

MICHIGAN TRADESMAN.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, JULY 15, 1891.

NO. 408

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BASE BALL GOODS**

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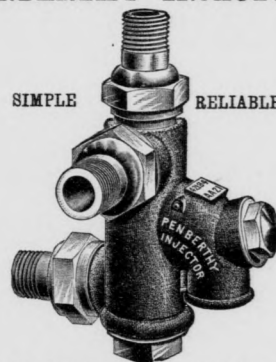
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Issued by cities, counties, towns and school districts of Michigan. Officers of these municipalities about to issue bonds will find it to their advantage to apply to this bank. Blank bonds and blanks for proceedings supplied without charge. All communications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

The Presidential Chimney-Sweep. Captain Smith was a man of intellect, and it was his custom to give the public pieces of his mind in the form of essays, verses, and, more particularly, short stories, in the conception and elaboration of which he especially excelled. In richness of imagination and vividness of description he had seldom been equalled and never surpassed.

Instead of carefully jotting in his notebook every brilliant idea as it occurred, trusting that the future would unearth a proper setting for each gem, he never committed a thought to paper until it was complete in all its details and environments. Then Mrs. Captain Smith was called into requisition.

The formula of request never varied. "Dearest, are you busy?" "No, my love, I am quite at leisure." And whether the baby's hands were being washed, the week's laundry mended, or the dinner menu arranged, the occupation was instantly relinquished, the pen was seized, and the faithful little wife turned an attentive face toward her husband. "Ready?" "Yes, dear." With eyes closed, head thrown back, finger tips placed carefully together, the Captain, in a slow monotonous tone, would begin his narrative. No sooner did the thought appear than it was chained to paper by Mrs. Smith's active fingers.

No one ever saw Captain Smith melt his gold or cut his diamonds. When the public saw the jewels they were in their settings, and each reposing on its velvet cushion. Even his wife knew nothing of the workshop. Her part was simply to place the glittering display in the showcase. As Minerva sprang fully equipped from the brain of Jove, so thought sprang full-fledged from the lips of Captain Smith.

But Captain Smith died. A fever took up its residence in his brain, and played havoc with his mighty intellect. It disarranged his orderly ideas, and tossed them about with such force that they issued from his lips in inarticulate confusion. Mrs. Smith listened patiently and painfully to his ravings; but she could understand only a word now and then, and gained no knowledge of his meaning. The words she caught most frequently, however, were "The Presidential Chimney-sweep," and once in that connection she was positive that she heard him add: "The best story I ever produced."

One night, after a day of restless tossing and delirium, the Captain said to his wife: "The best story I have ever produced." Then, naturally and quietly: "Dearest, are you busy?" "No, my love, I am quite as leisure." But Death laid his finger on the sick man's lips, and they never signaled, "Ready."

There was much speculation among the Captain's friends concerning the import of this wonderful but undivulged story, in which the author, never previously excelled, was to have surpassed himself.

Some thought the title sufficiently suggestive, and that "The Presidential

Chimney-sweep" could but have mirrored an ideal head of the nation, who, with his broom of executive authority, would have swept all the soot and grime from politics and materially aided the approach of the millennium, in our hemisphere at least.

Others thought this interpretation wholly misleading, and that whereas the President of these United States is a representative of all the citizens, and must, therefore, be a representative of chimney-sweeps as well as of bankers, lawyers, farmers and so forth, and that whereas chimney-sweeps do dirty work, and are proverbially dirty persons, therefore "The Presidential Chimney-sweep" would have been an unusually untidy man, and that as external filth is sometimes used to symbolize internal corruption, therefore we were to have had placed before us a picture of political uncleanliness which would repulse us by the horror of its revelations, and make us tremble for our country's future.

Others thought these suppositions absurd, and that as no chimney-sweep ever had been President, and that as the chances of such an occurrence were yearly lessening, owing to the rapid decrease in the number of sweeps, it was more than probable that Captain Smith had intended to satirize the existing form of government, to show that, as chimneys were being improved and chimney-sweeps becoming less and less necessary, so the nation was progressing and Presidents becoming mere supernumeraries. He would then have shown, they argued, that the species commonly called presidents and chimney-sweeps would eventually become extinct. Chimneys would need no sweeps. Our nation would need no President.

The separate and combined efforts of many powerful intellects proved unavailing. Each man might write the story to his own entire satisfaction, but his neighbor could write one quite as good, and the only similarity would be in the title. Which was correct no one could determine. Captain Smith alone held the key to the mystery, and Death held him.

I have said that the Captain died of a fever. This fever was occasioned by an overwrought condition of the brain. As black Ike graphically expressed it: "Bress de Lawd! If de po' Cap'n aint died ob informashun ob de brain!" There were many wiser heads that held the same theory, though differently worded, and it was decided to deliver his brain into the hands of a medical society, in the hope that science might discover the secret of his potency, that microscopy would reveal the extra cells which they believed must exist in order to give habitation to so beautiful a fancy, so forcible a logic, so rare and pure a diction.

The gift was gratefully received and carefully treasured; but, though eminent physicians gave it their most careful consideration, they saw nothing but a human brain perfect in its convolutions. But there was something unseen which puzzled the scientific and terrified the superstitious.

The president of the college had a few of its most valuable specimens in his private office. Among other things, there was a skeleton which had once been the property of a very muscular tramp; but this poor tramp, who had been the victor in many a rough-and-tumble, at last met a successful adversary in the delirium tremens, and now his skeleton, handsomely mounted, stood beside the professor's desk, like a sentinel on duty. On the shelf above this desk, like a charm for inspiration, stood the glass jar containing the brain of Captain Smith.

But though all could state with positive assurance that the skeleton stood at the left of the desk, thus facing the professor when he wrote, no one knew exactly where Captain Smith's brain was stationed. In fact, it was not stationary at all. Was it placed in one corner at night it was found in the other in the morning. Of course, a glass jar was not supposed to be able to move itself even though it did possess a human brain, and this migratory habit of Captain Smith's brain, and its transparent enclosure, was at first ascribed to the meddlesome fingers of some attendant or lover of practical fun among the students, and it was thought that the joker would eventually tire of his prank if it attracted no attention. But when the same displacement occurred notwithstanding a careful fastening of the windows and locking of the door, it was decided that some active measures must be used to discover and remove the cause of this extraordinary disturbance.

Among the students was a young giant from the country, named Jackson. He was well developed, both in muscles and mind, and had a framework apparently as powerful and enduring as iron or rock. His strength of mind debarred all possibility of superstitious terrors, and his thorough knowledge of chemistry rendered him fully competent to analyze and explain any phenomenon produced by natural causes. It was on account of his superior mental endowments and great physical force that Jackson was selected to investigate and quiet the restlessness of Captain Smith's brain.

The memorable night came, and the man who was supposed to be able to rout a ghost with argument and level a robber with his fist was shut in the room with this unknown quantity with which he intended to become thoroughly acquainted.

It was a lovely night, the moonbeams silvered the grass blades on the college lawn, and made them look like the glittering bayonets of a fairy army. A firefly flashed its dark lantern here and there, then flitted away. The fountain stopped its splashing as though awed into silence by the solemn stillness. The moon rose higher, and the stars paled before her beauty. She traveled on, and the western shadows turned to eastward. She hid her face in the tops of the tall trees that obscured the horizon, and the sky grew gray and the air was damp and chill. Then dawn came.

A knock at the door of the president's office remained unanswered; a twist of the knob showed that the key was turned on the inside. Louder, more impatient clamoring met with no response. An entrance was forced. Stretched at full length upon the floor, with fists clenched, eyes staring, and mouth agape, lay the dead body of Jackson.

There were no marks of violence, no indication of any struggle. It was evident that the strongest man, both mentally and physically, in the college had died of fright; and the jar containing Captain Smith's brain had made a greater move than ever. It had left the shelf, and now stood on the desk close by the ink-bottle.

After the death of Jackson no one seemed to have any personal curiosity concerning the movements of Captain Smith's brain. If it desired to spend the entire night promenading the professor's office it could do so undisturbed. No one ever found it necessary to return after dark for some forgotten article, and the ingenuity in making something else take the place of the missing piece of property displayed by the inconvenient one was sometimes truly marvelous. Even in daytime the room seemed to have lost its charm, and the professor, who had been much annoyed by numerous visits from garrulous students, book agents and various other peddlers, was now seldom interrupted. Even collectors grew suddenly considerate, and sent their bills by mail, with polite little notes saying that as he was always so prompt in settling his accounts they would not trouble him with a personal call, but trust to him to remit at his earliest convenience, etc.

The professor alone seemed composed, and went in and out as usual, save that he, too, deserted at nightfall. But he performed his accustomed duties absent-mindedly, seemed always in deepest thought, and often could be seen, for hours together, sitting at his desk with the jar before him, peering down at the brain it contained.

Late one afternoon, after one of these seasons of fruitless study, he rose suddenly, for lengthening shadows warned him of the approach of night. He sighed sadly, for here was another day closing and the mystery was a mystery still. He stood irresolute for a moment, half resolved to stay all night; then he thought of his wife and helpless children at home, and of Jackson's hideous dead face, and, with a shudder, he hurriedly left the apartment, forgetting, in his haste, to screw the cover on the jar.

Again it was a lovely night, again the moon silvered with unearthly splendor all the objects which her bright beams touched; but the professor's sanctum seemed filled with the ghosts of human sighs, then a gurgling sound prevailed, like something splashing in a liquid, then came a heavy sound, and Captain Smith's brain lay on the professor's desk, once more a free intelligence. With all the courtesy which had belonged to its distinguished owner it addressed the expectant skeleton:

"Will you be so kind as to grant me a favor?" The skeleton silently nodded assent, and the brain proceeded: "I am tired; more tired than you in your perfect repose can ever comprehend. The mental struggles which I have recently experienced have surpassed in agony and intensity anything I ever underwent while occupying the skull of Captain Smith. I know that brains usually stop work when their owners die and enter upon an indefinitely long season of inactivity. I have not been so blest. When Captain Smith died he had in his mind a story, wholly complete, ready to be dictated, and the best he had ever produced. I still have that story, perfect in all its

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DRINK LION COFFEE

A TRUE COMBINATION
OF MOCHA, JAVA & RIO.

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

MERCHANTS



You want this Coffee Cabinet; its the best fixture you ever put into your store. Holds 120 One lb. packages.

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

\$100 GIVEN AWAY

To the Smokers of the
PRINCE RUDOLPH CIGARS.

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

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

Bolts Wanted!

I want 500 to 1,000 cords of Poplar Excelsior Bolts, 18, 36 and 54 inches long.
I also want Basswood Bolts, same lengths as above. For particulars address

J. W. FOX, Grand Rapids, Mich.

11-Inch STATEMENTS.

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

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| 500 Printed and Blocked in tabs of 100, | - | - | \$2.00 |
| 1,000 " " " " - - | - | - | 3.00 |
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SEND FOR SAMPLE!

THE TRADESMAN COMPANY

GRAND RAPIDS, MICH.

details, and I fear there can be no rest for me until I have given my treasure to the world. I believe that if that story were off my mind I could quietly return to this glass jar, and, in a peaceful, dreamless sleep, be as oblivious as you are. The favor I would ask of you is: Will you kindly allow me to occupy, for a brief period, your skull, and from that position to dictate while you write?"

Again the skeleton bowed its agreement, and the brain took the desired position. The bony fingers grasped the pen, dipped it in the ink, and poised it above the paper. "The Presidential Chimney-sweep," announced the brain. The hand that wrote rattled as it moved across the page but the penmanship was clear and distinct. On it moved with the regularity of clockwork, following the slow, monotonous intonations of the brain. For hours they worked thus together; but when the first faint ray of morning light entered the window and fell across the written page the brain-voice hushed, and the skeleton hand stopped in the middle of "Finis."

Should you ever visit C—, and while there think that you would like to know more about "The Presidential Chimney-sweep," arm yourself with a letter of introduction from some eminent doctor of medicine, present it at the State College of Physicians and Surgeons, and after your courteous escort has shown you all the building and its curiosities, he will take from a certain drawer a well-preserved and carefully-written manuscript, and in an awe-stricken whisper will tell you that it was found one morning lying on the president's private desk. Who wrote it no one knows; but a skeleton hand was resting a pen upon its pages.

CARRIE CLARK.

Quick Payments Profitable.

From the Shoe.

In the office of a New York firm of advertising agents, there is conspicuously posted a notice: "All bills received by noon must be paid upon the day of receipt, if found to be correct." What is the effect? The publisher who may have a bill against that firm knows that if the bill rendered is correct, he will receive immediate payment, and that the money can be depended upon for immediate use, due allowance being made for transmission. And it is generally admitted that this firm of advertising agents can secure the lowest rates for advertising space—and sometimes lower. The firm has found it profitable.

In Boston there is a printer who has been in business many years. He is a good printer, and proof of this is that he has never had to solicit business, his office always having had a steady trade that has made him well off. Some years ago there was a flurry in paper, prices dropped and the manufacturers were glad to unload at almost cost—some at less. This printer had always paid cash, generally spot cash, and had always found it profitable to carry a sufficient stock of standard papers, to avoid buying on a high market. What more natural than that this printer should be offered paper at a price as low as to anyone, and a shade off that? The manufacturers knew that if he bought at all he would pay cash, and that such figures as they might name would not be used for a time purchase. The result was that the printer made more money on paper that year than he did in his printing business—and it was a very profitable business, too.

There is a shoe manufacturer—and doubtless many of them—who discounts his purchases. He does a large business, and his bills for stock are between \$200,000 and \$300,000 a year. Knowing that sales to him mean ready funds, he can buy at the lowest notch—below the average—and this advantage and the difference between the discounts and bor-

rowing rate for money, amounts to a couple of cents profit on a pair of shoes before the leather is cut. He makes money.

Now a most natural comment upon these statements is that anyone can pay cash and reap the benefits if he has the capital. And that suggests the inquiry why more business men do not do it, in view of the fact that the three concerns cited—as well as thousands of others—have made their money while, and possibly by, following that practice.

It often happens that methods that will profit a large business will not proportionately benefit a small one, but the advantages of quick payments will be found to be greater for the small concern than for that with heavy capital, as it is only in the large transaction that the stability of the heavy firm is questioned with anything like the scrutiny given the small business with every sale.

A common discount given by shoe manufacturers is six per cent. off ten days or five per cent. off thirty days, a difference of one per cent. for anticipating payment twenty days, equal to eighteen per cent. a year on the average monthly bill. If it be known by experience that a retailer pays promptly ten days from date of bill, which at far points is equivalent to receipt of goods, he is practically a spot cash customer, and can secure all the advantages of discounts and low prices that can be given. Take the case of a dealer doing a business of \$16,000 or \$17,000 yearly, whose monthly bills will be about \$1,000. As his own prompt payments will not affect his collections—although he will find that his own promptness will cause him to use more care in crediting others, and save him many dollars each year—he will have to employ say \$1,000 more capital in availing himself of the additional one per cent. discount for twenty day's time. One per cent. on \$1,000 for twenty days would be 18 per cent. a year, but as he could not expect to have the \$1,000 employed in covering such discount for more than three-fourths of the time, owing to the fact that his bills will not become due at exactly equal intervals throughout the year, the saving will be 13½ per cent. on \$1,000. Deduct from that the loaning value of the money, say six per cent. and the per cent. remaining is 7½. Conservative opinion is that such quicker payments would benefit the dealer's purchases at least one per cent.—some manufacturers put it higher—which on \$1,000 a month would amount to \$120 a year, equal to 12 per cent.; which would make the total saving about twenty [19½] per cent. a year on the \$1,000 of additional capital employed.

What the effect of adopting ten-day payments might be in the case of a dealer who has been in the habit of deferring payments several months, and then settling only upon threats, can only be surmised. It would doubtless suggest the death of a rich uncle, a lucky number in the Louisiana, or a scheme anticipating failure. But if the plan was adopted with honest intentions he undoubtedly would, after the novelty wore off, and the confidence of the trade was established, be surprised how cheaply shoes can be manufactured.

Considering that the most successful houses are the ones that most quickly pay their bills, is not their practice a good guide for the dealer striving for success? And would not many dealers be benefited by slightly reducing their stock, and largely anticipating their present slow methods of payment?

Words Not to be Used.

- Cute, for acute.
- Party, for person.
- Depot, for station.
- Promise, for assure.
- Posted, for informed.
- Stopping, for staying.
- Like I do, for as I do.
- Feel badly, for feel bad.
- Healthy, for wholesome.
- First-rate, as an adverb.
- Try and do, for try to do.
- These kind, for this kind.
- Cunning, for small, dainty.
- Funny, for odd or unusual.
- Guess, for suppose or think.
- Fix, for arrange or prepare.
- Just as soon, for just as lief.

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.

Drug Store for Sale at a Bargain

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

C. L. BRUNDAGE,

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

CINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists, GRAND RAPIDS.

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.

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.

Grand Rapids Electrotype Co.,
ELECTROTYPERS

—AND—

STEREOTYPERS

6 and 8 Erie St., GRAND RAPIDS.

A. D. SPANGLER & CO.,
GENERAL

Commission Merchants

And Wholesale Dealers in

Fruits and Produce.

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

SAGINAW, E. Side, MICH.

BEACH'S

New York Coffee Rooms.

61 Pearl Street.

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

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

FRANK M. BEACH, Prop.

THOS. E. WYKES,

WHOLESALE

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

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

WAREHOUSE AND MAIN OFFICE:

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

BRANCH OFFICE:

Builders' Exchange.

AMONG THE TRADE.

AROUND THE STATE.

White Cloud—N. W. Wiley has sold his general stock to J. Cohen.

Detroit—E. B. Pease succeeds E. B. Pease & Bro. in the wholesale paper business.

Manistee—A. P. Olsson & Olsson have opened a new boot and shoe store at 337 River street.

Dundee—G. W. Bartow has sold his interest in the meat market firm of Bartow & Crane to D. E. Martin.

West Bay City—Fred Mohr is succeeded by Mohr Bros. in the clothing and men's furnishing goods business.

Eaton Rapids—Dodge & VanDeusen, grocers, have dissolved partnership, the latter retiring from the firm.

Brant—Irving Kidney has purchased the hardware stock of Geo. Ward and the implement stock of Perry Crane.

Hastings—A. Wooley has disposed of a half interest in his boot and shoe business to Dewitt Bronson and the business will hereafter be conducted under the firm name of Wooley & Bronson.

Freesoil—F. J. Kobe has closed out his business here and removed to Nessen City, where he has purchased the timber and sawmill formerly owned by J. O. Nessen.

Ionia—E. B. Miller, who retires from the dry goods business here to take charge of the ladies' furnishing department in J. L. Hudson's Detroit store, has been a resident of Ionia for twenty-nine years, most of the time dry goods trade. He came here as a clerk for Carr & Dye, and remained with them for some time, and afterwards was with J. L. Hudson, in the early days of his career here. He has been in trade on his own account for sixteen years.

Jackson—One of the mortgages on the J. J. Tuomey stock was held by the Jackson City Bank, and it was understood that the amount should be settled before possession was given to the purchaser, H. S. Holmes. As that gentleman refused to settle for the full amount of the mortgage, Barkworth & Cobb, attorneys for the Bank, have foreclosed and taken possession of the store and stock, which will again be sold July 14, at 1 p. m. Everything in the store is covered by the mortgage except the boots and shoes, furniture, mattresses, springs, pictures, stoves, tinware, house furnishing goods, baby cabs and refrigerators.

Detroit—What seems to be a proposed settlement of a failure, without the agency of a court of equity, is presented in two circulars sent out to creditors by the attorneys of the insolvent firm of Miller & Co., grocers, on Cadillac square. The first circular announced that on June 18 they were induced by C. H. Michell, from whom they had purchased goods and received money advances, to give him a chattel mortgage for the amount of his claim, \$5,024.58; that an inventory was being taken and pending it no settlement could be made; that they hoped to settle dollar for dollar, and requested that no steps be taken to retard settlement, for if the mortgagee was obliged to take the stock and close it out, but little would be realized for outside creditors. It seems the creditors complied with their request. After the inventory had been taken another circular was sent out stating that the business was in a worse condition than was anticipated; the stock was worth \$14,032.23, and fix-

tures \$1,000, while the liabilities amounted to \$22,000; that the above statement was open to investigation; however, L. J. Miller of Cleveland, a tea merchant and brother of C. A. Miller, offered to pay the chattel mortgage and settle with outside creditors at 25 cents on the dollar. An answer to this circular is now awaited.

MANUFACTURING MATTERS.

Saugatuck—The Saugatuck basket factory was resold last Tuesday, C. Whitney being the purchaser. It is now being put in repair for operation.

Au Sable—It is reported that the H. M. Loud & Son's Lumber Co. has purchased the Potts Lumber Co.'s mill plant at Oscoda. The consideration has not been made public.

Luther—J. V. Crandall & Son, of Sand Lake, have purchased the interest of Wm. Ketchum in the shingle mill firm of Ketchum & Goul. The new firm will be known as Crandall & Goul.

Saginaw—Sibley & Bearinger are working away at 11,000,000 feet of logs which are hung up in the Spanish River, Ont. They hope to get them down, but the water in the stream is said to be at a lower stage than ever before known.

Marquette—Powell & De Haas, who leased the Busch & Bean mill at Skanee, have just finished a thorough overhauling of the plant, and began sawing Monday last. They will cut first some lumber for the Hagar & Johnson Manufacturing Company of this city.

Belding—C. Blume and E. Goodwin have purchased a lot on Broas street and begun the erection of a building in which to manufacture furniture. Machinery will be put in and run by steam, the engine being already on the ground. They will make bedsteads, tables, desks, etc.

Saginaw—The Flint & Pere Marquette Railroad is hauling 5,000,000 feet of logs from Clare county to this river for Murphy & Dorr, and is also hauling a quantity for Eddy, Avery & Eddy. The quantity hauled by this road for the first six months of the present year is much less than last year.

Alpena—Albert Pack & Co. will send a crew, in a few days, to Whitefish Point, Lake Superior, where they will build camps and cut 5,000,000 feet of logs, which will be banked on the Besty river and rafted to Alpena. Pack & Co. have 75,000,000 feet of pine in that locality, and the entire lot will reinforce Alpena mills.

Marquette—The log trains which the Duluth South, Shore & Atlantic have been running between Champion and this place have been taken off, they having moved about 12,000,000 feet—all the timber J. C. Brown got out at that place except the logs suitable for shingles, which were sold to Dyer Bros. for their new mill at that point.

Saginaw—It is understood that the Geo. F. Cross Lumber Co., operating a planing mill and sorting yard here, will do no more sorting, and that the whole outfit is to be transferred to Ford, Ky. Mr. Cross has been engaged in the lumber business in this section a quarter of a century, and is a business man and citizen who will find friends wherever he locates.

Nessen City—John Nesson, who was recently burned out here, has closed out his business, having made a trade with

F. J. Kobe, who formerly ran a mill at Freesoil. Kobe will move his mill to Nessen City, and will complete Nessen's sawing contracts, and probably take most of his timber lands off his hands. Nessen has bought out the stock in the Manistee Lumber Co.'s store, Manistee, and will run that establishment.

Saginaw—It is reported here that W. H. Sawyer, of Tonawanda, and John C. Brown, of this city, have purchased of Seymour Coleman, of Chicago, and the Michigan Land & Lumber Co. two tracts of pine on the Iron River, Upper Peninsula, estimated to cut 65,000,000 feet. The consideration is reported as close to \$4, and Mr. Brown, who has the contract to put the timber in, expects to cut 25,000,000 feet of it the coming fall and winter.

Manistee—The Manistee & Grand Rapids Railroad has recently received forty flat cars of the largest carrying capacity, and having two powerful locomotives will begin hauling logs soon. There are some tracts of timber on the line which were burned over this spring and which will have to be put in at once to save them from the ravages of the worms. The Manistee & Luther Railroad is hauling a large amount of logs, and has all it can do.

Ionia—The Michigan Overall Manufacturing Co. has opened a branch sawing room at Minneapolis. The company carried \$2,000 to surplus account last Wednesday, besides passing a comfortable balance to undivided profits, out of its earnings for the past six months. This is 4 per cent. on its entire capital of \$50,000, and is equivalent to over 7½ per cent. on the capital actually employed, as the increased stock has been paid in less than six weeks.

Muskegon—A company bearing the title of the Wolff Piano and Organ Stool Co. has been organized in this city for the manufacture and sale of piano and organ stools, etc. The capital stock is \$20,000, of which half is paid in. The stockholders are: H. A. Wolff, 558 shares; Jas. Mulder, 1; Geo. E. March, 390; R. A. Fleming, 25; D. D. Ewin, 25; Jno. Vanderwerp 1; H. A. Wolff, trustee, 1,000. The officers are: D. D. Ewin, President; Jno. Vanderwerp Vice-President; R. A. Fleming, Secretary and Treasurer; H. A. Wolff, General Manager.

Wools Without Change—Hides Quiet—Tallow Active.

The wool market has got down 2 to 3c below last spring's prices, and yet manufacturers will not buy only as they can find light shrinkage lots at price to suit. They have again taken largely of Australian and at 10 per cent higher value, preferring it to Michigan fleece in its bad put up condition. This is likely to be the case until home fleeces are put up in a condition that they can be used without so much shrinkage from tags, twine and stuffings. The fleece has been bought at a higher price in the country than will realize a profit on any market in sight.

Hides are quiet, without any change. Tanners have cut short working in to such an extent that the small supply is more than adequate to the small wants. Leather must move more freely before they can change from a conservative course.

Tallow is in good demand, but the supply is large and holders are ready sellers at the price.

The Grocery Market.

Sugars are a little lower than a week ago, but the market was strong Saturday, with some prospect of an advance the first part of the week. Cheese is firmer and a little higher, owing to the curtailment of the output. Through a mistake of Leidersdorf's traveling representative "Rob Roy" smoking was quoted 23c last week, when the price should have been 24c. "Red Clover" was quoted at 32c, when the price should have been 30c.

Miss Nellie Oppeneer, book-keeper for K. Dykema & Bro., is spending a couple of weeks in the East, going via the St. Lawrence River and returning by way of the Hudson River.

Frank E. Leonard has gone to New York, where he will remain a couple of weeks.

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.

FOR RENT—LELAND HOTEL, No. 522 SOUTH DIVISION street; steam-heated throughout; has bath rooms, closets, gas, etc., on each floor; the right location for a good paying business. Ed. E. Mohl, 91 Monroe street. 276

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

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—A COMPLETE DRUG STOCK AND FIXTURES; stock well assorted can be bought at a bargain. Address for particulars S. P. Hicks, Litchfield, Mich. 274

FOR SALE—AT ONCE A STOCK OF CLOTHING, hats and gent's furnishing goods, located in a No. 1 town of 3000 population. Only exclusive clothing store in town. Stock almost new. Will sell for 75 cents on dollar invoice price. Must be spot cash and no trading. Stock invoices \$4000. Good reasons for selling. Address No. 281, care Michigan Tradesman. 281

FOR SALE—A COMPLETE LOGGING OUTFIT AT A bargain. Will sell all or part, as desired. Also one standard gauge Shay locomotive in first-class working condition. Apply to W. A. D. Rose, Big Rapids, Mich. 282

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

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

SITUATIONS WANTED.

WANTED—POSITION 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 & Gardiner, 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. K. Mandigo, Sherwood, Mich. 266

WANTED—RELIEF DRUG CLERK AT ONCE FOR few weeks; perhaps longer. References required. F. D. Paquette, Ludington, Mich. 283

GRAND RAPIDS GOSSIP.

Rowland & Gauthier will succeed Wood & Rowland in the grocery business on Cherry street.

Jacob Snyder has opened a hardware store at Remus. Foster, Stevens & Co. furnished the stock.

Nick Guet is building a frame store at the corner of East and Baxter streets, which he will occupy as a meat market.

Cross & Isham, general dealers at Butternut, have added a line of boots and shoes. Geo. H. Reeder & Co. furnished the stock.

Thos. A. Gamey has embarked in the grocery business at Oakdale Park. The stock was furnished by the I. M. Clark Grocery Co.

Erickson Bros. have embarked in the grocery business at 83 Park avenue, Muskegon. The Olney & Judson Grocer Co. furnished the stock.

H. S. Pressburg will rebuild the three stores recently damaged by fire at the corner of East and Sherman streets. The corner store will be occupied by J. N. Aniba with a grocery stock.

Chas. M. Alden and Karl Judson have purchased the hardware stock belonging to the John Whitworth estate, at 39 West Bridge street, and will continue the business under the style of Alden & Judson.

E. A. Parkinson has sold his drug stock at 197 South Division street to Dr. H. B. Hatch, at Hart, who has removed it to that place and sold it to his former clerk, Mr. Reed, who will conduct the business.

Merchants who extended credit to the strikers and the various self-constituted committees during the progress of the street car strike now find themselves with considerable profit and loss accounts on hand.

M. E. Lapham, formerly engaged in the grocery business on South Division street, has purchased a tract of land at the corner of Grand avenue and the D., G. H. & M. Railway and will embark in the coal and wood business.

Anthony J. Quist, for three years city salesman for the Ball-Barnhart-Putman Co., and for the past six months house salesman for the same establishment, has concluded to embark in the wholesale cigar and tobacco business on his own account and will establish his headquarters at 186 Elizabeth street. He will run a wagon for the city trade.

A meeting of the retail grocers of the city will be held at the office of L. Winterintz, at 3 o'clock Friday afternoon, to decide upon a date for the annual grocers' picnic and make the necessary preliminary arrangements. J. Geo. Lehman will captain the ball game between the retailers and wholesalers and Steve Sears will preside over the destinies of the latter.

Eugene Klein, who formerly conducted a drug store on West Bridge street, but who removed to Detroit a year ago to take the management of the Detroit Paper Novelty Co., has begun a suit against the company for non-fulfillment of contract. In his declaration in a suit for \$10,000 damages, he claims he contracted with the company to sell his share of stock in the company back to it for \$5,150. He claims the defendant has not paid the full amount, hence the suit.

Gripsack Brigade

A. B. Cole has purchased Wm. H. Downs' half interest in the Coles-Downs cottage at Ottawa Beach.

Peter Lankester and wife are rejoicing over the advent of a youngster who tips the beam at 9½ pounds, net weight.

Chas. M. Falls has leased a cottage at Mackinac Island, where his family have taken up their residence for the summer.

L. M. Mills stayed in last week to superintend the finishing touches on his patent cash register, which is now considered the perfection of mechanism.

A. S. Doack has gone to Coaticooke Quebec, in response to a telegram announcing the fatal illness of his father. His route is being covered in the meantime by John Payne.

Paddy Miles and M. K. Walton left Saturday night for the Soo, where they will join the party of canoeists who left Traverse City last Tuesday for a tour to the upper shore of Lake Superior.

"I have known commercial travelers," said a hotel clerk, "to stay out until the early hours of Sunday morning and yet they would get up and go to church Sunday, no matter how severe the weather was. They said they were not particularly religious, but that they made it an invariable rule to go to church on Sunday or they would have no success during the week. I remember the case of a young fellow who came in from the train late one Saturday afternoon. 'I never had a worse week in my life,' he said; 'Why, I haven't taken one decent order. And the reason is I neglected to go to church last Sunday as is my usual custom. I am going out to-night, and may be out late, but I want to be called in time for church to-morrow forenoon.' He did not come in until 4 o'clock in the morning, but he insisted on being called at 9 o'clock, and though it was raining pitchforks went to church after a hearty breakfast. I joked him when he returned, and declared that he had not been to church. But he told me the minister's text and several good points of the sermon. Well, he declared that he had good luck all that week, and booked several of the largest orders he had ever taken in this city."

Purely Personal.

John Giles, the veteran Lowell grocer, died last week. He was a good merchant.

Jacob Vanderveen has taken the position of Teller in the Kent County Savings Bank.

Milton Reeder has recovered from his recent attack of typhoid fever and resumed his duties as book-keeper for Geo. H. Reeder & Co.

M. E. Betts, formerly engaged in the drug business at Edmore, but now a successful pharmacist at Tonawanda, N. Y., is spending a week in the city with friends.

Dan C. Steketee has been spending a couple of weeks at Macatawa Park and Peter and Paul J. Steketee go to that celebrated resort this week for a similar respite from business cares.

Samuel M. Lemon and John Caulfield attended the funeral of John Giles, at Lowell, last Saturday. It was the largest funeral ever held at that place, showing the appreciation in which the deceased was held by his friends and neighbors. The interment was made at Grattan, where the deceased was born, and where his mother still lives.

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.

**FIRE CRACKERS
FIRE WORKS
LAGS**

Toy Pistols, Paper Caps, Etc.
Climax Chocolate Drops--Latest and Best.

A. E. BROOKS & CO.,

Confectioners, 46 Ottawa Street, Grand Rapids, Mich.

Wall Paper and Window Shades.

House and Store Shades Made to Order.

NELSON BROS. & CO.,
68 MONROE STREET.

FIRE WORKS! FIRE CRACKERS!

FLAGS!

Lanterns, Balloons, Etc.

AT

PUTNAM CANDY CO.

RICH AND POOR DEBTORS.

How the Cash Man and the Poor Man are Discriminated Against.

From the Collector.

Some men are too rich to be good pay. They buy liberally and they are able to pay and credit must not be refused because their trade is to be desired. But to get the money! Go to leading merchants of your town and ask which represents the largest amount of credits on their books, the rich or the poor, and they will tell you the former. The poor man is dunned. If his bill runs beyond the customary limit, the collector is after him, while the bill of his opulent neighbor goes, if it goes at all, through the mails as a very very gentle reminder. Many a merchant will say, "If I could make my collections from my customers who are good, I would not care for the doubtful credits," and so "to him that hath it shall be given, etc." The poor man pays for the favors to the rich man in this regard. The store needs money, and the first accounts to be dunned are the ones where the pay will be forthcoming, and, strange to say, that is from the great mass of men who are living close to the border of want, who are expected and required to pay cash, or, what amounts to the same, on very short credit. The poor man with his cash in hand pays the penalty of his rich neighbor's habit of running bills and neglecting to take care of them in due time.

In one sense, the store-keeper (we refer to the large store) does not know his best customers. People who pay cash have no status, no rating in the city establishment. We have a case in mind of a gentleman ordering a carpet at a place where he had been a cash customer for five years. The carpet came due time to the house marked C. O. D. The gentleman repaired in hot haste to the store and demanded why he thus had been treated—he, an old customer, and as good pay as any that ever entered the place. "Is your name on our book?" inquired the manager. "No, sir," was the answer; "is it necessary in order for me to run a small bill with you that I must be already in debt to you, or be in the habit of using my credit?" It certainly was curious, and yet the manager had a good reason for his action. The cash payer does not become known. His cash speaks for him, and the individual has no identity there until he gets on the books. How to get the rich to pay is often a serious question. We had a large bill against a jeweler. He had no money, but plenty of accounts. "I will turn over some of them as security." "Very well," we say, and he goes to work picking them out for us; "But why not this one?" we ask. "Oh, that would not do, he is one of my best customers, and it would drive him away to dun him." "I know it, but it is good," and so we take the accounts against the respectable poor and unmercifully we press down upon them until we get our money, and the rich man, neglectful of his neighbor's rights, and his own duty, is safe behind the barriers of his money bags. It will be ever thus.

Not Suited for That Business.

"What's become of young Dimity? I never see him any more," said a customer to Mr. Challie, of the firm of Challie & Peckay, proprietors and managers of a vast dry goods emporium. "I had to dispense with his services." "Ah?" "Yes. He was too exact." "Indeed?" "And too conscientious." "I never heard exactness and conscientiousness made the cause of a man's discharge before."

"Well, these qualities may be all right in their place, but a dry goods establishment is hardly the place for them." "I don't quite understand why." "Well, I'll tell you. I happened to overhear a customer ask young Dimity how much a certain piece of goods was worth. 'Well, ma'am,' said Dimity, in reply, 'that goods is worth 75 cents a yard, but the price is \$1.' You can see for yourself what an impracticable man he was for the dry goods trade.

Dry Goods Price Current.

Table listing various dry goods items and their prices, including categories like UNBLEACHED COTTONS, BLEACHED COTTONS, CARPET WARP, CORSETS, and more.

Table listing various textile and fabric items and their prices, including categories like DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED PLANNEL, MIXED PLANNEL, DOMEY PLANNEL, CANVASS AND PADDING, DUCKS, WADDINGS, SILESAS, SEWING SILK, HOOKS AND EYES—PER GROSS, PINS, COTTON TAPE, SAFETY PINS, NEEDLES—PER M., TABLE OIL CLOTH, COTTON TWINES, and PLAID OSNABURGS.

Carpets, Rugs, Curtains.

Write for our Prices on Floor Oil Cloths Oil Cloth Bindings. SMITH & SANFORD.



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

Voigt, Herpolsheimer & Co., Importers and Jobbers of Staple and Fancy

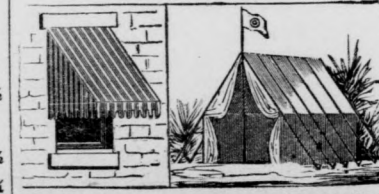
DRY GOODS, NOTIONS, CARPETS, CURTAINS. Manufacturers of Shirts, Pants, Overalls, Etc.

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.

AWNINGS AND TENTS.



Flags, Horse and Wagon Covers, Seat Shades, Large Umbrellas, Oiled Clothing, Wide Cotton Ducks, etc. Send for Illustrated Catalogue. CHAS. A. COYE, 11 Pearl Street. Telephone 106.

THE TOUGHEST TOWN.

Experience of a Traveling Man in Indiana.

"I recently struck the toughest town in America," said a traveling man the other day. "It is Mullan, a little town in the Coeur d'Alene mining district, in Indiana. In company with another traveling man, I arrived at the place just at dusk and asked to be shown to a room at the only hotel, to get separated from the dust taken up on a long stage ride.

"The tavern-keeper was dealing faro in the office and we had to wait until the crowd went broke before he would even look at us. About 9 o'clock he got all of the money and gave us rooms. He took us out in the street and pointing to a lighted room in the top corner of the hotel, said our rooms were next to that. We had to enter the house and find our beds. The landlord wouldn't walk upstairs with us, and his clerk was away acting as referee at a prize fight.

"We were eating lunch at a table where two miners were seated, and one of the men said to his friend: 'Get onto the bloakes eatin' pie wid a fork. Dey must be English lords.' Nearly everyone in town had a pistol strapped on his belt and all looked as if they were ready to start the fireworks on the slightest provocation. When we retired I asked the clerk for a pitcher of ice-water.

"You ducks got nerve," he said.

"Why?"

"Askin' for ice-water when the bar ain't closed yet. Don't serve no ice-water here till the bar closes. See?"

"We went to our rooms, and during the night sent down stairs three or four times for a pitcher of water, but could get none. Presently a heavy pair of boots was heard on the stairs, and I thought the hotel man's conscience had been creeping around. A thump on the door and the miner who had commented on our eating with a fork pushed in his head.

"'Xcuse me, pard,' he began, 'I heard you askin' for water.'

"Yes, we are very thirsty, but the hotel-keeper won't give us any ice-water."

"Jim never had no heart, no how."

"He's a brute," I exclaimed, feeling grateful to the kind man.

"I knowed these parts well; been long 'fore Spokane was born, an' thought as how I might put yer onto some of de angles."

"You are very good, sir."

"Wal, de next time yer wants water don't bother for to send down to Jim. There's water in yer room."

"Here?"

"Cert. There's a spring in the bed."

"Then the villian slammed the door and nearly choked himself laughing."

The Banking Situation at Detroit.

DETROIT, July 11—During the past five years no less than eight new banks have been organized in Detroit, the last being the Home Savings Bank, with a capital of \$200,000. It would seem as if Detroit had all the banks that will be needed for the next decade, and yet during the past three months a well-known business man on Griswold street has been trying to organize a new one. He is still at it, and is reported to have obtained subscriptions for about \$50,000 worth of stock. If organized, the bank will not be devoted to some particular district where banking facilities are supposed to be lacking—like the River Savings Bank, for instance—but will take its place and make its fight for existence among the many institutions of the kind on Griswold street.

The prime mover in the new enterprise is not a banker himself, and never has been, although he formerly held an office on the board of a Griswold street bank. He is engaged in other business, and when seen this morning declined to give any particulars until the project is further advanced. "I will not deny that I have an ambition in that line," said he, "but the matter isn't ripe yet, and too much publicity might upset all my plans."

Cashier Joseph B. Moore, of the Peninsular Savings Bank and another cashier who did not wish his name published, were unanimous in saying that Detroit has too many banks already for the amount of capital invested. One of these gentlemen made a hurried calculation, and said there are now twenty-three organized and four private banks in Detroit. The organized banks have a combined capital of \$7,500,000.

"This," said he, "is all the capital we need, and would answer every purpose if it was not distributed among so many

banks. Cleveland, a much larger city than Detroit, has only twenty-four organized banks, with a total capital of \$12,000,000. There are six banks in that city with a capital of \$1,000,000 each. In Detroit we have only two capitalized at that amount. The trouble is, we have too many small banks, working on a small capital. Instead of more new banks being started and made able to pay, I think the next two or three years will see a number of these small banks consolidated, thus enabling them to save expenses on salaries, rents, and in other ways, and pay a more satisfactory return on the amount of capital invested."

Will Do For a Story.

A Kansas farmer, after four years of hard work trying to make a living, finally became disgusted and sold the farm. He packed his goods in a wagon and started towards the North. He had gotten into Nebraska when he met an old acquaintance, who said: "Hello, Jim; I thought

you were farming in Kansas?" "So I was," said Jim, "but I sold the farm." "What did you get for it?" was the next question. "Well, I got that heifer tied behind the wagon there." "You don't mean to tell me that you traded 160 acres of land for a heifer?" "No," said Jim. "I traded 80 acres for it. That was a pretty fair trade, but when we came to draw up the deed I found the fellow couldn't read or write, so I run in the other 80 on him."

How's This for a Partnership?

A firm at Jonesville, Ind., have a peculiar method of doing business. The two partners divide the cash each night, and each morning put an equal amount in the drawer. Each partner is charged up with the amount he credits to customers and if the bill is not paid it is his individual loss. It is said to work well, as they make money and never had a cent owed them for more than two weeks.

Use Tradesman or Superior Coupons.

Hardware Price Current.

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

Table of hardware prices including categories like AUGURS AND BITS, AXES, BARROWS, BOLTS, CAST STEEL, CARTRIDGES, CHISELS, COBLES, COFFERS, CRADLES, CROW BARS, DRILLS, DRIPPING PANS, ELBOWS, EXPANSIVE BITS, GALVANIZED IRON, GAUGES, Hammers, Hinges, Hollow Ware, House Furnishing Goods, Knobs, Locks, Mallets, Mills, Nails, Planes, Ropes, Squares, Sheet Iron, Saws, Shims, Spikes, Tapes, Tins, Wires, and various other tools and materials.

Table of hardware prices including categories like AUGURS AND BITS, AXES, BARROWS, BOLTS, CAST STEEL, CARTRIDGES, CHISELS, COBLES, COFFERS, CRADLES, CROW BARS, DRILLS, DRIPPING PANS, ELBOWS, EXPANSIVE BITS, GALVANIZED IRON, GAUGES, Hammers, Hinges, Hollow Ware, House Furnishing Goods, Knobs, Locks, Mallets, Mills, Nails, Planes, Ropes, Squares, Sheet Iron, Saws, Shims, Spikes, Tapes, Tins, Wires, and various other tools and materials.

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Michigan Tradesman

Official Organ of Michigan Business Men's Association.

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E. A. STOWE, Editor.

WEDNESDAY, JULY 15, 1891.

The retirement of Prof. Gower from the superintendency of the State Reform School for Boys, due to the parsimony of the last Legislature in reducing his salary, is in the nature of a public calamity. Mr. Gower has displayed wonderful ability in the discipline and system he has inaugurated at the Reform School and his administration has acquired a national reputation for its economy, simplicity and the loyal and law-abiding spirit instilled in the inmates of the institution. To permit such a man to leave the service of the State, for the purpose of saving a few hundred dollars in salary, is penny wise and pound foolish and the act should meet the condemnation of all friends of efficient service and good government.

THE TRADESMAN was unable to discuss the tariff question, as it was adopted by the political parties and taken out of the realm of business, where it properly belonged. The money question has not yet been engulfed in the wreck of politics and THE TRADESMAN is therefore not obliged to apologize for introducing the subject at this time, which it does by the reproduction of Andrew Carnegie's famous exposition of the silver situation from the June *North America Review*. Should an adequate answer to the article be made by any of the friends of unimpaired silver coinage, THE TRADESMAN should be glad to give place to that also.

During the past seventy years 15,641,688 immigrants have come into the United States. The arrivals show a constant increase for each decade since 1820, with the exception of the decade in which the civil war occurred, and the arrivals for the decade ending in 1890 were over 2,000,000 greater than those for the preceding decade. England has sent us the greater number of immigrants in the course of the seventy years, with Germany second and Ireland third. The year of the largest immigration was the fiscal year ending June 30, 1882, when the arrivals numbered 788,992. The immigration from Italy has shown a steady increase during the last decade. Of the immigrants arriving at the port of New York during the last fiscal year the greater number settled in New York and the neighboring states of Pennsylvania, New Jersey, Massachusetts and Connecticut.

THE TRADESMAN is pleased to note the efforts now being made in many Michigan towns to work up business booms and will gladly do all it can to aid such movements, no matter where undertaken or under what auspices they are conducted. To that end THE TRADESMAN solicits correspondence from every town which aims at a higher condition of material progress and opens its columns to

a free exposition of the claims of each community. The only conditions exacted are that nothing but facts be stated and that no invidious comparisons be indulged in. Let there be a prompt and spontaneous response to this generous offer!

It is by slow and expensive degrees that the labor problem is being solved. The process of evolution is by no means a painless one, but these agonizing experiences may in time serve to teach the better way. If they eventually lead both capital and labor to the point of settling all their differences by appeals to reason they will be worth all they cost; but that time will never come until the workman breaks away from the tyranny of the trades unions, with which no employer can deal and maintain his self respect.

The man who says that those who have performed no honest labor have amassed the most of the wealth, either does not know what he is talking about, or is so blinded by his prejudices as to be incapable of sound reasoning. Of course, the whole question hinges upon what is meant by honest labor: for in these United States there is not one able-bodied man in a hundred who is not compelled, or who does not feel himself compelled, to labor for his living in one way or other.

Instead of considering himself a public servant with a duty to perform, the officeholder too often seems to consider himself a public pet whose constituents have sent him on a picnic at their own expense. He is like the Kentucky legislator, who, when approached upon the subject of adjournment, said he "would like to know why they wanted to adjourn when they were getting five dollars per day and pie every day."

The indications now are that if we do not have too much rain, or too long a drouth, if grasshoppers, hog cholera, pleuro pneumonia, hail, cyclones, floods, lightning-rod agents, Bohemian oats frauds, and other calamities do not put in an interference, the farmer will next November have ample cause for celebrating Thanksgiving day.

How to Circumvent the Check Fiend.

The head clerk of a leading hotel, in discussing the annoyance caused by the man who asks to have a check cashed, the other day, remarked as follows:

"It is sometimes rather hard to refuse to cash a check for a gentleman whom you have known casually, but it must be done in my business or I would soon owe the hotel more money than I could pay in a lifetime. You see, if a man asks you to cash his check and you think you know him well enough to do it and take the risk, you cannot very well ask him if the check is good and will be paid. Yet, if you fail to ask him that question, the law holds that you cannot prosecute him criminally, in case the check is rejected by the bank on which it is drawn. If you cannot prosecute him criminally, the rascal cares nothing for your contempt or for any civil suit you may bring against him. It is a common thing for men to start an account in a bank, let it run down to two or three dollars, and then draw checks against this account for sums of \$25 to \$50. Of course, the bank will not honor the check, yet as long as there is a slight balance to the man's credit, he cannot be arrested for fraud."

BUSINESS LAW.

Summarized Decisions from Courts of Last Resort.

FRAUDULENT CONDUCT OF BUSINESS.

Where a business is carried on wholly by the husband in the name of the wife, and she puts no money into the business, and the facts all tend to show that it was merely a subterfuge to evade liabilities for his debts, the profits arising from the business may be taken by his creditors and applied to their claims. *Hamil vs. Augustine*, Supreme Court of Iowa.

COLLECTION BY BANKS.

Where commercial paper is placed with a bank for collection only, upon making the collection the proceeds constitute a trust fund, and though the amount is credited to the owner on the books of the bank as a general credit, and he is so notified and does not at once object thereto, upon the insolvency of the bank he may claim the fund as a trust fund and is not compelled to resort to his remedy as a general creditor. *Nurse vs. Satterlee*, Supreme Court of Iowa.

INJURY FROM MERCHANDISE TRUCK.

Where a merchant who uses in the course of his business a truck for handling heavy goods and keeps it when not in use where his customers have no reason to go, he cannot be held liable for injuries sustained by a customer who unnecessarily follows a clerk to the place where the truck is kept, and while there falls over it and is injured. *Hart vs. Grennell*, Court of Appeals of New York.

RESCISSION OF CONTRACT FOR SALE OF GOODS FOR FRAUD.

In order to entitle one to rescind a contract for the sale of goods because the purchaser bought them without intending to pay for them, it must be shown that the intent was formed and acted upon at the time the goods were bought. And where a merchant in failing circumstances, who knew that he must fail, but could not know just when he would be obliged to stop payment, the presumption is great that he knew he could not pay for them at the maturity of the bill, and therefore he may be said to have bought them without intending to pay for them. *Whittin vs. Fitzwater*, Supreme Court of New York.

NEGLIGENCE OF DELIVERY WAGON DRIVER.

A master is liable for the results of his servant's negligence while engaged in his business, and one who employs a delivery wagon in his business is liable for damage caused by the negligence of his driver in driving the wagon. It is sufficient proof of the ownership of the wagon, to show that the wagon had painted upon it the name and address of the firm, and was engaged in making deliveries of goods for them at the time of the accident. *Seaman vs. Koehler*, Court of Appeals of New York.

DEPOSIT IN BANK FOR SPECIAL PURPOSE.

A depositor of a bank has a right to make a special deposit for a specific purpose, and upon notice to the receiving teller that the deposit is to be so applied, the bank is liable for the amount if it is otherwise applied. One who is already indebted to the bank, may make a deposit to cover a specified check which is out, and when so deposited it must be so applied as directed. *Straus vs. Tradesmen's National Bank of New York*, Court of Appeals of New York.

DAMAGED GOODS IN RENTED BUILDING.

In case of a lease of property in which there is a clause which provides that "if the premises become untenable by reason of fire no rent shall be charged until they are made tenable by the lessor," it is necessary for the tenants to discontinue paying rent and notify the lessor of the untenable condition of the place, or move out of the building; otherwise the lessee cannot recover for damages to goods or property, which result from the untenable condition of the building. Evidence showing why

the lessee continues to occupy the premises after they become untenable is not admissible. The fact that he continues to occupy them refutes the claim that they are untenable. *Taturn vs. Thompson*, Supreme Court of California.

Transportation Arrangements for the Detroit Excursion.

DETROIT, July 10—The Committee on Transportation have secured the following rates from Detroit and return by the Detroit, Grand Haven & Milwaukee Railway, for a party of fifty or more, round trip tickets, good to return in five days, for \$4.50, including bus fare at Grand Rapids. Tickets good going on any regular train on Saturday, July 25, and returning on any regular train within five days. Parties going from Detroit can procure tickets of M. J. Matthews, 34 Congress street west. Trains leave the Brush street depot at 6:50 and 11 a. m., and 4:30 p. m. The 6:50 a. m. train is the most desirable one.

Parties residing at Ann Arbor, Ypsilanti, Birmingham or Pontiac, can procure the Detroit rates, by remitting the amount, \$4.50 to M. J. Matthews, and the ticket will be forwarded by mail, if ordered not later than Thursday, the 23d inst.

For parties of ten or more and less than fifty from any station on any road, can procure tickets of station agent at two cents per mile each way for round trip. For parties of fifty or more, under same conditions, one and one-half cents per mile each direction, or one fare for the round trip. Tickets good going on any regular train on Saturday, July 25, and returning by any regular train within five days.

Also, special one-way rates of two cents per mile per capita, for parties of ten or more traveling together on one ticket. Parties outside of Detroit to procure tickets of station agent.

Members of the association are requested to extend an invitation to all their mercantile friends and all commercial travelers (not members of the association) to meet with us at Grand Rapids. Members will please notify the Secretary by postal, how many they expect will go from their different localities.

Jos. T. Lowry, Chairman.

A Prune Growers' Combine.

Arrangements have been made to combine three of the largest prune ranches of California and form a stock company, with a capital stock at \$500,000 to make a decided fight for the American market for American fruit. The annual consumption of prunes in the United States is from 75,000,000 to 100,000,000 pounds, all of which are imported from the Old World except that which is produced in California, estimated at 17,000,000 pounds (during 1890 the California output was about 14,000,000). Allowing for an increased acreage and a full crop, the output of California for 1891 will be from 20,000,000 to 25,000,000 pounds. As California prunes sell in the markets of the Eastern States at fully 1 cent per pound higher than imported brands, and as imported prunes pay an import duty of two cents per pound, it is clear that Californians have an advantage of fully three cents per pound over the cost of imported prunes.

It is claimed that foreign products are not entirely satisfactory to the trade, and the producers in foreign countries are much discouraged, not entirely on account of the competition from California, but on account of the United States import duty of two cents per pound, which promises to take an important part in the gradual building up of the California prune industry, as the duty on raising has done with that product. California produces only about one-fifth the quantity of prunes consumed in the United States.

Another Combination "Off."

There is no longer any agreement between linseed crushers. Western members kicked over the traces, and made it necessary to sever the combination. It is every man for himself now.

Use "Tradesman" Coupons

OLD MAN SLIM.

Troubles and Trials of a Canadian Merchant.

QUEEN'S HOLLOW, Ont., July 8—Mr. Harvey has returned to his home in Michigan. He called at the store on his way over to the station to say good bye. We had just finished counting out over four hundred dozen eggs and the egg buyer had backed his wagon up to the door and we were loading on the crates. Harvey said it reminded him of home, as he handled and shipped large quantities of eggs and other produce. We told him that we did not bother with shipping our eggs, but sold them to a dealer over in Loyaltown, who had two wagons on the road which called once a week at all the country stores for miles around. Harvey said he didn't suppose that the product of the Canadian hen could be turned to any account whatever since the McKinley bill went into effect. Izik said it was so feared at first, and so conspicuously did this fear stick out that for some time after we heard that Bill McKinley had forbidden the great American stomach from harboring any more hen fruit that was grown on Canadian soil, every old hen in Canada positively refused to partake of any food that had a tendency to create a desire to lay eggs, in order to avoid a needless constitutional strain and a useless waste of energy; but, after a while when it was discovered that the Yankees were not the only folks in the world who sucked eggs, our crest-fallen hens began to elevate their drooping tail-feathers and cackle once more. To-day our Shanghai berry works are running in full blast and every old hen in the Dominion is doing her level best to supply her new-found friends with the fruits of her industry and demonstrate to her neighbors the fact that she prefers to live in her own coop and that she is abundantly able to do so. The Loyaltown dealer has shipped over 35,000 dozen so far this season to the English market.

Harvey invited us to make him a visit and we shook hands and said good "Good bye." He is a regular Yankee and a tip-top good fellow, and I believe if that infernal idea that got into my head a while ago should ever come to a head and break, I would take a little trip to Michigan. You see, I would have to go somewhere where I could rest for a few days, and where the old women of the Hollow would not be near to molest or make me afraid, and if I should go to Michigan, I could visit Harvey and see his store at the same time. I suppose his store is pretty slick, according to his description of it. He says our stores remind him of the country stores in the Southern States and over on the Pacific Coast—a little of everything all thrown together, without the least apparent effort to arrange or classify in view of convenience or appearance. He thinks there is a woeful lack of taste in the display of our goods and that we are away behind the Americans in general style. He said that our Canadian and British manufactured goods were homely, clumsy and devoid of elegance in style, and that they were shipped and handled too much in bulk. He told me I might step into an American shoe store, for instance, carrying a stock of six or eight thousand dollars and not see a shoe outside of the show windows. Pretty much the entire stock is carried in individual packages or cartons. He said the very idea of placing ladies' cowhide pegged shoes (he called our nice fine ladies' calf skin shoes cowhide) right on the shelves exposed to the vulgar gaze or hung by the heels to a clothes line stretched along over the counter—to say nothing about puddling in bulk saleratus and indulging in other vulgarisms—was enough to make any American merchant take a solemn oath to oppose the annexation of Canada until we pull the Southern States out of the mud and amputate the bumps and scrape off the moss from the mudsills we already have. I think Harvey said he bought his vinegar put up in little perfumed pink paper boxes, and that coal oil came in little red cotton sacks with a pretty little chromo pasted on one side, and that they had just commenced to ship factory cotton in neat little three-

cornered one quart tin cans. But Izik sticks to it that Harvey never said any such thing; just as if it made any difference to me. I never heard a Yankee talk where he had elbow-room without completely exhausting the powers of his imagination and giving a free exhibition of his wonderful faculties of invention, so if Mr. Harvey didn't say it, it was because he didn't think of it.

The population of Queen's Hollow is about 500. The valley is about a quarter of a mile wide and the village extends up over the hills on either side. Ely Nubbs keeps a grocery store on the east hill and on the west hill William Peter Noodles keeps a general store. The Cronk store and our own are down in the valley on either side of the creek road. Opposite the Cronk store, on the north side, is the tavern, which stands back from the street, forming a large open space in front, in the center of which stands the sign post. This post is about twenty-five feet high, with a frame about four feet square attached to the top, in which is hung the sign board. From morning till night and all through the stilly watches of the night that sign keeps up its creaking and moaning, as it swings backwards and forwards and informs the thirsty traveler that he has arrived at the "Queen's Hollow Retreat, by Jonas Weatherby." That old sign is never at rest, and Tillie says that when she wakes up in the night, the first sound that catches her ear is that caused by the old sign, and as she listens to its doleful moanings she thinks of the countless heart aches, the innumerable sobs and the bitter wailings which the business represented by that old sign has caused, and that its perpetual unrest, as it grates on its rusty old hinges, is ominously prophetic of the future condition of all those who are engaged in the nefarious traffic. That sounds just like a woman, don't it? God bless them, I wish the men could see such visions in the night and govern themselves accordingly! I wish the devil would take after more "Tam O'Shanter's" and give the women a chance to get even with him!

These old-fashioned English sign-posts with their swinging sign-boards are rapidly disappearing. One of these nights the boys will quietly consign this relic of the olden times to oblivion in the same way they did the only remaining one in Loyaltown last Hollow E'en, and old Weatherby will look out next morning and see nothing but a stump about two feet high to mark the spot where stood the hateful old landmark.

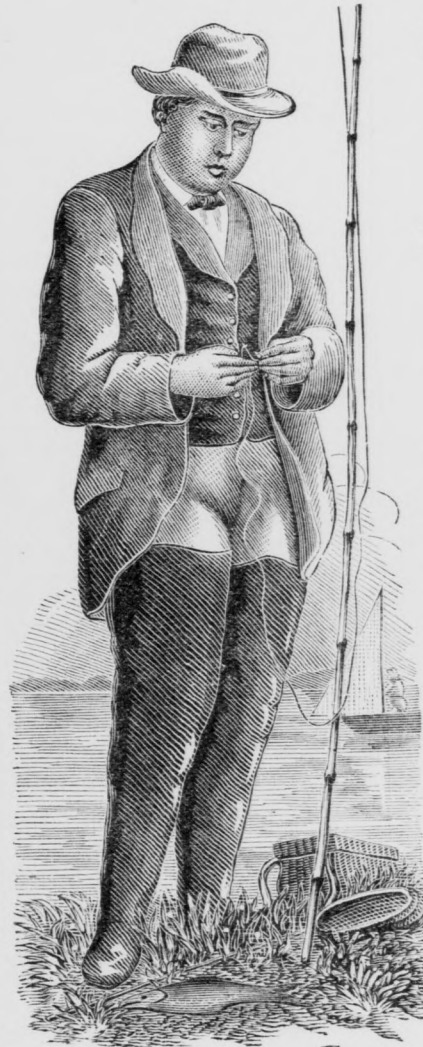
Old Cronk has sold his store to a young man by the name of Josephus Gobbarn. Jo. Gobbarn's father died pretty well off, eight years ago, providing in his will that Jo. should receive a legacy of \$3,000 the day he was twenty-one. Two years after Gobbarn's death, his widow married again, and Jo. remained at home just long enough to give his step-father a good thrashing. Jo. was only about fifteen years old at the time, but was tough and wiry, while his step-father was a very delicate man. Since then Jo. has roamed about a good deal and some pretty hard stories have been told about him from time to time. Six months ago he reached his majority and returned home from the Western States, where he had been for the last three years. About a month ago he received his legacy, since which time Cronk has been trying to sell out to him. He finally succeeded by promising to make him a deputy postmaster. Jo. thinks he can hold Cronk's Tory trade and, by playing Western Yankee, and bustling, or rustling, as he calls it, he can secure a large share of the Grit trade and make Slim & Slim slimmer and slimmer. We shall see. OLD MAN SLIM.

Ten essential oil distillers of England intend to form a combination to control the limited production of what is known as "Mitcham" peppermint oil.

WANTED--All kinds of Poultry, live or dressed. Consignments solicited.

F. J. DETTENTHALER,
117 Monroe Street,
GRAND RAPIDS, MICH.

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-STEVENSON
& CO.
MONROE ST.

Drugs & Medicines.**State Board of Pharmacy.**

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

Michigan State Pharmaceutical Ass'n.

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

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

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

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

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

THE NEW TREASURY MEASURES.

The Secretary of the Treasury has contributed two important items to the financial news of the past fortnight. He has changed the form of the monthly Treasury statement so as to make it show a large surplus instead of the deficit which it otherwise might have presented, and, with the advice and consent of his colleagues in the Cabinet and of the President, he has decided not to pay off the 4½ per cent. Government bonds maturing Sept. 1, but to extend them at two per cent.

Of the new form of Treasury statement I have to say only that the adoption of it seems to me to be an unnecessary and a useless complication of the public accounts. The purpose of the statement is to enable the public to judge of the nation's relative financial condition from month to month. If the same form is followed every month this judgment is easy, while so far as it departs from uniformity it confuses its readers. I know that for political purposes it is necessary sometimes to conceal if not to distort facts, but obscuration is not concealment, and a result which can be reached by a little figuring is not thereby kept out of sight. Perhaps from my book-keeping experience I am a little quicker than most people in analyzing a balance sheet, and I certainly shall be surprised if any one is induced to believe that there is a dollar more or a dollar less in the Treasury because the figures are arranged one way rather than another. A phantom surplus will not pay real debts.

I am not one of those who think it correct to say that the Treasury is bankrupt because it has not cash enough in hand to pay at once all its debts due on demand if payment of them should be demanded. Were this so, then there never was a time since the greenbacks were first issued when the Treasury was solvent. The \$346,000,000 of greenbacks now outstanding are the remainder of an amount once much larger. Until 1879 no provision at all existed for their redemption, and since 1879 there never has been much more than \$100,000,000 in coin available for the purpose. Yet the greenbacks by their terms, being payable on demand, are a demand debt, and it is only because no holder of them wants them paid that they are not presented for payment. The same is true of many other elements of the public debt. They consist of claims which nobody desires to enforce, and which may, therefore, for practical purposes, be treated as not enforceable. Such, for example, is the

undertaking to redeem the surrendered national bank circulation, against which the Government has received the necessary money from the banks, which, by statute, is no longer reckoned as a liability. Of this surrendered currency there is \$40,000,000 outstanding, and on an average only \$2,000,000 of it comes in each month. The five per cent. redemption fund deposited by the national banks for their live circulation is a similar debt, only nominally due on demand. Except upon the rare occasions when the mutilation or the defacement of the notes requires it, no call is made upon this fund. Deposits in national banks, of course, may, with propriety, be counted as available cash. On all these points it is mere finical criticism to find fault with the Secretary's views.

A Washington despatch accompanying the new statement hints that hereafter the Secretary will not regard outstanding checks and drafts as demand liabilities. I hope that this is not true. I remember very well that when I first opened my private account with the Bank of New York, years ago, Mr. Cornelius Heyer, the President, said to me: "Now, young man, I want to warn you that I will not allow any overdrawing. When you give out a check deduct it from you deposits, and when you have drawn all the checks that your deposits are good for don't draw any more. If you do, and I find it out, you and I will quarrel." I have never forgotten his injunction from that time to this, and when I hear it suggested that the Secretary of the United States Treasury has the right to draw checks against an imaginary balance I do not like it. When a man gives out a check it seems to me that the money it calls for belongs to the holder of the check, and not to the drawer of it, and I think that the United States Government should take the same view of the matter.

One thing must be remembered: the solvency or insolvency of the nation is not to be decided by the amount of cash it has in its vaults. The poet Addison, when reproached with his taciturnity in society, answered, alluding to his readiness with his pen: "I have not sixpence in my pocket, but I can draw for a thousand pounds." So, our Government, even if it should be temporarily in straits for ready money, can always raise what it needs by borrowing or by taxation. Our misfortune is, that owing to the want of control over Congress by the Executive, an adjustment of national receipts to national expenditures, such as obtains in most European states, is not the rule here. We take our financial precautions, as an Irishman would say, after they are found to be necessary, instead of before it so that while we are taking them we are liable to get into trouble.

Of the decision to offer the holders of the maturing 4½ per cent. bonds the privilege of extending them at 2 per cent., I think there can be only an approving opinion. As I showed four weeks ago, and as the facts plainly demonstrate now, the Treasury will be put to its trumps to meet the demands upon it during July and August without impairing its \$100,000,000 gold reserve, and if it undertook to pay the whole of the \$51,000,000 of 4½ per cents on Sept. 1, it could not avoid the impairment. I have none of the superstitious reverence for this golden \$100,000,000 which many have, and I do not see why a part of it

might not be used temporarily and then replaced later on. But human nature is human nature, and its whims must be respected by the statesman. A cutting into the \$100,000,000 gold fund would alarm so many people that if it can be avoided by the simple expedient of paying two per cent. interest for a year or so on \$51,000,000, it ought to be. It is a question in my mind whether the measure will succeed, but as sixty days more will settle it, I will not discuss the pros and cons of it now. As to the idea, that, by furnishing a basis for additional bank circulation, it will considerably increase that circulation, a mere inspection of the figures will show its fallacy. There are less than \$25,000,000 of the bonds available for the purpose altogether. To buy them the banks must pay par for them in cash, and when they deposit them in the Treasury they will get notes for only 90 per cent. of their face value, besides paying in another 5 per cent. to the Redemption Fund. This will leave only 85 per cent. of the investment to be used for loans, upon which the tax of 1 per cent. per annum on circulation reduces the profit to less than 7 per cent. on the 15 per cent. of capital locked up. I doubt very much whether many banks will be anxious to go into the operation, and even if enough of them should do it to utilize the whole \$25,000,000 of bonds, the additional currency furnished would be only \$22,500,000.

People are very properly dissatisfied with the extravagance of the last Congress, and with the embarrassment into which it has brought the Treasury, but the evil is not entirely unmixed, as I remarked three years ago of the piling up of the surplus, then equally complained of. The surplus, it is true, was drawn from the circulation, and in that respect was a disturbing element. Still its accumulation compelled economy on the part of the people as taxpayers, and much of it went to pay off and cancel the national debt. The rest of it has now been returned to the public, and it has supplied most, if not all, of the gold which Europe has taken from us during the last four months, thereby relieving her without distressing us. Besides this, unless I am misinformed, the West and Southwest has been so well supplied with currency as the result of the recent liberal Treasury disbursements that the usual drain upon this center for money to move the crops will not be so severe as it otherwise would be. This resource, to be sure, will not avail a second time. The surplus is gone and it will be a long time before we shall have another, but for the present it has averted a great calamity. Had it not been for the hoarded gold which the Treasury opportunely poured out, our money market would have to suffer for the benefit of that on the other side of the Atlantic. Now both are in a comfortable condition.

As to the effect upon the stock market and upon business generally of the Government's new financial measures, I know that my readers would like to be informed, and I would like to inform them if I could do it with anything like absolute confidence in the correctness of my judgment. The nearest I can come to it is to repeat that the probabilities are all in favor of higher prices and of greater activity. We have had eight months of inaction and expectation, and it is not in human nature to keep quiet much longer.

Let our crops only meet the expectations entertained of them, let the currency question be settled one way or another—no matter which so long as it is settled—and the machine will begin to move. Whatever any kind of property or security is really worth at this moment, it will in my judgment be worth more next spring. Only be sure that it is really worth what you are going to pay for it before you buy it.

MATTHEW MARSHAL.

Forty-five out of Eighty-three.

At the meeting of the Michigan Board of Pharmacy, held at Star Island on July 7, there were eighty-three persons examined, of which twenty-one passed as Registered Pharmacists, and twenty-four as Assistant Registered Pharmacists. The list of successful candidates is as follows:

REGISTERED PHARMACISTS.

Harry W. Andrews, Adrian.
 Ward N. Choate, Jackson.
 Frank W. Blair, Birmingham.
 James E. Doyle, Middleville.
 Thomas Reed Ellis, Port Huron.
 Bion E. Foley, Lakeview.
 Elizabeth Golden, Fenton.
 William S. Gregg, Detroit.
 Henry A. Herzer, East Saginaw.
 William Hyslop, Detroit.
 Max Magdelener, Detroit.
 Adam Newell, Burnip's Corners.
 T. E. Reily, North Branch.
 Fred W. Richter, Niles.
 William S. Savage, East Saginaw.
 Will E. L. Smith, Fenton.
 Wilbur Sylvester, Port Huron.
 Michael VanVleit, Detroit.
 George Von Nostitz, Detroit.
 Claude White, Lakeview.
 Purvis S. Wilson, Dresden, Ont.

ASSISTANT PHARMACISTS.

James A. Ardiel, Grand Rapids.
 Albert J. Beaudette, Windsor, Ont.
 Daniel H. Bryant, Detroit.
 Wade B. Camburn, Hanover.
 Frank Connell, Belding.
 Charles W. Culbertson, Ridgeway.
 Fred W. Dearlove, Mayville.
 Mark F. Drehmer, Marlette.
 George P. Heimberger, Detroit.
 Myron N. Henry, Greenville.
 Harney H. Hilliard, Hartford.
 Oscar A. Marfilens, East Saginaw.
 Marlin A. Millard, Gaines.
 Nicholas D. Morrish, Sault Ste. Marie.
 Rich A. Patrick, Detroit.
 Rolfe S. Patrick, Cassapolis.
 Oscar Peterson, Muskegon.
 Joseph Prybyloski, Detroit.
 John Stewart, Marlette.
 Saxe E. Stimson, Chelsea.
 Alex Stuart, Windsor, Ont.
 Walter Van Arkle, Muskegon.
 Thomas B. Welch, Strathroy, Ont.
 Rollins C. Winslow, West Branch.
 The election of officers of the Board for the ensuing year resulted as follows:
 President—Jacob Jesson.
 Secretary—James Vernor.
 Treasurer—George Gundrum.

Not So Silent.

A drummer in a Grand Rapids store was making some inquiries about the merchant's business.

"You run the establishment alone, I notice," he began.

"Yep."

"Anybody with you?"

"Yep."

"His name doesn't appear on your sign?"

"Nope."

"Ah! a silent partner?"

"Not much! It's my wife."

The Drug Market.

Opium is dull and weak. Morphia is unchanged. Quinine is lower for foreign brands. Domestic is unchanged. Boracic acid has declined. Cream tartar has declined. Blue vitrol is lower. Linseed oil has declined. Turpentine is lower. Long buchu leaves have advanced. Croton oil is lower. Oil orange is higher. Hemp seed is lower.

Wholesale Price Current.

Advanced—Long buchu leaves, oil orange.
Declined—Boracic acid, Malaga oil, croton oil, cream tartar, hemp seed, blue vitriol, German quinine, linseed oil, turpentine.

| | | | |
|-----------------------------|-----------------------------------------|-------------------------|-----------------------------|
| ACIDUM. | Cubebae..... @ 7 50 | TINCTURES. | Aconitum Napellis R..... 60 |
| Aceticum..... 80 10 | Erechtithos..... 90 10 | Aloes..... 60 | " and myrrh..... 60 |
| Benzoleum German..... 80 10 | Erigeron..... 2 35 50 | Arnica..... 50 | Asafetida..... 0 |
| Boracic..... 23 35 | Gaultheria..... 2 00 2 10 | Asafetida..... 0 | Atrope Belladonna..... 60 |
| Carbolicum..... 23 35 | Geranum, ounce..... @ 75 | Benzoin..... 60 | "..... 60 |
| Citricum..... 58 60 | Gossipi, Sem. gal..... 50 75 | Sanguinaria..... 50 | Barosma..... 50 |
| Hydrochlor..... 3 5 | Hedeoma..... 1 85 2 00 | Juniperi..... 50 2 00 | Cantharides..... 75 |
| Nitrosum..... 10 12 | Juniperi..... 1 85 2 00 | Asafetida..... 0 | Capsicum..... 50 |
| Oxalicum..... 11 13 | Lavendula..... 90 2 00 | Benzoin..... 60 | Ca damon..... 75 |
| Phosphorium dil..... 20 | Limonis..... 2 50 2 10 | "..... 60 | Castor..... 1 00 |
| Salicylicum..... 1 30 2 10 | Mentha Piper..... 2 90 2 30 | Sanguinaria..... 50 | Catechu..... 1 00 |
| Sulphuricum..... 1 40 2 10 | Mentha Verid..... 2 20 2 30 | Barosma..... 50 | Cinchona..... 50 |
| Tannicum..... 1 40 2 10 | Morrhuae, gal..... 1 00 2 10 | Cantharides..... 75 | " Co..... 60 |
| Tartaricum..... 40 42 | Myrela, ounce..... @ 50 | Capsicum..... 50 | Columba..... 50 |
| | Olive..... 90 2 75 | Ca damon..... 75 | Conium..... 50 |
| | Picis Liquida, (gal. 35)..... 1 04 2 20 | Castor..... 1 00 | Cubeba..... 50 |
| | Ricini..... 75 2 00 | Catechu..... 1 00 | Digitalis..... 50 |
| | Rosmarini..... @ 2 00 | Cinchona..... 50 | Ergot..... 50 |
| | Rosae, ounce..... @ 2 00 | " Co..... 60 | Gentian..... 50 |
| | Succini..... 40 2 45 | Columba..... 50 | Guaico..... 50 |
| | Santal..... 30 2 10 | Conium..... 50 | " ammon..... 50 |
| | Sassafras..... 3 50 7 00 | Cubeba..... 50 | Zingiber..... 50 |
| | Sinapis, ess, ounce..... @ 65 | Digitalis..... 50 | Hyoscyamus..... 50 |
| | Tigili..... @ 1 00 | Ergot..... 50 | Iodine..... 75 |
| | Thyme..... 40 2 50 | Gentian..... 50 | "..... 75 |
| | opt..... @ 60 | Guaico..... 50 | Ferri Chloridum..... 35 |
| | Theobromas..... 15 2 30 | "..... 50 | Kino..... 50 |
| | | Zingiber..... 50 | Lobelia..... 50 |
| | | Hyoscyamus..... 50 | Myrrh..... 50 |
| | | Iodine..... 75 | Nux Vomica..... 50 |
| | | "..... 75 | Opil..... 35 |
| | | Ferri Chloridum..... 35 | " Camphorated..... 2 00 |
| | | Kino..... 50 | Aurant Cortex..... 50 |
| | | Lobelia..... 50 | Quassia..... 50 |
| | | Myrrh..... 50 | Rhatany..... 50 |
| | | Nux Vomica..... 50 | Rhel..... 50 |
| | | Opil..... 35 | Cassia Acutifol..... 50 |
| | | " Camphorated..... 2 00 | " Co..... 50 |
| | | Aurant Cortex..... 50 | Serpentaria..... 50 |
| | | Quassia..... 50 | Stromolium..... 60 |
| | | Rhatany..... 50 | Tolutan..... 60 |
| | | Rhel..... 50 | Valerian..... 50 |
| | | Cassia Acutifol..... 50 | Veratrum Veride..... 50 |
| | | " Co..... 50 | |
| | | Serpentaria..... 50 | |
| | | Stromolium..... 60 | |
| | | Tolutan..... 60 | |
| | | Valerian..... 50 | |
| | | Veratrum Veride..... 50 | |

| | | |
|------------------------------------------------|-------------------------------------------|--------------------------------------------|
| Morphia, S. P. & W..... 2 05 2 20 | Seidlitz Mixture..... @ 25 | Linseed, boiled..... 46 49 |
| S. N. Y. Q. &..... 1 95 2 20 | Sinaps..... @ 18 | Neat's Foot, winter..... 50 60 |
| C. Co..... 1 95 2 20 | " opt..... @ 30 | strained..... 50 60 |
| Moschus Canton..... @ 40 | Snuff, Maccaboy, De..... @ 35 | Spirits Turpentine..... 42 50 |
| Myristica, No. 1..... 70 75 | Voes..... @ 35 | PAINTS. bbl. lb. |
| Nux Vomica, (po 20)..... @ 10 | Soda Boras, (po. 13)..... 12 13 | Red Venetian..... 13 2 2 3 |
| Os. Sepia..... 28 30 | Soda et Potass Tart..... 30 33 | Ochre, yellow Mars..... 13 2 4 |
| Pepsin Saac, H. & P. D. Co..... @ 2 00 | Soda Carb..... 1 1/2 2 2 | " Ber..... 13 2 3 |
| Picis Liq, N. C., 1/2 gal..... @ 2 00 | Soda, Bi-Carb..... @ 5 | Putty, commercial..... 2 1/2 2 3 |
| doz..... @ 2 00 | Soda, Ash..... 3 1/2 4 | " strictly pure..... 2 1/2 2 3 |
| Picis Liq, quarts..... @ 1 00 | Sps, Ether Co..... 50 55 | Vermilion Prime Amer..... 13 16 |
| " pints..... @ 85 | " Myrcia Dom..... @ 25 | Vermilion, English..... 70 75 |
| Pil Hydrarg., (po. 80)..... @ 50 | " Vinyl Rect. bbl..... @ 37 | Green, Peninsular..... 70 75 |
| Piper Nigra, (po 22)..... @ 1 | Stress 5c gal., cash ten days..... @ 1 30 | Lead, red..... 7 7 1/2 |
| Os. Sepia..... @ 3 | Strychnia Crystal..... @ 30 | " white..... 7 7 1/2 |
| Pix Burgum..... @ 7 | Sulphur, Subl..... 3 @ 4 | Whiting, white Span..... @ 70 |
| Plumbi Acet..... 14 15 | " Roll..... 2 1/2 3 1/2 | Whiting, Glders..... @ 30 |
| Pulvis Ipeca et opil..... 10 11 20 | Tamarinds..... @ 10 | White, Paris American..... 1 00 |
| Pyrethrum, boxes H & P. D. Co, doz..... @ 1 25 | Terebenth Venice..... 28 30 | Whiting, Paris Eng..... 1 40 |
| Pyrethrum, pv..... 30 35 | Theobromae..... 45 50 | cliff..... 20 1 4 |
| Quassia..... 8 10 | Vanilla..... 9 00 16 00 | Pioneer Prepared Paints..... 20 1 4 |
| Quinia, S. P. & W..... 33 36 | Zinci Sulph..... 7 8 | Swiss Villa Prepared Paints..... 1 00 2 20 |
| S. German..... 22 @ 30 | | VARNISHES. |
| Rubia Tincturum..... 12 14 | | No. 1 Turp Coach..... 1 10 2 10 |
| Saccharum Lactis pv..... @ 33 | | Extra Turp..... 1 60 2 10 |
| Salacin..... 1 80 2 15 | | Coach Body..... 2 75 3 00 |
| Sanguis Draconis..... 40 50 | | No. 1 Turp Furn..... 1 00 2 10 |
| Santonine..... 4 50 | | Entra Turk Damar..... 1 55 2 10 |
| Sapo, W..... 12 14 | | Japan Dryer, No. 1..... 70 75 |
| " M..... 10 12 | | Turp..... 70 75 |
| " G..... @ 15 | | |

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of DRUGS

CHEMICALS AND PATENT MEDICINES.

DEALERS IN Paints, Oils and Varnishes.

Sole Agents for the Celebrated SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of WHISKIES, BRANDIES, GINS, WINES, RUMS.

We sell Liquors for Medicinal Purposes only. We give our Personal Attention to Mail Orders and Guarantee Satisfaction. All orders are Shipped and Invoiced the same day we receive them. Send in a trial order.

Hazeltine & Perkins Drug Co., GRAND RAPIDS, MICH.

GROCERIES.

Imitation Coffee from the Refuse of Dutch Cheese.

Only a short time ago the fact that a large quantity of imitation coffee was being sold was exposed. This worthless stuff was a very cheap counterfeit, and could easily be detected by an observant person. But the country is also being flooded with a perfect imitation of the coffee bean. A representative of a New York firm which makes coffee roasters in that city, says an enormous amount of counterfeit coffee is being sold.

He said there was one imitation which a sharp-eyed St. Louis merchant, who has been in the coffee business for years, failed to detect. The drummer said this kind is made in Holland, and is being sent to this country in ship loads. The imitation beans are so perfect that none but the most experienced judges of coffee can tell it is not genuine. It is made of the refuse of cheese and is perfectly harmless, although worthless. The imitation bean takes on a beautiful color when roasted, and does not dissolve in water. It is given the aroma of coffee. This is obtained from certain chemicals, as there is no coffee in the composition of the counterfeit beans. One of the ways in which the stuff is foisted on the people is by certain unscrupulous coffee-roasting firms, he said. A lot of coffee is taken to such a place to be roasted. The imitation coffee is then substituted for the genuine and the customer is thus defrauded. There are other ways of getting the "manufactured" coffee in the hands and cups of the people.

Money in Raisins.

There is money in the raisin business in California, according to the Fresno *Expositor*, which says:

The sum paid for one year's crop on some of the vineyards amounts to a small fortune. The purchaser of the Goodman vineyard is offered \$12,000 for the crop on the vines. There are 140 acres in the vineyard. This is more than \$85 per acre, with no expense for picking and drying. This \$85 pays an income of 10 per cent. on a valuation of \$850 per acre for the vineyard. The crop on the Kennedy vineyard has been given an offer still better. The vineyard has about 150 acres in vines and \$15,000 is offered for the crop before it is picked. This is \$100 per acre, and it is equal to an income of 10 per cent. on a valuation of \$1,000 per acre.

This ought to be an eternal refutation of the charge that the raisin industry is overdone. It is only in its infancy. If a capitalist would search from one end of the land to the other, it would be hard to find an enterprise that would pay so large an interest on the capital invested as the raisin vineyards pay. Here in California the raisin business pays tenfold that on the actual capital invested. These vineyards that are worth \$1,000 an acre have cost actually much less. That is, the man who planted them and waited a few years—a very few years—has not spent anything like that much on them. They have grown into a large capital, and now they are paying an income of 10 per cent. on that capital.

Curious Position of Coffee.

From the National Grocer.

The new crop year commenced on July 1, but it is a long time since the coffee situation was in such a curious condition as it is to-day. It is generally understood that the quantity of coffee will be very large, although some of the conservative estimates are not quite so high as they were some months ago. It is quite evident, however, that the amount of coffee that will be available the coming year will be much larger than in recent years. The weakness in the distant months indicate that the trade have confidence in lower prices and there is every reason to believe that we should have lower prices than are ruling now.

The smallness of the spot supply is without doubt a very curious coincidence, and at the present time it is the strength of the situation. If it were not for the prospect in supplies we should certainly have coffee at famine prices. No doubt

the trade will welcome a return to the even markets of the past, as lower prices means increased consumption and larger profits.

New Broom Manufacturers' Association.

Some of the large broom manufacturers of the West met at Columbus a few days ago and organized an association for mutual protection. The leading spirits in the movement claim that the price of broom corn has been going up for some time and that a corresponding rise in brooms has become a necessity. On May 18 the Eastern manufacturers advanced the price 25 cents and a number of Western men have done the same. It was agreed that all the manufacturers represented at the meeting make an advance of 25 cents, to take effect immediately.

Quart and Half Gallon Jars Higher.

Jobbers in fruit jars have advanced quarts 50 cents per gross and half gallons \$1 per gross, the price being now as follows:

| | |
|-------------------|---------|
| Pints..... | \$11.50 |
| Quarts..... | 12.50 |
| Half gallons..... | 16.00 |

Shoemaking has changed much in this section during the past twenty-five years. There is no such thing as apprentices at present. No young man can be found who will bind out himself in order to learn the shoemaking business. It is one of the problems for somebody to tell where the hand-turn workmen of the future are coming from. The modern young man would hardly imitate the apprentice of some years ago, who signed a compact to work for \$25 a year and found. The young man who cannot now start out with a \$15 weekly job on a machine in a shoe factory has the opinion that life is a failure.

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

Crockery & Glassware

| LAMP BURNERS. | |
|-------------------------------------------------|--------|
| No. 0 Sun..... | 45 |
| No. 1..... | 50 |
| No. 2..... | 75 |
| Tubular..... | 75 |
| LAMP CHIMNEYS.—Per box. | |
| 6 doz. in box..... | 1 75 |
| No. 0 Sun..... | 1 88 |
| No. 1..... | 2 70 |
| No. 2..... | 2 25 |
| First quality..... | 2 25 |
| No. 0 Sun, crimp top..... | 2 40 |
| No. 1..... | 3 40 |
| No. 2..... | 3 40 |
| XXX Flint..... | 2 60 |
| No. 0 Sun, crimp top..... | 2 80 |
| No. 1..... | 3 80 |
| No. 2..... | 3 80 |
| PEARL TOP. | |
| No. 1 Sun, wrapped and labeled..... | 3 70 |
| No. 2..... | 4 70 |
| No. 2 Hinge, " " "..... | 4 70 |
| La Bastie..... | 1 25 |
| 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..... | 11 50 |
| Pints..... | 12 50 |
| Quarts..... | 16 00 |
| Half gallons..... | 55 |
| Rubbers..... | 4 50 |
| Caps only..... | 06 1/2 |
| STONEWARE—AKRON. | |
| Butter Crocks, per gal..... | 75 |
| Jugs, 1/2 gal., per doz..... | 90 |
| " 1 " " "..... | 1 80 |
| " 2 " " "..... | 65 |
| Milk Pans, 1/2 gal., per doz. (glazed 75c)..... | 78 |
| " 1 " " "..... | |

ENGRAVING

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

THE TRADESMAN COMPANY,

Grand Rapids, Mich.

PRODUCE MARKET.

Apples—Green, 75c per box.
 Beans—Dry beans are firm and in strong demand at \$2 per bu. for choice hand picked. Wax and string command 75c per bu.
 Butter—The market is full all around, dealers purchasing only for immediate wants at 10@15c.
 Blackberries—10@12c per qt.
 Celery—25c per doz. bunches.
 Cabbages—New stock is in fair demand at \$1.50 @ \$2 per crate, according to size.
 Cherries—\$1.50@1.75 per bu., for red or white.
 Cucumbers—40c per doz.
 Eggs—The market is a little higher. Dealers pay 15 and hold at 16c.
 Honey—Dull at 16@18 for clean comb.
 Lettuce—5c for Grand Rapids Forcing.
 Onions—Green command 10@15c. per doz., according to size. Southern command \$4 per bbl.
 Potatoes—The market is plentifully supplied with early Ohio stock, which sells readily at \$2.75 per bbl. Southern Illinois are held at 90c per bu.
 Pieplant—2c per lb.
 Peas—50@75c per bu.
 Radishes—In plentiful supply, but little call for stock.
 Raspberries—8@9c per qt.
 Tomatoes—\$1 25 for 4 basket crate of fancy Acme.
 Watermelons—Stock is in plentiful supply at \$3 per dozen.

POULTRY.

Local dealers pay as follows for live weight:
 Spring chickens.....13 @15
 Fall chickens.....7 1/2 @ 8
 Turkeys.....8 @ 9
 Spring ducks.....10 @12
 Fall ducks.....7 1/2 @ 8
 Geese.....8 @ 9

PROVISIONS.

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

| PORK IN BARRELS. | |
|--------------------------------------|--------|
| Mess, new..... | 11 35 |
| Short cut..... | 11 25 |
| Extra clear pig..... | 13 50 |
| Extra clear, heavy..... | 13 50 |
| 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. Compound. | |
| Tierces..... | 6 1/2 |
| 0 and 50 lb. Tubs..... | 6 1/2 |
| 3 lb. Pails, 20 in a case..... | 7 1/2 |
| 5 lb. Pails, 12 in a case..... | 7 1/2 |
| 10 lb. Pails, 6 in a case..... | 7 1/2 |
| 30 lb. Pails, 4 in a case..... | 6 1/2 |
| 50 lb. Cans..... | 6 1/2 |
| BEEF IN BARRELS. | |
| Extra Mess, warranted 200 lbs..... | 9 00 |
| Extra Mess, Chicago packing..... | 9 00 |
| Boneless, rump butts..... | 9 00 |
| SMOKED MEATS—Canned or Plain. | |
| Hams, average 20 lbs..... | 9 1/2 |
| " 16 lbs..... | 9 1/2 |
| " 12 to 14 lbs..... | 10 |
| " picnic..... | 7 |
| " 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 1/2 |
| Briskets, medium..... | 7 |
| " light..... | 7 |

FRESH MEATS.

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

FISH AND OYSTERS.

F. J. Dettenthaler quotes as follows:
FRESH FISH.
 Whitefish.....@ 8
 Trout.....@ 8
 Halibut.....@ 15
 Cliscocs.....@ 5
 Flounders.....@ 9
 Bluefish.....@ 10
 Mackerel.....@ 25
 Cod.....@ 12
 California salmon.....@ 20
OYSTERS—Cans.
 Fairhaven Counts.....@ 40
SHELL GOODS.
 Oysters, per 100.....1 50
 Clams, ".....1 00

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

| STICK CANDY. | | | |
|-----------------------|--------------|--------|--------|
| Standard, per lb..... | Full Weight. | Bbls. | Pails. |
| " 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. | | | |
| Standard..... | Full Weight. | Bbls. | Pails. |
| 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 | 10 |
| Extra..... | | 10 | 10 1/2 |
| French Creams..... | | 10 1/2 | 11 1/2 |
| Valley Creams..... | | 13 1/2 | |

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

| FANCY—in 5 lb. boxes. Per Box. | | | |
|--------------------------------|--|-------|--|
| Lemon Drops..... | | 55 | |
| Sour Drops..... | | 55 | |
| Peppermint Drops..... | | 65 | |
| Chocolate Drops..... | | 70 | |
| H. M. Chocolate Drops..... | | 90 | |
| Gum Drops..... | | 40@50 | |
| Licorice Drops..... | | 1 00 | |
| A. B. Licorice Drops..... | | 80 | |
| Lozenges, plain..... | | 65 | |
| " printed..... | | 70 | |
| Imperials..... | | 65 | |
| Motives..... | | 70 | |
| 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 00 | |
| " fancy, 360..... | | @ 5 50 | |
| " choice 300..... | | 5 00 | |
| " fancy 390..... | | 5 50 | |

| 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..... | | @ 16 | |
| Brazils, new..... | | @ 7 1/2 | |
| Filberts..... | | @ 11 | |
| Walnuts, Grenoble..... | | @ 14 1/2 | |
| " Marbot..... | | @ 12 | |
| " Chili..... | | @ 14 | |
| Table Nuts, No. 1..... | | @ 14 | |
| " No. 2..... | | @ 13 | |
| Pecans, Texas, H. P..... | | 15@17 | |
| Cocoanuts, full sacks..... | | @ 4 00 | |

| PEANUTS. | | | |
|----------------------------|--|---------|--|
| Fancy, H. P., Suns..... | | @ 5 1/2 | |
| " " Roasted..... | | @ 7 1/2 | |
| Fancy, H. P., Flags..... | | @ 7 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 | |
| Full "..... | | 5 @ 5 1/2 | |
| Dry..... | | 6 @ 7 | |
| Klps, green..... | | 4 @ 4 1/2 | |
| " cured..... | | 5 @ 5 | |
| Calfskins, green..... | | 4 @ 5 | |
| " cured..... | | 5 @ 5 | |
| Deacon skins..... | | 5 @ 5 | |
| No. 2 hides 1/2 off..... | | 10 @ 30 | |
| PEELTS. | | | |
| Shearlings..... | | 10 @ 25 | |
| Estimated wool, per lb..... | | 20 @ 25 | |
| WOOL. | | | |
| Washed..... | | 20@30 | |
| 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, 1 barrels, f. o. b. Grand Rapids: | | | |
|---------------------------------------------------------------------------|--|---------|--|
| Water White..... | | @ 8 1/2 | |
| Special White..... | | @ 8 1/2 | |
| Michigan Test..... | | @ 7 1/2 | |
| Naptha..... | | @ 7 1/2 | |
| Gasoline..... | | @ 8 1/2 | |
| Cylinder..... | | @ 21 | |
| Engine..... | | 13 @ 21 | |
| Black, Summer..... | | @ 8 | |

Table listing various goods such as Apple Butter, Chicago goods, Axle Grease, Frazer's, Wood boxes, and various oils and flours.

Table listing various goods including Strawberries, Lawrence, Hamburg, Erie, Whortleberries, Common, F. & W., Blueberries, Meats, Corned beef, Roast beef, Potted ham, Tongue, Chicken, Hamburg stringless, Lima, Lima, green, Lewis Boston Baked, Bay State Baked, World's Fair, Corn, Hamburg, Tiger, Purity, Erie, Hamburg marofat, early June, Champion Eng., Hamburg petit pois, fancy sifted, Soaked, Harris standard, Van Camp's Marofat, Archer's Early Blossom, French, Mushrooms, French, Pumpkin, Erie, Squash, Hubbard, Succotash, Hamburg, Soaked, Honey Dew, Tomatoes, Van Camp's, No. Collins, Hamburg, Hancock, Gallon, German Sweet, Premium, Pure, Breakfast Cocoa, Norway, N. Y. or Lenawee, Allegan, Skim, Sap Sago, Edam, Swiss, imported, domestic, Limburger, CHEWING GUM, Rubber, 100 lumps, Spruce, 200 pieces, Catsup, Snider's, pint, quart, Lobsters, CLOTHES PINS, 5 gross boxes, COCOA SHELLS, Bulk, Pound packages, COFFEE, GREEN, Rio, Fair, Good, Prime, Golden, Peaberry, Santos, Fair, Good, Prime, Peaberry, Mexican and Guatamala, Fair, Good, Interior, Private Growth, Mandehling, Mocha, Imitation, Arabian, ROASTED, To ascertain cost of roasted coffee, add 1/2c. per lb. for roasting and 15 per cent. for shrinkage, PACKAGE, McLaughlin's XXXX, Lion, Durham, EXTRACT, Valley City, Felix.

Table listing various goods including Hummel's, foil, tin, Bulk, CHICORY, Red, Cotton, 40 ft., 50 ft., 60 ft., 70 ft., 80 ft., Jute, CONDENSED MILK, Eagle, Crowl., Genuine Swiss, American Swiss, COUPON BOOKS, TRADESMAN'S CREDIT COUPON, Superior, Universal, Kenosha Butter, Seymour, Butter, family, biscuit, Boston, City Soda, Soda, S. Oyster, City Oyster, XXX, Strictly pure, Telfer's Absolute, Grocers', DRIED FRUITS, Apples, Sundried, Evaporated, California Evaporated, Apricots, Blackberries, Nectarines, Peaches, Pears, sliced, Plums, Prunes, sweet, Turkey, Bosnia, French, Lemon, Orange, CITRUS, In drum, In boxes, CURRANTS, Zante, in barrels, in 1/2 bbls., in less quantity, RAISINS-California, London Layers, 2 cr'n, fancy, Muscatels, 2 crown, Foreign, Valencias, Ondaras, Sultanas, FARNACEOUS GOODS, Farina, Hominy, Barrels, Grits, Lima Beans, Dried, Maccaroni and Vermicelli, Domestic, 12 lb. box, Imported, Pearl Barley, Kegs, Peas, Green, bu, Split, bbl, German, East India.

Table listing various goods including Wheat, Cracked, FISH-Salt, Bloaters, Yarmouth, Cod, Whole, Bricks, Strips, Halibut, Smoked, Herring, Scaled, Holland, bbls., kegs, Round shore, Mackerel, No. 1, 1/2 bbls., No. 1, kits, 10 lbs., Family, kits, 10 lbs., Pollock, Fancy, Sardines, Russian, kegs, Trout, No. 1, 1/2 bbls., No. 1, kits, 10 lbs., Family, kits, 10 lbs., Whitefish, No. 1, 1/2 bbls., No. 1, kits, 10 lbs., Family, kits, 10 lbs., FLAVORING EXTRACTS, Jennings' D. C., Lemon, Vanilla, 2 oz folding box, 3 oz, 4 oz, 6 oz, 8 oz, GUN POWDER, Kegs, Half kegs, HERBS, Sage, Hops, JELLIES, Chicago goods, LAMP WICKS, No., No. 2, LICORICE, Pure, Calabria, Sicily, LYE, Condensed, 2 doz, MATCHES, No. 9 sulphur, Anchor parlor, No. 2 home, Export parlor, PIPES, Backstrap, Sugar house, Cuba Baking, Ordinary, Porto Rico, Prime, Fancy, New Orleans, Fair, Good, Extra good, Choice, Fancy, One-half barrels, 3c extra, OATMEAL, Barrels 200, Half barrels 100, ROLLED OATS, Half bbls, Barrels 150, PICKLES, Medium, Barrels, 1,200 count, Half barrels, Small, Barrels, 2,400 count, Half barrels, 1,200 count, Clay, No. 216, T. D. full count, Cob, No. 3, RICE, Carolina head, No. 1, No. 2, Broken, Imported, Japan, No. 1, No. 2, Java, Patna, ROOT BEER, Williams' Extract, 25 cent size, 3 dozen, SAPOLIO, Kitchen, 3 doz. in box, Hand 3, SOUPS, Snider's Tomato, SPICES, Whole Sifted, Allspice, Cassia, China in mats, Batavia in bund, Saigon in rolls, Cloves, Amboyna, Zanzibar, Mace Batavia, Nutmegs, fancy, No. 1, No. 2, Pepper, Singapore, black, white, shot, Pure Ground in Bulk, Allspice, Cassia, Batavia, and Saigon, Saigon, Cloves, Amboyna, Zanzibar.

Table listing various goods including Ginger, African, Cochlin, Jamaica, Mace Batavia, Mustard, Eng. and Trieste, Trieste, Nutmegs, No. 2, Pepper, Singapore, black, white, Sage, Cayenne, Absolute in Packages, Allspice, Cinnamon, Cloves, Ginger, Jam, Af., Mustard, Pepper, Sage, SUGAR, Cut Loaf, Cubes, Powdered, Granulated, Confectioners' A, Soft A, White Extra C, Extra C, Yellow, Less than 100 lbs, advance, STARCH, CORN, 20-lb boxes, 40-lb, Gloss, 1-lb packages, 3-lb, 6-lb, 40 and 50 lb. boxes, Barrels, SNUFF, Scotch, in bladders, Maccaboy, in jars, French Rappee, in jars, SOAP, Allen B. Wrisley's Brands, Old Country, 80, Uno, 100, Bouncer, 100, SODA, Boxes, Kegs, English, SAL SODA, Kegs, Granulated, boxes, SEEDS, Mixed bird, Caraway, Canary, Hemp, Anise, Rape, Mustard, SALT, Diamond Crystal, 100 3-lb. sacks, 60 5-lb., 28 10-lb. sacks, 20 14-lb., 24 3-lb. cases, 56 lb. dairy in linen bags, 28 lb., Warsaw, 56 lb. dairy in linen bags, 28 lb., Ashton, Higgins, 56 lb. dairy bags, Solar Rock, 56 lb. sacks, Saginaw and Manistee, Common Fine per bbl., SALERATUS, Church's, Arm & Hammer, Dwight's Cow, Taylor's, DeLand's Cap Sheaf, pure, Golden Harvest, SYRUPS, CORN, Barrels, Half bbls., Pure Cane, Amber, Fancy drips, SWEET GOODS, Ginger Snaps, Sugar Creams, Frosted Creams, Graham Crackers, Oatmeal Crackers, SHOE POLISH, Jettine, 1 doz. in box, TEAS, JAPAN-Regular, Fair, Good, Choice, Choicest, Dust, SUN CURED, Fair, Good, Choice, Choicest, Dust, BASKET PILED, Fair, Good, Choice, Choicest, Extra choice, wire leaf, GUNPOWDER, Common to fair, Extra fine to finest, Choicest fancy, OOLONG, Common to fair, Superior to fine, Fine to choicest, IMPERIAL, Common to fair, Superior to fine, YOUNG HYSON, Common to fair, Superior to fine.

Table listing various goods including ENGLISH BREAKFAST, Fair, Choice, Best, TOBACCO, Fine Cut, Pails unless otherwise noted, Hiawatha, Sweet Cuba, McGinty, Little Darling, 1791, 1/2 bbls., 1891, 1/2 bbls., Valley City, Dandy Jim, Plug, Searhead, Joker, Zero, L. & W., Here It Is, Old Style, Old Honesty, Jolly Tar, Hiawatha, Valley City, Jas. G. Butler & Co.'s Brands, Something Good, Toss Up, Out of Sight, Smoking, Boss, Colonel's Choice, Warpath, Banner, King Bee, Kiln Dried, Nigger Head, Honey Dew, Gold Block, Peerless, Rob Roy, Uncle Sam, Tom and Jerry, Briar Pipe, Yum Yum, Red Clover, Navy, Handmade, Frog, VINEGAR, 40 gr., 50 gr., \$1 for barrel, WET MUSTARD, Bulk per gal, Beer mug, 2 doz in case, TEAST-Compressed, Tin foil cakes, per doz, Baker's, per lb., PAPER & WOODENWARE, PAPER, Straw, Rockfalls, Rag sugar, Hardware, Bakers, Dry Goods, Jute Manila, Red Express No. 1, No. 2, TWINES, 48 Cotton, Cotton, No. 1, No. 2, No. 3, No. 1, two hoop, No. 1, three hoop, Clothespins, 5 gr. boxes, Bowls, 11 inch, 13, 15, 17, assorted, 17s and 19s 2 5/8, 15s, 17s and 19s 2 5/8, Baskets, market bushel, willow c'ths, No. 1 5 7/8, No. 2 6 2/5, splint, No. 1 3 5/8, No. 2 4 2/5, No. 3 5 0/0, GRAINS and FEEDSTUFFS, WHEAT, No. 1 White (58 lb. test), No. 1 Red (60 lb. test), MEAL, Bolted, Granulated, FLOUR, Straight, in sacks, Patent, in sacks, Graham, in sacks, Rye, MILLSTUFFS, Bran, Screenings, Middlings, Mixed Feed, Coarse meal, RYE, Milling, Feed, BARLEY, Brewers, per 100 lbs., Feed, per bu., CORN, Small lots, Car, OATS, Small lots, Car, HAY, No. 1, No. 2.



MEDITATIONS OF A PESSIMIST.
FOURTH PAPER.

Written for THE TRADESMAN.

It was in the office of THE TRADESMAN, during a conversation with some friends, that the thought occurred to my mind to write a few articles under the head of "The old world as it is, or meditations of a pessimist." The thought was prompted by a remark made by a gentleman present, expressing a belief that the Canadian people were a pessimistic people. It was my intention to present the meditations of a "matter of fact" fellow traveler in the journey of life who had been knocked about a good deal among all kinds of people and who had tasted of the bitter as well as the sweet in a great variety of experiences. My subject I selected as an appropriate one for the "meditations" of my "pessimist." I would touch up matters and things in general, but more especially things which effect the business world; and the style adopted would be simply, disconnected and rambling. But the type fiend decapitated me before I was permitted to make my *début*, and now the vandals have torn off my mask, without my permission, thereby exposing me to the taunts and jeers of a well-fed and satisfied constituency. They have robbed me of both ends, but until they lay violent hands on my body, I shall continue to kick with all the mule energy I can bring to bear, as long as I can see anything to kick at. If I should embark in the newspaper business, there is not the least doubt that I would be mobbed by an infuriated and outraged public the very next day after my first issue. Still, with all my kicking propensities, I can forgive—I can even forgive an editor for publishing the name of an author without permission. The style I had chosen enabled me to handle my subject without gloves. I had intended, after getting through with "imaginary wants," to take up "real and necessary wants," and endeavor to show that, under our present distributing system, they cost the consumer far more than they ought to. In making this showing, much territory would have to be gone over; many existing fixed institutions would have to be attacked as useless, unnecessary and expensive incumbrances, and a great many so-called honorable and legitimate occupations, which lie between the producer and consumer, would have to be severely criticized. That modern institution, the mainspring and drivewheel of commerce, known all over the civilized world as the "drummer," would have to be dissected in a way that would not be considered highly complimentary by some.

All this would be just what the readers of THE TRADESMAN would naturally expect from the pen and cracked brain of a "Pessimist," but it never would be tolerated for an instant as the *bona fide* misgivings of a veritable business man in the community. It is too late to recall what has been published, or I should certainly do so—not that I anticipate any immediate danger of a commercial revolution in consequence of what I have written, but simply because my scheme has been disrupted and it would be impossible to continue the work as originally outlined without compromising myself in a way that would be distasteful. Many of my own experiences in life would have been at the disposal of my "pessimist" in his elucidations,

which I certainly would not desire to have published over my own name.

"Store Crank" says a great many good things—so good, in fact, that THE TRADESMAN gives us an occasional excerpt—but "Store Crank" says a good many things which he would not have published over his own name. I shall, therefore, be compelled to close this line of thought, trusting that THE TRADESMAN will kindly permit me to occupy some of its valuable space in some future effort.
E. A. OWEN.

What Kind of a Store Was It?
From the San Francisco Call.

He walked into a Kearney street dry goods store yesterday and asked for a pair of overalls. It was evident that he had not been long in town, and the clerks eyed him with amusement depicted plainly on each face.

"Very sorry, my friend," explained the polite gentleman behind the counter, "but this is a dry goods store, and we have no overalls in stock."

"Aint, eh? Well, just give me three of your best flannel shirts, and I won't kick."

"Sorry, but we don't keep them either."

"Show me a pair of long-legged boots, then."

"No boots, either."

"Got any plug tobacco?"

"No."

"Any pipes or tallow candles?"

"No."

"Skillets or fryin' pans?"

"Not here; you'll have to go to a hardware store."

"Well, have you got any blood-and-thunder novels?"

"Sorry, but—"

"See here, old man. I've come all the way from Alpine to lay in my supplies, and the first place I strike I run up against a snag. I always had a kind of sneaking idea that you fellows down here were frauds, and now I know it. There ain't one of them things but what I can get at the little store up to home, and here you don't keep 'em. So long!" and he strolled out with a look of disgust on his face, and disappeared in the throng on the street.

"I Forgot it"

A successful business man says there were two things which he learned when he was eighteen, which were afterwards of great use to him, namely, "Never to lose anything, and never to forget anything."

An old lawyer sent him with an important paper, with certain instructions what to do with it. "But," inquired the young man, "suppose I lose it; what shall I do then?"

"You must not lose it."

"I don't mean to," said the young man, "but suppose I should happen to?"

"But I say you must not happen to; I shall make no provision for such an occurrence; you must not lose it!"

This put a new train of thought into the young man's mind, and he found that if he was determined to do a thing, he could do it. He made such a provision against every contingency that he never lost anything. He found this equally true about forgetting. If a certain matter of importance was to be remembered, he pinned it down in his mind, fastened it there, and made it stay. He used to say, "When a man tells me he forgot to do something, I tell him he might as well have said, 'I do not care enough about your business to take the trouble to think about it again.'"

"I once had an intelligent young man in my employment who deemed it sufficient excuse for neglecting an important task to say, 'I forgot it.' I told him that would not answer. If he was sufficiently interested, he would be careful to remember. It was because he didn't care enough that he forgot it. I drilled him with this truth. He worked for me three years, and during the last of the three he was utterly changed in this respect. He did not forget a thing. His forgetting, he found, was a lazy, careless habit of the mind, which he cured."

A New Tablet Machine.

F. W. Jordan, Ph. G., in American Journal of Pharmacy.

The large use made at the present time of compressed tablets induced the writer to endeavor to devise a machine which would enable the retail druggist to make tablets for prescription purposes, and which would be large enough to be used during his spare time in making tablets for replenishing his stock. Nearly all the machines which have heretofore been invented have been too large and too expensive for the use of the pharmacist, and the making of tablets has therefore been mostly confined to the manufacturers. Realizing that economy of space was a prime requisite in contriving a machine for the pharmacist, every effort was made to make it as compact as possible, and yet strong enough in all its parts to be durable and powerful enough to resist a pressure equal to five times that required.

The arrangement of the machine is readily understood; it weighs sixty pounds, occupies a counter space of six by twelve inches and stands twelve inches high; the movements are positive and automatic, having an adjustment whereby the feed can be regulated to the 1-56 part of a grain and the pressure so as to make the tablets of any degree of hardness. The feed-can being nicely adjusted on the bed-plate prevents any waste of material, and is so shaped with an inside agitator that makes the feed so positive and regular that when the machine is set for a given number of tablets the last one will be as accurate and perfect as the first one. The bed-plate moves but a short distance and carries the bottom die under the feed-can for supplies, and to the plunger, where the material is compressed and the tablet ejected. There are four sets of dies, made of the best steel, highly polished, producing tablets well shaped, and with edges perfect as possible to make them. The flywheel is of sufficient diameter to make its running easy to the operator. The machine is neat in appearance being ornamented with nickel trimmings, and nicely painted in brown and gold.

In conclusion, the writer ventures to express the hope that he has been able to devise a machine which will furnish his brother pharmacists with a means of aiding their pecuniary advancement as well as their developing professional standing.

Ericsson's Exactness.

John Ericsson, the inventor, had not only genius but the "immense capacity of taking pains," which sometimes accompanies it. All his work was so exactly done that he could demand from workmen the most rigid observance of details in the drawings furnished for their guidance, without fear that they might go astray.

When the steamer *Columbia* was built, its engines were put in according to his designs. It was customary at that time to get the length of the piston rods from the engine itself, and a man was, one day, engaged in measuring it with a long baton. Captain Ericsson chanced to go on board, at that moment, and going up to the workman, he roared:

"What are you doing there, sir?"

"Getting the length of the piston rod, sir."

"Is it not on the drawing?"

"Yes, sir."

"Then why do you come here with sticks? Go and get the length from the drawing, sir. I do not want you to bring sticks, when the drawing gives the size."

At another time, a workman was endeavoring to put in the engines of a steamship, and found great difficulty with a small connection which is described as being "crooked as a dog's hind leg." Finally he went to Ericsson and informed him that the rod could not be put in place.

"Is it right by the drawing?" was the query.

"Yes, sir."

"Then it will go in."

And on another trial it did. The master brain had left nothing to be supplied by the ingenuity of others.

Use "Tradesman" Coupons

GOLD MEDAL, PARIS, 1878.

W. BAKER & Co.'s
Breakfast
Cocoa



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

No Chemicals

are used in its preparation. It has more than three times the strength of Cocoa mixed with Starch, arrowroot or Sugar, and is therefore far more economical, costing less than one cent a cup. It is delicious, nourishing, strengthening, EASILY DIGESTED, and admirably adapted for invalids as well as for persons in health.

Sold by Grocers everywhere.
W. BAKER & CO., DORCHESTER, MASS.

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.

CUTS FOR ADVERTISING.



Send us a photograph of your store and we will make you a

Column Cut for \$6.

2-Column Cut for \$10.

Send a satisfactory photograph of yourself and we will make a column

Portrait for \$4.

THE TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

THE A B C OF MONEY.

BY ANDREW CARNEGIE.

I suppose every one who has spoken to or written for the public has wished at times that everybody would drop everything and just listen to him for a few minutes. I feel so this morning, for I believe that a grave injury threatens the people and the progress of our country simply because the masses—the farmers and the wage-earners—do not understand the question of money. I wish therefore to explain "money" in so simple a way that all can understand it.

Perhaps some one in the vast audience which I have imagined I am about to hold spellbound cries out: "Who are you—a gold-bug, a millionaire, an iron-baron, a beneficiary of the McKinley Bill?" Before beginning my address, let me therefore reply to that imaginary gentleman that I have not seen a thousand dollars in gold for many a year. So far as the McKinley Bill is concerned, I am perhaps the one man in the United States who has the best right to complain under it, for it has cut and slashed the duties upon iron and steel, reducing them 20, 25, and 30 per cent.; and if it will recommend me to my supposed interrupter, I beg to inform him that I do not greatly disapprove of these reductions, that as an American manufacturer I intend to struggle still against the foreigner for the home market, even with the lower duties fixed upon our product by that bill, and that I am not in favor of protection beyond the point necessary to allow Americans to retain their own market in a fair contest with the foreigner.

It does not matter who the man is, nor what he does—be he worker in the mine, factory, or field, farmer, laborer, merchant, manufacturer, or millionaire—he is deeply interested in understanding this question of money, and in having the right policy adopted in regard to it. Therefore I ask all to hear what I have to say, because what is good for one worker must be good for all, and what injures one must injure all, poor or rich.

To get at the root of the subject, you must know, first, why money exists; secondly, what money really is. Let me try to tell you, taking a new district of our own modern country to illustrate how "money" comes. In times past, when the people only tilled the soil, and commerce and manufactures had not developed, men had few wants, and so they got along without "money" by exchanging the articles themselves when they needed something which they had not. The farmer who wanted a pair of shoes gave so many bushels of corn for them, and his wife bought her sun-bonnet by giving so many bushels of potatoes; thus all sales and purchases were made by exchanging articles—by barter.

As population grew and wants extended, this plan became very inconvenient. One man in the district then started a general store and kept on hand a great many of the things which were most wanted, and took for these any of the articles which the farmer had to give in exchange. This was a great step in advance, for the farmer who wanted half a dozen different things when he went to the village had then no longer to search for half a dozen different people who wanted one or more of the things he had to offer in exchange. He could now go directly to one man, the storekeeper, and for any of his agricultural products he could get most of the articles he desired. It did not matter to the storekeeper whether he gave the farmer tea or coffee, blankets or a hayrake; nor did it matter what articles he took from the farmer, wheat or corn or potatoes, so he could send them away to the city and get other articles for them which he wanted. The farmer could even pay the wages of his hired men by giving them orders for articles upon the store. No dollars appear here yet, you see; all is still barter—exchange of articles; very inconvenient and very costly, because the agricultural articles given in exchange had to be hauled about and were always changing their value.

One day the storekeeper would be willing to take, say, a bushel of wheat for so many pounds of sugar; but upon the next visit of the farmer it might be

impossible for him to do so. He might require more wheat for the same amount of sugar. But if the market for wheat had risen and not fallen, you may be sure that the storekeeper didn't take less wheat as promptly as he required more. Just the same with any of the articles which the farmer had to offer. These went up and down in value; so did the tea and the coffee, and the sugar and the clothing, and the boots and the shoes which the storekeeper had for exchange.

Now, it is needless to remark that in all these dealings the storekeeper had the advantage of the farmer. He knew the markets and their ups and downs long before the farmer did, and he knew the signs of the times better than the farmer or any of his customers could. The cute storekeeper had the inside track all the time. Just here I wish you to note particularly that the storekeeper liked to take one article from the farmer better than another; that article always being the one for which the storekeeper had the best customers—something that was in most demand. In Virginia that article came to be tobacco; over a great portion of our country it was wheat,—whence comes the saying, "As good as wheat." It was taken everywhere, because it could be most easily disposed of for anything else desired. A curious illustration about wheat I find in the life of my friend, Judge Mellon, of Pittsburgh, who has written one of the best biographies in the world because it is done so naturally. When the Judge's father bought his farm near Pittsburgh, he agreed to pay, not in "dollars" but in "sacks of wheat"—so many sacks every year. This was not so very long ago.

What we now call "money" was not much used then in the West or South, but you see that in its absence experience had driven the people to select some one article to use for exchanging other articles, and that this was wheat in Pennsylvania and tobacco in Virginia. This was done, not through any legislation, not because of any liking for one article more than another, but simply because experience had proved the necessity for making the one thing serve as "money" which had proved itself best as a basis in paying for a farm or for effecting any exchange of things; and, further, different articles were found best for that purpose in different regions. Wheat was "as good as wheat" for using as "money," independent of any law. The people had voted for wheat and made it their "money;" and because tobacco was the principal crop in Virginia, the people there found it the best for using as "money" in that State.

Please observe that in all cases human society chooses for that basis-article we call "money" that which fluctuates least in price, is the most generally used or desired, is in the greatest, most general, and most constant demand, and has value in itself. "Money" is only a word meaning the article used as the basis-article for exchanging all other articles. An article is not first made valuable by law and then elected to be "money." The article first proves itself valuable and best suited for the purpose, and so becomes of itself and in itself the basis-article—money. It elects itself. Wheat and tobacco were just as clearly "money" when used as the basis-article as gold and silver are "money" now.

We take one step further. The country becomes more and more populous, the wants of the people more and more numerous. The use of bulky products like wheat and tobacco, changeable in value, liable to decay, and of different grades, is soon found troublesome and unsuited for the growing business of exchange of articles, and they are therefore unfit to be longer used as "money." You see at once that we could not get along with grain as "money." Then metals prove their superiority. These do not decay, do not change their value so rapidly, and they share with wheat and tobacco the one essential quality of also having value in themselves for other purposes than for the mere basis of exchange. People want them for personal adornment or in manufactures and the arts—for a thousand uses; and it is this very fact that makes them suitable for use as "money." Just try to count how many purposes gold is needed for, be-

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.

cause it is best suited for those purposes. It meets us everywhere. We cannot even get married without the ring of gold.

Now, because metals have a value in the open market, being desired for other uses than for the one use as "money," and because the supply of these is limited and cannot be increased as easily as that of wheat or tobacco, these metals are less liable to fluctuate in value than any article previously used as "money." This is of vital importance, for the one essential quality that is needed in the article which we use as a basis for exchanging all other articles is fixity of value. The race has instinctively always sought for the one article in the world which most resembles the North Star among the other stars in the heavens, and used it as "money"—the article that changes least in value, as the North Star is the star which changes its position least in the heavens; and what the North Star is among stars the article people elect as "money" is among articles. All other articles revolve around it, as all other stars revolve around the North Star.

We have proceeded so far that we have now dropped all perishable articles and elected metals as our "money;" or, rather, metals have proved themselves better than anything else for the standard of value, "money." But another great step had to be taken. When I was in China, I received as change shavings and chips cut off a bar of silver and weighed before my eyes in the scales of the merchant, for the Chinese have no "coined" money. In Siam "cowries" are used—pretty little shells which the natives use as ornaments. Twelve of these represent a cent in value. But you can well see how impossible it was for me to prevent the Chinese dealer from giving me less than the amount of silver to which I was entitled, or the Siam dealer from giving me poor shells, of the value of which I knew nothing. Civilized nations soon felt the necessity of having their governments take certain quantities of the metals and stamp upon them evidence of their weight, purity and real value. Thus came the "coinage" of metals into "money"—a great advance. People then knew at sight the exact value of each piece, and could no longer be cheated, no weighing or testing being necessary. Note that the government stamp did not add any value to the coin. The government did not attempt to "make money" out of nothing; it only told the people the market value of the metal in each coin, just what the metal—the raw material—could be sold for as metal and not as "money."

But even after this much swindling occurred. Rogues cut the edges and then beat the coins out, so that many of these became very light. A clever Frenchman invented the "milling" of the edges of the coins, whereby this robbery was stopped, and civilized nations had at last the coinage which still remains with us, the most perfect ever known, because it is of high value in itself and changes least. An ideally-perfect article for use as "money" is one that never changes. This is essential for the protection of the workers—the farmers, mechanics, and all who labor; for nothing tends to make every exchange of articles a speculation so much as "money" which changes in value, and in the game of speculation the masses of the people are always sure to be beaten by the few who deal in money and know most about it.

Nothing places the farmer, the wage-earner, and all those not closely connected with financial affairs at so great a disadvantage in disposing of their labor or products as changeable "money." All such are exactly in the position occupied by the farmer trading with the storekeeper as before described. You all know that fish will not rise to the fly in calm weather. It is when the wind blows and the surface is ruffled that the poor victim mistakes the lure for the genuine fly. So it is with the business affairs of the world. In stormy times, when prices are going up and down, when the value of the article used as money is dancing about—up to-day and down to-morrow—and the waters are troubled, the clever speculator catches the fish and fills his basket with the victims. Hence the farmer and the mechanic, and all people

having crops to sell or receiving salaries or wages, are those most deeply interested in securing and maintaining fixity of value in the article they have to take as "money."

When the use of metals as money came, it was found that more than two metals were necessary to meet all the requirements. It would not be wise to make a gold coin for any smaller sum than a dollar, for the coin would be too small; and we could not use a silver coin for more than one dollar, because the coin would be too large. So we had to use a less valuable metal for small sums, and we took silver; but it was soon found that we could not use silver for less than ten-cent coins, a dime being as small a coin as can be used in silver; and we were compelled to choose something else for smaller coins. We had to take a metal less valuable than silver, and we took a mixture of nickel and copper to make five cent pieces; but even then we found that nickel was too valuable to make one and two cent pieces, and so we had to take copper alone for these—the effort in regard to every coin being to put metal in it as nearly as possible to the full amount of what the government stamp said the coin was worth.

Thus for one cent in copper we tried to put in a cent's worth of copper; in the "nickel" we tried to put in something like five cents' worth of nickel and copper; but because copper and nickel change in value from day to day, even more than silver, it is impossible to get in each coin the exact amount of value. If we put in what was one day the exact value, and copper and nickel rose in the market as metal, coins would be melted down by the dealers in these metals and a profit made by them, and we should have no coin left. Therefore we have to leave a margin and always put a little less metal in these coins than would sell for the full amount they represent. Hence all this small coinage is called in the history of money "token money." It is a "token" that it will bring so much in gold. Anybody who holds twenty "nickels" must be able to get as good as one gold dollar for them in order that these may safely serve their purpose as money. Nations generally fix a limit to the use of "token money," and make it legal tender to a small amount. For instance, in Britain no one can make another take "token money" for more than ten dollars, and all silver coins there are classed as "token money."

I cannot take you any more steps forward in the development of "money," because in the coined-milled metals we have the last step of all; but I have some things yet to tell you about it.

[TO BE CONTINUED.]

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CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

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. | 10:30 a.m. |
| *Atlantic & Pacific Express..... | 11:15 p.m. | 6:30 a.m. |
| New York Express..... | 5:40 p.m. | 1:30 p.m. |

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

DETROIT GRAND HAVEN AND MILWAUKEE RAILWAY TIME TABLE NOW IN EFFECT.

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

| WESTWARD. | | | | |
|------------------|---------|---------|---------|---------|
| Trains Leave | *No. 81 | +No. 11 | +No. 13 | +No. 15 |
| G'd Rapids, Lv | 7:05am | 1:00pm | 5:10pm | 10:30pm |
| G'd Haven, Ar | 8:50am | 2:15pm | 6:15pm | 11:30pm |
| Milw'kee Str, Ar | ..... | ..... | 6:45am | 6:45am |
| Chicago Str, Ar | ..... | ..... | 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 | +1:15 | +11:35 | ..... |
| Indianapolis..... | +10:00 | +1:15 | 11:35 | ..... |
| Benton Harbor..... | +10:00 | +1:15 | +11:35 | \$6:30 |
| St. Joseph..... | +10:00 | +1:15 | +11:35 | \$6:30 |
| Traverse City..... | +7:25 | +5:25 | +11:30 | ..... |
| Muskegon..... | +9:00 | +1:15 | +5:40 | +6:30 |
| Manistee..... | +7:25 | +5:25 | ..... | ..... |
| Ludington..... | +7:25 | +5:25 | ..... | ..... |
| Big Rapids..... | +7:25 | +5:25 | ..... | ..... |
| Ottawa Beach..... | +9:00 | +1:15 | +5:40 | +6:30 |

+Week Days. *Daily. §Except Saturday.

10:00 A. M. has through chair car to Chicago. No extra charge for seats.
1:15 P. M. runs through to Chicago solid with Wagner buffet car; sea s 50 cts.
5:25 P. M. has through free chair car to Manistee, via M. & N. E. R. R.
11:35 P. M. is solid train with Wagner palace sleeping car through to Chicago, and sleeper to Indianapolis via Benton Harbor.
11:30 P. M. has Wagner Sleeping Car to Traverse City.
6:30 P. M. connects at St. Joseph with Graham & Morton's steamers for Chicago.

DETROIT, Lansing & Northern R R

| DEPART FOR | A. M. | P. M. | P. M. |
|-------------------|-------|-------|-------|
| Detroit..... | +6:50 | +1:00 | +6:25 |
| Lansing..... | +6:50 | +1:00 | +6:25 |
| Howell..... | +6:50 | +1:00 | +6:25 |
| Lowell..... | +6:50 | +1:00 | +6:25 |
| Alma..... | +7:05 | +4:30 | ..... |
| St. Louis..... | +7:05 | +4:30 | ..... |
| Saginaw City..... | +7:05 | +4:30 | ..... |

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

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Grand Rapids & Indiana.

In effect June 21, 1891.

| TRAINS GOING SOUTH. | | |
|-----------------------------------|-------------|-------------|
| | Arrive from | Leave going |
| | South. | North. |
| For Saginaw & Big Rapids..... | ..... | 7:05 a.m. |
| For Traverse City & Mackinaw..... | 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..... | 2:15 p.m. | 5:05 p.m. |
| For Mackinaw City..... | 7:45 p.m. | 10:30 p.m. |
| From Chicago & Kalamazoo..... | 8:45 p.m. | ..... |

Train arriving at 6:50 daily; all other trains daily except Sunday.

| TRAINS GOING SOUTH. | | |
|----------------------------------|-------------|-------------|
| | Arrive from | Leave going |
| | North. | South. |
| For Cincinnati..... | 6:00 a.m. | 7:00 a.m. |
| For Kalamazoo and Chicago..... | 10:20 a.m. | 10:30 a.m. |
| From Big Rapids & Saginaw..... | 11:50 a.m. | ..... |
| For Fort Wayne and the East..... | ..... | 2:00 p.m. |
| For Cincinnati..... | 5:25 p.m. | 6:00 p.m. |
| For Cincinnati and Chicago..... | 10:00 p.m. | 10:30 p.m. |
| From Saginaw..... | 10:40 p.m. | ..... |

Train leaving for Cincinnati and Chicago at 10:30 p.m. daily; all other trains daily except Sunday.

Muskegon, Grand Rapids & Indiana.

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

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

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

| | | | |
|------------------------------------------------------|------------|-----------|------------|
| Lv Grand Rapids | 10:30 a.m. | 2:00 p.m. | 10:30 p.m. |
| Arr Chicago | 3:55 p.m. | 9:00 p.m. | 6:50 a.m. |
| 11:30 a.m. train through Wagner Parlor Car. | ..... | ..... | ..... |
| 10:30 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. Almqvist, 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.

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| 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.

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