

MICHIGAN TRADESMAN.

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NO. 410

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May, 1891. S. D. ELWOOD, Treasurer.

"ANYTHING FOR PEACE."

Stephen Thirske was a genuine Yorkshireman, long-headed, shrewd and sturdy, serving Mammon with all his might in the great brick factory where he worked six hundred "hands." There everything went on so promptly and regularly that it was evident one dominant will ruled.

But no man is absolute; and if Stephen ruled his six hundred "hands" like an autocrat, he shrunk at home into the obedient slave of one little, petted woman. Mrs. Thirske had been a great beauty, delicate and gentle. Stephen had begun his married life by a tender submission to the frailty that was such a contrast to his own rude health, and now the little woman he could carry like a baby ruled him like a czarina.

It was impossible to retrace the gradual steps by which this influence had been gained. Thirske was man enough to know that it was fatal to his home-happiness and his family's welfare, and to make occasional determinations to reform things; but as yet they had come to nothing. He could not bear his pretty Lydia's tears; and the man who would not tolerate the slightest opposition from the world sacrificed anything and everything in his home for peace.

They had two children, a son and a daughter, and as they reached manhood and womanhood the evils of a household under such unnatural control manifested themselves; for if Mrs. Thirske ruled her husband, Antony and Ada ruled her. Ada was a beauty, and had not watched her mother's tactics in vain.

"I shall rule George Aske as mother rules father," she said, one night, to her brother, in reply to his assertion that George Aske would make her know her own mind better.

"Don't you be too sure of that, Ada; there are men, and men. I know no woman could manage me that way."

"How does Mary Hutton manage you? Antony, you ought to be ashamed of yourself! A poor governess."

"I am not, though. Why should I not have my way as well as you and mother? You are going to marry for position; my way is to marry the girl I love."

"Father will never consent, nor I either."

"I don't propose to ask your consent. I shall get mother on my side, and then father's got to yield. As for you, Ada, I should not wonder if your own affairs will very soon keep your hands full enough."

"It is not very brotherly to be looking for trouble to keep your sister's hands full."

"You are preparing it for yourself, Ada; any one is who determines to rule George Aske by petting and sulking. I saw his look the other night."

"Let him look—he yielded!"

"He yielded then, but one hundred to one he does not yield two weeks longer."

"Keep your opinion, Antony, but don't bother mother with Mary Hutton until

I am married. I don't want her to be sick till my affairs are settled."

"I am going to ask her to-night; if you don't want her to be sick, you had better say a good word for Mary."

Ada was wise in her generation, and went right to Mrs. Thirske,

"Mother," she said, "Antony is coming to speak to you to-night about Mary Hutton. Don't worry yourself—it is only one of his fancies. Just promise him all he wants until my wedding is comfortably over, then you can tell father and have a stop put to his nonsense."

"Oh, dear me, Ada! It does seem as if no one minded my feelings. You both know I must have peace, and yet I suppose I am to be worried into a fever about this Miss Hutton."

"Well, mother, don't make Antony angry to-night; say enough to keep things smooth until next week is over. I don't want him to be sulky at my wedding."

So, Antony found his mother in one of her gentlest moods. She listened patiently to his confession of love for his sister's late governess, and answered:

"Have I not always wished to make you happy in your own way, Antony? If Miss Hutton is necessary to your happiness, why, I will speak to father about her after Ada's wedding. It won't do before it; indeed, it won't."

Antony was very grateful. Love is always hopeful, and he went to see Mary that night, quite confident in his mother's final success. A few days afterward Ada was married to the richest commoner in Airedale, and the presumptive heir of Towton baronetcy. Aske was deeply enamored of her beauty, but by no means the man to be its slave. Many things rivaled Ada in his heart, even in the earliest days of her married life; his estate, his hunters, county matters and politics.

He was an English gentleman of the old school, and had no very exalted ideas of women, except as the mistresses of households and the mothers of children. Ada's efforts to establish a female autocracy in Aske Hall soon came to disastrous failure. At first George "poooh-pooohed" her orders and tried to laugh away her petting and tears. But he was not the man to put himself out of the way for an unreasonable woman, and even this concession was soon given up.

In three months it had come to a simple announcement of his intentions, and a perfect indifference as to how she accepted them. Thus he would say:

"Ada, I am going to meet the Towton hounds in the morning; you had better go with me—a gallop will do you good."

But if Ada met the request with a negative of any kind, he accepted it without demur; and if this produced tears or complaints, he generally began to whistle and left the room. This "rudeness" brought on passionate attacks of hysteria, and George went to the hunt and sent the family physician to watch her through them.

Very soon poor Stephen had a double burden of household trouble to bear. Ada began to bring her wrongs and humiliations home, and Mrs. Thirske warmly espoused her cause. A complaining daughter and a weeping wife were enough to make the most splendid house miserable, and they were but the elements out of which far greater troubles were to come.

In the meantime Antony's affairs were equally unsatisfactory. Mrs. Thirske had spoken to Stephen about Mary Hutton, and for the first time in her married life admitted a failure. Antony would not believe that she had done her best, and he forgot in this one denial the ninety-and-nine unreasonable favors she had before procured him.

Stephen's opposition to Miss Hutton was sulky and positive. He dared not, in the first place, disobey his wife's orders to forbid the match. In the second, he was angry at the authors of this new element of discomfort in his home. In the third, he was not prepared financially to support another household. Ada's settlement had been a great brain upon his business; he had had other losses, and another wedding and house-furnishing, with the increased allowance necessary to maintain it, were really beyond his present means.

He was quite sensible of this last reason, but he did not want to admit it even to his wife and his son; so he sullenly and authoritatively forbade Antony to marry any one at present; and for some months there was a growing feeling of anger between father and son. Then one day Antony left his home without a word of farewell, and Stephen, too proud and angry to seek after him, had to bear, in addition to his own sorrow and disappointment, the mother's fretful reproaches and anxiety.

The very day on which Antony left his home Ada returned to it. There had been between her and George Aske a wearisome succession of fierce disputes, and at length, in a moment of intense passion George had struck his wife. Mrs. Thirske was dum before two such sorrows, and was really ill, and Stephen was dangerously angry.

Aske suffered three days to pass, and then sent for Ada. Ada refused to return, and Mrs. Thirske supported her in the refusal. In a week Aske's messages became so insolent that Stephen was compelled to reply to them, and the poor father, against his sense of what was best for his child and himself, was forced into supporting the refractory wife. Intolerable words passed between the husband and the father, and when they next met they instantly gave each other the Yorkshireman's warning—a word and a blow, and the blow first.

After that it was open enmity, and Stephen was well aware that he was ill-armed to fight so rich and so bitter an enemy. Aske's revenge was a subtle one. He began within a week to build on the same stream as Stephen's a much larger mill. Stephen winced at the coming competition, but had not at first any

idea of Aske's real motive. When the mill was finished he "loched" the stream, and thus, as his mill stood higher up than Stephen's, deprived him of water whenever he felt disposed to do so.

"He had no right to do this." Of course he had not. He knew that very well, and quite anticipated the lawsuit which would follow. But in the meantime the Aske mill kept Stephen's virtually idle, and Aske was making money enough to defray the expenses of the weary lawsuit which was fast crippling Stephen in all of his resources.

Every one knew that Stephen was right, and at first he found many supporters. But it was Aske's policy to wear out Thirske, and as month after month and year after year went on, and Stephen grew poorer and poorer, and more desperate and unreasonable, even his friends gladly seized the pretext of his imprudence to desert him.

At the end of four years he was ruined, and the presence of the man's wife who had ruined him, in his house, was no peculiar comfort. One night a strange longing for his son came over him; he was in so much trouble that he could not put away his anxieties even to soothe Lydia, and leaving her and Ada to find what comfort they could in each other, he went to seek Mary Hutton.

She still lived in a quiet street of small houses in the lower part of the town, and when she answered his requests to speak to her, he was not astonished at Antony's love. But it angered him nevertheless; and though it was always hard for Stephen to be cross to a beautiful woman, he said, sharply: "Where is my son, lass?"

"In New York, sir."

"What is he doing there?"

"Making a home for me and my father, sir."

"Write and bid him come to his own father. You may tell him I'm a ruined man—a ruined man, lass. You'll make naught by marrying Antony Thirske now, Mary."

"I am very sorry for you, Mr. Thirske. You may believe me or not; and I will write and tell Antony what you say."

But before Antony could return things had come to a crisis with Stephen Thirske. He had won his case—and been ruined in the winning of it. He was a complete bankrupt, and mill and home went under the sheriff's hammer. There may be places where "three failures and a fire make a man's fortune," but it is not in Yorkshire. Even the personal property of the unfortunate bankrupt was sold, and the ruined family were thankful to accept in the meantime the shelter of the governess's little home.

Now, however, that Stephen had met the worst and faced it, all his pluck returned. He easily got a position in a friend's factory, and began to slowly gather around him again the comforts of a much humbler home. A much happier one, though; for these terrible changes had at length reversed the unnatural order of things. When Stephen was utterly bowed down, suddenly Lydia Thirske rose up, and took her true and natural position as comforter and helpmate. It almost consoled the weary husband for all his losses to have found at last his true wife.

Antony also had written loving and hopeful letters; and it was likely that he

would be able to come for Mary the next summer. They were all sorry now to think of parting with her, for she had been so helpful and cheerful in these dark days that it was hard to imagine the cottage without her.

Adversity has many learned disciples, and Ada had not been to its school without benefit. It was impossible for her not to reproach herself with her father's ruin; and though no one else had done it the voice of society universally condemned her. She remembered, too, that however revengeful and hateful Aske had been, she herself had done her best to call forth those qualities—he had at first tried to be very patient and kind with her.

One morning, as she was sitting sewing to some such bitter thoughts as these, she lifted a paper and read this paragraph:

"On Monday last, Aske of Aske Hall, while hunting with the Towton hounds, was thrown, and it is feared, fatally injured."

She sat still thinking a few minutes, and then, without a word to any one but Mary Hutton, left the house. Two hours afterward, she was in Aske Hall, helping to soothe the ravings of its delirious master. Calmly but resolutely she took her place, and in the long, dreary weeks of watching and darkness that followed learned many a wholesome lesson.

Her great fear now was that the injury to the brain was permanent, and that her husband would never know her long enough to pardon her. But one night, as she stood looking tenderly at the pale, shrunken face, he slowly opened his eyes, and said, in a whisper:

"Ada?"

"George! Dear George!"

And the kiss that sealed her forgiveness was the re-marriage of their hearts and lives.

But Aske was many months a helpless invalid; and it was almost a year afterward that Ada was going gently about the room, packing things for a journey with him to the sunny skies of Italy. He watched her some time, and then said:

"Ada, I may never come back. I feel very weak. I wonder if your father would see me before I go."

The next morning Stephen Thirske stood by his enemy's side, and his eyes were full of tears.

"You are much changed, George."

"Yes, Thirske, you have won at last. Let us shake hands. The mill we fought about I have given to Ada, and she gives it to you. The papers are here; I want to see them signed."

"But, Aske—"

"Don't deny me this grace, Thirske; if I have to die, I shall die the easier for it. If I live to come back, I want to come back among friends. It is your own. No blessing has come to me since I built it." So when Antony came to Mary he did not go back again. He joined his father in the Aske mill, and in ten years the firm of "Thirske & Son" were the leading manufacturers of Airedale again.

There are evils that happen for good. Stephen and Ada found in poverty and anxiety the true relation of man and wife. Stephen never again said: "Anything for peace;" and Ada learned that it is better to win a husband than to conquer him; better to rule with him than to rule over him.

AMELIA E. BARR.

A JACKSON SCHEME.

A Traveling Man Tells a Story that is Hard to Swallow.

James R. Kneipp is traveling salesman for a Detroit furnishing goods house and is well known among the fraternity as the drollest story teller of them all.

"There are many ways the Jacksonites resort to in order to make a stranger part with his money," said Mr. Kneipp the other day, "but the smoothest scheme is the 'bus ride that travelers take when they wish to be carried from the depot to the hotel."

"The hotel is directly across the street from the depot, but a person who wants to get there must ride. A year ago when I visited the town I was told to get into the 'bus waiting at the depot if I wanted to be taken to the hotel. I did so, was driven around the block and paid 50 cents for the privilege."

But things have changed since I visited Jackson one year ago. Last week when I was there I looked around to see if the same 'bus line was up to its old tricks. It was still taking 50 cent pieces from strangers, but was doing it in a different way. When I alighted from the train with 15 or 20 other travelers I was immediately confronted by the driver of a 'bus line.

"All aboard for the hotel!" he cried, as he stood before the open door of a big 'bus.

"I did not take advantage of the invitation, as I could see the front entrance of the hotel across the street, and prepared to walk. But I stood one side and saw seven strangers robbed of 50 cents each. Instead of the big vehicle going around the square as formerly, it is now built on a movable platform and the horse—horses—does his hard work on a tread mill. The street is only about thirty feet wide from curb to curb between the depot and the hotel, and when the horse works the tread mill the table gradually turns until the rear end of the 'bus is at the hotel side of the street."

"Only one horse is used, but a wooden one is hitched to a place on the table, and the passengers imagine a team is in front of them. The tread mill makes lots of noise, the driver yells furiously at his 'horses,' and the 'victims' alight at the hotel a few yards away after a fifteen minutes' ride, perfectly satisfied with their 50 cent trip. The movable table tread mill scheme is resorted to only after dark. During the day strangers are driven around the block."

"That Jackson 'bus line should be on exhibition at the World's Fair."

The total estimated production of sugar in this country for the current fiscal year was 486,000,000 pounds, calling for a total bounty of \$9,231,657. The best evidence is already at hand, however, showing that the estimates of the Government were placed too low. Not only do applications received and the estimates accompanying them prove this, but the claims made by the daily press of the sugar belt argue that instead of nearly ten millions of dollars in bounties this year the Government is much more likely to pay out \$15,000,000.

The merchant who endeavors to meet his engagements by buying on credit, and forcing sales at a sacrifice that he may realize money wherewith to bolster up his sinking credit, is almost certain to accumulate further losses, and, sooner or later, to come down with such a crash as may involve those whose poverty and confidence render his misfortune doubly painful.

BEACH'S New York Coffee Rooms.

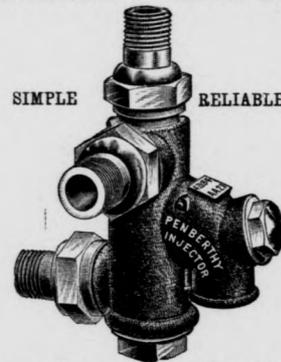
61 Pearl Street.

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.

PENBERTHY INJECTORS.



SIMPLE RELIABLE

The Most Perfect Automatic Injector Made.

42,000 in actual operation. Manufactured by

PENBERTHY INJECTOR CO.,
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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,

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GRAND RAPIDS, MICH.

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

F. J. DETTENTHALER,

117 Monroe Street,

GRAND RAPIDS, MICH.

LIFE BEHIND THE COUNTER.

Written for THE TRADESMAN

There was a time when men with very little business capacity, and tricksters utterly devoid of probity and honor, could embark in a life behind the counter and succeed in making some money. Thirty-five years ago I knew many men in business who succeeded in acquiring a considerable amount of property. Some of these men could hardly write their own names, yet they became well off and were enabled to give their sons a collegiate education. Others succeeded equally well in making money who never made any pretensions to common honesty. Indeed, in those days it seemed that all that was necessary to make money behind the counter was to take advantage of opportunity and save the accumulations. The storekeeper had it pretty much all his own way, and if he was inclined to grab for the big end of the stick there was no limit to the gratification of his inclination. The money the farmer purchased his supplies with was the produce that he raised. The laborer settled his bills with orders from his employer and barter was the universal system and the corner-stone of mercantile life. Suppose a man should "stump" you to trade horses, and you knew that it was a matter of necessity on his part, and you knew the value of each horse, and he did not know the value of either—you see you would be in a position to make a profitable deal. If you were inclined to be dishonest, you would bleed your customer unmercifully; and if you were honorable, you would secure every cent you were entitled to. In either case, there would be no valid reason why you should not make money in the transaction.

Thirty years ago the writer of this article clerked in a large general store where a stock of \$25,000 was carried. Twenty-two years previous to that, the merchant—himself a poor boy—had worked in a store in the same village for a small monthly pittance. He became wealthy and, at the time referred to, among the property that he owned, were two sawmills. When I think of the full-grown prices which we charged for goods put up on orders, it makes me blush away around behind my ears and half way down my back. We handled large quantities of produce which were bought at inside figures and paid for in goods at prices which would astonish any young country merchant to-day. This produce had to be hauled by teams sixteen miles in the summer time to a lake port, or twenty-five miles in the winter time to the nearest railway station. This made it necessary to keep a number of men and teams constantly employed in hauling both ways, for our goods had to be brought in in the same way. All this produce, team work and mill work were paid for in goods, and money cut no figure. The entries in our cash book were few in number, but large in amount, the debits being for sales of lumber and produce and the credits for payments of bills of merchandise. Now all is changed. Two railroads run through this same village and another passes within three miles. The iron horse came crashing through, breaking down established business concerns which were profitable by exposing them to the bitter and cut-throat competition of the larger and more powerful business centers, and substituting nothing

in their place that affords as great possibilities for profitable individual efforts. The local country merchant can no longer make exorbitant profits on the farmer's produce, for the railroads have planted warehouses and elevators all over the country and placed the markets of the world at every producer's door. Neither can the merchant realize his old-time margin of profit on his goods, for the railroad, that great leveler and equalizer of all things, subjects him to the competition of surrounding markets and reduces him to the common level. The railroad destroys local monopolies and privileges in some cases, establishes advantages and local trading points everywhere and levels up and makes all subject and contributory to the large centers of trade and commerce. To-day, go where you will, you will be confronted with fierce competition and nowhere can you find locations which will give you very much of an advantage over your competitors. Not even in the deepest canyons of the Far West can you find chances for individual monopoly in trade such as were so common everywhere thirty years ago. While traveling in Washington Territory, three years ago, I saw evidences of the enterprise of certain Chicago retail houses. I was surprised to learn that these houses were retailing all kinds of merchandise in that country. Price-quoting circulars are distributed and the goods are sent by mail, express or by freight (according to their nature); on receipt of cash, if by parcel post; or C. O. D., if by express. You see this is only one of the many corrective agencies which the railroads bring into operation for the purpose of crushing individual monopoly and equalizing prices. The man who is bubbling over with monopolistic greed cannot find a place behind the counter to-day to give it vent. He will have to enter the wholesale ranks or go into manufacturing. The man who goes behind the counter has no part or lot in monopoly. In fact, he has very little to say anyhow, for his manufacturer or jobber dictates the cost price of his goods and his competitors fix the selling price. It is all very well for the retailer to rise in his dignity and assert that his goods are his own and that he allows no man to put a price on them, and if people don't want them at his price they can leave them alone. I have said the same thing myself, but at the same time I knew that I did not buy my goods simply to ornament my store. I bought them to sell and I knew that I could never sell them if I asked more than my competitors did. The fact of the business is, the man who lives behind the counter sees and hears so many things that annoy him that sometimes he forgets himself and imagines for the moment that the laws of gravitation would become null and void were it not for him, and then it is that he kicks the peck measure across the floor and says a good many very foolish things, which gives his competitor on the next corner two new customers and sends the spare-faced, demure-looking individual with a satchel strapped over his shoulder, who had stepped in to solicit his order for a rubber stamp, away to pursue his wearisome journey of life with an everlasting impression that the proprietor and chief manager of that peanut works is a breech-loading piece of very small caliber.

Life behind the counter is not free of

alloy. It has many worries and many sleepless nights; but of all the men who operate behind the counter, the grocer is most to be pitied. His days are longer and full of trouble; his work is more laborious and less remunerative in proportion to the number of steps he takes; he is tormented with more incessant demands for credit and loses more by granting it; he is subjected to keener competition and a more jealous rivalry; he is inflicted to a greater extent with the evils, losses and annoyances to which he is subjected on account of ignorance and incompetency on the part of his competitors; and, finally, he is subjected to more abuse, kicks and cuffs by more fault-finding cranks, two-legged mules and professional dead-beats than any other class of single-line retailers in the world. Notwithstanding all this, it is absolutely necessary that the man who sells groceries must be of all men the most even-tempered and wear the most pleasant smile, because he deals almost continually with ladies, or, at least, there is hardly a moment during his business hours when one or more ladies are not in his presence. He must be the most careful and exact in all that he does, for a large proportion of his customers consist of children and, in order to hold the mother's trade, the child must be very carefully dealt with, and should the child lose part of the change on its way home and make up its mind to lie about it, the grocer will find it necessary to put on his very best face and wear his sweetest smile, in order to convince the skeptical mother that everything is all right and regular on his part. Then, again, he should be very careful in making his charges. If, at the time of settlement, it should be found that the day book contained more items and footed up a larger amount than the pass book, it might be very difficult sometimes to convince the customer that everything was all right. Disarm your customers of suspicion by keeping your books correct and you will have done very much to lessen your worries and make more pleasant your life behind the counter. E. A. OWEN.

WANTED!

I WANT TO BUY one or two thousand cords of good 16-inch beech and maple wood.

I ALSO WANT TO SELL Lime, Imported and Domestic Cements, Fire Brick, Sewer Pipe, Drain Tile, Hay, Grain, Feed, Oil Meal, Clover and Timothy Seed, Land Plaster, Etc.

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

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

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Yarns, Blankets, Comforts
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Wall Paper and Window Shades.

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68 MONROE STREET.

AMONG THE TRADE.

AROUND THE STATE.

Alpena—Max Jaspon succeeds B. Wolff & Co. in the clothing business.

Lansing—S. M. Edgerly succeeds Wm. Anderson in the fruit business.

Detroit—A. A. Brown succeeds A. A. Brown & Co. in the drug business.

Minden City—Thayer & Tyler have sold their drug stock to Eli Seaman.

Edwardsburg—Ludlow & Enos are succeeded by Chas. R. Enos in the grocery business.

Kalamazoo—A. E. Sherwood is succeeded by Jas. S. Carr in the grocery, flour and feed business.

Sumner—J. B. Tucker has removed his general stock to Riverdale, where he will continue business under the same style.

Rosebush—B. E. Calkins, the general dealer who recently failed, is offering to settle with his creditors on the basis of 50 cents on the dollar.

Tekonsha—C. H. Batt recently sold his grocery stock and left for parts unknown. His principal creditors were B. Desenberg & Co., of Kalamazoo.

Ludington—Fred Ashbacker and U. S. Grant have formed a copartnership under the style of Ashbacker & Grant and embarked in the merchant tailoring business.

Wayland—The copartnership of Slade & Yeakey, produce dealers, has been dissolved by mutual consent. H. J. Slade will hereafter conduct the business.

Grattan—E. E. Lessiter has purchased the interest of M. Byrne in the firm of Byrne & Lessiter, dealers in drugs, groceries and hardware, and will continue the business under the style of E. E. Lessiter.

Ishpeming—C. J. Byrnes, who has conducted a retail lumber yard here for the past two years, has sold the stock and good will of his business to F. W. Read & Co., who have a branch at this place, and will take charge of their interest here.

MANUFACTURING MATTERS.

Beaverton—The shingle mill of Ross Bros. is being operated day and night.

Houghton—Pryor, Hall & Co. have added a small planing mill to their lumber yard.

Acron—James M. Turner's mill at Acron started up July 16, and is cutting timber for the new ore dock on Huron bay.

West Bay City—Godfrey Kubach is succeeded by the Geo. L. Mosher Hardware Co. in the tinning and plumbing business.

Dushville—Crane & Layman have refitted their saw and shingle mill with new machinery throughout, and the mill is in operation.

Saginaw—W. W. Steele, of this city, will furnish 500,000 feet of lumber to be used in the World's Fair buildings and the stock is now being cut.

Ithaca—J. W. Wood & Sons have purchased a small tract of timber near Park lake, Osceola county, and will erect a small mill to cut up the timber.

East Tawas—Locke & Stevens' sawmill has manufactured 3,000,000 feet of lumber this season and has a fine stock of logs for the run until cold weather.

Clare—Tonkin, Harris & Co. have put up a shingle mill at Cedar Dam, where they have 1,000 acres of timber land, with stock enough for five years' run.

Detroit—The Diamond Bitters Co. has been incorporated, with a capital stock of \$25,000, of which \$15,000 is paid in. James A. Hinchman is the principal stockholder.

Ludington—Wm. Kerwin, who has been the Hamlin manager of Pardee, Cook & Co. for a dozen years past, has gone to his old home in Quebec to spend a few days.

Harrison—The extension of the Flint & Pere Marquette railroad from Harrison into a large tract of hardwood and pine timber will furnish the road a large quantity of freight.

Roscommon—Jonathan Boyce is shipping lumber cut from his Roscommon logs to Chicago. Lumbering on his timber tract is progressing steadily. Only 200,000 feet of his logs were burned by forest fires.

Kitchi—Neff Bros. have purchased a bunch of pine near this place estimated to cut 2,800,000 feet, for \$12,000. They are negotiating for other lots of timber here, and it is reported will soon put in a shingle mill.

Vandecar—Vogel & Sons, who operate a small sawmill here, shut down to give their help an opportunity to celebrate the Fourth, and when about to start up last week it was found that the saw and steam gage had been stolen.

Nessen City—F. J. Kobe, who bought out the Nessen business here, will extend the line somewhat. He has recently bought a new engine and will put in a large number of lathes for turning handles of all kinds, as well as chair stuff.

Kitchi—S. Frost is pushing forward his survey of a logging railroad north from the Duluth, South Shore & Atlantic Railway at this point. The line will probably be eight or ten miles long, and will end at some point on the Ontonagon & Brule division of the Milwaukee & Northern railroad. A large amount of timber will have to come out over this line (some of which was burned this spring should be cut this season), and there will be a large mill put up at a point to be decided on later.

Saginaw—J. W. Howry & Sons, who are cutting 20,000,000 feet of lumber annually in Canada, and who expect to bring over 20,000,000 feet this season, cut last winter, are commencing the cut for next season. They report that the logs do not equal Michigan pine. All their stock will be brought to the Saginaw river to be manufactured. Mr. Howry has been over twenty years engaged in the lumbering business, and a year ago finished operations in the Saginaw valley and removed his outfit to Canada, having bought a large body of pine there. He was for many years in the dry goods trade here, dividing his time between silks and calico and pine logs.

Traverse City—The will of the late Smith Barnes has been admitted to probate. Mrs. Barnes is to have the beautiful home on the corner of Wellington and State streets, "Ingleside," together with all its contents, furniture, clothing, pictures, plate, etc., also the horses and carriage and \$30,000 cash. Miss Kathleen Marshal is to have \$600. All of the residue, which consists of stock in the Hannah & Lay Mercantile Co., a large amount of lands, \$7,000 invested in California and a number of other investments also goes to Mrs. Barnes, to be paid to her in annual installments of \$3,000 each. In

case of the death of Mrs. Barnes before the whole amount is paid her one-fourth of the remainder goes to the Ladies' Library Association of Traverse City and the balance is divided among a number of persons. The estate is estimated to be worth from \$100,000 to \$150,000. Perry Hannah, C. A. Crawford, Reuben Hatch and Mrs. Barnes are named as executors.

Natural Advantages of Snowflake.

SNOWFLAKE, July 21—I notice your request that towns send in statements for publication setting forth their advantages, etc.

Snowflake is a point on the C. & W. M. extension from Traverse City to Petoskey, in a densely timbered hardwood region. There are splendid opportunities here for profitable investment in the following named lines:

Hardwood lumber.
Brick and tile.
Village plats.
Broom handles.
Hoop factories.
Woodware factories.
Box factories.

In fact, anything in the manufacture of which the following named species of timber would be required: hard maple, white elm, rock elm, basswood, beech, hemlock, etc.

Snowflake is in the center of the best hardwood timber tract in Michigan and also has immense beds of the very best of clay for brick or tile.

Correspondence solicited and all questions promptly answered by

W. W. JOHNSON, P. M.,
Snowflake, Mich.

Failure at Marion.

MARION, July 20—The firm of Trall & Vandecar was this day closed by the Lemon & Wheeler Grocery Co. on a chattel mortgage. Trall skipped the day before with all the live stock, the horses and cattle, northward to grow up with the country. Samuel M. Lemon and his attorney were here to-day taking an inventory of what is left.

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.

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.

Country Callers.

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

A. W. Fenton, Bailey.
S. T. Colson, Alaska.
H. T. Johnson, Saranac.
Lee Deuel, Bradley.
S. C. Sibole, Breedsville.
E. E. Hewitt, Rockford.
J. Coon, Rockford.
M. W. Tucker, Sumner.
G. K. Coffey, White Cloud.
W. G. Mason & Son, Constantine.
Boyd Redner & Son, Hubbardston.
W. E. Houghtaling, Hart.
Eli Bunnels, Corning.
F. Kroupa, Traverse City.

"TRADESMAN" OR "SUPERIOR"

Coupon Books

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—OR WILL EXCHANGE FOR CITY PROPERTY. Stock of drugs in small village. About 16 miles from Grand Rapids. Will sell stock separate or with store on easy terms of payment. Inventories about \$1,000. Address No. 291, care Michigan Tradesman. 291

FOR SALE—DRUG STOCK IN CITY. NEW HARDWOOD FIXTURES. Inventory about \$1,000. Not for sale after Sept. 1st. Address B. Carrier 23, City. 289

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

FOR RENT—LELAND HOTEL, NO. 523 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. Mohr, 91 Monroe street. 276

I WILL PAY ABOUT 50 CENTS ON THE DOLLAR, more or less, spot cash, for dry goods, clothing, ladies' and men's furnishing goods, etc. J. Levinson, Petoskey, Mich. 285

FOR SALE—A COMPLETE DRUG STOCK AND FIXTURES; stock well assorted can be bought at a bargain. Address for particulars S. P. Hicks, Lowell, Mich. 284

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

FOR SALE—A CLEAN STOCK OF DRUGS, SUN-DRIES and fixtures. Store in good location and doing a nice paying business. Rent low. Good reasons for selling. Terms cash. Address B. C. Muskegon, Mich. 287

FOR SALE—ON ACCOUNT OF ILL HEALTH, I WISH to sell my stock of general merchandise, comprising dry goods, clothing, hats and caps, boots and shoes, and men's furnishing goods. This is one of the best stocks in Northern Michigan, as there is nothing but good salable goods, and no dead stock. Sales, last year, \$18,000. A splendid chance for some one looking for an opportunity to better his condition. For particulars, address W. E. Watson, Mancelona, Mich. 288

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.

A PERFECTLY RESPONSIBLE MAN, SOBER, steady and industrious. Competent to fill almost any position, will be at liberty after August 15. Good references. Address No. 292, care Michigan Tradesman. 292

WANTED—SITUATION BY MAN OF EXPERIENCE in general store, 30 years old. Married. Satisfactory references. Address for particulars, P. O. Box 875, Traverse City, Mich. 290

MISCELLANEOUS.

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

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

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

HAVE YOU ANY IDEA OF OPENING A CLOTHING and men's furnishing goods store? If so, I have a new store to rent for that purpose in the best location in the city of Grand Rapids. Address B. S. Harris, 225 and 527 So. Division street, Grand Rapids. 286

WANTED—A YOUNG TINNER WITH SOME HARDWARE experience. Correspond at once with E. Vanderveen, Holland, Mich. Give good reference. 284

GRAND RAPIDS GOSSIP.

S. N. Burnham & Son are succeeded by Schapp & Fuller in the manufacture of spring beds.

Henry Vanderveen has opened a grocery store on Sinclair street. Amos S. Musselman & Co. furnished the stock.

Paul V. Finch has purchased the drug stock of W. H. Tibbs at 75 Canal street and will continue the business at the same location.

Larsen & Olsen have engaged in the grocery business on East Bridge street, near North avenue. The stock was furnished by the I. M. Clark Grocery Co.

Thwaetes & Henderson have engaged in general trade at Mears. The Olney & Judson Grocer Co. furnished the grocery stock and Voigt, Herpolsheimer & Co. the dry goods.

Gripsack Brigade

The Jones & Primley Co., of Elkhart, Ind., sent the traveling men interesting souvenirs during the past week.

The sympathy of the fraternity will go out to Wm. Logie over the death of his infant son. The funeral and interment will be held from the family residence on Julia street Tuesday afternoon.

The Chicago, Kalamazoo & Saginaw Railway is selling 250 mile mileage books for \$5, good on any train and good in any one's hands, no matter by whom purchased. Traveling men pronounce this plan the acme of perfection and assert that larger systems and longer lines could learn something from so small a road as the C. K. & S.

P. Reynolds, traveling representative for Childs, Groff & Co., of Cleveland, has brought suit against the Warren Boot and Shoe Co., of Boston, alleging that the house owes him \$200 as commissions on sales made while representing that house. The suit is begun by garnishees lodged against M. Fitzgerald, shoe dealer at 718 South Division street, and Joseph Rewerski, shoe dealer at 168 West Bridge street.

Happy Hi Robertson has not been very happy for the past week, having sustained a compound fracture of the left collar bone while driving from Bangor to Lawrence last Tuesday. The hind seat in the buggy gave away, precipitating him and Windy Hawkins to the ground. The latter escaped unhurt, and Hi was lucky to escape without fatal injuries. He hopes to be able to get out again in about two weeks.

Purely Personal.

C. B. Lamb, the Cleveland boot and shoe dealer, buried his father two weeks ago Sunday.

Fred Redner, son of Boyd Redner, the Hubbardston grocer, is spending a week or ten days in the city.

M. J. Tanner, the Belding hardware merchant, surprised his friends by wedding a Brighton lady last Friday evening.

E. Raymond Jewell has arrived from Petaluma, Cal., and taken a position with the I. M. Clark Grocery Co. He is a brother of Frank Jewell, Secretary of the corporation.

Dr. John Snyder, the celebrated Unitarian clergyman of St. Louis, Mo., paid THE TRADESMAN a brief visit one day last week. A recent address of the gentleman before the Office Men's Club of St. Louis on the "Relation between the Employer and Employee" will appear in these columns next week.

Identified by His Name on His Shirt.

Just before the shower the other day a man rushed into one of the big dry goods stores, selected a \$7 umbrella, and said to the salesman:

"I want this charged. I want to take it with me, and I've just twelve minutes to catch my train."

"What name?" languidly inquired the salesman.

"O. Little, Lowell," replied the man.

"Got an account?"

"Had one for five years."

"Are you Mr. Little?"

"I am."

The salesman called over a floor-walker and explained that Mr. Little, of Lowell, who had an account, and was Mr. Little himself, had selected a \$7 umbrella, which he wanted to have charged and take with him.

"Um—ah!" said the floor-walker. "I know Mrs. Little, but—"

"Well, I'm her husband, and I pay the bills," said the man.

"Um—ah!" said the floor-walker. "You have no idea how we are imposed upon—the rules of the house are so strict—do you know any one in the store, Mr. Little?"

Mr. Little thought a moment and said he knew Mr. Beater in the carpet department. Mr. Little and the floor-walker unfortunately found that Mr. Beater was ill and not down that day. Mr. Little grew red and hot and the floor-walker pompous. Mr. Little finally recollected that he knew a man at the glove counter, one Mr. Kidd. Unfortunately it was discovered that Mr. Kidd had gone to lunch. Mr. Little grew desperate and the floor-walker suspicious. Mr. Little did not know anybody else in the store or out of it, and showed a pocketful of letters addressed to "O. Little, Lowell." The floor-walker said he was sorry, etc. Mr. Little was bound to have that umbrella charged and take it away with him besides. He argued, threatened, pleaded. 'Twas all in vain.

Suddenly he made a frantic grab at his vest, ripped open the buttons, fumbled wildly for an instant, and then exhibited an embroidered bit of linen.

"There!" said he. "Do you 'spose I would be wearing O. Little's shirt if I wasn't O. Little?"

"That goes," said the floor-walker.

On the Side of Truth and Justice.

PLATTE, July 24—Sample copies of THE TRADESMAN were duly received and the amusement we have had with the P.'s of L. in our locality over Secretary Taylor's communication in the issue of June 17 is well worth the subscription price of the paper one year. As the slang phrase goes, it "gives them away bad." They hardly dare call him fool and other hard names of like nature, but we honestly believe that some of them feel very much like shaking him, and shaking him hard.

We find the majority of the P.'s of L. very much like some corner political agitator, very ready to assert something, without proof to sustain their assertions, and quite ready to fly into a passion when confronted with truths in contradiction of their rash statements.

Every retail dealer in Michigan should give THE TRADESMAN his hearty support in return for the brave stand it has taken on the side of truth, for right and justice to all.

Enclosed find \$1 for THE TRADESMAN one year. J. M. & M. E. THURSTON.

Jackson Grocers' United.

JACKSON, July 25—The Jackson Grocers' Union, which was organized about four weeks ago, is doing good work already. An agreement has been reached to close the stores at 8 o'clock in the evening, which is rigidly observed by the members. The dead-beat and the huxter are already trembling in their boots, for they see the inevitable in store for them. E. A. Stowe, editor of THE TRADESMAN, addressed the meeting last Wednesday evening and gave the members many valuable pointers, suggested by past experience. The officers of the Union are as follows:

- President—C. G. Hill.
- Vice-President—B. S. Mosher.
- Secretary—O. A. Pierce.
- Treasurer—H. H. Neesley.

To Clothing and General Store Merchants—

It will pay you well to see our line of fall and winter clothing, especially our elegant line of the real genuine "Trevoli Mills" all wool fast colors. Kersey overcoats at \$8.50 and \$9, silk faced, single and double breasted. Also our Melton overcoats and one of the nicest line of Ulsters in all shades, grades and material in the market. Our Chinchillas are up to the equal standard, the whole selected from the best foreign and domestic goods.

SUITINGS.

We have an excellent assortment in fine worsted, cheviot, pequay, meltona, cassimere and other famous mills. We have a reputation of over 30 years standing established for selling excellent made and fine fitting clothing at such reasonable prices as enables merchants to cater for all classes. Our Prince Alberts have got a world fame popularity and our line of pants is most attractive.

William Connor, for nine years our representative in Michigan, will be at Sweet's Hotel in Grand Rapids on Friday and Saturday, July 31 and August 1, and will be pleased to show our line. Expenses paid for customers meeting him there, or he will wait upon you if you drop him a line to his address at Marshall, Mich., or we will send samples.

MICHAEL KOLB & SON,

Wholesale Clothiers,

Rochester, N. Y.

William Connor also calls attention to his nice line of Boys' and Children's Clothing of every description for fall and winter trade.

Send for Sample of our

Cream Laid Bill Heads.

While present supply lasts we print and block in tabs of 100 each:

	500	1,000	2,000
1-6 size, 8½ in. wide, 6 lines,	\$1 65	\$2 50	\$4 50
1-4 size, 8½ in. wide, 14 lines,	2 00	3 00	5 40
500 each size,		2 75	
1,000 each size,			5 00

THE TRADESMAN COMPANY

GRAND RAPIDS, MICH.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

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

MODEL DRY GOODS CLERK.

An Old Lady Tried His Soul but he Kept on Smiling.

From the New York Times.

So much is said about the snappishness and impudence of the clerks in the big dry goods stores that when one is found that cannot be made cross by any combination of circumstances, he certainly ought to have the benefit of that fact being heralded abroad, even if for obvious reasons, neither his name nor the name of the store which is so fortunate as to have his services can be given.

It was on the very hottest day of last month that this clerk was put to his severest test. An old lady from the country had, with an infinite amount of trouble, succeeded in making a somewhat extensive purchase of linen for her table.

The old lady gave minute directions for the doing up of her package, and then started for the door. She stopped to think and then came back again. She said that the napkins she had picked out were too coarse after all, and she believed that she would take the finer ones.

Once more the old lady started for the door, and once more she came back. She thought she would like to look at the tablecloths that she had bought. The clerk laid out her package before her, but she decided not to make any change in the tablecloths, and started away again.

In ten minutes the troublesome buyer was back again. This time she wanted a package of New York newspapers sent to be done up with her bundle. The clerk took them with the gracious remark that it would not be the least trouble in the world to have them put with her package, and then he gave his attention to another customer as if all this had not been an incident worthy of notice.

Of course stories might be told of clerks much more accommodating than this one, but they possibly might not have the advantage that this has of being strictly true.

Children Cry for It.

DETROIT, July 22—THE TRADESMAN of even date just at hand. I am more than pleased with the very liberal and courteous recognition of the Michigan Commercial Travelers' Association given in its columns. As I often hear THE TRADESMAN kindly spoken of by commercial travelers, I am led to think you have a large subscription list among commercial travelers, which you are justly entitled to and should have.

M. J. MATTHEWS, Sec'y.

Prefer an Easier Assignment.

From the Grocery Trade Press List.

A timely article in THE TRADESMAN under the title of "Economy of Good Manners," has met with the approval of the trade press generally. We now suggest to Editor Stowe that he continue a series of sketches bearing on the relation of man with his fellow man—friendship, honor, duty, courage, helpfulness, etc.

Dry Goods Price Current.

Table of Dry Goods Price Current with columns for UNBLEACHED COTTONS, BLEACHED COTTONS, HALF BLEACHED COTTONS, UNBLEACHED CANTON FLANNEL, BLEACHED CANTON FLANNEL, CARPET WARP, DRESS GOODS, CORSETS, CORSET JEANS, PRINTS, CARPET WARP, TICKINGS, COTTON DRILL, SATINES.

Table of Dry Goods Price Current with columns for DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMESTIC FLANNEL, CANVASS AND PADDING, DUCKS, WADDINGS, SILESIA, SEWING SILK, NEEDLES—PER M., TABLE OIL CLOTH, COTTON TWINES, PLAID OSNABURGS.

Voigt, Herpolsheimer & Co., DRY GOODS, NOTIONS, CARPETS, CURTAINS.

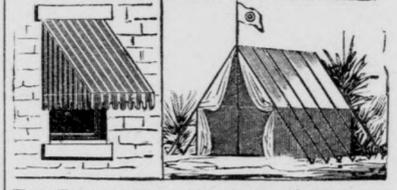
Importers and Jobbers of Staple and Fancy... Manufacturers of... Elegant Spring Line of Prints, Gingham, Toile Du Nord, Challies, White and Black Goods, Percales, Satteens, Serges, Pants Cloth, Cottonades and Hosiery now ready for inspection.

Chicago and Detroit Prices Guaranteed. 48, 50 and 52 Ottawa St. GRAND RAPIDS, MICH.

Carpets, Rugs, Curtains.

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

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.

EATON, LYON & CO.,

Stationery and Books. A Complete Line of HAMMOCKS, FISHING TACKLE, MARBLES, BASE BALL GOODS.

Our new sporting goods catalogue will be ready about February 10th. EATON, LYON & CO., 20 and 22 Monroe St.

H. M. REYNOLDS & SON,

Tar and Gravel Roofers, And dealers in Tarred Felt, Building Paper, Pitch, Coal Tar, Asphaltum, Rosin, Mineral Wool, Etc. Corner Louis and Campau Sts., GRAND RAPIDS.

Persistent Dunning.

From the Detroit Collector.

It is a generally accepted notion that one of the first qualifications of a good collector is that he be a persistent dunning, and by repeated solicitations worry his debtors into payment. This idea has given birth to the various agencies throughout the country which have resorted to envelopes with devices calculated to annoy conspicuously printed on them, and, in some cases, to uniformed collectors, with striking costumes indicating their occupation.

As these have been in the main prohibited, many creditors who have not taken the pains to examine the question closely, and feeling somewhat vindictive, believe it to be the best policy to follow as closely as possible in the same line.

As a matter of right, each man is entitled to his own, and to enable him to get it is the office of the law. The remedial portion of the law provides the means of doing this, and, in some cases, where the good of society demands it, if this remedy is not adequate, the law also provides for the punishment of the offender, which constitutes the vindictory branch of the law.

Imprisonment for debt, but recently abolished, was once thought to be the moral right of every creditor who could not obtain satisfaction from the property of his debtor. By degrees the rigor of the law in this respect was abated, until now it is only allowed in cases where the debt was contracted under such circumstances of fraud as would make it almost criminal in its nature. That system had a thorough trial, and it is now the verdict of the civilized world that it was not for the best interests of the public to continue it longer. We may accept that decision as founded on experience and supported by the good sense of mankind, and we think we may go a step further and say that any means used in the collection of an ordinary debt which has for its object the punishment of the debtor ought never to be employed. Our idea is that the judicious collector will keep as far away from it as possible, and make his application for payment in such a manner as to give no offense.

Not that a claim should be abandoned on the first unsuccessful attempt to collect, but that the means employed should have reference to the payment of the account, and to that alone.

How to Select Rope.

A German paper, in an article on the present methods of rope manufacture from hemp, and the determination of the different qualities and the probable strength simply from appearance, lays down the following rules: A good hemp rope is hard but pliant, yellowish or greenish gray in color, with a certain silvery or pearly luster. A dark or blackish color indicates that the hemp has suffered from fermentation in the process of curing, and brown spots show that the rope was spun while the fibers were damp, and is consequently weak and soft in those places. Again, sometimes a rope is made with inferior hemp on the inside, covered with yarns of good material—a fraud, however, which may be detected by dissecting a portion of the rope, or in practical hands, by its behavior in use; other inferior ropes are made with short fibers, or with strands of unequal strength or unevenly spun—the rope in the first case appearing woolly, on account of the number of ends of fibers projecting and in the latter case, the irregularity of manufacture is evident on inspection by any good judge.

Couldn't Do Everything.

"I've got a complaint to make," said an office boy to his employer.
 "What is it?"
 "The book-keeper kicked me, sir. I don't want no book-keeper to kick me."
 "Of course he kicked you. You don't expect me to attend to everything, do you? I can't look after all the little details of the business myself."

Nessen City—McKeog & Co. are erecting a shingle mill here and will manufacture exclusively for the Michigan trade.

Hardware Price Current.

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

AUGURS AND BITS.		dis.
Snell's	60	
Cook's	40	
Jennings, genuine	25	
Jennings, imitation	50&10	
AXES.		
First Quality, S. B. Bronze	\$ 7 50	
" D. B. Bronze	12 00	
" S. B. Steel	8 50	
" D. B. Steel	13 50	
BARROWS.		dis.
Railroad	\$ 14 00	
Garden	net 30 00	
BOLTS.		dis.
Stove	50&10	
Carriage new list	75	
Plow	40&10	
Sleigh shoe	70	
BUCKETS.		
Well, plain	\$ 3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70&	
Wrought Narrow, bright fast joint	60&10	
Wrought Loose Pin	60&10	
Wrought Table	60&10	
Wrought Inside Blind	60&10	
Wrought Brass	75	
Blind, Clark's	70&10	
Blind, Parker's	70&10	
Blind, Shepard's	70	
BLOCKS.		
Ordinary Tackle, list April 17, '85	40	
CRADLES.		
Grain	dis. 50&02	
CROW BARS.		
Cast Steel	per lb 5	
CAPS.		per m
Ely's 1-10	65	
Hick's C. F.	60	
G. D.	35	
Musket	60	
CARTRIDGES.		
Rim Fire	50	
Central Fire	dis. 25	
CHISELS.		dis.
Socket Firmer	70&10	
Socket Framing	70&10	
Socket Corner	70&10	
Socket Slocks	70&10	
Butchers' Tanged Firmer	40	
COMBS.		dis.
Curry, Lawrence's	40	
Hotchkiss	25	
CHALK.		
White Crayons, per gross	12@12 1/2 dis. 10	
COPPER.		
Planished, 14 oz cut to size	per pound 30	
" 14x52, 14x56, 14x60	25	
Cold Rolled, 14x56 and 14x60	25	
Cold Rolled, 14x48	25	
Bottoms	27	
DRILLS.		dis.
Morse's Bit Stocks	50	
Taper and straight Shank	50	
Morse's Taper Shank	50	
DRIPPING PANS.		
Small sizes, ser pound	07	
Large sizes, per pound	6 1/4	
ELBOWS.		
Com. 4 piece, 6 in.	dis. net 75	
Corrugated	dis. 20&10&10	
Adjustable	dis. 40&10	
EXPANSIVE BITS.		dis.
Clark's, small, \$18; large, \$26	30	
Ives', 1, \$18; 2, \$24; 3, \$30	25	
FILES—New List.		dis.
Disston's	60&10	
New American	60&10	
Nicholson's	60&10	
Heller's	50	
Heller's Horse Rasps	50	
GALVANIZED IRON.		
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28	
List	12 13 14 15 18	
Discount, 60		
GAUGES.		dis.
Stanley Rule and Level Co.'s	50	

HAMMERS.		
Maydole & Co.'s	dis. 25	
Kip's	dis. 25	
Yerkes & Plumb's	dis. 40&10	
Mason's Solid Cast Steel	30c list 60	
Blacksmith's Solid Cast Steel, Hand	30c 40&10	
HINGES.		
Gate, Clark's, 1, 2, 3	dis. 60&10	
State	per doz. net, 2 50	
Screw Hook and Strap, to 12 in. 4 1/2 14 and longer	3 1/2	
Screw Hook and Eye, 1/2	net 10	
" " " 3/4	net 8 1/4	
" " " 1	net 7 1/2	
Strap and T	dis. 50	
HANGERS.		dis.
Barn Door Kidder Mfg. Co., Wood track	50&10	
Champion, anti-friction	60&10	
Kidder, wood track	40	
HOLLOW WARE.		
Pots	60	
Kettles	60	
Spiders	60	
Gray enameled	40&10	
HOUSE FURNISHING GOODS.		
Stamped Tin Ware	new list 70	
Japanned Tin Ware	25	
Granite Iron Ware	new list 33 1/2&10	
WIRE GOODS.		dis.
Bright	70&10&10	
Screw Eyes	70&10&10	
Hook's	70&10&10	
Gate Hooks and Eyes	70&10&10	
LEVELS.		
Stanley Rule and Level Co.'s	70	
KNOBS—New List.		dis.
Door, mineral, jap. trimmings	55	
Door, porcelain, jap. trimmings	55	
Door, porcelain, plated trimmings	55	
Door, porcelain, trimmings	55	
Drawer and Shutter, porcelain	70	
LOCKS—Door.		dis.
Russell & Irwin Mfg. Co.'s new list	55	
Mallory, Wheeler & Co.'s	55	
Branford's	55	
Norwalk's	55	
MATTOCKS.		
Adze Eye	\$16.00, dis. 60	
Hunt Eye	\$15.00, dis. 60	
Hunt's	\$18.50, dis. 20&10	
MAULS.		dis.
Sperry & Co.'s, Post, handled	50	
MILLS.		dis.
Coffee, Parkers Co.'s	40	
" P. S. & W. Mfg. Co.'s Malleables	40	
" Landers, Ferry & Clark's	40	
" Enterprise	25	
MOLASSES GATES.		dis.
Stebbin's Pattern	60&10	
Stebbin's Genuine	60&10	
Enterprise, self-measuring	25	
NAILS.		
Steel nails, base	1 85	
Wire nails, base	2 20	
Advance over base:		Steel. Wire.
60	Base	Base
50	Base	10
40	05	30
30	10	20
20	15	30
16	15	35
12	15	35
10	20	40
8	25	50
7 & 6	40	65
4	60	90
3	1 00	1 50
2	1 50	2 00
1	1 50	2 00
Case 10	60	80
" 8	75	1 00
" 6	90	1 25
Finish 10	85	1 00
" 8	1 00	1 25
" 6	1 15	1 50
Clinch 10	85	75
Corrugated	1 00	90
" 6	1 15	1 00
Barrell 1/2	1 75	1 00
PLANES.		dis.
Ohio Tool Co.'s, fancy	2 40	
Scota Bench	2 60	
Sandusky Tool Co.'s, fancy	2 40	
Bench, first quality	2 60	
Stanley Rule and Level Co.'s, wood	3 10	
PANS.		
Fry, Acme	dis. 60-10	
Common, polished	dis. 70	
RIVETS.		dis.
Iron and Tinned	40	
Copper Rivets and Butts	50	
PATENT PLANISHED IRON.		
"A" Wood's patent planished, Nos. 24 to 27	10 20	
"B" Wood's pat. planished, Nos. 25 to 27	9 20	
Broken packs 1/4 c per pound extra.		

ROPES.		
Sisal, 1/2 inch and larger	8	
Manilla	11 1/2	
SQUARES.		dis.
Steel and Iron	75	
Try and Bevels	60	
Mitre	20	
SHEET IRON.		
Com. Smooth.		Com.
Nos. 10 to 14	\$4 20	\$3 10
Nos. 15 to 17	4 20	3 20
Nos. 18 to 21	4 20	3 20
Nos. 22 to 24	4 20	3 30
Nos. 25 to 26	4 40	3 40
No. 27	4 60	3 50
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra		
SAND PAPER.		
List acct. 19, '86	dis. 50	
SASH CORD.		
Silver Lake, White A	list 50	
" Drab A	55	
" White B	50	
" Drab B	55	
" White C	35	
SASH WEIGHTS.		
Solid Eyes	per ton \$25	
SAWS.		dis.
" Hand	20	
" Silver Steel Dia. X Cuts, per foot	70	
" Special Steel Dex X Cuts, per foot	50	
" Special Steel Dia. X Cuts, per foot	30	
" Champion and Electric Tooth X Cuts, per foot	30	
TRAPS.		dis.
Steel, Game	60&10	
Oneida Community, Newhouse's	35	
Oneida Community, Hawley & Norton's	70	
Mouse, choker	18c per doz	
Mouse, delusion	\$1.50 per doz.	
WIRE.		dis.
Bright Market	65	
Annealed Market	70-10	
Coppered Market	60	
Tinned Market	62 1/2	
Coppered Spring Steel	50	
Barbed Fence, galvanized	3 40	
" painted	2 85	
HORSE NAILS.		
Au Sable	dis. 25&10@25&10&05	
Putnam	dis. 05	
Northwestern	dis. 10&10	
WRENCHES.		dis.
Baxter's Adjustable, nickle	30	
Coe's Genuine	50	
Coe's Patent Agricultural, wrought	75	
Coe's Patent, malleable	75&10	
MISCELLANEOUS.		dis.
Bird Cages	50	
Pumps, Cistern	75	
Screws, New 1st	70&10	
Casters, Bed a d Plate	50&10&10	
Dampers, American	40	
Forks, hoes, rakes and all steel goods	65	
METALS.		
PIG TIN.		
Pig Large	26c	
Pig Bars	28c	
ZINC.		
Duty: Sheet, 2 1/4 c per pound.		
60 pound casks	6 1/2	
Per pound	7	
SOLDER.		
1/2@1/2	16	
Extra Wiping	15	
ANTIMONY.		
Cookson	per pound 16	
Hallett's	13	
TIN—MELTN GRADE.		
10x14 IC, Charcoal	\$ 7 50	
14x20 IC, "	7 50	
10x14 IX, "	9 25	
14x20 IX, "	9 25	
TIN—ALLAWAY GRADE.		
10x14 IC, Charcoal	\$ 6 50	
14x20 IC, "	6 50	
10x14 IX, "	8 00	
14x20 IX, "	8 00	
ROOFING PLATES.		
14x20 IC, " Worcester	6 50	
14x20 IX, " "	8 50	
20x28 IC, " "	13 50	
14x20 IC, " Allaway Grade	5 75	
14x20 IX, " "	7 25	
20x28 IC, " "	12 00	
20x28 IX, " "	15 00	
BOILER SIZE TIN PLATE.		
14x28 IX	\$14 00	
14x31 IX	15	
14x56 IX, for No. 8 Boilers, } per pound	10	
14x60 IX, " 9		

HARDWARE

Fishing Tackle

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GUNS.

FOSTER & STEVENS & CO.

GRAND RAPIDS

33, 35, 37, 39, 41 Louis St., 10 & 12 Monroe St.

Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

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

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, JULY 29, 1891.

CONSIDER THE SOURCE.

In connection with a report of the banquet tendered the Detroit traveling men by local representatives of the fraternity, the *Morning Press* paid both hosts and guests the following gratuitous insult:

The most noticeable thing about the spread was the absence of wine, and the Roman punch which was served only aggravated the case. The "drummers" gazed up and down the long tables like shipwrecked mariners looking for a friendly sail, and as the hour waxed late and the wine came not the hard cheek of the drummers grow harder and a deadly calm settled in their eyes like that of a wounded fawn. When the last drop of the punch disappeared and its aroma had penetrated their senses, they were like old war horses that had scented the battle from afar and were eager for the fray. Yellow label, Old Cliquot, Mumm's Extra and many other brands danced before their eyes and caused long-drawn sighs to escape from between their parched lips.

Some of the guests were strongly inclined to make a personal matter of so flagrant an insult, but were dissuaded from doing so on being assured by local representatives of the fraternity that the paper was absolutely without standing in the community, no person of education or refinement permitting it to enter his home or office.

What more could be expected, anyway, from a reporter who insisted on using cream and sugar with his beef *boullion*, on the supposition that it was coffee?

Now that the new wheat crop is beginning to come into market, buyers and speculators are doing their utmost to crowd down the price. There are so many farmers who are under the absolute necessity of realizing on their crops as soon after harvest as possible that there is always an opportunity for speculators to take advantage of the situation and bear down the price. There is danger of overcrowding the early market, forcing down the price and giving all the advantage of the prospective high price to the speculators. There is good reason for believing that the wheat crop, both as to quantity and quality, has been over-estimated, and it will be advisable for the producers to carefully consider the question of holding for better prices than are first offered.

Selling Goods Below Cost.

H. N. Morse in Dry Goods Bulletin.

It is irritating to a retailer of merchandise, whose existence depends upon the net profits resulting from his sales, to read the smartly phrased sentences of a professional writer upon trade topics when the latter scores, usually with much severity, the practice of selling goods "below cost." Such criticisms, however cleverly expressed, are not only silly beyond endurance, but are even dangerous, in that they are liable to be read by novices who, taking for law and gospel the glib words of the professional writer, follow the plausible advice, mark

their goods at a gross profit, and realize a net loss.

Every big dry goods store in the country sells goods daily at less than cost—all experienced retailers know that. The store that I manage has just closed the largest and most profitable June business in its experience, and the most attractive leader used to draw trade to the dry goods department was a quantity of cheap but pretty summer fabrics (challies, prints and gingham), the invoice cost of which averaged 4%e, but which we put out and sold perhaps 200 pieces of, at 4c a yard. Marked 5c, they would have attracted no attention. "Get 'em anywhere," customers would have said. Marked 6c (to show a meager profit, adding expense cost to invoice cost) they would be condemned as dear. "Why, Blink & Sleeper are selling 'em at 5," but at 4c they were a recognized bargain and did us good.

The true test of value is *acceptability*, the ever varying "cost" playing no essential part except as a guide to the retailer to determine, according to the character of the goods, what a satisfactory retail price will be, and, in rare cases, to enable the customer to identify a positive bargain.

A dish of ice cream may be sold with immense satisfaction to the consumer at fifteen or twenty cents, as the case may be, and if politely served, amid neat and cheerful surroundings, the customer receives "good value" in the strictest acceptance of the term; but if an inferior article was served, though at only "a moderate advance above cost," customers would soon become scarce and the confectioner, acquiring wisdom by experience, would doubtless dispose of his product "at a sacrifice," *i. e.*, throw it away, and make haste to prepare a palatable compound, and reap the reward willingly paid by satisfied customers.

Precisely the same principle applies to the offerings at the counter of the dry goods store as at the table of the caterer. At the fancy bakery a large percentage of profit may be realized from the sale of ice cream and fine confections, while the ordinary crackers (cost of which can be clearly approximated by the purchaser) are sold at about cost. So in the dry goods store. A card of hooks and eyes costing half a cent can be readily and satisfactorily sold for three cents, or a dozen buttons costing two cents, for five, to the same customer who would indignantly scout the idea of paying more than five cents a yard for Lawrence LL cotton.

The gist of all is that the retail dealer must make a careful study of the plan by use of which he marks his goods for sale. That in the trite advice to never sell goods "below cost," there lurks a snare to be sedulously avoided must be patent to the casual observer (not a professional space writer), let alone to the working, worrying storekeeper, who learns among his first lessons that if he does not offer *bargains*, the dear people for whose custom he ardently longs will pass by on the other side, and that bargains to be *genuine*, must be either *secured* by him at less than cost (rare task, that!) or *offered* by him at less than cost.

There must be *bargains*. Every price must be an *acceptable* one. The dealer must not hold too cheaply the value of the service he renders. He must count carefully the many and various expenses and contingent losses which, added to the invoice cost, makes the store cost of his wares. All these propositions are self evident, but to observe the golden mean that shall result in a showing of net profit in each semi-annual inventory, "there's the rub." There is an intricate problem involved, the solution of which could not be given in any number of articles.

Valuable suggestions bearing on the subject could be made by successful retail merchants with time and temper to write about it, and they would be of lively interest to the great army of retailers who patiently ply their task of pulling the jobber's chestnuts out of the fire, sustained by the knowledge and belief that some will be theirs if they are not too severely scorched by the flames that are kept alive by aggressive competitors and captious customers.

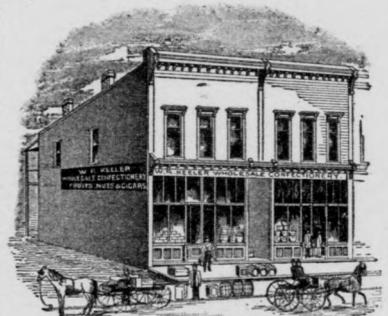
Ludington, July 15, 1891.

Do You Want a Cut of YOUR STORE BUILDING

For use on your Letter Heads, Bill Heads, Cards, Etc ?



We can furnish you a double column cut, similar to above, for \$10; or a single column cut, like those below, for \$6.



In either case, we should have clear photograph to work from.

THE TRADESMAN COMPANY,

ENGRAVERS AND PRINTERS,

GRAND RAPIDS, MICH.

UNSOLICITED TESTIMONIAL.

HARVARD, July 6, 1891.

Editor Michigan Tradesman:

DEAR SIR—We began trading with Rindge, Bertsch & Co. three years ago the 22d day of June, during which time we have bought \$3,719.54 worth of goods, for which we have paid cash, and but one pair of shoes have been brought back, and those were not their own make.

We are the only firm handling Rindge, Bertsch & Co.'s goods at this place, and would as soon think of going out of business as exchanging their line for that of any other house.

GRISWOLD BROS.

"TWISTE A YEAR."

The Semi-Annual Convention a Most Pleasant Event.

The long-looked-for visitation of Detroit traveling men, comprising members of the Michigan Commercial Travelers' Association, arrived in the city via D., G. H. & M. Railway a little after noon Saturday, and were taken to Sweet's Hotel for dinner. At 2 o'clock the gentlemen met at Elk's hall, when the meeting was called to order by Geo. Seymour, in the absence of President Robertson of the local Association. Mr. Seymour extended a cordial welcome to the delegates present, which was replied to by Secretary Matthews, who paid Grand Rapids a warm tribute for the generosity of its business men and the courtesy of its traveling men. He said it was one of the first cities he visited when he started out on his career as a traveler, and he never yet went away from town "skunked." He asserted that he proposed to enjoy the visit every moment he was in town and hoped that all the other visitors would do the same. Incidentally, he had a good word for the Association, asserting that the same investment could not be secured in any other direction. The history of the Association for the past seventeen years shows that the annual cost of \$1,000 insurance was less than \$10 a year, while no other company is able to make a showing of less than \$17.50 per annum for the same amount of insurance.

Jos. T. Lowry said he had been coming to Grand Rapids for thirty years and hoped to be able to come thirty years longer. He heartily endorsed everything said by Mr. Matthews in regard to the benefits of the Association, and hoped to see the membership largely augmented as a result of this visit.

Geo. F. Owen said that the traveling men of Grand Rapids always had their hands stretched out towards Detroit and were always glad to meet a Detroit traveling man, no matter where or under what circumstances. He remarked, incidentally, that arrangements had been made to take the party to the league ball game, the start to be made at 4 o'clock.

Geo. L. Sampson jumped to his feet and suggested that an adjournment be taken immediately.

A. B. Cole presented a letter from the O-wash-ta-nong Club, tendering the local Association add its guests the privileges of the club house and boat house, which was accepted with thanks.

Mr. Murray emphasized the fact that the guests were here to secure applications for membership in the Association and if there were any traveling men in the city who were not already members of the Association he suggested that they join at once.

T. J. Haywood said that the distinguishing features of the Association were prompt payment of losses and assessments. His insurance had cost him less than 1 per cent. per year during fifteen years, and he saw no reason why the ratio should change in the future.

Secretary Matthews read two letters of acknowledgement from beneficiaries of the Association, which appeared in THE TRADESMAN of last week.

Thos. McLeod stated that the board had authorized the remission of the \$2 fee for medical examination for the next 90 days.

Chas. McLain said that any traveling

man who did not carry all the insurance he could afford to pay for was a "chump." Many of those who did not belong to the Association were probably members of some other Association embodying similar privileges.

Mr. Lowry related an incident connected with one member who paid \$20 into the Association and died, and his widow received \$2,500. The widow of another member who had paid less than \$100 into the Association received \$2,500, which was every cent of money the member left his widow.

Several other matters of minor importance were discussed, when the meeting broke up to go to the ball park.

The banquet, which was held at Sweet's Hotel in the evening, was attended by about 100 representatives of the fraternity, a goodly portion of whom were accompanied by their wives. The menu was excellent and the service reflects credit on the new proprietor of the hotel.

Chas. McLain officiated as toast-master in a highly acceptable manner, extending a hearty welcome to the guests from Detroit, although he admitted that it would take the eloquence of an Ingersoll or Talmage to do the subject justice. The doors were open to admit the guests but the Grand Rapids boys proposed to close them and keep them closed until their Detroit friends admit they have had a good time.

Mr. Kelly, President of the Association, said he was glad to meet so many old familiar faces. Grand Rapids may be the Second City in point of population, but she is certainly behind no other city in point of rapid transit.

Jos. T. Lowry responded to the sentiment, "Detroit," and did the subject ample justice.

Geo. F. Owen was asked to tell what he knew of Grand Rapids. He confined his remarks almost solely to the water supply, from the time it emerges from the crystal springs in the vicinity of Jackson Prison, down by the Lansing Reform School, the Ionia House of Correction, until it ends up at the Soldiers' Home and Comstock Row.

S. H. Hart was called upon for a song and responded with an *impromptu* effort, the audience joining him in singing the chorus to the tune of "Good Bye, My Lover, Good Bye:"

The Grand Rapids travelers invited some guests their hospitable to share, And said if you boys from Wayne will come west We presume to give you good care.

Chorus—Great town, Grand Rapids. Live town, Grand Rapids. Business town, Grand Rapids. You can't beat Great Rapids, don't try.

We said we'd come and we let down the bars, With the hope that all would turn out, But we think some boys are afraid of the cars, So for numbers we're not very stout.

Chorus—The President we thought would spoil our fun; At his absence we made a great noise, But we got a dispatch that Kelly would come And Lowry could set 'em up for the boys.

Chorus—Our reception has surely been all we could ask Of cordiality you may well boast, Our thanks are due for this elegant repast As entertainers we think you're a host.

Chorus—

M. J. Matthews responded for the traveling men in a right royal manner. He related an incident connected with his first visit to Grand Rapids, when he drove into the city with a two-horse peddling wagon over a corduroy road. His experience of forty years, extending from ocean to ocean, has shown him that the traveler is a true man, with an open hand and a generous heart, ready and

willing at all times to assist another in distress. The traveler is not only an arbiter of commerce but is also an arbiter of politics and social economy, because he comes in contact with all classes of people and is compelled to cope with all manner of circumstances.

Albert C. Antrim started out on a high-flown address, beginning by referring to traveling men as the electric lights of commerce, but at this moment the electric light suddenly ceased shining, to the great amusement of the audience, disconcerting the speaker so that he closed by approving the remarks of the previous speaker and asserting that the traveling man has made a record on the up grade of commerce.

T. J. Haywood was asked to respond for the ladies, but the call was so unexpected that he cut his remarks short by asserting that in no way did a traveling man show his good judgment more than in the big-hearted and loyal woman he almost invariably selected for his wife.

James B. McInnis sang a Scotch song and responded to an encore by telling a Scotch story.

The party then broke up for the evening, as it was about midnight, and Sunday afternoon was devoted to visits to North Park and Reed's Lake.

RESOLUTION OF THANKS.

At a meeting of the committees having the event in charge, the following resolution was unanimously adopted:

Resolved, That the hearty thanks of the Grand Rapids Traveling Men's Association be extended to the wholesale dealers who contributed to the entertainment fund of the convention; to Landlord Riseley, for his superb banquet; to the O-wash-ta-nong club for tendering the courtesy of its club room and boat house; and to all others who in any way contributed to the success of the occasion.

The headaches of school children, says Dr. W. S. Higgins in the *Peoria Medical Monthly*, are caused, not by over-study, but strain on the eyes caused by the white book paper used. Smoked eyeglasses will prevent the trouble, but children naturally dislike to wear glasses, and he now earnestly advises printing school books on yellow paper in blue ink, experiments having proven this the very best combination. For similar reasons white letters on black ground have also been recommended.

Use Tradesman or Superior Coupons.

To whom it may concern:

I hereby forbid any and all persons giving any credit to my wife, Hattie Conkey, on my account, or paying to her any bills now or hereafter due to me.

LEONARD L. CONKEY.



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

\$100 GIVEN AWAY

To the Smokers of the
PRINCE RUDOLPH CIGARS.

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

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

STRAITON & STORM'S CIGARS.

Having been appointed distributing agents in Grand Rapids for the OWL CIGAR COMPANY (formerly Straiton & Storm), of New York and Florida, we are prepared to supply the trade with the celebrated OWL BRANDS OF HIGH GRADE CIGARS, also their SUPERIOR NICKEL GOODS, and a complete assortment of KEY WEST CIGARS, manufactured by the above well known firm at their factories in New York and Florida. The Owl Cigar Company do not manufacture low grade cigars, and their products are guaranteed free from drugs or adulterations of any kind. We solicit a trial order.

I. M. CLARK GROCERY CO., Grand Rapids.

A. E. BROOKS & CO.,
No. 47 OTTAWA ST., GRAND RAPIDS

Is the only place in Michigan where you can buy ALKUMA.

ALKUMA COFFEE CHOC. CORDIAL
CLIMAX CHOC. ASS'D BRANDY " "

Try a Few Boxes!

Drugs & Medicines.

State Board of Pharmacy.
 One Year—Stanley E. Parkill, Owosso.
 Two Years—Jacob Jesson, Muskegon.
 Three Years—James Vernon, Detroit.
 Four Years—Otmar Eberbach, Ann Arbor.
 Five Years—George Gundrum, Ionia.
 President—Jacob Jesson, Muskegon.
 Secretary—Jas. Vernon, Detroit.
 Treasurer—Geo. Gundrum, Ionia.
 Meetings for 1891—Houghton, Sept. 1; Lansing Nov. 4.

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

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

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

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

Muskegon Drug Clerks' Association.
 President N. Miller; Secretary, A. T. Wheeler.

Lead Plaster vs. Lead Oleate.

The successful manufacture of lead plaster requires hours of almost constant watching; should it be left for a time without stirring, oxide will collect on the bottom into a compact mass, and is with difficulty disintegrated. The heat used is another source of difficulty; the heat of a water bath is insufficient and a sand bath of direct flame is apt to burn the plaster. No exact degree of temperature can be established, as the olive oil and lead oxide taken separately will bear a much higher degree of heat than after they have combined to form an oleate. Therefore, a decreased temperature should be employed toward the close of the operation.

The Pharmacopoeia requires that lead plaster shall be white. This requirement should be changed, for though we may obey the spirit of the requirement, and obtain a very light-colored plaster, we cannot obey the letter of the requirement and obtain a perfectly white plaster.

In view of the above considerations, would it not be well to discard lead plaster and introduce in its stead lead oleate, which is easily and quickly made, according to the directions given in the National Formulary.

With this thought in mind, I have prepared lead plaster and lead oleate, and also diachylon ointment made from each, which I here present for your consideration, with other samples, as follows: Lead plaster and diachylon ointment made by the U. S. P. method from pure olive oil, from commercial olive oil, also from cotton-seed oil. It seems to make very little difference in the result whether pure oil or cotton seed oil is used in the manufacture of the plaster. Samples of diachylon ointment were made from oleate and from lead plaster, substituting white petrolatum for olive oil; substituting, also, liquid petrolatum for the olive oil. The ointment made with the latter ingredient is too soft, while that made with petrolatum is of good consistency, and I am inclined to believe that it would be an improvement on the U. S. P. ointment. A. B. STEVENS.
 ANN ARBOR, April 15, 1891.

Test for Oil of Wintergreen.

An excellent test for oil wintergreen (or birch) when mixed with the synthetic oil, has recently been published by an American firm dealing in volatile oils. The circular in question says: "The theory is that while synthetic wintergreen oil is almost the same chemically as true oil, yet it being an alcoholic product it is impossible entirely to remove traces of alcohol; hence if a small particle of red aniline, soluble in alcohol, be dropped into a vial of synthetic oil it will immediately show a disposition to dissolve, which is not the case with true wintergreen. Practically this is found to be the case. In three to five minutes' time, by agitating vials of both oils with aniline in them, it will be noticed that the artificial product readily dissolves the aniline, whereas the other will hardly have any perceptible effect on it. After the lapse of fifteen minutes to half an hour both will be discolored, but the artificial will have a purplish tint,

while the natural oil will be more of a cherry color; and in proportion as the two are mixed so will be the time and extent of discoloration.

"This is a delicate test, fit only for use by experts, for which reason we have not heretofore published it, as by it a careless user would probably reject all the oil he purchased, whether pure or otherwise. Before adopting it for use it will be well to make several experiments in order to get a correct idea of the length of time required for the action of pure oil wintergreen on the aniline, in comparison with the artificial and known mixtures of the two."

Relative Dangers of Anesthetics.

Dr. Horatio Wood shows by charts and the results of experiments that, contrary to general belief, chloroform kills by paralyzing the respiration as well as the heart, and that ether kills by paralyzing the heart before respiration has ceased. He regards nitrous oxide as the safest anesthetic, only one death having occurred out of 50,000 administrations. Ether is probably safer than chloroform in the ratio of one to three or one to five, and the best method of administering it is to use the inhaler made of cloth stretched across the wire frame, which is surrounded by rubber or leather. Plenty of fresh air should be mixed with the ether. Chloroform is probably more fatal on account of its greater specific gravity. It lies in the lungs and mixes slowly with the air, completely poisoning the nerve centers before oxygen can gain admission to the blood. It is less dangerous in hot climates, where it is more readily volatilized. Ether is more volatile and, therefore, less dangerous.

Value of Cream.

The fact is not so well known as it deserves to be, says a writer in a medical journal, that cream constitutes an admirable nutriment for invalids. It is superior to butter, containing more volatile oils. Persons predisposed to consumption, aged persons, or those inclined to cold extremities and feeble digestion are especially benefited by a liberal use of sweet cream. It is far better than cod-liver oil and besides being excellent for medicinal properties it is a highly nutritious food.

"Aqua Ammonia in Chunks."

GRAND RAPIDS, July 25—This order came in to us on a scrap of paper a day or two ago:

5 cents worth of aqua ammonia in chunks.

We sent carbonate of ammonia and in order that our brethren of the trade may smile with us, we send the order to THE TRADESMAN. B. SHROUDER & CO.

The Drug Market.

Opium is dull and low. Morphia is unchanged. Quinine is firmer. Oil anise is higher. Citric acid is lower. Linseed oil has declined. Oil orange has advanced.

A prescription clerk in a Hessian pharmacy had occasion quite recently to dispense a mixture of a 10:200 chromic acid solution, salicylic acid and alcohol. Not bearing in mind the chemical nature of chromic acid he introduced the crystals directly into the alcohol, as a consequence of which an explosion occurred, resulting in the man's loss of eyesight. This should serve as a terrible warning to the many happy-go-lucky members in the ranks of pharmacy to whom study is a bore and the lack of book knowledge a boasted virtue. The "practical" druggist was a good man in his time, but his days are numbered.

Peroxide of Hydrogen has been used to sterilize milk. When used in the proportion of five or six tablespoonfuls to the quart of milk, the milk will not curdle or become sour for forty-eight hours at the summer temperature. The cream from such milk is so sweet that butter cannot be made from it for a considerable time.

Use Tradesman 10 Superior Coupons.

THE STRIKING FEVER.

Workingmen Beginning to Realize that Labor Unions are Their Worst Enemies.

From the Nation.

The recent disastrous strike of the butchers, bakers and grocers of Paris, without any definite object, is a good illustration of the contagiousness of the striking state of mind. Managers of railroads and some other large establishments which have great staying powers, recognized this long ago, and many or most of them, therefore, made it a cardinal rule of their business never to yield to a strike, whether it be reasonable or unreasonable, because, they say, to yield to one is to invite a series of others in rapid succession. The London dock companies have had a melancholy experience of the soundness of this rule from a business point of view. They yielded, under pressure from philanthropists and clergymen, to a strike gotten up by a body of laborers not regularly employed by them but absolutely necessary to them now and then on pressing occasions, and agreed to pay wages which they really could not afford. This was two years ago, and they have never since had a week's peace. The laborers, having, as they thought, their power over the companies, speedily broke loose from the control of the outside agitators who managed the first strike, and struck every day or two against the application of the commonest and most essential rules of order and discipline, and have come near achieving the ruin of the port of London. Things have grown quieter lately, but the loss has been enormous and the experience bitter.

In Paris there was apparently a very reasonable strike the other day of the omnibus drivers against long hours and small pay. The companies resisted for a while, and could undoubtedly have filled the strikers' places, but they were prevented by mob violence from moving their vehicles. The police were overpowered, and the government, under the influence of the obloquy excited by the use of the army in suppressing a strikers' riot at the Fourmies a short time ago, was afraid to call out the troops to clear the streets, and the companies surrendered. What the men asked for was undoubtedly fair enough. The Parisian public has no good claim to the service of any human being on an omnibus box for fifteen hours a day, and no corporation ought to undertake to provide such service.

But, unfortunately, there is little likelihood that the surrender has ended the trouble. In fact, judging from American and English experience, these troubles are only beginning. The drivers will probably soon strike again, either for further shortening of their hours or further additions to their wages, or to procure the dismissal of some obnoxious person or persons from the company's employment. In other words, the companies will probably find that the strike has sensibly diminished their control of their property. The effect on the other trades is already visible. The bakers, butchers and grocers all struck, not through sympathy, but contagion. The French dearly love a "manifestation"—that is, a march through the streets as an expression of some sort of discontent, and this manifestation was probably intended, like "the general strike" which used to be proposed here, to show the community its dependence on a particular class of service, and bring it to its knees before the manual laborers. The threat of the government to put soldiers into the bakery, butchery and grocery business to supply the places of the strikers for the moment gave an additional touch of comedy to the crisis, and an idea of what a funny place the world will be when labor gets "on top," as many philanthropists assure us it will before long, although they never tell us how much room exactly there is "on top" for permanent residents.

It is this inability of labor organizations, as at present managed, to bear success, that does most to prevent their usefulness to the laboring classes. When a strike succeeds, the effect either on the leaders or on the rank and file is very much like the effect on many an indus-

trious man of a lucky turn on the stock exchange or at a gambling table. Drudgery and slow gains at once become intolerable to them. They cannot bear to go on obeying orders and keeping regular hours in the old humdrum fashion. They want to make the bosses and the foremen "stand round" and mend their manners, and, if nothing else, to infuse a little excitement or variety into their own lives. We passed through this phase of "the labor problem," through which France and England are now passing, in this country five years ago. Up to 1886, the presumption always was that a strike against a corporation was reasonable, and that there was a certain justice in the stoning or clubbing of "scabs," and that strikers were entitled to as much rioting facilities in the streets as their occasions might require. But this state of things was speedily changed by the excesses of the strikers. The strikes were badly managed. They occurred so often, and were attended with so much clubbing and stoning and interruption of public traffic, that the community had in self-defence to turn the presumption against strikes, and relieve the "scabs" from their dolorous liability to have their heads broken. So it will be by and by in Europe. The social bond is too strong for any one class to break it.

There are various signs that labor itself is waking up to the discomfort of trying to be "on top." The last report of the Michigan Board of Labor Statistics contains 1,211 answers to the question: "Has your labor organization been of any financial benefit to you?" Sixty-four per cent. said "Yes," but thirty-five per cent. said "No." To the question: "Has your labor organization been of any other benefit to you than financially?" 1,125 answers were received. Forty-one per cent. said "Yes," but fifty-nine per cent. said "No."

A similar inquiry by the Wisconsin Labor Bureau some time ago showed the same frame of mind. A number of machinists, printers, carpenters, etc., were asked their opinion of the value of trade unions. Barely half unhesitatingly endorsed the union system, while a full quarter were outspoken against it, and the other quarter qualified their approval of the principle by saying that "they are good if properly organized and managed," or that "they are good if not carried to excess," or that "they are just what we need provided they are carried on upon good principles." It would probably be found, on more minute inquiry, that the failure to benefit was in the great majority of cases due to bad management.

The Magic of the Number Thirteen.

A dozen or more jolly drummers sat puffing their cigars in the smoking compartment in the rear end of a Pullman sleeping car en route to Chicago. The conductor came in and collected the tickets.

"See here, conductor," cried an old stager with a grizzly beard, "can you change my berth? I have lower 13 and want another number."

The conductor consulted his diagram. "I can give you upper 5," he said.

"Thanks! That will be better."

The change was soon effected.

"What is the matter with number 13?" queried one of the crowd. "I have an aversion to everything with thirteen in it," announced a cloak drummer sadly. "I was a thirteenth child and have always played in hard luck. When I was thirteen years of age I had typhoid fever. Later in life, I was run over by a street car No. 13. In school I was for a long time number thirteen in a class that counted thirteen pupils; so I naturally began to regard thirteen with ill-will. Well, gentlemen, it proved to be particularly unlucky when I began to travel on the road. I once called on a party in Omaha, and after much persuasion managed to sell him a bill of goods. I was elated. When I counted it up I found to my surprise that it amounted to \$1,313. To make matters worse, it was the thirteenth order I had taken, and was sold on the thirteenth day of the month. Such an ominous combination of thirteens boded no good. I concluded that the party would fail and counseled my firm not to ship the order."

Wholesale Price Current.

Advanced—Oil anise, oil orange. Declined—Opium, linseed oil, citric acid.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzolium German.	80 10	Aloes	50
Boric	200 30	Arnica	50
Carbolicum	300 35	Asafoetida	50
Citricum	550 58	Atrope Belladonna	60
Hydrochlor	30 5	Benzoin	60
Nitricum	100 12	Camphora	50
Oxalicum	110 13	Cinchona	50
Phosphoricum dil.	20	Cinchonina	50
Salicylicum	1 300 70	Coccoloba	50
Sulphuricum	1 1/2 5	Colubina	50
Tannicum	1 400 60	Conium	50
Tartaricum	400 42	Cubeba	50
AMMONIA.		Digitalis	50
Aqua, 16 deg.	3 1/2 5	Ergot.	50
" 20 deg.	5 1/2 7	Geniana	50
Carbonas	120 14	Guaiaca	50
Chloridum	120 14	Zingiber	50
ANILINE.		Hyocyamus	50
Black	2 000 25	Iodine	75
Brown	800 100	" Colorless	75
Red	450 50	Ferri Chloridum	35
Yellow	2 500 3 00	Kino	50
BACCÆ.		Lobelia	50
Cubæe (po. 90)	900 110	Merrh	50
Juniperus	80 10	Nux Vomica	50
Xanthoxylum	250 30	Opil	85
BALSAMUM.		" Camphorated	50
Copaiba	550 60	" Deodor.	2 00
Peru	21 75	Aurant Cortex	50
Terabin Canada	350 40	Quassia	50
Tolutan	350 50	Rhatany	50
CORTEX.		Rhel	50
Abies Canadian	18	Cassia Acutifol.	50
Cassia	11	" Co.	50
Cinchona Flava	18	Serpentaria	50
Euonymus atropurp.	30	Stramonium	50
Myrica Cerifera, po.	12	Tolutan	60
Prunus Virgini.	14	Valerian	50
Quillaja, grd.	14	Veratrum Veride.	50
Sassafras	14	MISCELLANEOUS.	
Ulmus Po (Ground 12)	10	Ether, Spts Nit, 3 F.	200 28
EXTRACTUM.		" " 4 F.	300 32
Glycyrrhiza Glabra.	240 25	Alumen	2 1/2 3
" po.	330 35	" ground, (po.	30 4
Haematox, 15 lb. box.	110 12	Annatto	500 60
" 18.	130 14	Antimoni	40 5
" 14s.	140 15	" et Potas.	550 60
" 1/4s.	160 17	Antipyrin	1 40
FERRUM.		Antifebrin	2 25
Carbonate Precip.	15	Argent Nitras, ounce	68
Citrate and Quinia.	30 50	Arsenicum	50 7
Citrate Soluble	50	Balm Gilead Bud.	380 40
Ferrocyanidum Sol.	15	Bismuth S. N.	2 100 20
Solut Chloride	15	Calcium Chlor, 1s, 1/4s	11 1/2 12
Sulphate, com'l.	1 1/2 2	" 3/4s, 12	20 9
" pure.	7	Cantharides Russian,	20 20
FLORA.		" po.	20 20
Arnica	180 20	" B po.	20 20
Anthemid	200 25	Caryophyllus, (po. 15)	120 13
Matricaria	250 30	Carmine, No. 40	300 75
FOLIA.		Cera Alba, S. & F.	500 55
Barosma	200 70	Cera Flava	380 40
Cassia Acutifol, Tin-	250 28	Coccus	20 20
nively	350 50	Cassa Fructus	20 10
Salvia officinalis, 1/4s	120 15	Centaria	20 10
and 1/2s.	80 10	Ceteceum	20 12
Ura Ursi.	80 10	Chloroform	600 63
GUMMI.		Chloral Hyd Crisb.	500 70
Acacia, 1st picked.	2 1 00	Chondrus	200 25
" 2d	2 00	Cinchonidine, P. & W	150 20
" 3d	2 00	" German 3/4	12
" sifted sorts	2 00	Corks, list, dis. per	60 60
" po	750 1 00	cent	50 50
Aloe, Barb, (po. 60)	500 60	Cressatum	20 2
" Cape, (po. 20)	50 60	Creta, (tbl. 75)	2 2
" Socotri, (po. 60)	50 60	" prep.	50 5
Catechu, 1s, 1/4s, 14 1/4s,	1 10	" precip.	90 11
16)	1 10	" Rubra	20 8
Ammoniac	300 35	Crocus	280 30
Assafoetida, (po. 30)	20 20	Cudbear	2 24
Benzolium	500 55	Cupri Sulph	5 60
Camphora	500 55	Dextrine	100 12
Euphorbia po	350 10	Ether Sulph	680 70
Galbanum	30 30	Emery, all numbers	2 8
Gamboge, po.	800 95	Ergota, (po.) 60	500 55
Gualacum, (po. 30)	20 25	Flake White	120 15
Kino, (po. 25)	20 20	Galla	20 23
Mastic	20 20	Gambier	7 80
Myrrh, (po. 45)	20 20	Gelatin, Cooper	20 7
Opil, (po. 3 30)	1 900 2 00	" French	400 60
Shellac	280 33	Glassware flint, 70 and 10,	
" bleached	300 75	by box 60 and 10	
Tragacanth	300 75	Glue, Brown	90 15
HERBA—In ounce packages.		" White	130 25
Absinthium	25 25	Glycerina	17 25
Eupatorium	25 25	Grana Paradisi	20 22
Lobelia	25 25	Humulus	250 25
Majoram	25 25	Hydrag Chlor Mit.	20 90
Mentha Piperita	25 25	" Cor	20 80
" Vir	25 25	" Ox Rubrum	20 10
Rue	30 30	" Ammoniat.	20 11
Tanacetum, V	25 25	Unguentum	40 50
Thymus, V	25 25	Hydrargyrum	20 70
MAGNESIA.		Icthyobolla, Am.	1 250 21 50
Calcined, Pat	550 60	Indigo	750 100
Carbonate, Pat	200 22	Iodine, Resubl.	3 750 3 85
Carbonate, K. & M.	200 25	Iodoform	24 70
Carbonate, Jennings.	350 36	Lupulin	350 40
OLEUM.		Lycopodium	450 43
Absinthium	5 000 5 50	Macleis	500 85
Amygdalae, Dulc.	450 75	Liquor Arsen et Hy.	20 27
Amygdalae, Amarae.	8 000 25	drarg Iod.	100 12
Anisi	2 000 2 10	Liquor Potas Arsenitis	100 12
Aurant Cortex	3 600 3 75	Magnesia, Sulph (tbl	20 3
Bergamit	3 750 4 00	1/4)	
Cajuputi	700 80	Mannia, S. F.	500 60
Caryophylli	900 1 00		
Cedar	300 65		
Chenopodii	200 20		
Cinnamonil	1 150 21 30		
Citronella	20 45		
Conium Mac	350 65		
Copalba	1 200 1 30		

Morphia, S. P. & W.	2 050 2 30	Seldlitz Mixture	25	Lindseed, boiled	40 43
" S. N. Y. Q. &	1 950 2 30	Sinapis	18	Neat's Foot, winter	50 60
C. Co	700 75	" opt.	30	strained	50 60
Moschus Canton	20 40	Snuff, Maccaboy, De	35	Spirits Turpentine	42 50
Myristica, No. 1	700 75	Voes	35	PAINTS.	
Nux Vomica, (po. 20)	280 30	Snuff, Scotch, De. Voes	35	Red Venetian	1 1/2 30 3
Os. Sepia	280 30	Soda Boras, (po. 13)	130 13	Ochre, yellow Mars	1 1/2 30 4
Peppin Saac, H. & P. D.	20 40	Soda et Potass Tart.	300 33	" Ber.	1 1/2 30 3
Picis Liq, N. C., 1/2 gal	20 40	Soda, Bi Carb	1 1/2 2	Putty, commercial	2 1/2 30 3
Co	20 40	Soda, Ash	3 1/2 4	" strictly pure	2 1/2 30 3
Picis Liq, quarts	20 40	Soda, Sulphas	2	Vermilion Prime Amer-	130 16
" pints	20 40	Spts. Ether Co	500 55	ican	700 75
Pil Hydrarg, (po. 80)	20 40	" Myrcia Dom	2 25	Vermilion, English	700 75
Piper Nigra, (po. 22)	20 40	" Myrcia Imp.	2 30	Green, Peninsular	700 75
Piper Alba, (po. 5)	20 40	" Vini Rect. bbl.	2 37	Lead, red	7 7 1/2
Plex Burgun	20 40	2 27)	2 37	Whiting, white Span.	7 7 1/2
Plumbi Acet	140 15	Less 5c gal, cash ten days.		Whiting, Gilders	20 70
Pulvis Ipecac et opil.	100 20	Strychnia Crystal	2 1 30	White, Paris American	1 00
Pyrethrum, boxes H	20 40	Sulphur, Subl	3 2 30	Whiting, Paris Eng.	1 40
" P. D. Co., doz	21 25	" Roll.	3 1/2 3 1/2	chiff	1 40
Pyrethrum, pv.	300 35	Tamarinds	80 10	Pioneer Prepared Paint	200 21
Quassia	80 10	Terebinth Venice	280 30	Swiss Villa Prepared	1 000 21 20
Quinia, S. P. & W.	330 36	Theobromae	450 56	Paints	1 000 21 20
" S. German	22 30	Vanilla	9 000 16 00	VARNISHES.	
Rubia Tincturum	120 14	Zinc Sulph.	70 8	No. 1 Turp Coach	1 100 21 20
Saccharum Lactis pv.	20 40			Extra Turp.	1 600 21 70
Salacin	1 800 1 85	OILS.		Coach Body	2 750 3 00
Sanguis Draconis	400 50	Whale, winter	70 70	No. 1 Turp Furn	1 000 21 10
Santonine	4 50	Lard, extra	55 60	Eutra Turk Damar	1 550 21 60
Sapo, W	120 14	Lard, No. 1	45 50	Japan Dryer, No. 1	
" M.	100 12	Linseed, pure raw	37 40	Turp.	700 75
" G.	20 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.

The Magic of the Number Thirteen.

(Continued from page 10.)

"Did the party fail?" asked the clothing drummer in suspense.

"No, that's the unlucky part of it. He is as good as gold to-day, and throws me out of doors whenever I approach him for an order. I tell you thirteen is a bad number."

"Gentlemen," began a thin, cadaverous looking individual who had hitherto listened in silence, "believe it or not, thirteen is an unlucky number. Look at me; note my hollow cheek and sunken eye. They are caused by sitting thirteen at table."

The greatest interest was at once manifested by the listeners. "Tell us all about it!" they cried breathlessly.

"You see, it is this way: I live in a boarding house in Saginaw. There are just thirteen at the table, and there is hardly food enough for ten. I am growing thinner every day, and if it lasts much longer I shall die."

"Why don't you change your boarding house?" asked the cloak drummer.

"I can't; my wife is the proprietor!" and the man blinked dismally at the hall opposite.

Suddenly the clothing drummer began counting the number of persons in the smoking room.

"Great heavens!" he cried, "we are just thirteen!"

There was a wild rush for the door, and a moment later the smoking compartment was as deserted as a store that doesn't believe in advertising.

Date and Location of the Annual Grocers' Picnic.

At a meeting of the retail grocers of Grand Rapids, held at the office of L. Winterintz last Tuesday afternoon, it was decided to hold the annual picnic at Reed's Lake on Thursday afternoon, August 6th, all stores to close at 12 o'clock sharp.

Propositions were received from the managers of both North Park and Reed's Lake resorts, but the latter was so much more favorable than the former, that the vote was unanimous in favor of holding the picnic on the same grounds on which it has been held for the past six years. On motion of E. J. Herrick, a cordial invitation was extended to all other organizations of business men to participate in the event, and on motion of Mr. Van Every all merchants in the city were invited to close their doors and join with the grocers in celebrating the annual holiday.

A. J. Elliott was elected President of the meeting, E. A. Stowe Secretary and David P. Van Every Treasurer. The presiding officer announced the following committees:

On Finance—E. J. Herrick, David P. Van Every, M. C. Goosen, L. C. Hatch, W. J. Smith, Henry Vinkemulder, A. Rasch and Ed. Winchester.

On Sports—William Killean, Cliff Herrick, Jas. Hughes, Guy Perry and Charles Rowland.

On Badges—Ad. Morrison, Frank H. White, Geo. H. McWilliams and John Brummeler.

On Program—B. S. Harris, E. A. Stowe and Thomas Keating.

On Audit—F. J. Dyk, John G. Gray and Sam K. Beecher.

Judges—W. S. Freeman, Ed. Telfer and A. S. Musselman.

Commissary Committee—W. L. Lawton H. T. Stowits and J. J. Atkinson.

A communication was received from the Woolson Spice Co., offering a handsome dial clock as a prize to the winner of the running race gotten up for boys over 50 and under 60. This prize, together with \$100 in cash contributed by the Reed's Lake resort for the offer-

ing of prizes, promises to make the sporting feature of the event a very interesting one.

A representative of L. Winterintz offered to furnish the badges and programmes, which was referred to the proper committees.

Retailing Butter.

From the American Grocer.

Butter plays quite as important a part in store economy as in the household. It is a nutritive article which makes bread more palatable, gives flavor to food and adds to the pleasure of the table. Fine butter will do more to win trade for a store than any other one article the grocer handles. At this season of the year the weather makes it difficult to manage the butter department without friction. The secret of having a large butter trade is simple, viz: keep only the first quality. This does not mean fancy grades, but such a quality as is certain to give satisfaction. There must be some elasticity to the definition of "fine," it being determined by the character of the trade served. If the patronage is thoroughly first-class, fine butter means the highest grade known to this market. Our leading retailers will have nothing else, frequently paying 1/2 to 1 cent above current quotations. Where the customers served are governed by price of an article, and do not discriminate closely as to flavor, it is possible to provide butter that they will call fine that is not of the highest market grade. Still, the safer policy is to keep only the best, for the poor people rely upon bread and butter, and if both are good, extra good, then they are pleased patrons who will cling to the store where they are always sure of the best. In some of the most squalid sections of this city the grocer keeps only the finest creamery butter and the highest grade of flour.

Butter should be kept in a refrigerator at a temperature which will keep it firm enough to cut with a knife, but not to the freezing point, for if butter is once frozen it is at the expense of its flavor.

Annual Meeting of the Produce Shippers.

NASHVILLE, July 27.—The third annual meeting of the Michigan Produce Shippers' Association will be held at Lansing, Tuesday, August 11. It is desired that every shipper of produce who can will attend this meeting. All agents of freight lines are invited, as are also the receivers of produce.

For the finest coffees in the world, high grade teas, spices, etc., see J. P. Visper, 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.		
No. 0 Sun	1 75	
No. 1 "	1 88	
No. 2 "	2 70	
First quality.		
No. 0 Sun, crimp top	2 25	
No. 1 "	2 40	
No. 2 "	3 40	
XXX Flint.		
No. 0 Sun, crimp top	2 60	
No. 1 "	2 80	
No. 2 "	3 80	
Pearl top.		
No. 1 Sun, wrapped and labeled	3 70	
No. 2 "	4 70	
No. 2 Hinge, " "	4 70	
La Bastic.		
No. 1 Sun, plain bulb, per doz.	1 25	
No. 2 "	1 50	
No. 1 crimp, per doz.	1 35	
No. 2 "	1 60	

FRUIT JARS.

Mason's or Lightning.	
Pints	11 50
Quarts	12 50
Half gallons	16 00
Rubbers	55
Caps only	4 50

STONEWARE—ARRON.

Butter Crocks, per gal.	06 1/2
Jugs, 1/2 gal., per doz.	75
" 1 " " " " "	90
" 2 " " " " "	1 30
Milk Pans, 1/2 gal., per doz. (glazed 75c)	65
" " 1 " " " " "	78

PRODUCE MARKET.

Apples—\$3 per bbl. for red Astrican.
 Beans—Dry beans are firm and in strong demand at \$2 per bu. for choice hand picked. Wax and string command 50c per bu.
 Beets—Green, 10c per doz.
 Butter—The market is full all around, dealers purchasing only for immediate wants at 10@15c.
 Blackberries—8@10c per qt.
 Celery—25c per doz. bunches.
 Cabbages—50@75c per doz.
 Cucumbers—20c per doz.
 Eggs—Dealers pay 14 1/2c and freight, holding at 15 1/2c.
 Honey—Dull at 10@18 for clean comb.
 Onions—\$4 per bbl. for red or yellow Danvers.
 Potatoes—50c per bu.
 Peas—50@75c per bu.
 Peaches—Alexanders and Hale's Early are in free supply at \$1@1.25 per bu. The crop is fully two weeks earlier than usual.
 Radishes—In plentiful supply, but little call for stock.
 Raspberries—Black, 8c per qt., Red, 10@12 1/2c per qt.
 Tomatoes—\$1.00 for 4 basket crate of fancy Acme.
 Watermelons—The market is glutted with poor stock, which sells as low as 10c. Fair stock is in moderate demand at 12@15c.

POULTRY.

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

PROVISIONS.

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

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

SAUSAGE—Fresh and Smoked.

Pork Sausage	7
Ham Sausage	9
Tongue Sausage	9
Frankfort Sausage	8
Bologna, straight	5
Bologna, thick	5
Head Cheese	5

LARD—Kettle Rendered.

Tierces	7 1/2
Tubs	8 1/2
50 lb. Tins	8 1/2

BEEF IN BARRELS.

Extra Mess, warranted 200 lbs.	8 50
Extra Mess, Chicago packing	8 50
Boneless, rump butts	12 50

SMOKED MEATS—Canned or Plain.

Hams, average 20 lbs.	9 1/2
" " 16 lbs.	10 1/2
" " 12 to 14 lbs.	10 1/2
" picnic	7 1/2
" best boneless	8 1/2
Shoulders	8 1/2
Breakfast Bacon, boneless	8 1/2
Dried beef, ham prices	11
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 @ 4 1/2
" loins, No. 3	6 @ 7
" ribs	8 @ 8 1/2
" rounds	6 @ 7
" tongues	@ 7
Bologna	@ 5
Pork loins	@ 7 1/2
" shoulders	@ 7 1/2
Sausage, blood or head	@ 5
" liver	@ 5
" Frankfort	@ 7 1/2
Mutton	7 @ 8
Veal	@ 6 1/2

FISH AND OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.	
Whitefish	@ 8
Trout	@ 8
Halibut	@ 15
Ciscoes	@ 5
Flounders	@ 9
Bluefish	@ 10
Mackerel	@ 25
Cod	@ 12
California salmon	@ 20

OYSTERS—Cans.

Fairhaven Counts	@ 40
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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	10	9
Extra	10	10 1/2
French Creams	10 1/2	11 1/2
Valley Creams	10 1/2	11 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	12 1/2	14
Gum Drops	5	6 1/2
Moss Drops	8	9 1/2
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	.....	30	
Lozenges, plain	.....	35	
" printed	.....	70	
Imperials	.....	65	
Mottos	.....	75	
Cream Bar	.....	60	
Molasses Bar	.....	55	
Hand Made Creams	.....	85@90	
Plain Creams	.....	80@90	
Decorated Creams	.....	1 00	
String Rock	.....	70	
Burnt Almonds	.....	1 40	
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 00
" " 150-176s.	4 75

LEMONS.

Messina, choice, 300	@ 50
" fancy, 300	@ 50
" choice 300	5 00
" fancy 300	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	@ 17
Brazils, new	@ 7 1/2
Filberts	@ 11 1/2
Walnuts, Grenoble	@ 14 1/2
" Marbot	@ 12
" Chili	@ 14
Table Nuts, No. 1	@ 13
" No. 2	@ 13
Pecans, Texas, H. P.	15@17
Cocoanuts, full sacks	@ 4 00

PEANUTS.

Fancy, H. P., Suns	@ 5 1/2
" " Roasted	7 @ 7 1/2
Fancy, H. P., Flags	@ 5 1/2
" " Roasted	7 @ 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
Kips, green	4 @ 4 1/2
" cured	5 @ 5 1/2
Calfskins, green	4 @ 5
" cured	5 @ 6
Deacon skins	10 @ 20
No. 2 hides 1/2 off.	

PELTS.

Shearlings	10 @ 25
Lamb's	20 @ 60

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 50@3 00

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	27 @ 36
Engine	13 @ 21
Black, Summer	@ 8

Table listing various goods such as Apple Butter, Chicago goods, Axle Grease, Frazer's Wood boxes, Aurora Wood boxes, Diamond Wood boxes, Peerless Wood boxes, Baking Powder, Acme cans, Telfer's cans, Arctic cans, Red Star cans, Bath Brick, English Domestic, Arctic ovals, Brooms, Buckwheat Flour, Candles, Canned Goods, Fish, Mackerel, Mustard, Soused Salmon, Columbia River flat, Alaska, American Sardines, Imported Mustard, Brook Trout, York State Apples, Hamburg Apples, Santa Cruz Apples, Overland Blackberries, F. & W. Cherries, Pitted Hamburg, White Erle, Damsons, Egg Plums and Green Gages, Erle Gooseberries, Common Peaches, Pie Maxwell, Shepard's California Pears, Domestic Pineapples, Johnson's sliced Quinces, Common Raspberries, Red Black Hamburg, Erle black.

Table listing various goods such as Strawberries, Lawrence Hamburg, Erie Whortleberries, Common F. & W., Blueberries, Corned beef, Libby's, Roast beef, Armour's, Potted ham, 1/2 lb., 1 lb., tongue, 1/4 lb., chicken, 1/4 lb., Hamburg stringless, French style, Lima, green, soaked, Lewis Boston Baked, Bay State Baked, World's Fair, Hamburg, Tiger, Purity, Erie, Hamburg marrofat, early June, Champion Eng., Hamburg petit pois, fancy sifted, Soaked Harris standard, Van Camp's Marrofat, Early June, Archer's Early Blossom, French Mushrooms, 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. of Lenawee, Allegan, Skin, Sap Sago, Edam, Swiss, imported, domestic, Limburger, Rubber, 100 lumps, Spruce, 300 pieces, Snider's, pint, quart, CLOTHES PINS, COCOA SHELLS, COFFEE, Green Rio, Fair, Good, Prime, Golden, Peaberry, Santos, Fair, Good, Prime, Mexican and Guatemala, Fair, Good, Fancy, Maracaibo, Interior, Private Growth, Mandehling, Mocha, Arabian, ROASTED, To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15 per cent. for shrinkage, PACKAGE, McLaughlin's XXXX, Lion, In cabinets, Durham, EXTRACT, Valley City, Felix.

Table listing various goods such as Hummel's foil, tin, Bulk Red, CLOTHES LINES, Cotton, 40 ft., 60 ft., 70 ft., 80 ft., Jute, Eagle, Crown, Genuine Swiss, American Swiss, COUPON BOOKS, TRADESMAN 1, TRADESMAN 5, \$1 per hundred, \$2, \$3, \$4, \$5, \$10, \$20, \$30, \$40, \$50, \$100, \$200, \$500, \$1000, Bulk orders for above coupon books are subject to the following discounts: 200 or over, 5 per cent., 500 " 10 " 1000 " 20 " CRACKERS, Kenosha Butter, Seymour, family, biscuit, Boston, City Soda, Soda, S. Oyster, City Oyster, CREAM TARTAR, Strictly pure, Telfer's Absolute, Grocers', DRIED FRUITS, Apples, Sundried, Evaporated, California Evaporated, Apricots, Blackberries, Nectarines, Peaches, Pears, sliced, Plums, Prunes, sweet, PRUNES, Turkey, Bosnia, French, PEEL, Orange, CITRON, In drum, In boxes, CURRANTS, Zante, in barrels, in 1/4-bbls., in less quantity, RAISINS-California, London Layers, 2 cr'n, Muscatels, 2 crown, Foreign, Valencia, Ondaras, Sultanas, FARINACEOUS GOODS, Farina, 100 lb. kegs, Hominy, Lima Beans, Grits, Dried, Macaroni and Vermicelli, Domestic, 12 lb. box, Imported, Pearl Barley, Peas, Green, bu, Split, bbl, Sago, German, East India.

Table listing various goods such as Wheat, Cracked, FISH-Salt, Bloaters, Yarmouth, Cod, Whole, Bricks, Strips, Halibut, Smoked Herring, Scaled, Holland, kegs, Round shore, 1/2 bbl., 1 bbl., Mackerel, No. 1, 1/2 bbls., 90 lbs., No. 1, kits, 10 lbs., Family, 1/2 bbls., 100 lbs., kits, 10 lbs., Pollock, Fancy, Sardines, Russian, kegs, Trout, No. 1, 1/2 bbls., 90 lbs., Whitefish, No. 1, kits, 10 lbs., Family, 1/2 bbls., 90 lbs., kits, 10 lbs., FLAVORING EXTRACTS, Jennings' D C, Lemon, Vanilla, 3 oz folding box, 2 oz, 4 oz, 6 oz, 8 oz, GUN POWDER, Kegs, Half kegs, HERBS, Sage, Hops, JELLIES, Chicago goods, LAMP WICKS, No. 1, No. 2, LICORICE, Calabria, Sicily, LYE, Condensed, 2 doz, MATCHES, No. 9 sulphur, Anchor parlor, No. 2 home, Export parlor, MOLASSES, Blackstrap, 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 180, PICKLES, Medium, Barrels, 1,200 count, Half barrels, 600 count, Small, Barrels, 2,400 count, Half barrels, 1,200 count, RICES, Clay, No. 216, T. D. full count, Cob, No. 3, Domestic, 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, 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 such as Ginger, African, Cochin, Jamaica, Mace Batavia, Mustard, Eng. and Trieste, Trieste, Nutmegs, No. 2, Pepper, Singapore, black, white, Cayenne, Sage, Absolute in Packages, Allspice, Cinnamon, Cloves, Ginger, Jam, Mustard, A. F., Pepper, Singapore, white, Sage, SUGAR, Cut Loaf, Cubes, Powdered, Granulated, Confectioners' A, Soft A, White Extra C, Extra C, Yellow, Less than 100 lbs., 1/4c advance, STARCH, 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, Allen B. Whisley's Brands, Old Country, 80, Uno, 100, Bouncer, 100, SODA, Boxes, Kegs, English, SAL SODA, Kegs, Granulated, SEEDS, Mixed bird, Caraway, Canary, Hemp, Anise, Rape, Mustard, 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, 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 Crackers, 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 FIRED, Fair, 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 such as ENGLISH BREAKFAST, Fair, Choice, Best, TOBACCO, Pails unless otherwise noted, Hiawatha, Sweet Cuba, McGinty, Little Darling, 1791, 1891, 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, Smokers, Boss, Colonel's Choice, Warpath, Banner, King Bee, Kila Dried, Nigger Head, Honey Dew, Gold Block, Peerless, Rob Roy, Uncle Sam, Tom and Jerry, Brier 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, EAST-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, Sea Island, assorted, No. 5 Hemp, No. 6, WOODENWARE, Tubs, No. 1, No. 2, No. 3, Pails, No. 1, two-hoop, No. 1, three-hoop, Clothspins, 5 gr. boxes, Bowls, 11 inch, 13, 15, 17, assorted, 17s and 19s, BASKETS, market, shipping bushel, full hoop, bushel, willow c'ns, No. 1, No. 2, No. 3, splint, No. 1, No. 2, No. 3, GRAINS and FEEDSTUFFS, WHEAT, No. 1 White (58 lb. test), New Old, No. 1 Red (60 lb. test), MEAL, Bolted, Granulated, FLOUR, Straight, in sacks, Patent, Graham, 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.



OLD MAN SLIM.

Troubles and Trials of a Canadian Merchant.

QUEEN'S HOLLOW, Ont., July 25—Izik was away last week, looking after the canning factory business and one thing and another, and I was alone in the store the most of the time and did not have time to write. The canning factory is doing a larger business this season than ever. They put in two new pea threshers, which have been kept running continuously during the day time for over a week. Hundreds of people have visited the factory to see them work. They are quite a novelty and work splendidly, saving a vast amount of labor. The old plan was to pick the pods from the vines and deliver the stock at the factory in sacks, where the peas had to be shucked from the pods by hand. Now the crop is mowed and brought to the factory in the vine and put through these new machines at a rapid rate, doing away with the hand-picking from the vine and the hand shucking process. The farmers realize about \$30 per acre on an average and are more than pleased with the extra profit they receive, occasioned by the labor saved by the new machines.

A few days after Jo. Gobbard took possession of the Cronk store we received the following letter from Cronk's old clerk:

WOODPECKER POINT, July the 11—Mister Slim & Slim i ust tu klerk fur mister cronk and wen mister gobbard bot his shop i ast him tu hier me tu klerk fur him but he sed i ast tu mutch i only ast 4 dollers a munth and bord an i dont think thats asten tu mutch du yu i thot i wud rite yu an ast yu tu ast him to hier me az i am owt of a job and dont no how tu du enny thing eis but klerk and kepe bukes.

i wil col an git the anser.

DAVEY BLUBBERGONE.

Davey is the only help that Cronk ever managed to keep for any length of time. He is faithful as far as he knows, and offers to work cheap enough, but I am afraid he will have to look elsewhere for a "gob," as he spells it. Gobbard has created quite a sensation all around the country. He has put up a new elaborate sign which reads, "New American Store," in large gilt letters. He has extensive advertisements in both of the Loyaltown papers, announcing to the public that he has purchased the "old, long-established Cronk business" and that he will "remodel it" and "enlarge it in every department" and that he will "add several new departments" and "embellish the whole with new American features that will revolutionize mercantile methods and customs in this section of Ontario and relegate old fogysm to the cobweb regions of a dead past." He informs the public that he will give "no credit," but will sell goods "cheaper than any other dealer in the county," and that he will pay more for all kinds of produce, and that after July 20 he "will give to every customer one dollar's worth of the Cronk stock until closed out." He says he does this to "make room for new stock."

When Gobbard bought the Cronk stock, everybody thought that he had "stepped on himself" sure, for no one who knew the stock would have paid one-half what Jo. paid for it. The boys asked Jo. if he was going into the museum business, but Jo. said "never you mind, I know my gait and I'm going to break my own record right here in the Hollow before this meeting is over with." Cronk was a fuzzy old fog of the old stick-in-the-mud school. He would never take less than his marked price for an article until it became obsolete or damaged and then he would never take less than it cost. A business run in this way for thirty years would become heavily laden with the yearly accumulations of dead stock. The concern would have sunk long ago with its own weight of dead matter had it not been for the fact that it had drawn continuously for support on outside resources. At the time of the purchase every available nook and corner about the premises had been utilized in disposing of the accumulations. Izik says Cronk sold out because he had run out of space in which to stow away his

relics. Among the antique specimens in the crockery department were pieces similar to the outfit possessed by Priscilla and John Alden when they set up house-keeping, and it was said that Cronk had Rockingham teapots of the same pattern that was used on board the Mayflower. In the hat and bonnet collection could be seen every conceivable shape and design which the ingenuity of man ever dreamed of. There were bald hats and long haired hats, high-crowned, intelligent hats and low, flat-topped idiotic hats, broad, expansive hats and silly unrecognizable hats; sorrel hats, yellow and dishwater drab hats, and the Lord only knows what to call it kind of hats.

The first thing Gobbard did after acquiring possession was to unearth and unpack this vast accumulation of curiosities and expose them to the sunlight and fresh air of the nineteenth century. He then carefully selected, brushed and repacked all of the best preserved specimens and consigned them to a celebrated antiquarian in New York. He claims that this consignment will net him about 15 per cent. more than the whole stock cost him and he can well afford to give away the balance of the stock by way of advertising his business. He kept only one specimen and that is a hat. He had a glass case made for it and placed it on the counter in the store, where it will remain as an interesting relic of antiquity. A neat card is attached to the broad brim of the hat which bears this inscription: "A fac-simile of the hat worn by Roger Williams on the occasion of his first visit to the red men of Rhode Island." Gobbard says it is a rare specimen and of greater value than the celebrated specimen at Washington known as "Grandfather's Hat."

Jo. has one clerk now, but he says he will need two more when he gets fairly started. There is a crowd of people in his store all the time, but Izik says they go in there out of curiosity and it will soon get to be an old story and then things will resume their normal condition; but Izik can't fool me, for I can plainly see that he is very much put out about it, and he is beginning to realize that there is a dull prospect ahead for Slim & Slim. Gobbard spares no pains to worm himself into the good graces of every one. He had over a hundred wooden signboards painted and lettered and put up all around the country. He had a thousand hand bills printed and employed a boy with a horse and buggy to distribute them among the farmers. He wrote a very cleverly worded article headed "The Benefits of Reciprocity Realized at Last," and had it inserted in all the papers as a news article. Before the article closed, he ran it into his "New American Store." Of course, everybody is deceived and read it. When they discovered what it was they got mad and throw the paper down, after which they smiled, picked it up again and called Gobbard a smart fellow. He attends the Methodist church in the morning and the Lutheran church in the afternoon. He can talk a little German and he makes the very best use of it. He visits the tavern frequently evenings. He never drinks but smokes incessantly, plays poker and leads the boys in all sporting matters. Old Weatherby thinks there never was such a fellow as Jo. and predicts that he will become rich in a short time. We shall see.

OLD MAN SLIM.

The Tyranny of the Trades Unions.

It is becoming a very serious question with many manufacturers and contractors as to whether or not they will be able to continue in business. The ordinary fluctuations of prices for materials can be discounted, but of late it has been impossible to make anything like an accurate calculation as to the freaks and fancies of organized labor. A builder, paying the highest rates for labor and employing none but union men, may at any moment find all his operations brought to a standstill because some other builder employs an obnoxious foreman or because the mason work of a

building has been let to a contractor who employs non-union men. No excuse seems too frivolous for ordering a strike, and naturally such strike is ordered when it will affect the largest number of employers. The switchmen of a great railroad, extending over thousands of miles, strike because the yardmaster in one city is not liked by his men, and, in consequence, the freight trains of the road are tied up and delayed for days, entailing a loss of hundreds of thousands of dollars on shippers and on the road.

A few weeks ago the masons and bricklayers employed on the World's Fair buildings threatened to strike because the iron used in the construction of the buildings was not rolled by union men. Should they carry out this idea to its fullest extent, they would refuse to use trowels that did not bear a union stamp, nor use any mortar the lime for which had not been burned by union men and packed in barrels made by union coopers. In short, there is no limit to which such a tyrannical assumption of authority might not be carried, even extending to the clothes worn by the foreman and the bread supplied by him to his family.

Encouraged by their successes in many instances, and not a whit discouraged by their lack of it in others, the unions have begun to believe that they own the earth, and that employers and non-union men have no rights that they are bound to respect. Walking delegates presume to dictate to the employer of a thousand men how his business shall be run, and who he shall employ to look after his interests. Within a month the 'longshoremen of New Orleans broke out in a riot because the foreman employed by one of the boss stevedores was not liked by his men and had employed two of his friends who were not union men. The stevedore discharged his union hands and employed outsiders, but these were not allowed to work in peace, as the union men, with revolvers and brickbats, drove them from the ship and finally coerced the stevedore into discharging his foreman and re-employing his old men.

No one disputes the right of any man or body of men to secure the highest price for his or their labor, and no man should be compelled to work for less than he thinks to be fair wages, but when it comes to the point of saying that because a man is not a member of a union he shall not be allowed to do so, it is then time for the law to step in and put a stop to such arrogance. Workmen, unless under specific contracts, have the right to quit work, but the moment they do so they have no more rights in the premises than a black from Australia. Their places are vacant, and the employer has the right and is justified in hiring other men; and he has only himself to blame if, after one such trouble, he again places himself in the power of an organization the members of which only regard him as a victim from whom, like a swarm of mosquitos, they may suck blood. The time is not far distant when there will be an uprising against this tyranny of organized labor, and organized capital, backed by the sober sense of the masses of the people, will not come second best out of the conflict.

GINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists,
GRAND RAPIDS.

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.

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.

S. A. Morman

WHOLESALE

Petoskey, Marblehead and Ohio

LIME,

Akron, Buffalo and Louisville

CEMENTS,

Stucco and Hair, Sewer Pipe,

FIRE BRICK AND CLAY.

Write for Prices.

20 LYON ST., - GRAND RAPIDS.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

D. A. BODGETT, Vice-President.

H. W. NASH, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

THE A B C OF MONEY.

BY ANDREW CARNEGIE.

[CONTINUED FROM LAST WEEK.]

Even in the mind of the most reckless there will be some doubt whether the United States alone can take the load of the world upon its shoulders and carry it, when all the other nations together are afraid to try it, and when no nation in the history of the world has ever succeeded in giving permanent value, as a standard for money, to a metal that did not in itself possess that value. Mark this: that our government has only succeeded so far in doing this with its silver dollars because it has issued only a limited quantity, and has been able to redeem them in gold—just as you could take a piece of paper and write on it, "This is good for one dollar, and I promise to pay it." That would be your "fiat" money. The question is, How long could you get people to take these slips for dollars? How soon would some suspicious man suggest that you were issuing too many? And then these slips would lose reputation; people would begin to doubt whether you could really pay all the dollars promised if called upon; and from that moment you could issue no more. Just so with governments: all can keep their small change afloat, although it may not contain metal equal to its face value; and it is a poor government which cannot go a little further and get the world to take something from it in the shape of "money" which is only partially so. But then, remember, any government will soon exhaust its credit if it continues to issue as "money" anything but what has intrinsic value as metal all the world over. Every nation has had eventually to recoin its "debased" coin or repudiate its obligations, and go through the perils and disgrace of loss of credit and position. In many instances the "debased" coin never was redeemed, the poor people who held it being compelled to stand the loss.

There is, however, one valuable feature of the present silver law which, if not changed, may stop the issue of many more "debased silver dollars." It requires that two millions of the four and a half millions of ounces of silver purchased each month shall be coined into money for one year. After that, only such amounts are to be coined as are found necessary to redeem the silver notes issued. As people prefer the notes to the silver, little or no coinage of silver dollars will be necessary, and only silver notes will be issued. When the government ceases to coin silver dollars, it will stand forth in its true character before the people—that of a huge speculator in silver, or, rather, as the tool of silver speculators, piling up in its vaults every month four and a half millions of ounces, not in the form of "money," but in bars. Surely this cannot fail to awaken the people to the true state of affairs, and cause them to demand that the reckless speculation shall cease.

It is in every respect much less dangerous, however, to keep the silver purchased in bullion than to coin it in "debased dollars," because it renders it easier at some future day to begin the coinage of honest silver dollars—that is, coins containing the amount of silver metal that commands a dollar as metal; instead of 371 grains of silver, 450, or 460, or more or less, should be used. This is just about the amount the government gets for each dollar. No possible act of legislation that I know of would produce such lasting benefit to the masses of the people of this country. But beyond material benefit something much higher is involved—the honor of the republic. The stamp of its government should certify only that which is true.

I do not suppose that there are many men in the United States, except owners of silver, who would vote that silver take the place of gold as the standard of value. If the people understood that the question was whether the one metal or the other—silver or gold—should be elected as the standard, the vote would be almost unanimous for gold, its superiority is so manifest. Yet such is surely the issue, although the advocates of silver disclaim any intention to disturb the

gold standard, saying they only desire to elevate silver and give it the position which gold has as money. But you might as well try to have two horses come in "first" in a race or to have two "best" of anything. You might as well argue for two national flags in one country. Just as surely as the citizen has to elect the banner under which he stands or falls, so surely must he elect gold or silver for his financial standard. The standard article cannot be made to share its throne with anything else, any more than the stars-and-stripes can be made to share its sovereignty with any other flag in its own country; for there is this law about "money": the worst drives the best from the field. The reason for this is very clear.

Suppose you get in change a five-dollar gold piece and five dollars in silver, and there is some doubt whether an act of Congress will really prove effective in keeping silver equal to gold in value forever: ninety-nine people out of a hundred may think that the law will give this permanent value to silver, which the article itself does not possess; but one man in a hundred may have doubts on the subject. I think the more a man knows about "money," the more doubts he will have; and, although you may have no doubts, still the fact that I have doubts, for instance, will lead you to say: "Well, he may be right; it is possible I may be wrong. I guess I will give Smith this silver for my groceries to-morrow, and give the old lady this beautiful bright golden piece to put by; it needs no act of Congress—all the acts of Congress in the world cannot lessen its value; the metal in it is worth five dollars anywhere in the world, independent of the government stamp; these five pieces of silver are worth only three dollars and seventy-five cents as metal. Yes, I shall let Smith have the silver—gold is good enough for me."

And you may be sure Smith unloads the silver as soon as he can upon Jones. And many people will believe and act so, and the gold in the country will disappear from business, and silver alone will be seen and circulate; every man that gets it giving it to another as soon as he can, and so keeping it in active circulation; and every man that gets a bit of gold holding it, and thus keeping it out of circulation. So instead of having more money, if we go in for trying by law to force an artificial value upon silver in order to use it as money, we shall really soon have less money in circulation. The seven hundred millions of gold which is now in circulation, and which is the basis of everything, will speedily vanish, the vast structure of credit built upon it be shaken, and the masses of the people compelled to receive silver dollars worth only seventy-eight cents, instead of being, as now, redeemable in gold and always worth one hundred cents. For, remember, as I have told you, 92 per cent. of all operations conducted by "money" depends upon people having absolute confidence in the "money" being of unchangeable value.

Issue one hundred dollars of "debased" coin more than all men are sure can be kept of unchangeable value with gold—panic and financial revolution are upon you. More "money," you see, which could only be used in 8 per cent. of our smallest financial transactions, can easily be so issued as to overwhelm all the important business of the country by shaking "confidence," upon which 92 per cent. rests. To be always free from danger is to issue only such "money" as in itself has all the value certified by the stamp upon it. So jealously does Britain, our only rival, adhere to this that she is spending two millions of dollars just now to recoin gold coins which have lost a few cents of their value by wear. Her government stamp must always tell the truth. The republic should not be less jealous of its honor.

As you have seen, the silver-men were disappointed at the failure of acts of Congress to advance the value of their silver. Twice the government has been induced to do as they asked, under assurances that compliance would surely get the country out of its dangerous position as the owner of silver; twice it has been deceived. You would think the silver-owners would now admit their

BUILT FOR BUSINESS!

Do you want to do your customers justice?

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

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

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

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

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

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

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

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

Tradesman or Superior Coupons.

COUPON BOOK vs. PASS BOOK.

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

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

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

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

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

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

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

THE TRADESMAN COMPANY,
GRAND RAPIDS.

THE MICHIGAN TRADESMAN.

error and help the government to get back to safe ground with as little loss as possible. Far from it; instead of this they have taken the boldest step of all, and urged upon Congress what you have heard a great deal about—the "free coinage of silver." Now, what does that mean? It means that our government is to be compelled by law to open its mints and take all the silver with which European governments are loaded down, and part of all the silver mined in the world, and give for every seventy-eight cents' worth of it one of these coins, which you are compelled to take as a full dollar for your labor or products. It means that the European merchant will send silver over here, get it coined at our mints or get a silver dollar note for it, and then buy a full dollar's worth of your wheat or corn, or anything he wants, for the silver he could get only seventy-eight cents for in Europe or anywhere else in the world. Europe is doing this every day just now with India, the Argentine Republic, and other countries upon a silver basis. The British merchant buys wheat in India upon the depreciated silver basis, takes it to Europe, and sells it upon the gold basis. He has thus to pay so little for Indian wheat that it has become a dangerous competitor to our own in Europe, which it could not be except that by the fall in silver the Indian farmer gets so little value for his products.

It is only a few months since the new Silver Bill was passed requiring the government to more than double its purchases, and already eight millions of dollars of silver more than we have exported has been sent into this country from abroad—something unknown for fifteen years, for we have always exported more silver than we have imported. Now we are buying all our own mines furnish, and being burdened with some from Europe, for which we should have received gold. In eighteen days of the month of April we have sent abroad nine millions of dollars in gold; so that under our present Silver Law you see Europe has already begun to send us her depreciated silver and rob us of our pure gold—a perilous exchange for our country and one which should fill our legislators with shame. Understand, please, that hitherto, under both bills compelling the government to buy silver, bad as these were, yet the government has got the metal at the market price, now about seventy-eight cents for 37 1/4 grains; and only this amount the government has put into the so-called dollar. Under "free coinage" all this will change. The owner of the silver will then get the dollar for seventy-eight cents' worth of silver. For pure, cool audacity I submit that this proposition beats the record; and yet when the Farmers' Alliance shouts for free coinage, this is exactly what it supports—a scheme to take from the people twenty-two cents upon each dollar and put it into the pockets of the owners of silver. Surely you will all agree that if seventy-eight cents' worth of silver is to be made a dollar by the government, then the government, and not the silver-owner, should get the extra twenty-two cents' profit on each coin, if it succeeds. The government needs it all; for, as I told you before, the silver bought by the government only at market value could not be sold to-day without a loss of millions.

If the free coinage of silver becomes law, our farmers will find themselves just in the position of the Indian farmer; and yet we are told that they are in favor of silver. If this be true, there can be only one reason for it—they do not understand their own interests. No class of our people is so deeply interested in the maintenance of the gold standard and the total sweeping away of silver purchases and debased coinage as the farmer, for many of his products are sold in countries that are upon the gold basis. If the American farmer agrees to take silver in lieu of gold, he will enable the Liverpool merchant to buy upon the lower silver basis, at present seventy-eight cents for the dollar; while for all the articles coming from abroad that the farmer buys he will have to pay upon the gold basis. He will thus have to sell cheap and buy dear. This is just what is troubling

India and the South American republics. Prices for this season's crops promise to be higher than for years. See that you get these upon the gold basis.

Open our mints to the free coinage of silver, and thus offer every man in the world who has silver to sell a one-dollar coin stamped by the government, and taken by it for all dues, for which he gives only 37 1/4 grains of silver, worth seventy-eight cents, and every silver mine in the world will be worked day and night and every pound of silver obtained hurried to our shores. The nations of Europe, with eleven hundred millions of depreciated silver already on hand, will promptly unload it upon us; they will demand gold from us for all that we buy from them, and thus rob us of our gold while we take their silver. With "free coinage" in sight, we shall fall from the gold to the silver basis before the bill is passed. The last words of the late lamented Secretary Windom will prove true:

"Probably before the swiftest ocean greyhound could land its silver cargo in New York, the last gold dollar within reach would be safely hidden in private boxes and in the vaults of safe-deposit companies, to be brought out only by a high premium for exportation."

It is a dangerous sea on which we have embarked. You should ask yourselves why you should endanger the gold basis for silver. Does any one assert that the silver basis would be better for you or for the country? Impossible. No one dares go so far as this. All that the wildest advocate of the change ventures to say is that he believes that silver could be made as good as gold. Everybody knows that nothing could be made better. Let us ask why anyone but an owner of silver should wish silver to be made artificially anything else than it is intrinsically. What benefit to any one, except the owner of silver, that the metal silver should not remain where natural causes place it, like the metals copper and nickel? Why should it be credited with anything but its own merits? There was no prejudice in the mind of anyone against it. It has had a fair race with gold; the field is always open for it, or for any metal, to prove itself better suited for the basis of value. If silver became more valuable in the market and steadier in value than gold, it would supplant gold. Why not give the position to the metal that wins in fair competition? Gold needs no bolstering by legislation; it speaks for itself. Every gold coin is worth just what it professes to be worth in any part of the world; no doubt about it; no possible loss; and what is equally important, no possible speculation; its value cannot be raised and cannot be depressed. The speculator, having no chance to gamble upon its ups and downs, does not favor it; but this is the very reason you should favor that which gives you absolute security of value all the time. Your interests and the interests of the speculator are not the same. Upon your losses he makes his gains.

[TO BE CONTINUED.]

Change in Ownership and Management
Owing to ill health, Wm. E. Cooper has been compelled to relinquish the ownership and management of Cooper's Commercial Agency for Retail Dealers, having disposed of the business to L. J. Stevenson and C. A. Cumings, who will continue the same under the style of Stevenson & Cumings. Mr. Stevenson has been identified with the agency for several years and is thoroughly familiar with every branch of the business, giving ground for the belief that the new firm will be able to conduct it with the same measure of success which has characterized the Agency in the past. As has been the case in the past, special efforts will be made to secure and disseminate reliable reports on consumers seeking credit at the hands of the retail trade. Homer Klap and E. George, who have been connected with the Agency for some time past, will continue in their present positions.

MICHIGAN CENTRAL

"The Niagara Falls Route."

DEPART.		ARRIVE	
Detroit Express.....	6:30 a m	10:00 p m	
Mixed.....	6:40 a m	4:30 p m	
Day Express.....	12:40 a m	10:00 a m	
Atlantic & Pacific Express.....	11:15 p m	6:00 a m	
New York Express.....	5:40 p m	1:20 p m	

*Daily.
All other daily except Sunday.
Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.
Parlor cars run on Day Express and Grand Rapid Express to and from Detroit.
Fred M. Briggs, Gen'l Agent, 85 Monroe St.
G. S. Hawkins, Ticket Agent, Union Depot.
Geo. W. Muxson, Union Ticket Office, 67 Monroe St.
O. W. RUGELIS, 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	11:20am	3:45pm	10:55pm
Ionia, Ar	7:45am	11:25am	4:52pm	12:37am
St. Johns, Ar	8:28am	12:17pm	5:40pm	1:55am
Owosso, Ar	9:15am	1:30pm	6:40pm	3:15am
E. Saginaw, Ar	11:05am	3:40pm	8:45pm	
Bay City, Ar	11:55am	3:45pm	9:35pm	
Flint, Ar	11:10am	3:40pm	8:06pm	5:40am
Pt. Huron, Ar	3:05pm	6:00pm	10:30pm	7:35am
Pontiac, Ar	10:57am	3:05pm	8:55pm	5:50am
Detroit, Ar	11:55am	4:05pm	9:50pm	7:00am

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

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

CHICAGO & WEST MICHIGAN RY.

JUNE 21, 1891.

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

DETROIT, LANSING & NORTHERN R R

JUNE 21, 1891.

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

6:50 A. M. runs through to Detroit with parlor car; seats 25 cents.
1:00 P. M. Has through Parlor car to Detroit. Seats, 25 cents.
6:25 P. M. runs through to Detroit with parlor car, seats 25 cents.
7:05 A. M. has parlor car to Saginaw, seats 25 cents.

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

CUTS for BOOM EDITIONS PAMPHLETS

For the best work, at reasonable prices, address THE TRADESMAN COMPANY.

Grand Rapids & Indiana.

In effect July 19, 1891.

TRAINS GOING NORTH.

Arrive from Leave going South.		North.	
For Saginaw & Big Rapids.....	6:50 a m	7:05 a m	
For Traverse City & Mackinaw.....	6:50 a m	7:30 a m	
For Saginaw.....	9:15 a m	11:30 a m	
For Traverse City.....	2:15 p m	5:05 p m	
For Mackinaw City.....	8:45 p m	10:30 p m	

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

TRAINS GOING SOUTH.

Arrive from Leave going North.		South.	
For Cincinnati.....	6:00 a m	7:00 a m	
For Kalamazoo & Chicago.....	10:20 a m	10:30 a m	
For Big Rapids & Saginaw.....	11:50 a m		
For Ft. Wayne and the East.....	5:25 p m	2:00 p m	
For Ft. Wayne.....	5:25 p m	6:00 p m	
For Cincinnati and Chicago.....	10:00 p m	10:30 p m	
For 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.	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--7:30 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 Cincinnati.
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
Ar Chicago	3:55 p m	9:00 p m	6:50 a m
10:30 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
Ar Grand Rapids	2:15 p m	8:50 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.

Toledo, Ann Arbor & North Michigan Railway.

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

VIA D., L. & N.	
Lv. Grand Rapids at.....	7:25 a. m. and 6:25 p. m.
Ar. Toledo at.....	1:10 p. m. and 11:00 p. m.

VIA D., G. H. & M.

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

Return connections equally as good.

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

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

AND Jeweler,

44 CANAL ST.,

Grand Rapids, - Mich.

WANTED.

POTATOES, APPLES, DRIED FRUIT, BEANS and all kinds of Produce.

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

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MICHIGAN TRADESMAN, Grand Rapids.