Holmes, of Chelsea, purchased the Tuomey dry goods stock for \$475 above the two mortgages aggregating \$39,000. The stock was appraised at \$50,000. The creditors will not realize enough to pay the costs of executions. Tuomey claims the proceedings were illegal, and says he will sue the sheriff.

MANUFACTURING MATTERS.

Saginaw—The new circular mill of C. S. Bliss & Co. is cutting hardwood and bill stuff chiefly.

Bay City—Bousfield & Co.'s woodenware establishment is filling an order for 10,000 dozen lard tubs for one Chicago firm.

Hesperia—A. Burton & Co., who recently removed their shingle mill from White Cloud to Beaver township, have already begun operations.

Saginaw—Murphy & Dorr have begun shipping 6,000,000 feet of logs in Crooked Lake, Clare county, to this river. Two trains are brought down daily.

Charlotte—A. H. Kesler has purchased the interest of A. J. Hasbrouck in the lumber firm of Cove & Hasbrouck. The new firm will be known as Cove & Kesler.

Sault Ste. Marie—Ainsworth & Alexander, who are building a sawmill here, have secured timber sufficient to stock the mill five years. It will have about 100,000 daily capacity.

Bay City—Thomas Toohey has taken a contract to cut about 18,000,000 feet of timber near Otsego lake for S. O. Fisher. The logs will be cut as rapidly as possible and railed to this city.

Kalamazoo—The Kalamazoo Cycle Co. has been organized, for the manufacture of the Kalamazoo parcel carrier for bicycles. M. E. Blood is secretary and manager. Capital stock, \$10,000.

Detroit—The Detroit Exploration and Investment Co., with a capital stock of \$25,000, of which \$7,000 is paid in, has been incorporated for the purpose of investigating mineral lands about Vermillion, Minn.

Saginaw—The Canadian logs brought over this season are now being manufactured. Mill men who are cutting this stock say that it is generally poor and does not compare with the average Michigan stock.

Detroit—The Detroit Medical Co. has become incorporated with a capital stock of \$12,000, for the purpose of carrying on the manufacture of certain remedies. The stock is held by Linnie T. Fuller, 120 shares; William P. Fuller, 480, and A. F. Flint, 600.

Saginaw—Saginaw is to lose another lumberman, Eugene Chappelle intending soon to remove to Duluth. He has for many years been engaged in putting in logs in Saginaw waters for himself and others and has also speculated in pine more or less.

Bay City—Ross, Bradley & Co. have shipped by rail on the Flint & Pere Marquette and Michigan Central, this season, 13,000,000 feet of lumber, 3,000,000 shingles and 4,000,000 lath. They have a stock of 10,000,000 on the river and in their yards, and the planing mill and factory are crowded with business.

Detroit—On June 11, 1890, the Detroit Steel and Spring Co. gave a chattel mortgage on its plant and stock to the Preston and Commercial National Banks for \$79,500. It was also to secure any additional indebtedness that might be incurred. An additional debt of \$18,000 having been made, a new mortgage was filed July 1.

Saginaw—W. W. Steele is stocking the mill of E. F. Gould, and expects to manufacture about 8,000,000 feet of lumber. He is sorting it, and it will all be handled by rail. E. F. Gould, who owns the mill and made a large fortune in the lumber business, has retired from the pine trade and resides in Atlanta, where he has large interests.

Alpena—Alger, Smith & Co. will extend the Mud lake branch of the Detroit, Bay City & Alpena road a number of miles, to reach a considerable quantity of timber that has been run over by fire. They have a force of 300 men cutting and peeling the timber. There is about 200,000,000 feet in the tract, but only a portion was injured by fire.

Au Sable—H. M. Loud & Sons' Lumber Co. insures all of its employees in the American Employers' Liability Insurance Co. In case of death, the employee receives one year's wages, but not to exceed \$3,000; in case of disability by reason of accident, weekly wages not exceeding one year; medical attendance and funeral expenses in case of death. The cost of such insurance is 1 cent on each \$1 earned by the employe, and is deducted from the wages of the men. Every employe must be insured.

Coal Agents' Monthly Farce.

At last Tuesday's meeting of the Western Sales Agents of Anthracite Coal an advance of 10@15c a ton all around was ordered, except at Lake Michigan and Lake Superior distributing points. The eastern agents advanced prices 10 and 15c per ton and fixed the output for July at 3,000,000 tons. To judge by the past, neither the higher figures nor the restricted output are likely to be observed.

All Because of the Prevailing Styles.

From the Chicago Tribune.

It was all the fault of the prevailing styles.

The two young men stopped in front of a counter that was piled with *neglige* shirts, carefully folded, and began an inspection of them.

"There's about what you want, Jim," said one, pointing to a shirt with a pretty blue strip in it.

But Jim shook his head, "Too much blue," he said. "Now, there's one that's something like. How much is that?"

"One-seventy," responded the dapper youth behind the counter.

"Cheap enough!" said Jim. "I didn't know you could get one for less than \$3 or \$3.50."

"O, yes" returned the clerk. "We have them as low as 69 cents. Will you take this one!"

"Sure—at that price."

"What size, please?"

"Fifteen-and-a-half collar."

"Fifteen and a—excuse me. What is the size of the lady's waist? We measure more by that you know."

"Lady!" cried the would-be purchaser. "Do you suppose I'm shopping for women? I want it for myself."

"O!" said the clerk, as he took one off of the pile and shook it out, showing that it was a belted waist. Third aisle to your right. Ask for Miss Jones. She has charge of men's *neglige* shirts. I handle only women's *neglige* waists."

Then he went down to the end of the counter and posed, and two men walked meekly away muttering harsh things about women and their waists.

Light Sentence.

Edward W. Rowell, who was recently arrested near Petoskey on a charge of forgery in Florida, turned over to the victimized banks all the property purchased with the results of the forgery, plead guilty before the judge and received a sentence of two years. Rowell was formerly a resident of Reed City and will be remembered by the old residents of that place.

The blue of the sky and the bluish tinge of distant objects has been shown to be owing to fine bubbles of water in the air. The more delicate the walls of these hollow spheres the clearer and deeper is the blue; as they condense, their hue shades off more to the gray and white, as seen finally in the clouds. Hence in warm and dry regions the blue of the sky is more intense; in cool and moist ones less so, and on considerable elevations the heavens look almost black, and the stars are visible at midday.

The relation which the color of flowers and fruits bear to their methods of distribution is a curious branch of botanical study. It appears that in the struggle for existence during a long series of generations, those seeds and fruits that have a tendency to succulence and color are most attractive to birds, and that these tendencies are intensified by inheritance and natural selection. It is also found that in those fruits that are distributed by mechanical agencies there is a suppression both of color and succulence.

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 SALE—NICE CLEAN STOCK OF HARDWARE, amounting to about \$6,000 for cash or on easy terms, say six, twelve and eighteen months. Good business. Good locality. Will sell or rent building, F. P. Sanders, Wolcottville, Ind. 280

FOR SALE—DRUG STOCK—INVENTORY \$2,000.—Good town of 1,000. Good location. Good bargain. Cash sales last year, \$25 per day. Address No. 277, Michigan Tradesman. 277

FOR RENT—LELAND HOTEL, NO. 622 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. 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. 275

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 130, Belleville, Mich. 267

DRUG STOCK—NEAT AND ATTRACTIVE, AND NEW 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., Ewen, Ontonagon county, Mich. 268

FOR SALE—WELL-SELECTED DRUG STOCK, inventory 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

LOURING 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. 25, care Michigan Tradesman. 26

SITUATIONS WANTED.

WANTED—POSITION IN A STORE BY A WOMAN with nearly twelve years' experience in one general store. Satisfactory reference. No. 279, care Michigan Tradesman. 279

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—A SMALL STOCK OF DRUGS. ADDRESS No. 278, care Michigan Tradesman. 278

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

FOR SALE 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—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

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.

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.

GRAND RAPIDS GOSSIP.

Cornelius Koopman has opened a grocery store at 729 East Fulton street. The I. M. Clark Grocery Co furnished the stock.

J. W. McCrath has purchased an interest in the pickle business of John S. Walker. The new firm will be known as Walker & Co.

The insurance adjusters have settled the loss on the Winchester & Daniels' lumber which recently burned at Kinney's Siding. The owners' loss is about \$2,500 in addition to the insurance.

Lyman T. Kinney, whose mill at Kinney Siding was destroyed by fire in April, has purchased the West Michigan Lumber Co.'s sawmill at Park City and removed it to a point near Keno, where he will cut on contract for Winchester & Daniels, of this city.

A new stock company will be organized here this week, with a capital stock of \$100,000, under the style of the Hardware Supply Co. Chas. L. Frost will serve as Secretary and Treasurer. The company will embark in the manufacture and sale of specialties in cabinet hardware.

C. S. Udell and Arthur Ainsworth have purchased the S. P. Bennett Fuel and Ice Co. from the estate of the late S. P. Bennett and will continue the business under the same style. Mr. Ainsworth has been identified with the business for several years. Mr. Udell will give it his entire personal attention as soon as the Brookings Lumber Co. completes its cut in the fall.

Walter W. Bracey, who embarked in the grocery business at 551 Ottawa street nearly a year ago, "threw up the sponge" about ten days ago and left the city, the stock being subsequently taken by the Lemon & Wheeler Company and the Felfer Spice Co. No suspicion of dishonesty rests on Bracey, as he took little or nothing with him. The business was not a success and he had not the courage to face his creditors with a plain statement of the facts in the matter.

A meeting of the retail grocers of the city will be held one afternoon this week to make arrangements for the annual picnic, which will be held at Reed's Lake or North Park some Wednesday afternoon this month. Some novel features will be introduced this year, including a ball game between representative wholesale and retail grocers. Treasurer Van Every has \$17 in picnic funds, left over from the last picnic, which will be turned over to the treasurer of the 1891 fund, as soon as a new officer is designated.

S. Frost & Co., who closed up their shingle business at Stanton a couple of months ago, will soon be in shape to serve their customers from their new headquarters in Houghton county, where the firm has purchased the Morton, Lewis & Co. tract of pine, estimated to cut 13,000,000 feet, and a portion of the Ayer tract in 49-37. The timber is about three-quarters white pine and one-quarter Norway and will all be converted into shingles. The firm propose to merge their copartnership into a stock company and carry on business on a very much more extended scale than ever before.

Use "Tradesman" Coupons

Buy What Your Trade Demands.

From the Dry Goods Bulletin.

No one can tell you what stock you need. Your trade journal can tell you the signs of the times, what lines and styles are giving the best general satisfaction, what jobbers and manufacturers are offering or will offer; your salesman can show you the latest designs and styles of finish in the various prices; but no one can tell you exactly what you need. You know, or should know, best what goods, are best suited to the peculiar wants of your trade. If your customers are not financially able to buy high priced goods a cheap but attractive substitute must be provided; if the opposite, then quality, not quantity should be the aim. The finest heavy all-wool underwear would be unsalable in Florida, likewise the popularity of fast black socks goes for nothing in a certain Kansas district. Read as carefully as possible the signs of the times, study the peculiar wants and conditions of your customers, examine critically the samples and prices of your salesman, then blend all the information thus gained into a judicious selection of stock. It is the only way. If you listen to, and rely implicitly upon, the statements of your salesman he will soon put you down as a "mark," and will unload undesirable stock upon you; but so long as he looks upon you as a shrewd buyer he will never attempt this. Buy what your trade demands, not what happens to attract the eye.

Wools Easier--Hides Quiet--Tallow Firmer.

Wools sold more last week than for some time previous, but at a concession in price and that to supply immediate wants. Many commission houses have stopped soliciting consignments, and buyers from buying, on account of stringent money East. The banks have not enough money to loan, even when securities are the best. Prices West have been ruinous to any profit, for the buyer.

Hides are quiet with light demand and supplies accumulating slowly. No advance in price can be look for in the near future.

Tallow is firmer and in more demand, but prices are no higher.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun.....	45
No. 1 ".....	50
No. 2 ".....	75
Tubular.....	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.	
No. 0 Sun.....	1 75
No. 1 ".....	1 88
No. 2 ".....	2 70
First quality.	
No. 0 Sun, crimp top.....	2 25
No. 1 " ".....	2 40
No. 2 " ".....	3 40
XXX Flint.	
No. 0 Sun, crimp top.....	2 60
No. 1 " ".....	2 80
No. 2 " ".....	3 80
Peart 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
Rubbers.....	55
Caps only.....	3 50
STONEWARE—AKRON.	
Butter Crocks, per gal.....	06 1/2
Jugs, 1/2 gal., per doz.....	75
" 1 " ".....	90
" 2 " ".....	1 80
Milk Pans, 1/2 gal., per doz. (glazed 75c).....	65
" 1 " ".....	78

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.

ANYTHING

That will help a man in his business ought to be of vital importance to him. Many a successful merchant has found when

TOO LATE

That he has allowed his money to leak away.

-Money-Won't take care of itself.

And the quicker you tumble to the fact that the old way of keeping it is **not good enough**, the more of it you will have to count up.

If you wish to stop all the leaks incident to the mercantile business, adopt one of the

Coupon Systems

Manufactured in our establishment—"Tradesman," "Superior" or "Universal"—and put your business on a cash basis.

For Samples and Price List, address

THE TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

RELIABLE!

Always Satisfactory.

Always Uniform.

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

THE WALSH--DE ROO MILLING CO.,

Proprietors Standard Roller Mills,

HOLLAND, - - MICH.

SUMMER WASH GOODS:

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

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

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

P. STEKETEE & SONS,

WHOLESALE DRY GOODS.

GRAND RAPIDS.

Poppy Cultivation in Persia.

Persia has of late years considerably increased its production of opium; but its deficient alkaloidal strength, as compared with the opium of Asia Minor, renders it less desirable, excepting as a source from whence morphine may be derived.

"The juice derived from incision of the capsules is carried to the works in copper pans and treated in two different ways, according as it is to be used for pharmaceutical purposes or for smoking.

"When, on the contrary, the opium is prepared for smoking, the workmen cleanse it of impurities and knead it, as in the preparation of pharmaceutical opium, and then mix with it a certain proportion of oil for the purpose of facilitating its combustion.

"Poppy cultivation is a large source of revenue in the region of Ispahan, a mule-load being sometimes valued at five to six thousand francs."

Notion Stocks as an Attraction.

From the Dry Goods Economist.

There is, we believe, but one retail dry goods house in New York that does not keep a stock of notions. This one being an old and conservative firm prides itself upon being "strictly a dry goods house."

Notions attract shoppers and though the profit is often small the money is quickly turned over. Until the success of a new notion is assured, do not lay in too large a stock, for when one drops out of favor it is buried as deep as a well.

Keep a variety, and offer to get what is on hand, for when shoppers find they can get all notions and a full assortment at one store they go there for other goods.

The very word notion suggests small wares to a buyer or shopper, but it is worth remembering that small things may accomplish wonders and are often indispensable.

Want a Canning Factory.

SHERWOOD, July 2—To responsible parties we have brick buildings suitable for a canning factory, which we offer rent free. If you can put us on track of any canners looking for a location, or them on track of us, you will confer an everlasting favor on W. R. MANDIGO.

Cass City—M. A. Stevenson is succeeded by Wm. Fairweather in the grocery, flour and feed business.

Dry Goods Price Current.

Table of Dry Goods Price Current. Columns include categories like UNBLEACHED COTTONS, BLEACHED COTTONS, CANTON FLANNEL, CARPET WARP, DRESS GOODS, CORSETS, CORSET JEANS, PRINTS, ROBES, SHIRTINGS, TICKINGS, COTTON DRILL, SATINES, and various grades of goods with their respective prices.

Table of Demins, Gingham, Grain Bags, Knitting Cotton, and other goods. Columns include categories like DEMINS, GINGHAMS, GRAIN BAGS, KNITTING COTTON, CANVASS AND PADDING, DUCKS, WADDINGS, SILESIA, SEWING SILK, NEEDLES—PER M., TABLE OIL CLOTH, COTTON TWINES, and PLAID OSNABURGS.

J. & P. COATS' BEST SIX-CORD Spool Cotton. IN WHITE, BLACK AND COLORS, FOR Hand and Machine Use. FOR SALE BY P. STEKETEE & SONS.

Spring Season 1891. If You desire to sell Carpets by Sample. Send for Circular and Price List. Smith & Sanford, GRAND RAPIDS.

Voigt, Herpolsheimer & Co., Importers and Jobbers of Staple and Fancy DRY GOODS, NOTIONS, CARPETS, CURTAINS. Manufacturers of Shirts, Pants, Overalls, Etc.

Elegant Spring Line of Prints, Gingham, Toile Du Nord, Challies, White and Black Goods, Percales, Satteens, Serges, Pants Cloth, Cottonades and Hosiery now ready for inspection. Chicago and Detroit Prices Guaranteed. 48, 50 and 52 Ottawa St. GRAND RAPIDS, MICH. A W N I N G S AND TENTS. CHAS. A. COYE, 11 Pearl Street. Telephone 106.

Different Colors of Gold.

"Most people suppose," says an assayer, "that all gold is alike when refined, but this is not the case. An experienced man can tell at a glance from what part of the world a gold piece comes, and in some cases from what particular gold district the metal was obtained. The Australian gold, for instance, is distinctly redder than the California, and this difference in color is always perceptible, even when the gold is 1000 fine. Again, the gold obtained from the placers is yellow than that which is taken directly from quartz. Why this should be the case is one of the mysteries of metallurgy, for the placer gold all comes from the veins. The Ural gold is the reddest found anywhere. Few people know the real color of gold, as it is seldom seen unless heavily alloyed, which renders it redder than when pure. The purest coins ever made were the \$50 pieces that used to be common in California. The coinage was abandoned for two reasons, first, because the loss by abrasion was so great, and second, because the interior would be bored out and lead substituted, the difference in weight being too small to be readily noticed in so large a piece. These octagonal coins were the most valuable ever struck."

Hardware Clerks and Salesmen.

A clerk or salesman in a retail hardware store, to be of value to the merchant, should be thoroughly posted as to stock; not only as to what variety, whose make, etc., but also as to approximate quantity. When a new device, article or tool is bought, it should be examined and its merits understood and details comprehended, so that when offered for sale he can tell the customer all about it. A salesman who merely delivers, without comment, the article a purchaser inquires for is surely not as valuable as one who can in a few brief words, explain all of its most salient points. There are, unfortunately for themselves and their employers, numbers of clerks who, when questioned as to the merits of, or certain points in the article or device in question cannot answer, simply because they are not posted. A hardware clerk requires as much of an apprenticeship as a mechanic. The latter becomes a journeyman only after four or five years' close application to the specialty he is learning, and it is folly on the part of a neophyte in a hardware store to suppose he can go behind the counter and sell goods from the start. He cannot do it with success or profit to himself or employer. Indeed, only after several years of careful and close application can a young man make himself valuable to the merchant. To gain this end, he must study the requirements of customers and thus acquire a knowledge of their wants, and be ready with intelligent suggestions, etc.; but this is only learned after several years' acquaintance with the business.

On the Verge of Dissolution.

The Watch Trust, which was formed in 1885, is apparently going to pieces. The first defection from the iron-clad agreement to maintain prices was by the Duer Watch Case Co., two years ago. Two weeks ago Koch & Dreyfus, a large New York firm who were to be black-listed for cutting prices, obtained an injunction against such action on the part of the Trust. Joseph Fahys & Co. have since been expelled for cutting rates. The meeting at which this was done was a stormy one and revealed a weakness in the organization. Fahys has applied to the courts and the Trust may be legally broken up if it does not fall to pieces.

Use Tradesman or Superior Coupons.

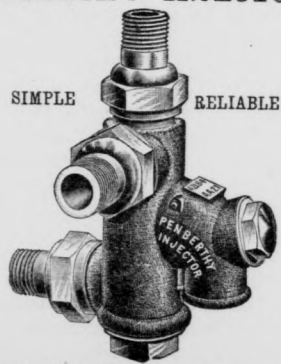
Hardware Price Current.

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

AUGERS AND BITS.		AXES.		BARROWS.		BOLTS.		BUCKETS.		BUTTS, CAST.		CRADLES.		CROW BARS.		CAPS.		CHISELS.		COMBS.		CHALK.		COPPER.		DRILLS.		DRIPPING PANS.		ELBOWS.		EXPANSIVE BITS.		FILES—New List.		GALVANIZED IRON.		GAUGES.						
Snell's	dis.	60	First Quality, S. B. Bronze	dis.	7 50	Railroad	dis.	14 00	Well, plain	dis.	3 50	Cast Loose Pin, figured	dis.	70	Garden	net	30 00	Ely's 1-10	per m	65	Curry, Lawrence's	dis.	40	White Crayons, per gross	dis.	120	Morse's Bit Stocks	dis.	50	Small sizes, ser pound	dis.	07	Clark's, small	dis.	30	Disston's	dis.	60	Nos. 16 to 20	dis.	28	Stanley Rule and Level Co.'s	dis.	50

HAMMERS.		HINGES.		HANGERS.		HOLLOW WARE.		HOUSE FURNISHING GOODS.		LEVELS.		LOCKS—DOOR.		MATTOCKS.		MILLS.		MOLASSES GATES.		NAILS.		PLANES.		PANS.		RIVETS.		SHEETS IRON.		SAND PAPER.		SASH CORD.		SASH WEIGHTS.		SAWS.					
Maydole & Co.'s	dis.	25	Gate, Clark's, 1, 2, 3	dis.	60	Barn Door Kidder Mfg. Co., Wood track	dis.	50	Stamped Tin Ware	dis.	70	Stanley Rule and Level Co.'s	dis.	70	Adze Eye	dis.	60	Coffee, Parkers Co.'s	dis.	40	Stebbin's Pattern	dis.	60	Ohio Tool Co.'s, fancy	dis.	20	Iron and Tinned	dis.	40	List acct. 19, '86	dis.	50	Silver Lake, White A	dis.	50	" Hand	dis.	20	" Silver Steel Dia. X Cuts, per foot	dis.	70

PENBERTHY INJECTORS.



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



FIRE PROOF STEAM PROOF BURGLAR PROOF WATER PROOF

GEO. M. SMITH SAFE CO.,

DEALERS IN FIRE AND BURGLAR PROOF SAFES. Vault and Bank Work a Specialty. Locks Cleaned and Adjusted. Expert Work Done. Second hand safes in stock. Movers and Raisers of wood and brick buildings, safes, boilers and smoke stacks. OFFICE AND SALESROOM: 157 and 160 Ottawa St. Tel. 1178. GRAND RAPIDS.

Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

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E. A. STOWE, Editor.

WEDNESDAY, JULY 8, 1891.

ASSISTED IMMIGRATION.

A few years ago some thousands of brown-coated, obtrusive, quarrelsome little natives of the British Isles were "assisted" to cross the Atlantic, and given free quarters in many of our American cities. They were low-bred, dirty, ill-tempered little varlets, always ready to eat or to fight. Greedy, jealous, restless, they were ready to die of over-feeding rather than see a grain of food, no matter how coarse or filthy, consumed by any other winged thing. For this reason, it was supposed that the English sparrow might be utilized to do the dirty work which our daintier and more aristocratic native songsters stubbornly refused to perform. First among the useful things expected of this reckless foreign pauper immigrant was that he would clean the woods and fields, the trees and streets of certain pestiferous insects that made war upon the foliage, and converted our parks in leafless haunts for the caterpillar. It was also expected that these myriads of restless little gluttons would soon render street-cleaning boards unnecessary, and by performing the scavenger's work of our municipalities gratis, allow those having charge of such public work to abandon even that show of activity which they had hitherto scrupulously maintained in order to excuse the robbery they perpetrated.

For a time these "assisted immigrants," true to their greedy instincts, not only performed the work for which they were imported, but also made war on the aristocratic natives, whom they quickly supplanted. Robins and sparrows and the shy fly-catchers, with their sweet notes, fled away from the towns, abandoned their chosen companion, man, and hid in the darkest woods and gloomiest dells, away from their pugnacious, persevering and illimitably fecund persecutors. All the native birds abandoned their accustomed haunts. Our native sparrows deserted the hedges and hid in the wild-wood. The robin's note is no longer heard in the park. Even the martins are harried out of their boxes, and the envious little invader rears his numerous broods in their deserted homes. The streets swarm with them. Every coign of vantage in wall and cornice is alive with them. The ivy upon the wall, the eave-spouts and window-caps are squatted on by the myriad predators. In the gutter, under the horses' feet—everywhere that no other bird ever dreamed of being—there the sparrow is sure to be found. Chattering, sputtering, eating, fighting, he seems to be made for the city's slums—a feathered incarnation of its worst elements. They have taken the land, and most vociferously set up their claims to be seen and heard at all times and on all occasions. With the true spirit of the "assisted immigrant," they

conceive that the land belong to them, and has been created solely for their use and occupation.

This feeling, no doubt, has induced them to forego one of the chief duties expected of them. By unanimous and apparently concerted action they have "struck" on caterpillars. They propose no longer to do the dirty work which the native American warbler scorns to touch. They know their rights. The country owes them a living, and a living they mean to have, but they draw the line at caterpillars. So the cobweb festoons hang upon the trees, the caterpillars invade the boxes where they dwell; even the young sparrows fall victims to the creeping foe, but the "assisted immigrant" is unrelenting. He is as good as anyone, and will do nobody's dirty work, if all the younglings in his nest die of webs and hairs.

There was one American bird, however, that held its ground despite the sparrow. The wren was as pugnacious as the imported bird and much nimbler and surer on the wing. The wren was the one ornithological "Know-nothing" that always gave the foreign-born intruder as good as he sent and more of it than he wanted. So the wrens stayed and the sparrows swarmed around them—the wren, dainty and aristocratic, but full of pluck and always aching for a fight; the sparrow, coarse and dirty, but never flying away from a row. They were strangely-matched enemies, but nobody thought they would ever become friends. Just here, however, comes the marvel. We are now informed upon high authority that these hereditary enemies have formed an alliance. The wrens, we are assured, have intermarried with the "assisted immigrants," and so elevated the taste and habits of the offspring that they refuse the vulgar food on which their fathers fattened, and like genuine native American gentlemen, insist on living on the top shelf and doing only gentlemanly work. Instead of earning an honest living and being a blessing to the community, they are of no more use than a crowd of ward politicians or the licensed thieves and robbers of Wall Street.

THAT FOOLISH SCHEME.

It is reported that the Alliance in Kansas is considering a scheme to establish banks and warehouses throughout the State on the sub-treasury plan, the capital to be furnished by private subscription. The plan is to have a sub-treasury in each country under the management of the Alliance. In the warehouse, to be built in connection with the bank, the farmer may deposit his wheat, corn and other imperishable farm products, and receive a check for 80 per cent. of their value. He is to be allowed to let them remain on payment of a small percentage for storage and insurance, until he desires to sell them. The amount of produce deposited must not exceed the capital stock of the bank. The checks are to circulate as money.

It would be a good thing to test this scheme. If the farmers of Kansas put it in operation and it works successfully, well and good. If it does not work, the others may profit by their experience and let it alone. Let them go ahead and try it.

It is extremely doubtful, however, if political agitators care to have the scheme tested in this way. The result

of a test would be to take the sub-treasury plan out of politics; for the failure of this scheme would be a strong argument against government agricultural sub-treasuries; while its success, on the other hand, would demonstrate that there is no need or excuse for calling on the government to do what can be well done by private capital. The political agitators are wily enough not to let a practical test like that proposed interfere with their occupation, and the Kansas farmers will probably be discouraged from making the test.

In accord with the recommendations of bankers who have been consulted by Secretary Foster, the administration has decided to extend the maturing $4\frac{1}{2}$ per cent. bonds at the rate of 2 per cent. The principal interest attaching to the matter is the probability that it will result in an increase in the national bank circulation. The banks already hold \$23,000,000 out of the \$50,000,000 of $4\frac{1}{2}$ per cent. bonds outstanding. It is, however, hoped that when additional circulation is needed in the early autumn the banks can purchase extended bonds at par and use them as a basis for additional circulation. Banking authorities, however, hesitate to commit themselves as to the probabilities of the matter.

The decline in kerosene is due to the reduction of the test, which was authorized by the last Legislature and went into effect July 1. The enactment of the Ferguson bill, so called, amounts to a reduction from 164 to 150 flash test the exact wording of the law forbidding the sale of oil which will ignite and burn at a temperature of 120 degrees, Fahrenheit. The law as it now stands is exactly like the Wisconsin law and practically the same as the Ohio and Indiana statutes. Under the new standard, oil can be made from one-half cent to a cent cheaper, while the burning qualities are improved.

The demand of the Grand Rapids shippers for a reduction of the seaboard rate to 90 per cent. of the Chicago basis is based on that difference in mileage between the two cities—Chicago being 920 miles from New York, while Grand Rapids is only 823 miles. At a meeting of the general managers of the Michigan lines, held at Chicago last week, a majority were in favor of granting Grand Rapids 92 per cent., and another meeting was to be held Monday to secure, if possible, unanimous consent to the proposed reduction.

The Drug Market.

There has been an advance of $\frac{1}{4}$ c in white lead, and a slight rearrangement of the quantities affecting the prices—that is to say, whereas the highest price heretofore applied to lots of less than 1,000 pounds, it now applies to lots of 500 pounds the next lowest price now applying to lots of 500 pounds to five tons, where heretofore that price applied to lots of 1,000 pounds to five tons only. The abrogation of all rebates which distinguished the card rates of 1890 is still adhered to, as in the previous list. The advance is indicative that corrodors believe in the future of their product.

Wood alcohol has advanced 25c per gallon, due to the fact that the Whisky Trust has secured control of all the producers of crude.

GOLDEN ADVICE.

Experience of a Man Who Has Made His Mark.

From the American Grocer.

There is in a neighboring city, a gentleman whom many young men envy as they see him flying along over the road behind his horses, and, no doubt, some of them grumble because they can't have theirs, too. This gentleman would probably tell these young men that the way to possession was just as easy for them as for him if they would only follow his example. "What boy to-day is willing to begin as I began?" said he. "Talk to them about economy, they don't understand you; tell them they ought to save something each year, and they'll assume that it is impossible. Try to advise them, and they'll say in a hurt tone, that it's all very well for a man with money to talk that way; he don't know anything about being poor. But I'd like to know if I don't know. I can give every one of them points. I was the oldest of a large family, and when I was 9 years old the death of my father rendered it necessary that I should go to work. I got a place in a drug store at 50 cents a week and my board, and I tell you I felt like a millionaire. It was a big thing to control 50 cents a week and I've never felt the responsibility of any sum since then as much as I did that. I stayed there for a while. Then I went to work at the princely sum of \$1 a week. I stayed there for awhile. Then I began to notice that I wasn't in the way of advancement there. There was no chance to become anything more than I was at the time, so I began to look around for something else and decided that the dry goods was what I wanted the most. It didn't occur to me to inquire whether the dry goods business wanted me or not. I wanted it and that was an end of it.

"I got a position in a house, receiving a salary of \$3 a week, and paying for my board \$1.75. I didn't board at a leading hotel or a fashionable boarding house, as you may imagine, but I was very comfortable notwithstanding, and I was living within my means and laying up some money. I never had over \$8 salary a week in all my life; yet, before I was 19 years of age I had between \$300 and \$400 laid up, and was ready to go into business for myself, which I did, and didn't I work? Well, I guess I did, and here is the result. It has been steady growth from that time until the present, and the business has not stopped growing yet. Now, do you wonder that I say any young man who will may do the same thing. The simple truth is he won't. He wants everything and at once and he gets it. There is nothing truer than the old saying that you 'can't have your cake and eat it too.' If you want money you've got to keep it, instead of spending it. I know some men pretend to scorn economy but they are the ones who are always scolding and complaining about the shabby way in which fortune treats them. The fault is all their own; they turn a cold shoulder on fortune, when she would smile on them if they would encourage her. Secret! There's no secret to it. It lies just here. Don't spend all you earn, but save some, even if it is only a little. You will find it as easy to acquire the habit of saving money as of spending it. But it is all in habit anyway.

"Success is a purely personal matter, and luck has nothing to do with it. If people weren't so possessed with the idea of having things, simply because somebody else has them, they would get along all right. They haven't independence enough to do as they can, but they do more than they can to 'save the speech of people.' Well, the result usually is that they don't 'save the speech of people,' but they get it in a much less satisfactory way than they would if they had strength of character to only do what they could afford. I never committed what I call extravagance; nothing is extravagant that we can afford to do, without wronging ourselves or anybody else. Any young man can attain what I have attained if he were to do as I have done. There's nothing wonderful or miraculous about it. It's common sense and hard work, and taking a look ahead instead of living wholly in the present."

Gripsack Brigade

Mr. Thompson, who has represented the Collins Manufacturing Co., of Jackson, succeeds J. W. Palmer as traveling salesman for the Central City Soap Co.

Lewis Immegart has severed his connection with the Lemon & Wheeler Company and removed to Traverse City, to assist in the management of the grocery store of S. W. Perkins & Co., in which firm he is a partner.

M. Kerns, who has been coming to Grand Rapids for the past dozen years for Dilworth Bros., Pittsburg, was in town several days last week, dispensing that red-headed smile for which he is so famous.

Chas. R. Smith is again at the helm at the McKinnon House, Cadillac, having finally succeeded in dislodging the lessee. Mr. Smith is a competent hotel man and will probably succeed in regaining the prestige the McKinnon lost under the former landlord.

Bert Remington, formerly with Muselman & Widdicomb, has engaged to travel for the J. G. Buttler Tobacco Co., of St. Louis, Mo., taking the State of Iowa as his territory. He will begin business for his new connection about the middle of the month.

Geo. Hodge, formerly engaged in the grocery business at the Soo, afterward on the road for the Lemon & Wheeler Company, but for the past three years traveling representative for W. F. McLaughlin & Co., of Chicago, recently died in Dakota and was buried at Fargo. Death was caused by blood poisoning, resultant upon a fall in the street which injured his hand. The deceased left a wife and three children.

The possession of good business principles by a commercial traveler is of quite as much importance as attractive manners and the ability to talk well. The reason for this lies in the fact that continued and pleasant business relations are based on confidence and a merchant has confidence only in that traveler and house who have always accorded him fair treatment. Under these conditions a mutual feeling of good will is entertained, and the house holds its trade because customers feel that under no circumstances will advantage be taken of them.

"I will never eat another meal in that house!" exclaimed a fastidious traveling man, as he passed out of a large hotel and walked up the street with a friend. "The waiters take the napkins which have been used by guests and with them wipe the plates of later comers. To my certain knowledge, at least three complaints have been made about this in that house alone, and no attention is paid to them. A house whose proprietors cannot furnish towels for wiping their china and glass had better go out of business. There are many unappetizing suggestions about the too prevalent custom of using discarded napkins for such purposes, and it is a most curious fact that hotel proprietors seem blind to the disgusting practice. There are many so-called first-class places where it is quite customary, and the fact reflects but little credit on either the waiters or the management."

Illuminating Oils Lower.

The Standard Oil Co. announces another decline in kerosene and gasoline— $\frac{1}{4}$ c on water white, $\frac{3}{8}$ c on special white, $\frac{1}{2}$ c on Michigan test and gasoline.

Purely Personal.

A. C. Cross, the Bangor boot and shoe dealer, was in town a couple of days last week.

V. S. Heath, lumber dealer at McBrides, was in town a couple of days last week.

Henry Smith, tea buyer for W. F. McLaughlin & Co., of Chicago, was in town a couple of days last week.

W. D. Ball and C. McLean, who comprise the grocery firm of Ball & McLean, at Stanton, were in the city from Friday until Monday.

Fred Epley, of the firm of Epley & Devine, shingle manufacturers at Beechwood, Iron county, was in town several days last week.

Edward M. Smith, the Cedar Springs grocer, was married on June 27 to Miss Orpha M. Thomas. THE TRADESMAN extends congratulations.

J. K. Stewart, the Gilbert street grocer, has returned from a fortnight's visit with friends at Pittsburg, Pa., and Youngstown and Cleveland, Ohio.

C. B. Atwood, manager of the boot and shoe department of the Hannah & Lay Mercantile Co., Traverse City, was in town Monday, on his way to Boston.

L. Winterintz sailed from New York Monday, going direct to Bremen, thence to his old home at Prague, Bohemia. The good wishes of hosts of friends go with him.

C. H. Felt, the Constantine druggist, was recently married to Miss Ella Cally, of Grass Lake. The happy couple are spending their honeymoon in the Lake Superior country.

O. A. Ball slipped away from his Bear Lake resort and spent Monday with his business here. As it was going along smoothly under the oversight of Fred H., he left for the resort again Monday night.

H. B. Gibson, who has been engaged in the grocery business at Elm Hall for the past year, was in Grand Rapids last week for the first time. He was favorably impressed with the city and its numerous pleasant resorts.

Chas. L. Frost, who has faithfully served the Lemon & Wheeler Company as book-keeper for several years, has resigned to take the management of the Hardware Supply Co., which is mentioned elsewhere in this week's paper. He is succeeded by Dick Pendergast, who has satisfactorily served the Telfer Spice Co. in the same capacity for a number of years.

Country Callers.

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

Epley & Devine, Beechwood.
Ball & McLean, Stanton.
A. C. Cross, Bangor.
A. Burton & Co., Hesperia.
H. M. Lewis, Ionia.
L. Klinkers, Filmore Center.
B. Voorhorst, Overisel.
Geo. F. Cook, Grove.
Thos. Sowerby, Rockford.
Wagner & Son, Belding.
Ward Bros., Howard.
C. W. Winchester, East Byron.
Alex. Denton, Howard City.
W. D. Struik, Byron Center.

An Observant Lad.

Teacher: What are the names of the several days of the week?

Boy: Monday, Tuesday, Wednesday, Thursday, Friday, Saturday.

Teacher: That's only six days. You have missed one. When does your mother go to church?

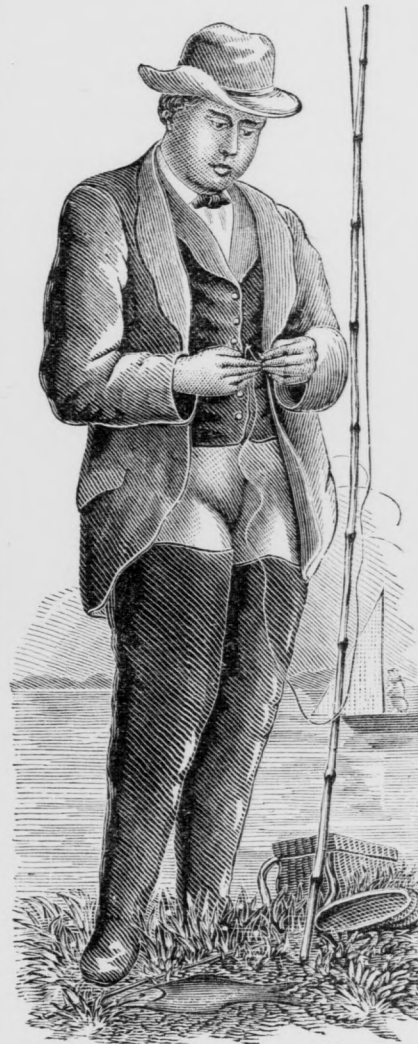
Boy: When pa buys her a new hat.

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

Michigan State Pharmaceutical Ass'n.

President—D. E. Frall, Saginaw.
First Vice-President—H. G. Coleman, Kalamazoo.
Second Vice-President—Prof. A. B. Prescott, Ann Arbor.
Third Vice-President—Jas. Vernon, Detroit.
Secretary—C. A. Bugbee, Cheboygan.
Treasurer—Wm Dupont, Detroit.
Next Meeting—At Ann Arbor, in October, 1891.

Grand Rapids Pharmaceutical Society.

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

Grand Rapids Drug Clerks' Association.

President, F. D. Kipp; Secretary, W. C. Smith.

Detroit Pharmaceutical Society.

President, F. Rohmert; Secretary, J. P. Rheinfrank.

Muskegon Drug Clerks' Association.

President C. S. Koon; Secretary, A. T. Wheeler.

A Burning Question.

Press me closer, all mine own,
Warms my heart for thee alone.
Every nerve responsive thrills
Each caress my being fills:
Rest and peace in vain I crave,
In ecstasy I live, thy slave;
Dower'd with hope, with promise blest,
Thou dost reign upon my breast;
Closer still for I am thine,
Burns my heart, for thou art mine;
Thou the message, I the wire;
I the furnace, thou the fire;
I the servant, thou the master—
Roaring, red-hot mustard plaster.

BURDETTE.

HYPNOTIZED PHARMACISTS.

Justin W. M'Eachren, Ph. C. in Bulletin of Pharmacy.

Man was born for two things—thinking and acting.—Cicero.

All your strength is in your union,
All your danger is in discord.—Longfellow.

For about half a century a certain electro-positive element, which I shall call Public Convenience, has been making sundry passes and otherwise exerting a mesmeric influence on an electro-negative section of our social economy known as Druggists; the result being the latter have become completely hypnotized, not so much through the positiveness of the former as by their own negativeness, and are to-day, in a great measure, entirely subject to the will of the hypnotizer. As every member of the pharmaceutical profession freely admits this unpleasant state of affairs, and constantly chafes against such enthrallment, I shall attempt a consideration, looking towards its cure, with greater freedom and confidence than had I first to demonstrate its existence.

The most objectionable feature of this hypnotic state is it is entirely unnecessary, and, like all other cases of hypnotism, only requires the assumption of positiveness on the part of the hypnotized to break the influence of the hypnotizer. The province of pharmacy is to meet emergencies, to supply necessities, to alleviate suffering, yet its noble and dignified ends are to a great extent subserved to convenience, thus tending to weaken its power and dissipate its energies.

The combined demands of Public Convenience upon pharmacists, focus themselves at one point, viz.: The inordinate hours which the pharmacist must devote to dancing attendance on the slightest whim of this autocrat, rather than looking after the absolute necessities of suffering humanity; and to this phase of the question I shall invite your attention.

I have stated these long hours are entirely unnecessary; let us see if I am correct. I shall consider that portion of the day between eight and eleven o'clock in the evening, the time when those engaged in other callings are taking a well-earned recreation, or enjoying the comforts and pleasures of home-life, but which tell the most heavily on the nervous and physical life of the pharmacist, not only because at eight o'clock he has done a good day's work, but because it makes him dissatisfied with his vocation to stand night after night behind his counter and watch others enjoying themselves. I hold there is no more reason or necessity why a pharmacy should remain open after eight o'clock than that a grocer's or dry goods store should do so.

At eight o'clock most entertainments and social pleasures begin, and from then until the theatres and concert-halls dismiss their audiences, only an occasional straggler drops in to break the monotonous hours of the yawning drug-clerk's vigil; and of these stray customers(?), not one in twenty-five purchases an absolutely necessary article. This may be somewhat modified during three months of the summer, but I am speaking now in general terms. Public Convenience, however, has commanded the drug clerk shall stand there, and he passively obeys.

In a drug experience of over ten years, during which I have visited the principal commercial centers of this continent, I have not met one pharmacist who admitted the necessity of keeping open store after eight o'clock in the evening, and the average of the customers's requirements, that could not wait till the following day, I have found to be only one in twenty-five. Why then do we continue to submit to such a state of affairs? Simply because we, as a body, fail to assert ourselves. We decidedly object to the hypnotic state, but refuse to become positive and thus break the spell. Public Convenience is not, as a rule, hard-hearted or tyrannical, only thoughtless and selfish, and just as soon as it finds a will of equal strength opposing its own, will generously acknowledge the injustice of its present demands and become a warm ally of the pharmacist in his endeavors toward a more rational state; but with pharmacists, and pharmacists alone, rests the first and most important step.

I need not take further time in attempting to prove what pharmacists so generally admit, and to the evils of which they are keenly alive, but shall proceed to prescribe a remedy which I firmly believe, if properly and energetically administered, would ere long result in a permanent cure.

Psychologists tell us the longer a person remains under the hypnotic influence the more difficult it will be for him to assert the positive element and thus regain independent thought and action. Manifestly then, it were wisdom to attempt to arouse those who have for the shortest time suffered from the selfishness and thoughtlessness of public convenience, rather than seek to influence persons, who have so completely yielded to this commercial hypnotism that they have become apathetic to all efforts in their behalf, and though admitting the unreasonableness of the public demand, resignedly exclaim: "There is no remedy for the evil." Thus instead of addressing proprietor pharmacists, although I am abundantly assured of their sympathy and co-operation, I shall attempt to arouse assistant pharmacists to a state of positiveness, feeling assured that, if successful, the power public convenience has so long wielded will be broken.

"Man was born for two things—thinking and acting"; we have been thinking without acting quite long enough; let us now think and act together. The first result of our thinking, the first fruits of our assertion of positiveness, should be union, not local but national, and with one definite object in view: The end of the dominance of convenience and the commencement of the reign of necessity.

As an intelligent and professional body it is evident the methods of agitation in vogue among existing unions, especially among the trades, could not for a moment be tolerated as proper procedures for us to follow. These would antagonize not only proprietor pharmacists, but the best elements of society which at present recognize the necessity of some improvement.

First, national union; and then let every power of tongue, pen and press be exerted toward procuring legislation which would tend to increase our power and curtail that of public convenience. With auxiliaries societies in every town and city; these conjoined forming state societies and the combined state societies constituting a national association, our influence would be felt in every quarter of the union, while our conservative and just demands would command the respect of every right thinking person the world over.

Let me assure you we would meet with

no opposition from our employers; rather the reverse. The encouragement I have received from proprietor pharmacists has been my principal incentive toward making this appeal. Were I assured the effort would tend to better the condition of assistants alone, I should certainly take no steps toward it. The American public is generous, though thoughtless, and a little well directed missionary work among its members, would undoubtedly bring scores of warm supporters to endorse our action.

Do not let the magnitude of the scheme dishearten us. Such a consideration should only be a spur to greater activity. Then, is the object not worthy years of hard fighting? To secure a livelihood without working day and night; to have an opportunity for social pleasures, to which we are at present almost strangers; to be able to enjoy the comforts of home as rational beings should; and, above all, to gain that increased health which relaxation and recreation alone can bring; are not these objects worth making a united effort to secure?

Henry Ward Beecher says: "Laws and institutions are constantly tending to gravitate. Like clocks, they must be occasionally cleaned, and wound up, and set to true time."

Shall it be the province of the assistant pharmacists of America to regulate the institution of pharmacy and set it more in time with the advance of intelligence? Shall we secure and use the power, which I firmly believe lies within our easy reach, to work in the direction of legislation which would perpetuate the result of our efforts to future generations of pharmacists? Or shall we remain in our present lethargic state, meekly submitting to the hypnotic influence of a selfish Public Convenience, making ourselves slaves where we may be masters; laborers where we may be scientists? The answers to these pertinent queries rest entirely with ourselves. We may be masters; we may be scientists; but first we must cast off our present negation and become positive; think with our own brains, and act promptly and energetically as the outcome of such independent thought.

My plea is for union first. It will be time enough to discuss what we want and how to attain it when we are in a position to act with power and intelligence. English chemists' assistants are daily and successfully solving this problem. They are enjoying their evenings and weekly half-holidays while we grind and swelter through the long, hot summer days and evenings, longing for a breath of fresh air and a glimpse of green fields and cool woods, yet compelled to sell soda-water, cigars, and cosmetics to that Public Convenience which has completely hypnotized us, and to whose most trivial demand we bow in slavish submission.

Pharmacists of America, the time has come to act! The time has come to be positive! Let us, then, by one concerted action fore swear forever the hypnotic state, and, backed by National unity and singleness of purpose, wrest from Public Convenience those rights which are ours by all the laws of justice and humanity; and acknowledge, in strick harmony with the ethics of our profession, only the behests of human necessity and suffering.

I should be pleased to hear from any pharmacist who may have done me the honor to read the foregoing; stating his views on the matter, and I freely pledge myself to not furl this standard of reform till it waves over a National and victorious Association of Assistant Pharmacists.

A Town where Stores Close Early.

A correspondent of the *Druggist's Circular* writes from Truro, N. S., as follows:

"This town has an early-closing association, which includes all the stores of the town, drug, dry goods, hardware, grocery, watchmakers, books, boots and shoes, fancy goods, barber's shops, etc.—in fact, every respectable store of any kind. We all close at 6 every Wednesday and Friday nights, excepting the barbers, who close on Thursday night. Of course,

when all close, it is as fair for one as the other, and it is so well known by the town people and outsiders that the buying is done in time. I have often wondered why druggists allow themselves to be worked harder than others, and to be kept in their stores so late, when, by having a mutual understanding about it, they might have at least one evening out of the seven to themselves. The early closing arrangement here has been in operation about two years, and I am quite sure that there is no one here who has any wish to go back again to the long hours. I forgot to say this is a town of 7,500 population."

An Impostor's Success.

A Minneapolis paper informs us that a short time ago an agent appeared in that city and St. Paul, representing the manufacturing drug firm of J. C. Collier & Co., of Chicago. According to his statement, he was introducing a balm in Gilead, in the shape of "Hermit's Salve." He did a good business, a large number of retail druggists being seduced by his smooth talk, giving orders. In the order was where they were caught, as it read in the way of a promissory note. At the time the order was given a verbal agreement was entered into, whereby the goods could be returned, provided there was no demand created by advertising at the expense of the agent over the name of druggist.

The "salve" arrived in due time, but failed to sell, as it was found to consist mainly of grease, worth about three cents per pound. The article was returned as per verbal contract, but soon after the promissory note, otherwise the order, turned up in the hands of a lawyer named Howard for collection. On payment being refused, action was commenced, but the druggists lost in the courts in consequence of evidence that oral testimony cannot be introduced to vary a written contract.

Satisfactory Formula for Syrup of Tolu.

A formula answering these requirements has been found in a process involving the preparation of distilled water of tolu and the solution of sugar therein, by cold percolation. Such a process, while taking some hours, is one that requires but little attention and yields a pleasant balsamic syrup which is clear and colorless.

Following pharmacopoeial proportions, we have the formula:

Balsam of tolu, 4 parts (or 7 ozs. av.).
Sugar, in coarse powder, 65 parts (or 112 ozs. av.).
Water, sufficient quantity to make 100 parts (or 1 gallon).

Place the balsam, contained in a small evaporating dish, in the body of a still of suitable size and pour therein 38 parts (or 56 fluid ounces) of water. Connect the condenser and apply heat until 35 parts (or 52 fluid ounces) of distillate have passed over. Pour the distillate upon the sugar, previously loosely packed in a suitable percolator, and allow percolation to proceed. When the liquid ceases to drop, pass enough water through the percolator to make the syrup weigh 100 parts (or 1 gallon) and mix thoroughly.

Preached Many a Silent Sermon.

OTIA, June 27—A little clipping from an old issue of THE TRADESMAN, pasted upon a door sill, has preached many a silent sermon and carried conviction in one instance, at least. A workman, with large family, whose earnings were paid every month for what he had already consumed, while he had only long looks to offer in exchanged for what he desired, said, after prolonged study of the legend, "Avoid the curse of credit." It is a cruse, but what can a man do? "Deliver yourself," was the reply. And he did, after three months' self denial, bring his wages before his expenses, instead of dragging them after.

Another slip, "The Store Beggar," displayed to advantage upon an ornamental panel, proved a veritable Sure Shot amongst that pestiferous species. If all the blessing which have been invoked upon the heads of author and publisher alight there, they will be bowed down with the load. T. W. Brown.

Wholesale Price Current.

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

ACIDUM.	Cubebae..... @ 7 50	TINCTURES.	Aconitum Napellis R..... 60
Aceticum German..... 80 10	Erechthitos..... 90 10	Aloes..... 50	" F..... 50
Boracic..... 80 10	Erigeron..... 2 35 2 50	" and myrrh..... 60	Arnica..... 50
Carbolicum..... 23 35	Gaultheria..... 2 00 2 10	Asafetida..... 0	Asafetida..... 0
Citricum..... 58 60	Geranium, ounce..... @ 75	Atrope Belladonna..... 60	Benzoin..... 60
Hydrochlor..... 30 5	Gossipil, Sem. gal..... 50 75	" Co..... 50	Sanguinaria..... 50
Nitrosum..... 10 12	Hedoma..... 1 85 2 00	Barosma..... 50	Cantharides..... 75
Oxalicum..... 11 13	Juniper..... 50 2 00	Cantharides..... 75	Ca damon..... 75
Phosphorium dil..... 20 70	Lavendula..... 50 2 00	Castor..... 1 00	Catechu..... 50
Salicylicum..... 1 30 2 10	Limons..... 2 50 3 10	Catechu..... 50	Cinchona..... 50
Sulphuricum..... 13 15	Mentha Piper..... 2 90 3 00	" Co..... 60	Columba..... 50
Tannicum..... 40 21 60	Mentha Verid..... 2 30 2 30	Conium..... 50	Conium..... 50
Tartaricum..... 40 2	Morrhuae, gal..... 1 00 1 10	Castor..... 1 00	Cuba..... 50
AMMONIA.	Myrcia, ounce..... @ 50	Catechu..... 50	Cuba..... 50
Aqua, 16 deg..... 3 1/2 @ 5	Myrcia, ounce..... @ 50	Cinchona..... 50	Cuba..... 50
20 deg..... 5 1/2 @ 7	Olive..... 1 00 2 75	" Co..... 60	Cuba..... 50
Carbonas..... 13 14	Picis Liquida, (gal. 35)..... 10 12	Castor..... 1 00	Cuba..... 50
Chloridum..... 13 14	Ricini..... 1 04 21 30	Catechu..... 50	Cuba..... 50
ANILINE.	Rosmarini..... 75 21 30	Cinchona..... 50	Cuba..... 50
Black..... 2 00 2 25	Rosae, ounce..... @ 60	Cinchona..... 50	Cuba..... 50
Brown..... 80 21 00	Succini..... 40 2 45	Cinchona..... 50	Cuba..... 50
Red..... 45 50	Sabina..... 90 21 00	Cinchona..... 50	Cuba..... 50
Yellow..... 2 50 3 00	Santal..... 3 50 7 00	Cinchona..... 50	Cuba..... 50
BACCAR.	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Cubebae (po. 90)..... 90 21 10	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Juniperus..... 80 10	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Xanthoxylum..... 25 30	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
BALSAMUM.	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Copaiba..... 55 60	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Peru..... @ 1 75	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Terabin, Canada..... 35 40	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Tolutan..... 35 50	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
CORTEK.	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Abies, Canadian..... 18	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Cassiae..... 11	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Cinchona..... 15	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Euonymus atropurp..... 30	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Myrica Cerifera, po..... 20	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Prunus Virgini..... 12	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Quillaja, grd..... 14	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Sassafras..... 14	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Umus Po (Ground 12)..... 10	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
EXTRACTUM.	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Glycyrrhiza Glabra..... 24 25	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
" po..... 33 35	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Haematox, 15 lb. box..... 11 12	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
" 18..... 13 14	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
" 1/4s..... 14 15	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
" 1/8s..... 16 17	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
FERRUM.	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Carbonate Precip..... @ 15	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Citrate and Quinia..... @ 3 50	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Citrate Soluble..... @ 80	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Ferrocyanidum Sol..... @ 50	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Solut Chloride..... @ 15	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Sulphate, com'l..... 1 1/2 @ 2	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
" pure..... @ 7	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
FLORA.	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Arnica..... 18 20	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Anthemisi..... 20 25	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Matricaria..... 25 30	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
FOLIA.	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Barosma..... 20 25	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Cassia Acutifol, Tin..... 25 28	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
nivelly..... 35 50	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Salvia officinalis, 1/4s..... 12 15	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
and 1/8s..... 8 10	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Ura Ursi..... 8 10	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
GUMMI.	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Acacia, 1st picked..... @ 1 00	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
" 2d..... @ 90	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
" 3d..... @ 80	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
" sifted sorts..... @ 65	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
" po..... 75 21 00	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Aloe, Barb, (po. 60)..... 50 60	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
" Cape, (po. 20)..... @ 12	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
" Socotri, (po. 60)..... @ 50	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Catechu, 1s, (1/4s, 1/8s, 16)..... @ 1	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Ammoniac..... 30 35	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Assafetida, (po. 30)..... @ 20	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Benzoin..... 50 55	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Camphora..... 52 55	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Camphora..... 52 55	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Euphorbium po..... 35 40	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Galbanum..... @ 3 00	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Gamboge, po..... 80 95	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Gualacum, (po. 30)..... @ 25	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Kino, (po. 25)..... @ 30	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Mastic..... @ 40	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Myrrh, (po. 45)..... 2 00 2 10	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Opil, (po. 3 30)..... 23 30	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Shellac..... 28 33	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
" bleached..... 30 35	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Tragacanth..... 30 35	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
HERBA—In ounce packages.	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Absinthium..... 25	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Eupatorium..... 25	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Lobelia..... 25	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Majorum..... 28	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Mentha Piperita..... 23	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
" Vir..... 25	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Rue..... 30	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Tanacetum, V..... 22	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Thymus, V..... 25	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
MAGNESIA.	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Calcined, Pat..... 55 60	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Carbonate, Pat..... 20 22	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Carbonate, K. & M..... 20 25	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Carbonate, Jennings..... 35 36	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
OLEUM.	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Absinthium..... 5 00 5 50	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Amygdalae, Dulc..... 45 75	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Amygdalae, Amarae..... 8 00 8 25	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Anisi..... 1 80 2 10	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Aurantii Cortex..... 3 00 3 50	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Bergamit..... 3 75 4 00	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Cajuputi..... 70 80	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Caryophylli..... 90 21 00	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Cedar..... 35 65	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Chenopodii..... 50 65	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Cinnamomi..... 1 15 2 10	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Citronella..... @ 45	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Conium Mac..... 35 65	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50
Copaiba..... 1 20 2 10	Sassafras..... 45 50	Cinchona..... 50	Cuba..... 50

Morphia, S. P. & W..... 2 05 2 20	Selditz Mixture..... @ 25	Linseed, boiled..... 50 53
S. N. Y. Q. &..... @ 18	Sinapis..... @ 30	Neat's Foot, winter strained..... 50 60
C. Co..... 1 95 2 20	" opt..... @ 30	Spirits Turpentine..... 43 50
Moschus Canton..... @ 40	Snuff, Maccaboy, De Voes..... @ 35	PAINTS. bbl. lb.
Myristica, No. 1..... 70 75	Snuff, Scotch, De Voes..... @ 35	Red Venetian..... 1 1/2 @ 23
Nux Vomica, (po. 20)..... @ 10	Soda Boras, (po. 13)..... 15 23 13	Ochre, yellow Mars..... 1 1/2 @ 24
Os. Sepia..... 28 30	Soda et Potass Tart..... 30 2 33	" Ber..... 1 1/2 @ 23
Pepsin Saac, H. & P. D..... @ 2 00	Soda Carb..... 1 1/2 @ 2	Putty, commercial..... 2 1/2 @ 23
Picis Liq, N. C., 1/2 gal..... @ 2 00	Soda, Bl-Carb..... @ 5	" strictly pure..... 2 1/2 @ 23
doz..... @ 2 00	Soda, Ash..... 3 1/2 @ 4	Vermilion Prime Amer-ican..... 13 21 6
Picis Liq., quarts..... @ 1 00	Soda, Sulphas..... @ 2	Vermilion, English..... 70 75
" pints..... @ 85	Spts. Ether Co..... 50 55	Green, Peninsular..... 70 75
Fl Hydrarg., (po. 80)..... @ 50	" Myrcia Dom..... @ 25	Lead, red..... @ 7 1/2
doz..... @ 1	" Vini Rect. bbl..... @ 37	Whiting, white Span..... @ 70
Piper Alba, (po. 25)..... @ 7	2 27)..... @ 2 37	Whiting, Gliders..... @ 90
Pumbi Acet..... 14 15	Less 5c gal., cash ten days..... @ 3	White, Paris American..... 1 00
Pulvis Ipecac et opil..... 1 10 2 10	Strychnia Crystal..... @ 1 30	Whiting, Paris Eng..... 1 40
Pyrethrum, boxes H..... @ 1 25	Sulphur, Subl..... 3 @ 4	Pioneer Prepared Paint 20 21 4
P. D. Co., doz..... @ 1 25	" Roll..... 2 1/2 @ 3 1/2	Swiss Villa Prepared Paints..... 1 00 2 10
Pyrethrum, pv..... 30 35	Tamarinds..... @ 10	VARNISHES.
Quassia, S. P. & W..... 33 36	Terebenth Venice..... 28 30	No. 1 Turp Coach..... 1 10 21 30
Rubia Tincturum..... 13 14	Theobromae..... 45 50	Extra Turp..... 1 50 21 70
Saccharum Lactis pv..... @ 33	Vanilla..... 9 00 16 00	Coach Body..... 2 75 3 00
Salacin..... 1 80 2 15	Zinci Sulph..... 7 8	No. 1 Turp Furn..... 1 00 2 10
Sanguis Draconis..... 40 50	OILS.	Extra Turp Damar..... 1 55 21 60
" Colorless..... @ 50	Whale, winter..... 70 70	Japan Dryer, No. 1..... 70 75
Digitalis..... @ 15	Lard, extra..... 55 60	
Ergot..... @ 12	Lard, No. 1..... 45 50	
Gentian..... @ 6	Linseed, pure raw..... 47 50	
" Co..... @ 60		
Gualca..... @ 50		
" ammon..... @ 60		
Zingiber..... @ 50		
Hyocyanus..... @ 50		
Iodine..... @ 75		
" Colorless..... @ 75		
Ferri Chloridum..... @ 35		
Kino..... @ 50		
Lobelia..... @ 50		
Myrrh..... @ 50		
Nux Vomica..... @ 50		
Opil..... @ 85		
" Camphorated..... @ 50		
" Deodor..... @ 2 00		
Aurantii Cortex..... @ 50		
Quassia..... @ 50		
Rhatany..... @ 50		
Rhel..... @ 50		
Cassia Acutifol..... @ 50		
" Co..... @ 50		
Serpentaria..... @ 50		
Stromonium..... @ 60		
Tolutan..... @ 60		
Valerian..... @ 50		
Veratrum Veride..... @ 50		
MISCELLANEOUS.		
Ether, Spts Nit, 3 F..... 26 28		
" 4 F..... 30 32		
Alumen..... 2 1/2 @ 3		
7) ground, (po..... 3 4		
Annatto..... 55 60		
Antimoni, po..... 4 5		
" et Potass T..... 55 60		
Antipyrin..... @ 1 40		
Antifebrin..... @ 25		
Argentii Nitras, ounce..... @ 65		
Arsenicum..... @ 7		
Balm Gilead Bud..... 3 40		
Bismuth S. N..... 2 10 2 20		
Calcium Chlor, 1s, (1/4s 11; 1/8s, 12)..... @ 9		
Cantharides Russian, po..... @ 1 20		
Capcic Fructus, af..... @ 20		
" po..... @ 25		
" B. po..... @ 20		
Caryophyllus, (po. 15)..... 12 13		
Carmin, No. 40..... @ 3 75		
Cera Alba, S. & F..... 50 55		
Cera Flava..... 35 40		
Coccus..... @ 40		
Cassia Fructus..... @ 20		
Centraria..... @ 10		
Cetaceum..... @ 42		
Chloroform..... 60 63		
" squibbs..... @ 10		
Chloral Hyd Crst..... 1 50 21 70		
Chondrus..... 20 25		
Cinchonidine, F. & W..... 15 20		
" German..... 3 1/2 @ 12		
Corks, list, dis, per cent..... @ 60		
Creosotum..... @ 50		
Creta, (bbl. 75)..... @ 2		
" prep..... 5 2 5		
" precp..... 9 2 11		
" Rubra..... @ 8		
Crocus..... 28 30		
Cudbear..... @ 24		
Cupi Sulph..... @ 7		
Dextrine..... 10 12		
Ether Sulph..... 65 70		
Emery, all numbers..... @ 8		
" po..... @ 8		
Ergota, (po.) 60..... 50 55		
Flake White..... 12 15		
Galla..... @ 23		
Gambier..... 7 @ 8		
Gelatin, Cooper..... @ 70		
" French..... 40 60		
Glassware flint, 70 and 10, by box 60 and 10..... 9 15		

GROCERIES.

Brazen Pilferers and Sneak Thieves.
From the Canadian Grocer.

There are two classes of people given to "picking and stealing" in grocery stores. First, there are those who familiarly and openly sample things, such as cheese, fruit, sugar, nuts, etc., and do it with an air of frankness that makes the offence quite decent-looking. They may eat a pound of nuts or a small measure of apples, but so long as they do it before your face, you are the person who ought to blush if you should chance to find fault about it. Then there is the class of people who do the thing slyly. They feel mean about it and would be crushed if you caught them. Between the two the grocer has little choice to make. The candor which disarms you and the dexterity which baffles you are about equally hard to match.

"Talking about petty thefts," said the proprietor of a corner grocery the other day, "a young man used to come into my place for a large loaf of bread every day. To my knowledge, he never bought anything else. About that time I had a goodly quantity of prunes on hand, and, in order to push them out, I accorded them a very prominent position. I suppose this young man had a partiality for prunes, for every day when he came for the bread he helped himself to a handful. This went on for several days, and, although I was anxious to dispose of the prunes, I was not content to let them go out without some return in the shape of cash. What was I to do? I did not like to speak about it, and I did not want to withdraw the prunes. I had no screens or glass tops suitable. So one day I thought I would fix him. I emptied the box of prunes out, and, taking a single handful, I thoroughly dosed them with cayenne pepper and put the handful back into the box. I guarded them carefully all day to prevent any one but the right party getting them, and when he came in I gave him all the chance he wanted at my prune box. The bait took. Probably thinking that it was his last chance, he helped himself freely, and, when he had left the store, I consigned the remainder of the fruit to the dust bin. I heard afterwards that he drank quite a lot of water that night, but this I know: He comes into the store now and he does not seem to want to touch anything for fear it might be loaded."

That young fellow was of the sneak variety. The other sort is described in the following true occurrence: An old man who dealt with a general store-keeper in the country many years ago, used to get his tobacco by an off-handed way he had of stealing it. The tobacco was cut stuff and kept in a barrel. This the old man would go to every time he came in, and would fill his pipe and put a large handful in his pocket, talking all the time in an absorbed sort of way, as if he were doing the most natural thing in the world. A youth who had often observed the old man do this, substituted another barrel for the one usually visited, put some straw in and covered the surface with loose tobacco, in which was scattered a little gunpowder. The next was the old man's last stolen smoke. No, the explosion did not kill him, but it made a reformed tobacco thief of him.

Observations by the "Philosophic Grocer."

Debt is a good thing when it isn't incurred.

The most dangerous fool is the one who thinks he is wise.

A man who has no bitter enemies usually has no strong friends.

There is no drudgery about labor unless you make it your master.

Education will not make the man without the man's co-operation.

A man's trials don't give him as much trouble as his convictions.

Don't marry for love. Be sure that you have the love before you marry.

Fill your head with sound sense and you will fill your pockets with sound dollars.

I'd rather have a yellow dog than a frivolous, fashion-plated wife, because I could kill the dog.

Business ignorance is the quick consumption of the family purse. Business education is both prevention and cure.

Some people ought not to boast about being on the way to heaven, as it may discourage others from wanting to go.

It is your duty to die for your friends, if with the ability to be self-sustaining, you are living on their bounty.

Money makes the mare go, but if you haven't got the money, education, energy and character make an excellent substitute.

There are as many magnificent successes in the future as there have been in the past. Those who deserve them will stand the best show of winning them.

It is a man's misfortune if he cannot get the tempting fruit above his reach. It is his fault if he fails to use the ladder that will enable him to go up and pick it. The fruits of life are secured by the ladder of energy.

PHILOSOPHIC GROCER.

Tawas—The Williams Woodenware Co. has been incorporated, with a capital stock of \$10,000, to embark in the manufacture of woodenware.

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.

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 be promptly attended to. This bank pays 4 per cent. on deposits, compounded semi-annually. May, 1891. S. D. ELWOOD, Treasurer.

PRODUCE MARKET.

Beans—Dry beans are firm and in strong demand at \$2 per bu. for choice hand picked. Wax commands \$1.25@1.50 per bu. String is in fair demand at \$1.25@1.35 per bu.
Butter—The market is full all around, dealers purchasing only for immediate wants at 10@15c.
Cabbages—New stock is in fair demand at \$1.50 @ \$2 per crate, according to size.
Cherries—\$1.50@2.00 per bu., for red or white.
Cucumbers—40c per doz.
Eggs—The market is steady. Dealers pay 13 1/4 @ and hold at 15@15 1/2c.
Honey—Dull at 10@18 for clean comb.
Lettuce—5c for Grand Rapids Foreing.
Onions—Green command 10@15c. per doz., according to size. Southern command \$4 per bbl.
Potatoes—The market is plentifully supplied with early Ohio stock, which sells readily at \$2.75 per bbl. Tennessee and California are both out of market.
Pieplant—2c per lb.
Peas—75c per bu.
Radishes—10@12c per dozen bunches.
Raspberries—10@15c per qt., according to quality. The crop is large and the price will probably be low by the end of the week.
Tomatoes—\$1.50 for 4 basket crate of fancy Acme.
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 25
Extra clear pig, short cut	13 50
Extra clear, heavy	
Clear, fat back	12 75
Boston clear, short cut	13 00
Clear back, short cut	13 00
Standard clear, short cut, best	13 00
SAUSAGE—Fresh and Smoked.	
Pork Sausage	7
Ham Sausage	9
Tongue Sausage	9
Frankfort Sausage	8
Blood Sausage	5
Bologna, straight	5
Bologna, thick	5
Head Cheese	5
LARD—Kettle Rendered.	
Tierces	8
Tubs	8 1/4
50 lb. Tins	8 1/4
LARD.	
	Family.
Tierces	6 1/4
0 and 50 lb. Tubs	6 1/4
3 lb. Pails, 20 in a case	7 1/4
5 lb. Pails, 12 in a case	7 1/4
10 lb. Pails, 6 in a case	7 1/4
20 lb. Pails, 4 in a case	7
50 lb. Cans	6 3/4
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	9 25
Extra Mess, Chicago packing	9 25
Boneless, rump butts	
SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs	9 1/4
" " 16 lbs	9 1/4
" " 12 to 14 lbs	10
" picnic	7 1/4
" best boneless	8 1/4
Shoulders	8 1/4
Breakfast Bacon, boneless	8 1/4
Dried beef, ham prices	10 1/4
Long Clears, heavy	6 1/4
Briskets, medium	6 3/4
" light	6 3/4

FRESH MEATS.

Swift and Company quote as follows:

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

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.

Whitefish	8 @ 8
Trout	8 @ 8
Halibut	15 @ 15
Ciscoes	8 @ 8
Flounders	9 @ 9
Bluefish	10 @ 10
Mackerel	25 @ 25
Cod	12 @ 12
California salmon	20 @ 20
OYSTERS—Cans.	
Fairhaven Counts	40 @ 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.		6 1/2	7 1/2
" Twist		6 1/2	7 1/2
Boston Cream		7 1/2	8 1/2
Cut Loaf		7 1/2	8 1/2
Extra H. H.		7 1/2	8 1/2
MIXED CANDY.			
	Full Weight.	Bbls.	Pails.
Standard		6 1/2	7 1/2
Leader		6 1/2	7 1/2
Special		7	8
Royal		7	8
Nobby		7 1/2	8 1/2
Broken		7 1/2	8 1/2
English Rock		7 1/2	8 1/2
Conserves		7	8
Broken Taffy		7 1/2	8 1/2
Peanut Squares			9
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			14
Chocolate Monumentals		5	6 1/2
Gum Drops		8	9
Moss Drops		8 1/2	9 1/2
Sour Drops		10 1/2	11 1/2
Imperial			

FANCY—In 5 lb. boxes.			
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	
Imperial		65	
Mottos		60	
Cream Bar		60	
Molasses Bar		55	
Hand Made Creams		85@95	
Plain Creams		80@90	
Decorated Creams		1.00	
String Rock		70	
Burnt Almonds		1.00	
Wintergreen Berries		65	

CARAMELS.			
No. 1, wrapped, 2 lb. boxes		34	
No. 1, " 3 " "		51	
No. 2, " 2 " "		28	
No. 3, " 3 " "		42	
Stand up, 5 lb. boxes		1 10	

ORANGES.			
California, Med. Sweets 128s.		4 50	
" " 150-176s.		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	
" Ivaca		16 1/2	
" California		17	
Brazils, new		7 1/2	
Filberts		11	
Walnuts, Grenoble		14 1/2	
" Marbot		12	
" Chili		14	
Table Nuts, No. 1		13	
" No. 2		13	
Pecans, Texas, H. P.		15@17	
Cocoanuts, full sacks		24 00	
PEANUTS.			
Fancy, H. P., Suns		5 1/2	
" Roasted		7 1/2	
Fancy, H. P., Flags		5 1/2	
" Roasted		7 1/2	
Choice, H. P., Extras		4 1/2	
" Roasted		6 1/2	

HIDES, PELTS and FURS.

Perkins & Hess pay as follows:

HIDES.			
Green		4 @ 5	
Part Cured		5 @ 5	
Full		5 @ 5 1/2	
Dry		6 @ 7	
Kips, green		4 @ 4 1/2	
" cured		5 @ 5	
Calfskins, green		5 @ 5	
" cured		5 @ 6	
Deacon skins		10 @ 20	
No. 2 hides 1/2 off.			
PELTS.			
Shearlings		10 @ 25	
Estimated wool, per lb		20 @ 25	
WOOL.			
Washed		20@20	
Unwashed		10@20	
MISCELLANEOUS.			
Tallow		3 1/2 @ 4 1/2	
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 1/2
Michigan Test		7 1/2
Naptha		7 1/2
Gasoline		8 1/2
Cylinder		27 @ 30
Engine		13 @ 21
Black, Summer		9 1/2

The Wisconsin Law in Regard to Branding Cheese.

The following in the full text of the law passed by the last Legislature of Wisconsin regarding the branding of cheese:

Section 1. Chapter 455 of the laws of 1889 is hereby repealed.

Sec. 2. Every person who shall, at any cheese factory in the State, manufacture cheese, shall distinctly and durably stamp upon each and every such cheese, whether cheddar, twin, flat or Young America, or by whatever name or style known, upon the side thereof, in full-faced capital letters, the grade of the same, as, "Wisconsin full cream," "standard" or "skimmed," as hereafter provided for in this act, together with the name of the city, village or town where such factory shall be located.

Sec. 3. Such cheese only as shall have been manufactured from pure and wholesome milk, and from which no portion of the butter fat shall have been removed by skimming or by any other process, and in the manufacture of which neither butter nor any substitute for butter or other animal or vegetable fats or oils have been used, nor any fat which has been extracted from milk in any form and returned for the purpose of filling the cheese, shall be stamped "Wisconsin full cream." All cheese manufactured as above required from pure and wholesome milk, but from which a portion of the fat has been removed, shall, if it contain not less than 30 per centum of pure butter fat, be stamped or branded "standard." All cheese containing less than 30 per centum of pure butter fat shall be stamped or branded "skimmed."

Sec. 4. The stamp provided for in this act designating the grade of cheese shall be such as to produce an impression not less than three inches in width and five inches in length, and the words, "Wisconsin full cream," "standard," or "skimmed," together with the name of the city, village or town where the cheese shall have been manufactured, as provided for in the foregoing sections of this act, shall be in full-faced capital letters of as large a size as the space hereby provided for will permit, and the whole to be included within a plain heavy border. Ordinary "stamping ink," either red, green, purple or violet in color, and of such composition as not to be easily removed or wholly obliterated by moisture, shall be used in stamping, as provided for in this act.

Sec. 5. Any manufacturer of cheese who shall sell or dispose of any cheese without being stamped as required by this act, or who shall falsely stamp the same, and any dealer or other person who shall remove such stamp from cheese shall, upon conviction thereof, be fined not less than \$50 nor more than \$100 for the first offense, and each subsequent offense not less than \$100 nor more than \$200, or be imprisoned in the county jail not less than 30 nor more than ninety days, or both, in the discretion of the court before whom such conviction may be had. One half of all fines collected under the provisions of this act shall be paid to the person or persons furnishing the information upon which such conviction is procured.

Sec. 6. Nothing in this act shall be construed to apply to edam, brickstein, pineapple, limburger, Swis or hand cheese, or other cheese by whatever name or style known not made by the ordinary cheddar process.

Sec. 7. All acts or parts of acts inconsistent with the provisions of this act are hereby repealed.

Sec. 8. This act shall take effect and be in force from and after its passage and publication.

Good Words Unsolicited.

Fred L. Tupper, druggist, Meredith: "Cannot do without THE TRADESMAN."

C. E. Morse, general dealer and shingle manufacturer, Seney: "Your paper is a great help to me in my business and I cannot do without it. Keep me on the list by all means."

F. N. Cornell, general dealer, Sebawa: "I like your paper and do not want to miss a number."

Frank L. Deal, general dealer, Lacota: "I cannot keep store without THE TRADESMAN. All hustlers should take it."

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.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.
 D. A. B. DRETT, Vice-President.
 H. W. NASH, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

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

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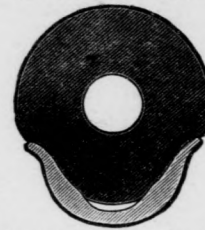
Clipper Safeties, [solid tire] List price, \$90.00

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Send for Catalogue.

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Solid Tired
CLIPPERS

On Hand for Immediate Shipment.

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.

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.

OLD MAN SLIM.

Troubles and Trials of a Canadian Merchant.

QUEEN'S HOLLOW, Ont., July 1—The notes I took of the matters discussed by Izik and Mr. Harvey on the occasion referred to in my last letter were taken on a sheet of wrapping paper and the next morning Izik used it to wrap up a quarter's worth of soap; consequently I shall be compelled to rely entirely upon my memory. The loss is slight, however, for Harvey used so many big "hifaluten" words that slipped through my fingers and disappeared while I was trying to spell them that it gave the paper the appearance of being lop-sided and very much prejudiced in favor of Izik's part of the confab. I was shocked to hear a grocer and baker let off his ideas in such gorgeous array, escorted by all of Webster's auxiliary forces; but when he told us that he had been, once upon a time, a member of the town board of school inspectors, I no longer wondered at the elegant exuberance of his glib, and we all felt a sudden shock like that caused by being suddenly ushered into the presence of an important personage. Izik was sitting with his legs crossed, his chair tilted back and his hands buried in his trousers pockets. Tillie whispered something in his ear and he resumed a proper position. She then motioned me to take off my hat, pull down my vest and wipe the tobacco juice from my chin. Tillie thinks that because our local officials are "some pumpkins" it must be so everywhere. Our county school inspectors are highly educated and receive from \$1,500 to \$3,500 salary according to the size and population of the county. Our county register receives a salary of \$3,000 and has a soft snap for life or during good behavior. Our sheriff wears a cocked hat and our county judge is never within sight of the people, except when he sits on his judicial throne, enveloped in his wife's mourning nightgown. Even a common justice of the peace knows something in this country, for he is selected on account of his fitness for the office by the Provincial Parliament and he holds the office (if not dishonored by him) during his natural life.

Mr. Harvey said that the American people were very ignorant in all matters pertaining to Canada. They know very little of Canadian institutions and seem to care still less. They have sort of an idea that Canada is a British colony, situated somewhere up north and extending through to the North Pole; that the inhabitants are civilized and strongly tinged with Indian and French blood, and that their principal occupation is lumbering, hunting, trapping and fishing. This is a worse opinion than the ignorant and prejudiced Tory has of Michigan. In his estimation, Michigan is a region composed of cat-holes, marshes and frog-ponds, interspersed with knobs, hills and sand plains, and inhabited by Canadian refugees and the rag-tag and bob-tail from every nation on the face of the globe. He thinks that this heterogeneous conglomeration is principally occupied in sawing jack pine logs, peeling hemlock bark, fighting fire, killing snakes and shaking with the dumb ague.

The first matter touched upon was the common school system. Izik is a trustee in our section and takes quite an interest in school matters. He thinks the Ontario school system is the best in the world, not even excepting the celebrated Prussian system, inasmuch as its work is the most thorough from start to finish, its scope the most comprehensive, and its standard the very highest. Mr. Harvey thought there was danger of raising the standard too high and of spreading over too much ground to secure the most practical results. He said the common school system of Michigan was very crude, as compared with that of Ontario, but that it had been greatly improved and the standard considerably raised within the last decade. He said that American educators, being inspired with the spirit of American genius, were more interested in practical utility than in altitude and scope—in other words, superfluity, being an apparent waste of energy, the great American mind, as it were,

was not "in it"—so to speak. This was too much for Izik and Tillie secretly prayed that the baby might grow up and have a head like Mr. Harvey's.

Izik cannot understand how any people laying the least claim to intelligence can passively submit to being robbed and plundered from year to year for the lack of so simple a matter as a uniform system of text books for school purposes. He says the adoption of this measure would leave more money in the pockets of the people of Michigan and relieve them to a greater extent from the oppressive taxation they have been complaining so much of lately than any other possible measure that could be adopted. In the first place, your children would be supplied with better books, for they would be selected by your State Board of Education, which is composed (or, at least, ought to be), of you best educators. At present, this all important matter depends, to a very great extent, on the whims of Tom, Dick and Harry all over your back townships, some of whom cannot write their own names and cannot tell the difference between an algebra and the New Testament. This advantage alone, which is of incalculable value, would warrant the change. In the next place, it would be a saving to you of fully 25 per cent. on the cost of your school books. This means the retaining in the pockets of the people a large sum of hard-earned dollars, instead of paying it over to swell the treasury of some great book concern. In case your publishing houses should become imbued with the American spirit of the times and combine against the state, it would be an easy matter for the state to do its own publishing. Lastly, the series adopted would be uniform, which would be an additional saving in expense of immense proportions, as it would relieve you from the onerous and unnecessary taxation of purchasing a new set of books every time you moved your family into a new school section—or district, as you call it there. This desideratum is of the greatest moment and is sufficient of itself to give any government or legislature no peace until the people are freed from this useless and galling expense, and the idiotic policy that makes it possible for such a state of things to exist relegated to some dark region where the light of reason has not yet dawned. Mr. Harvey admitted the truthfulness of Izik's statements and said that, as a citizen of Michigan, he felt ashamed that nothing had been accomplished in this direction yet. He said that for several sessions the State Legislature had indulged in a little tweedle-dum and uttered a few faint squeaks in this direction, but up to date they had made matters worse instead of better. He was of the opinion that they were either dumfusted with book boodle or else were so engrossed with the multiplicity of the cares of state, such as perambulating around for suitable senatorial and gubernatorial candidates, that they had no time to attend to minor details. He hoped that the time would come when the Michigan Legislature would be endowed with everlasting life, for then they might be able to spare a little time to consider what the people needed and wanted. The Elder, who had called in for a few minutes, heard Harvey's last remark and he said that he hoped that something would turn up in Michigan to save the people from the wrath to come, but Tillie thought it must be awful nice to live in a country where there were so many great statesmen.

Tillie is not posted in politics and in this respect she is fairly representative of her sex in Ontario. Our women are so devoted to the duties of home life that they have no time or inclination to meddle with matters which they think lie entirely outside their realm of duty. Tillie can't tell you why reciprocity would be beneficial to Ontario, yet she favors it because her husband does. She may not be able to define the difference between the policy advocated by the Conservatives and the one advocated by the Reformers, yet she is a staunch Reformer, through thick and thin, because her husband is one, and, should he change his party affiliations, her views would change, also. She believes that her husband's judgment is superior to her own in all mat-

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.

ters that lie in the great outside world, entirely within his realm of duty, where his activities are spent, and where his observations are made and his experiences are learned. In doing so, she is simply yielding precisely what is conceded to her in return. If this is not an application of the true doctrine of equal rights as the Almighty intended it, then I am looking up the wrong sapling.

Mr. Harvey thought it very strange that there should be so many canning factories in the country. He visited several of them while here and became familiar with the manner in which they are organized and operated, in view of stirring up his own people to a realization of the immense advantages and benefits to be derived from them. We have five of these factories in this county alone, and a sixth one is being organized, which will give Loyaltown two. These factories are veritable beehives of industry, organized and operated by joint stock companies, limited, through a president and board of directors. The business is looked after by a manager, who has an office in the factory, and one or more assistants, as the requirements of the business may demand. The tin of which the cans are made is purchased by the carload and made up into cans, by tinsmiths in the tinning rooms of the factory, during the winter months. Aside from these tinsmiths, the only skilled labor employed is the processor. He it is who runs the retort and does the sealing, and so careful is he of his art that he will not allow any idle spectator to invade his sanctum sanctorum. The vegetable stock, such as peas, string beans, tomatoes, corn, etc., is mostly contracted for in the early spring. The adjacent farmers, many of whom are stockholders, sign a contract agreeing to grow and furnish a certain number of acres of this, that or the other thing delivered at the factory at a certain fixed price. At our factory from 150 to 300 hands are employed the year round—the smaller number in the winter, when the stock consists mostly of chickens and other meats. The help is composed very largely of women and during the busy time in summer, which occurs during the school vacation, a large number of children are employed. All are paid by the piece, pound or quart, coming and going just as circumstances permit them, and the more expert they become the more money they earn. Many ingeniously constructed machines are now in use for pitting cherries, shucking peas, stripping corn from the cob, and other purposes, which greatly expedite operations. As a general thing, a sufficient quantity of home-grown stock is obtainable, except peaches, which are imported, more or less, from Delaware and other peach growing sections of the States. The product of our factory at Loyaltown is shipped into British Columbia, Manitoba and the North West Territories. The business is increasing and the results are entirely satisfactory. It makes a home market for thousands upon thousands of dollar's worth of perishable produce that would not otherwise find a market and, consequently, would not be grown or produced. It finds steady remunerative employment for all of the needy poor and idle unskilled labor of the community and pays the stockholders a reasonable interest on their investment beside. Mr. Harvey said he was a member of the Business Men's Association in his town and he thinks the Association could not do a wiser thing than to send a committee over here to investigate and report. He says the country around his town is specially adapted to the growing of small fruits and garden truck; that it lies near the great fruit belt and that the country round about abounds with wild berries of different kinds. He said that his Association had been trying to induce some manufacturing concern to come to them by the offer of a bonus, but that this was something that would be far more beneficial to the town and surrounding country and wouldn't cost them a cent. Considering the superior advantages that his section of Michigan had over Ontario for a business of this kind, to say nothing of the limitless market that the boundless West would afford for the product, he could not un-

derstand how it was that no one had ever advocated a canning factory. Izik said it was only another evidence that the people of Michigan were away behind the times. The Elder arose to go and, as he shook hands with Mr. Harvey, he expressed a hope that the people of Michigan would wake up to a realization of their true condition before it is everlastingly too late. Mr. Harvey returned thanks on behalf of his State and the Elder took his departure.

When the Elder said, "Good night, Bro. Slim," Mr. Harvey turned his attention to me for the first time during the evening and he said: "I suppose you have witnessed a great many changes during the last two centuries, Mr. Slim?" He said it in such a way that it reminded me so much of the oft repeated interrogation, "Bubby, do you go to school yet?" that I inadvertently blurted out, "Yes, mam;" but, recovering myself, I said that I thought more changes had occurred in the development of the earth, before the flood than since that event, but the dumfoolishness change that I had ever witnessed was when an honest, law-abiding, God-fearing and liberty-loving man packed up his traps coolly and deliberately and changed his home and prospects of life in Ontario for that of the State of Michigan. This so relieved me that a rigid, broad-gauged smile illuminated my countenance as I gazed at Harvey. Had it not been for my ears, it would have been a circular smile reaching clear around my head. After he had photographed me for future reference, I disconnected my nose and chin, detached the corners of my mouth from the framework of my ears and took a fresh chew. Harvey ventured the remark that no doubt tobacco chewing was the cause of my being so slim. He said I was the slimmest old man he ever saw and the only thing that kept me from blowing away or slipping through a crack was my feet. I gracefully acknowledged the compliment and added that it had always been a rule of my life never to indulge in a new quid until the old one was completely worn out, and never to bite off, under any circumstances, more than I could conveniently chew. Furthermore, I never imposed upon myself the cruel task of carrying about any superfluous luggage, such as bones, blood, flesh or any other kind of corruption. By adopting this mode of life, I have always been able to furnish my jaws with all the healthful exercise they needed, and I have never been charged with being a Berkshire hog for occupying room that belonged to some other human being. I can pass through a crowd like the "devil's darning needle" and when I come home from the lodge my wife is spared the trouble of getting up to unlock the door, for I can crawl through the key hole. I don't carry around a filthy load of grease to melt and drizzle with the heat. I can hide behind a six-inch stove pipe and no bullet can ever touch me. I shall outlive any mass of corruption and when I die only a very small portion of me will have to be buried.

OLD MAN SLIM.

Canvased Meats.

From the American Grocer.

We suggest to dealers the wisdom of extending their trade in canvased meats. A naked ham or bacon is a nasty thing to handle in the store, and even more in the home. It smuts everybody and everything it touches, attracts insects, and fastens all flying dust. Housekeepers all over the country are finding out it pays to buy canvased goods. With these the end stitches can be cut and the cover turned back to slice for present use, and then the burlap drawn down neatly and pinned up until another supply is needed.

Consumers who once use canvased meats will not go back to the old style. Hams and bacon can be obtained that are covered by the smokers fresh to fill each day's orders. Beside all this on the housekeeper's side, these goods are not only safer and neater for the merchant to handle, but they are so much more attractive in appearance that he can get out of them lots of free advertising.

Do not buy a supply much ahead of positive requirements.

MICHIGAN CENTRAL
"The Niagara Falls Route."

	DEPART	ARRIVE
Detroit Express.....	6:30 a m	10:00 p m
Mixed.....	6:40 a m	4:30 p m
Day Express.....	12:40 a m	10:00 a m
*Atlantic & Pacific Express.....	11:15 p m	6:00 a m
New York Express.....	5:40 p m	1:20 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. RUEGLES, G. P. & T. Agent, Chicago.

DETROIT GRAND HAVEN MILWAUKEE RAILWAY
TIME TABLE
NOW IN EFFECT.

EASTWARD.					
Trains Leave	*No. 14	+No. 16	+No. 18	*No. 28	
G'd Rapids, Lv	6:50am	11:20am	3:45pm	10:55pm	
Ionia, Ar	7:45am	11:25am	4:52pm	12:37am	
St. Johns, Ar	8:28am	12:17am	5:40pm	1:55am	
Owosso, Ar	9:15am	1:20pm	6:49pm	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	8:06pm	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
Milw'kee 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 Buffet car.
JOHN W. LOUD, Traffic Manager.
BEN FLETCHER, Trav. Pass. Agent.
JAS. CAMPBELL, City Ticket Agent.
23 Monroe Street.

CHICAGO & WEST MICHIGAN RY.

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.....	7:25	15:25	11:30	
Muskegon.....	9:00	11:15	5:40	7:30
Manistee.....	7:25	15:25		
Ludington.....	7:25	15:25		
Big Rapids.....	7:25	15:25		
Ottawa Beach.....	9:00	11:15	5:40	7:30

+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 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

DEPART FOR	A. M.	P. M.	P. M.
Detroit.....	7:50	1:00	6:25
Lansing.....	7:50	1:00	6:25
Howell.....	7:50	1:00	6:25
Lowell.....	7:50	1:00	6:25
Alma.....	7:05	14:30	
St. Louis.....	7:05	14:30	
Saginaw City.....	7:05	14:30	

6:50 A. M. runs through to Detroit with parlor car; seats 25 cents.
1:00 P. M. Has through Parlor car to Detroit. Seats, 25 cents.
6:25 P. M. runs through to Detroit with parlor car, seats 25 cents.
7:05 A. M. has parlor car to Saginaw, seats 25 cents.
For tickets and information apply at Union Ticket Office, 67 Monroe street, or Union station. GEO. DEHAVEN, Gen. Pass'r Agt.

CUTS for BOOM EDITIONS
—OR—
PAMPHLETS
For the best work, at reasonable prices, address THE TRADESMAN COMPANY.

Grand Rapids & Indiana.
In effect June 21, 1891.

TRAINS GOING NORTH.			
Arrive from Leave going			
	South.	North.	
For Saginaw & Big Rapids.....	6:50 a m	7:30 a m	
For Traverse City & Mackinaw.....	9:15 a m	11:30 a m	
For Saginaw.....		4:30 p m	
For Traverse City.....		5:05 p m	
For Mackinaw City.....		7:45 p m	10:30 p m
From Chicago & Kalamazoo.....		8:45 p m	

TRAINS GOING SOUTH.			
Arrive from Leave going			
	North.	South.	
For Cincinnati.....	6:00 a m	7:00 a m	
For Kalamazoo and Chicago.....	10:30 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.....		10:30 p m	10:30 p m
From Saginaw.....		10:40 p m	

Train arriving at 6:50 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.
C. L. LOCKWOOD,
General Passenger and Ticket Agent.

Toledo, Ann Arbor & North Michigan Railway.

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

VIA D., L. & N.
Lv. Grand Rapids at..... 7:25 a. m. and 6:25 p. m.
Ar. Toledo at..... 1:10 p. m. and 11:00 p. m.
VIA D., G. H. & M.
Lv. Grand Rapids at..... 6:50 a. m. and 3:45 p. m.
Ar. Toledo at..... 1:10 p. m. and 11:00 p. m.
Return connections equally as good.
W. H. BENNETT, General Pass. Agent,
Toledo, Ohio.

EDMUND B. DIKEMAN
THE GREAT
Watch Maker
AND Jeweler,
44 CANAL ST.,
Grand Rapids, - Mich.

WANTED.
POTATOES, APPLES, DRIED FRUIT, BEANS
and all kinds of Produce.
If you have any of the above goods to ship, or anything in the Produce line, let us hear from you. Liberal cash advances made when desired.
EARL BROS.,
COMMISSION MERCHANTS
157 South Water St., CHICAGO.
Reference: FIRST NATIONAL BANK, Chicago. MICHIGAN TRADESMAN, Grand Rapids.