

# MICHIGAN TRADESMAN.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, AUGUST 5, 1891.

NO. 411

## PEOPLE'S SAVINGS BANK.

Cor. Monroe and Ionia Sts.,

Capital, \$100,000.

Liability, \$100,000

Depositors' Security, \$200,000.

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

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

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128, 130, 132 W. Bridge St.,

GRAND RAPIDS, MICH.

ESTABLISHED 1841.

### THE MERCANTILE AGENCY

## R. G. Dun & Co.

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

### Wayne County Savings Bank, Detroit, Mich.

## \$500,000 TO INVEST IN BONDS

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

## 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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Correspondence Solicited.

### THE GOOD-FOR-NOTHING.

"Richard's main fault is that he's just good for nothing," and Josiah Broadbent tapped the ashes out of his pipe in a very desponding way.

"I don't believe that, Josiah. Nature does not put such a grand dome over a fine face for 'nothing.' Richard has not had a fair trial; that is all about it."

The subject of this conversation sat at an open window at the other end of the long parlors, and as the two older men looked toward him, he raised his eyes from the book in his hand, to follow the upward flight of a white-winged flock of pigeons. Rational, full, deep-set eyes, and a bright, keen face, surrounded by soft, light curly hair. Most people would have looked at such a face in a man with dim doubts and forebodings. His father did. Richard was a stray soul in a stray body in that plain, matter-of-fact family. None of the Broadbents had ever been the least like him. Yeomen, wool-staplers, spinners and weavers, great hard-headed, hard-fisted Yorkshiremen, what kin to them was this bright, clever youth, who looked like a knight just stepped out of a fairy book?

At first, Richard's love of learning had rather amused his household. Old Josiah was not adverse to seeing his son carry off all the honors of his school, and when people spoke of the lad's attainment and of the promising career ahead of him, he thought, of course, they meant that Richard would greatly increase the business of Broadbent & Sons, and, perhaps, in the end, get into Parliament.

But Richard showed no disposition for business, and after a year of fruitless and aggravating efforts to find something he could do in the works, the trial had been abandoned. His elder brothers, Stephen and Mark, were very fond of this lad, who was ten years younger than either of them, and whose beauty and bright ways had been their pride for twenty years. Indeed, Richard's mother dying at his birth, these "big brothers" had adopted "little Dick" with all their hearts, and when he complained that the smell and noise of the works made him ill, Stephen had spoken very decidedly to his father about forcing the trial further.

"There plenty o' brass i' Leed's Bank to keep him, father, an' Mark an' I can well fend for oursel's. Let the lad be. He's none like us."

And, Josiah, having also a tender spot in his heart for his youngest son, had sighed, and then left Richard very much to his own devices. But every now and then he wanted his grumble about the lad's shiftless, good-for-nothing ways, and this night he had had it to his chief friend, the Reverend Samuel Sorley, rector of his parish.

Mr. Sorley knew Richard better than either his father or brothers, and he was glad the subject had been opened.

"Josiah," he said, gravely, "tell Stephen and Mark that I want Richard for four years. You can give him a thousand pounds, or not, just as you can trust me, but at the end of that time I think I'll prove Richard Broadbent no fool."

"What wilt thou do wi' him, Samuel? Send him to Oxford?"

"Thou must ask no questions, Josiah. I'll have the lad entirely at my own disposal."

Then the two men looked toward Richard again, but he had left his seat and was strolling off toward Saurham Park. They walked to the window and watched him, and the father lifted the book he had laid down, and with a mixture of contempt and indignation threw it aside.

At this moment Stephen Broadbent entered the room, and said, angrily:

"Father, Dick is off to Saurham Wood again. I'm willing enoug' to let Dick play

the fool i' our house, but dang me if he shall meddle i' t' squire's!"

"What does thou mean, Stephen?"

"I mean that our Dick an' Miss Saurham have gotten some love-nonsense together. I know it. I'll tell thee how: Jim Harkness, going home from t' works, has seen them meet ivery night. Now, I ween't have it."

Father and son were both equally angry and distressed, but this circumstance so favored the rector's proposition, that it was eagerly seconded by Stephen, and was regarded as settled. Then the rector put himself in Richard's way and met him just at dark outside Saurham Park. He was a man accustomed to look well after his parishioners and their children, both temporally and spiritually, and therefore Richard was neither astonished nor offended, when he said:

"Who have you been walking with, Dick? Tell me the truth, my son."

"With Agnes Saurham, sir."

The light of love was still in the young fellow's face, and the rector could not help noticing how handsome he was. He did not say to him: "You have no right, Richard—the young lady is far beyond your station. You are going to make a deal of trouble," and so on. On the contrary, he praised Agnes' beauty and worth, and then showed him how lawfully the squire might refuse her hand to any man until he had done something to prove himself worthy of it.

"What can I do, sir?"

"I'll tell you, Richard."

And then the old man took the young one's arm and talked so solemnly and so earnestly, that Richard caught his enthusiasm, and whatever Mr. Sorley's plans were, he entered heartily into them.

"You shall have every help that money can give you, Richard; only, mind, I will have no love-making, and your proceedings shall be kept a secret from all your friends. I don't want Stephen and Mark running up to see you and meddling in my plans."

One thing Richard, however, insisted on: he must see Agnes once more and tell her he was going away; and Mr. Sorley agreed to this, on condition that he saw the squire also. The first interview was easy and satisfactory enough; Agnes praised his ambition and genius, prophesied all sorts of honors to him and promised to wait faithfully for his return. Her father was a different person to manage, and Richard's heart quaked as he entered the squire's own peculiar parlor. It was a sunny room, littered with odds and ends of hunting and fishing matters, and the squire was sitting on a big, old-fashioned sofa, playing with a couple of thoroughbred black English terriers.

He said frankly enough:

"Good-day, Richard Broadbent;" but he did not trouble himself to rise, for the Broadbents had been tenants of Saurham from the days of King Stephen. That in these cotton-spinning days they had grown rich did not alter their position at all in Squire Saurham's eyes. Fifty years ago the great landed proprietor did not consider money as an equivalent for good birth; so the squire treated Richard pretty much as he would have done a favorite servant.

"Miss Saurham says thou art going away, Richard. What for, lad?"

"To study, sir."

"Yes, yes, 'When lands and money all are spent, then learning is most excellent.' I have always heard that; but, lad, thy father has money—why need thou go study?"

"Because, sir, I wish to make a great name, to become famous; then, sir, perhaps, squire—then—"

"The dickens! Speak out, lad—then what?"

"Then, sir, perhaps you will permit me to tell you how dearly I love Miss Saurham."

"No, Richard, I shall never allow anything of the kind. If 'twere not for old Josiah I would say worse than this to thee. Come, Giddy! Come, Rattle! We will go to the hay-field. I hope thy study, Richard, may teach thee to be more modest and sensible."

Richard watched the sturdy figure in its green coat, white corduroys and buff top boots across the lawn, and then, with a very angry feeling in his heart, left the Hall. He disappeared soon afterwards, and after a few desultory inquiries from various acquaintances he seemed to be forgotten. The Broadbent mills went on as usual. Josiah and Stephen and Mark passed to and from them as regularly as if their life was ordered by machinery, and once a week the rector went up to their house, smoked a pipe with Josiah, and generally said, as he left:

"All is well with Richard, Josiah—very well indeed."

In the fourth year of his absence there was much trouble between the mill-owners and the operatives. The masters were everywhere threatened, and many mills were set on fire, and the excitement and terror were hardly allayed even when the prominent offenders had been imprisoned. Their trial was one that affected the interests of all the manufacturing districts, and the spacious court house was crowded. Josiah, of course, was present; so were Mark and Stephen.

Now, if there was anything these men had an almost idolatrous respect for, it was the paraphernalia of the law. Those advocates in their black gowns, those grave men in their imposing wigs, those wise-looking, calf-bound volumes, the pomp and ceremony of the sheriffs, constables and criers were to them the most obvious representative of the majesty of English law and power.

Conceive, then, their amazement, when, prominent among these gowned advocates, giving directions to other lawyers, and demeaning himself as one having authority, was Richard Broadbent. Old Josiah flushed and trembled, and touched Stephen and Mark, who were also too much affected to do anything but gravely nod their heads. But when the arguments were over, and Richard Broadbent rose as special pleader in the matter, curiosity changed to amazement and amazement to enthusiasm. Such a speech had never been heard in West Riding before. It was cheered and cheered, till even Yorkshiremen's lungs were weary.

The good rector had his reward when he stood beside his *protege* and saw the squire and the city magnates crowd around the brilliant young lawyer with their congratulations. But far greater was his joy when old Josiah and Stephen and Mark pressed forward with radiant faces and full hearts. They were not men given to speech, and the happy father could say nothing but: "God bless thee, lad!" while Stephen's and Mark's pride and love found its full expression in: "Well, Dick! Dick!" But no words could have been more satisfactory.

The good-for-nothing had found his vocation. Two years after his departure from Leeds he had been called to the bar at Gray's Inn, and since then, by his tact and eloquence, had made himself one of the acknowledged leaders of the Oxford circuit.

There was nothing now that his father and brothers would not have done for him, but he asked just the one thing Josiah was loth to move in: he wished him to speak to the squire about his daughter. Josiah promised but, he was thinking of deputing the business to the rector, when the way opened unexpectedly. Coming out of Leed's Bank, he met the

squire, who had a troubled, preoccupied look. He passed Josiah with a nod, then suddenly turned and, touching him, said: "Josiah Broadbent, your house and mine have been long friends, eh?" "Say that, squire. Broadbents served Saurhams when King Stephen was fighting for the crown of England; they are just as ready to serve them now."

"I believe it, Josiah. I want four thousand pounds. My boy Rodger has got into trouble. I would rather owe it to you than to mortgage Saurham."

"Thou can have ten thousand pounds, twenty thousand, if thou need it, squire, an' Josiah Broadbent wants no security but Squire Saurham's word—he wor a bad un if he did."

Then Josiah, standing there on Market street, laid his bank-book on a bale of wool, and, signing a blank check, put it into the squire's hand.

The fewest words in such cases are best. With the tact of a true gentleman, he turned the conversation to Josiah's son, and finally, hesitating a little, said:

"There was some bit of youthful love-making between Richard and my Agnes; thou didst not know it, belike, Josiah?"

"Yes, that for he were sent away mainly; but he's as fond as iver about her. Thou mustn't strive wi' him, squire—love is beyond our ordering."

"I had no thought of it now. Richard has proven his metal. You may tell him if Agnes says 'Yes' still, I'll never be the one to say 'No.'"

"Thank you, squire; it is a great honor; an' if so be you'd niver name the money to the young uns, I'd tak' it kind. That's between us, squire; I can't draw a sword for you, as Rufus Broadbent did for the first squire of Saurham, but I can draw a check for you, and I'm proud and glad to do it."

As Richard had secured Agnes' "Yes," the future arrangements were easily settled, and within a year lovely Agnes Saurham became Richard Broadbent's wife, and the squire had good cause to be proud of the alliance. Old Josiah also lived to see his son not only one of her majesty's counsel, but also member of Parliament for his native city and a baron of the Court of Exchequer.

Thus the good-for-nothing in a spinning mill was good for an honorable and noble career in a court-room. *Young men, act out your genius; nothing else awaits.*  
AMELIA E. BARR.

#### Is the Salesman Your Friend?

From the American Grocer.

We wonder if it occurs to the retail dealer that it is a good thing to number the traveling salesmen among his best friends. Their acquaintance can certainly be used to good advantage by careful, thoughtful, shrewd traders. We do not mean that it may be taken advantage of, or that friendliness with a salesman may be the cover for squeezing him down to the last farthing in his prices. That would be unjust to the salesman, and, in the end, to the disadvantage of the trader.

In the first place, have you his confidence? Does he feel when he enters your store that he is not going to be browbeaten or treated as if he were an intruder; that his goods are not going to be made the scapegoat for all the offenses of which the clerks in his employer's store may be guilty; that he is not to be blamed because the last shipment did not arrive until fifteen days after it was due?

Such things are calculated to take all the confidence and starch out of a man in about two minutes. Don't you think if you greeted him pleasantly with a few words as to his health, what district he had been in last, what the business prospects were there and asked him what he had new to offer he would be more apt to give you closer attention and perhaps a little better prices than he gave a few moments before to your competitor who treated him differently?

We do not forget that there are drummers and drummers; that some of them ought to be hoeing potatoes or pounding rocks. The drummer we refer to is the man who knows his business; who knows how and when to approach a merchant; who does not offer goods that are not what the merchant wants; who can tell

when his customer would like to have a good story, and when not; who knows enough to have his story clean. No man has any great respect for the narrator of nasty stories, although he may laugh at the time, and the traveler who desires the esteem and good will of the best merchants avoids that style of entertaining them.

The drummer we refer to always has his samples neat and clean. He can generally give you a price the moment it is asked for, and is not afraid to tell you what the prospects are on a certain line of goods even if it should be against himself, for he is smart enough to know that it does not pay to deceive a customer.

It pays to treat that kind of a drummer well. If there is a bargain in his sample case he is apt to save it for the man who does so. He will take special pains to see that the order is filled promptly and exactly as wanted. He will not put in a case or more of something for you to try just as an "opener for that item." He will see that your goods are sent by the cheapest route and do many little favors that are really worth something.

A very amusing instance was told us where a few weeks ago a salesman, anxious to please the customer by prompt shipment, wrote on a slip of paper "Ship ———'s order quick. He is the biggest kicker in the State." This he pinned to the order and it was allowed to remain there for the benefit of the shipping and bill clerks. The bill clerk thought it a good idea to leave it for the benefit of the mail clerk, who evidently did not think anything at all about it, for he sent the bill off with the slip pinned to it. As a result, the next time the drummer came around, Mr. ——— wanted to know what he meant by such remarks, but at the same time it pleased him so well that he gave the drummer another order. He appreciated the fact that his interests were being looked after.

We claim, therefore, that it pays to treat traveling salesmen with some consideration. As a rule they are a hard-working, intelligent set of men, who labor under many discouragements, away from home most of the time, needing a cheerful word of sympathy and encouragement, for all of which they are willing to pay the very heaviest kind of interest in a solicitous anxiety for the best interests of those who favor them with a share of their orders.

Of course it is impossible to give an order to every salesman who comes along, but a kind word, a pleasant request to be excused from ordering anything that day, and a cherry good-by, are capital which is bound to bring you good returns.

#### The Jobber Pays the Freight.

"The country towns generally manage to make the city pay the freight," remarked a prominent wholesaler the other day. "When they build their churches, they often send delegations to the city after subscriptions, and their civic and military organizations and charitable institutions are never backward about striking the city business man for assistance. But the latest scheme is to make the jobbing houses in the city help pay for the Fourth of July celebrations in various villages where they have customers."

"The jobber receives a letter from the subscription committee to the effect that his customers, Messrs. Doe, Roe, Jones and Smith, will consider it a favor if he will do something toward the celebration. The letter says that the celebration will call a great many people into town, and, of course, the sale of goods will be increased, for special pains will be taken to push the sale of goods purchased of those who help the celebration by subscription."

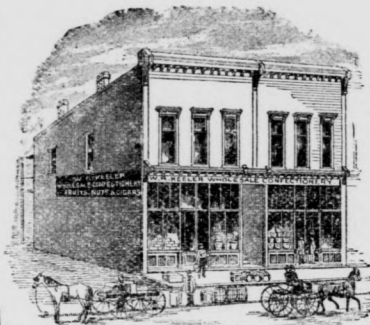
It is a species of blackmail that the jobbers must wink at, and the result is he sends his little check for five or ten dollars, at the same time bottling his wrath. You can see if he receives similar letters from four or five towns the draft upon him is not small, and that he pays tribute to four or five of them is an assured fact, as I have letters to prove. There are very few flies on the country subscription committees, I can assure you."

## 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.

## 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.

## PERKINS & HESS DEALERS IN Hides, Furs, Wool & Tallow,

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



## LIFE BEHIND THE COUNTER.

Written for THE TRADESMAN

In the last article under this head, it was stated that the grocer had more difficulties to contend with than any other single-line retailer, and, in addition to the many reasons mentioned therein in support of the statement, I wish to add further, that the grocer is placed at a very great disadvantage, owing to the nature of the goods he handles. His sugars, syrups, fruits, seasonings, canned goods, etc., differ in no important particular from those of his competitor in trade and hence he is deprived of the valuable means of protecting himself which dealers in other lines possess. When injudicious and incompetent dealers cut, slash and slaughter, he cannot dodge the issue by superiority of goods, but must stand up and meet it or take a rest, which is the very thing a live grocer cannot afford to do. Better sell for a time at ruinous prices and hold your customers than allow them to slip away from you. When the general dealer advertises 24 pounds of granulated sugar for a dollar, as a leader, there is no alternative for the grocer but to do likewise. He cannot claim, by way of reconciling his patrons, (like the boot and shoe dealer) that the article he sells is worth more money than the other. He cannot make his customers believe that his granulated sugar is of superior manufacture and that he is the only agent in town who carries it. He would fail in an attempt to convince his constituents that the other fellow's granulated sugar was shoddy goods. He is denied this means of defense, and is forced to take his chances in an open field and must meet squarely all difficulties and annoyances which unscrupulous and incompetent rivals may subject him to.

Of all the moves every made to increase sales, the stupidest and most senseless one is to make a general cut in prices. This foolish act is prompted by the mistaken and narrowly-contracted idea that all one has got to do in order to induce people to buy more than they want is to cut off a little of the price; or, at least, to make them believe that prices have been reduced. This erroneous idea is founded upon the assumption that the masses of the people are too poor to supply themselves with the food and raiment they require and that, by making a reduction in prices, they will avail themselves of the opportunity to supply their wants. It is very doubtful if a cut in prices in staple goods ever caused an appreciable increase in consumption. It hardly seems possible that the American people are unable to supply themselves with all of the staple articles of necessity they require when we remember that they are the most extravagant buyers of fancy and unnecessary articles in the world. In staple goods, the people buy what they want and a cut in the price will not make them buy more than they want; but the short-sighted and selfish dealer imagines that, by cutting the price, more people will come to his store to buy, so that if his own customers do not increase their purchases, the cut will attract other dealers' customers to his store and his sales will be increased thereby. But does it have this effect? Is it reasonable to suppose that your competitor over the way will sit down and quietly wait until you have unloaded your stuff on his customers?

Suppose it was the other fellow who made the cut, would you sit down and whine while he was filling up your customers with supplies? or would you say, "Here, Mrs. Brown, you needn't go over there for sugar, I am selling just as many pounds for a dollar as he is." And you wouldn't tell her that it was less than cost, either; or that old Perkins had cut the life out of it. You would simply put on a good face, weigh out the stuff and make the best of the situation like a man, and hold your trade at all hazards. If you got mad and made a further cut through sheer spite and swore that you would cut Perkins wide open before he got through with it, it would be conclusive evidence that you were just as prominent a fool as Perkins.

Fifteen years of active life behind the counter has given the writer a varied experience in this cut-throat business. While engaged in the grocery business in a little town in Canada, during a period of six years, he was continuously annoyed by the general dealers who were in the abominable habit of advertising some staple article in the grocery line as a leader. One would take sugar, another would use rice, and a third would choose coal oil. Of course, they would advertise the article at a price less than its cost, as a drawing card, and rely upon the general stock to make up for the loss. You may safely conclude that this condition of affairs made it highly interesting for the writer, who was the only exclusive grocer in the town. It was highly entertaining but lacked the element of fun. In fact, about the only thing that occurred that afforded even a ghastly apology for fun was a little soap bubble. One of the most totally depraved of these general dealers, after searching in vain for a meaner thing to do, resolved to soft soap the dear people by cutting an ugly gash into soap. This will not appear so very odd after all when you remember that the only bar soap in use in the town at that time was a certain four-pound bar which cost four cents per pound or sixteen cents per bar, and which retailed everywhere at twenty cents, giving a profit of 25 per cent. When a placard appeared in the window across the way bearing these words, "We are selling soap at 16 cents per bar," the writer gave up in despair and exclaimed in the language of Cesar, "Thou too, soap!" Patience ceased to be a virtue and he retaliated by placarding it at 14 cents. Fool No. 1, over the way, was determined not to be beaten at his own game and soap took a tumble to 12 cents. At this juncture fool No. 2 recanted and resolved to unload his enemy at 12 cents and save him from the necessity of making any further cut. For this purpose the writer employed several small boys to purchase in five bar lots, pass around the corner in opposite directions and return with it by a back way to the back door of the writer's store, where it was repacked in cases. Several cases of soap were secured in this way and the old fool never suspected what was going on until the last bar had been carried away.

No dealer in any other single line of merchandise could ever be persecuted in this way, for each one has his own particular brands, patterns and makes of which he is the manufacturer's agent and no other dealer in his neighborhood can purchase them. Then, again, the infinite variety of grades of value in these other lines give the dealers a great ad-

vantage over the grocer. Suppose the average citizen wishes to purchase a suit of clothes, how is he to know what dealer in town sells the cheapest? He may be attracted by somebody's advertisement or he may prefer to trade with some one person, but he has no possible means of ascertaining who will really give him the best value for his money. The writer was once annoyed, while engaged in the boot and shoe business, by a very officious individual who imposed upon himself the task of informing the people of the village that they could purchase their boots and shoes at a much cheaper rate in an adjoining town. The writer came upon him while thus engaged, one evening, in a prominent grocery store. This very knowing person had but recently served a term as sheriff of the county and, having returned to his own village, he was declaiming to his old neighbors some of the great advantages of living at the county seat. In order to prove to all who were inclined to rely upon the ex-sheriff's judgment, the writer stepped across to his own store and returned with three pairs of ladies' shoes and placed them upon the grocer's show-case and the loquacious ex-guardian of the county was asked to select what in his judgment he considered the best pair. The shoes cost \$1.60, \$2 and \$2.25. He chose the pair which cost \$1.60. These shoes retailed at \$2, \$3 and \$3.50, yet he did not know the difference between \$2 and \$3.50 when it came to judging shoes. We find men behind the counter who do not know as much as they think they do, but a far greater number of this class of fellows are buzzing about who are not behind the counter. E. A. OWEN.

## How to Keep a Store.

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

THE TRADESMAN COMPANY,  
Grand Rapids.

## 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.

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

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

## RELIABLE!

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

THE WALSH-DE ROO MILLING CO.,  
Proprietors Standard Roller Mills,  
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"This is the blanket the dealer told me was as good as a 5/A."

# 5/A HORSE BLANKETS ARE THE STRONGEST

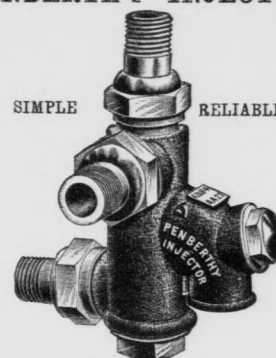
The Cheapest, Strongest and Best  
Blanket made in the world.  
Above blankets at factory prices!

AGENTS

Brown, Hall & Co.,

20 & 22 Pearl St.,  
Grand Rapids, Mich

## PENBERTHY INJECTORS.



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

Always Satisfactory.

Always Uniform.



## AMONG THE TRADE.

## AROUND THE STATE.

Adrian—D. L. Morris has sold his grocery stock to Jas. Rowley.

Ogden—J. W. Robinson has sold his general stock to A. J. Baker.

Saginaw—J. L. Bannister succeeds J. L. Bannister & Co. in the drug business.

Evart—C. J. Mills succeeds Mills Bros. in the confectionery and cigar business.

Negaunee—A. Boulson is succeeded by White & Peterson in the tailoring business.

Mt. Pleasant—C. P. Wilcox succeeds Wilcox & Boyer in the furniture business.

Muskegon—N. Freidman has purchased the dry goods stock of John F. Murdock & Co.

West Bay City—Reuben Green is succeeded by Prescott Gilkey in the grocery business.

Cassopolis—Chase & Underhill are succeeded by Richert & Underhill in the grocery business.

Midland—Walter N. Salisbury succeeds Salisbury & Randolph in the drug and grocery business.

Northville—Ditsch & Smitherman have sold their furniture and undertaking stock to Sands & Porter.

Bay City—G. E. VanSyckle is succeeded by G. E. VanSyckle & Co., incorporated, in the piano and organ business.

Saginaw—Magdalena (Mrs. John) Neiderstadt is succeeded by E. W. McCormick & Co. in the grocery business.

Cadillac—The Cummer Manufacturing Co. is turning out a new store front and fixtures for a drug store at Frankfort.

Grattan—C. E. Eddy has sold his general stock to Geo. Whitton and Ed. Brooks, who will continue the business.

Sturgis—T. F. Thornton has sold his drug stock to F. S. Packard & Co., who will continue the business at the same location.

Luther—Chas. Kingsley has retired from the firm of Kingsley & Gardner, grocers, and the business will be continued by the remaining partner, Delmar Gardner.

Battle Creek—C. H. Mechem, bookseller and stationer, has taken in a partner, Jas. S. Geddes having purchased a half interest in the stock. The firm name will hereafter be Mechem & Geddes.

Muskegon—Byron J. Parker, the Eighth ward druggist, has made an assignment to P. P. Misner for the benefit of his creditors. His liabilities are estimated at about \$1,600, with assets about \$100 less.

Cadillac—Franklin MacVeigh & Co. have sold the Fred Kieldsen grocery stock to Chas. Kingsley, formerly of the firm of Kingsley & Gardner, grocers at Luther, who will continue the business at the former location.

Shelby—D. S. Rankin has purchased J. C. Rings' interest in the drug business and has sold the stock and business to Tuxbury & Sams, who will continue the business at the old stand. Mr. Rings has not yet decided where he will locate.

## MANUFACTURING MATTERS.

Tecumseh—B. Burtch has sold his grist mill to Heck & Son.

Cheboygan—Alex. McRae has resumed the manufacture of cigars.

Hartford—H. C. Ball succeeds H. C. Ball & Co. in the flour mill business.

Reed City—H. M. Lowell, of Olean, N. Y., will erect a stave and heading mill here.

Hungerford—Parker & Dove are succeeded by S. E. Parker in the sawmill business.

St. Ignace—R. Conway is building a shingle mill at Kennedy Siding, north of this place.

Pontiac—License has been granted to incorporate the Pontiac Box Co., with a capital stock of \$6,000.

Shepherd—J. E. Wilson has leased C. E. Coon's shingle mill and is putting it in shape for business.

Mt. Pleasant—C. W. Althouse will manufacture 6,000,000 elm staves this season in his mill here.

Coldwater—Edward O'Shaughnessy succeeds O'Shaughnessy & Co. in the manufacture of cigars.

Huron City—F. W. Hubbard, who has operated a lath mill here, has sold it, and it will be removed to Bad Axe.

Owosso—W. H. Mumby has purchased and moved to Corunna the former outfit of J. A. Beebe & Son, cigar manufacturers.

Mt. Pleasant—The Mt. Pleasant Manufacturing Co. is putting in electric lights for the purpose of running its sawmill nights.

Reed City—George Lee, of Clare, and William Smith, of Flint, have formed a copartnership, and will erect a mill for the manufacture of bed slats, pickets and lath at Pennock's.

Marquette—The Nester estate has the contract for furnishing the timber for the Huron Bay ore dock of the Iron Range & Huron Bay Railway, and has already delivered about 500,000 feet.

Cheboygan—Ellis & Stinchfield have converted the old Mullet lake extract factory into a shingle mill, and it is about ready to run. They will also add sawmill machinery for cutting hardwood lumber.

Marquette—George L. Burtis has put on a night crew at his sawmill. He has been running a quarter of a day overtime right along this season, but found this would not enable him to cut out all his stock, and so puts on the extra force.

Frankfort—The Frankfort Hardwood Manufacturing Co. has been incorporated to manufacture flooring, handles and general woodenware, by W. O. Strong, Detroit, and A. G. Butler, William M. Strong, D. B. Butler and R. Evans, of Frankfort. Capital stock, \$15,000.

Cadillac—A new logging railroad is being built by J. Cummer & Son, from an intersection with the Cadillac & North-eastern Railroad on section 23, in Harling, to a tract of pine owned by them upon section 15 in that township. The new road will be about one and one-half miles long.

East Tawas—The mill of the East Tawas Manufacturing Co., formerly the Sibley & Bearinger, or AuGres Lumber Co. mill, but purchased last winter by George Chamberlain, E. E. French, Temple Emery and Milo Eastman, manufactured 5,000,000 in May and June, and it is expected the season's cut will reach 17,000,000 feet.

Muskegon—The Morton Manufacturing Co., which recently commenced work at Muskegon Heights, has filed articles of incorporation with the county clerk. The business of the company is given as the manufacture and sale of machinists' tools, farm implements, etc. The capital stock is \$100,000, with \$56,000 paid in. The stockholders are Wm. Rowan, Jr., Matthew Morton, Henry E.

Morton, James B. Stephens, each 1,050 shares; John L. Reid, 700; Matthew Morton, trustee, 4,400; Thomas R. Reid, by J. Reid, attorney, 700; total, 10,000 shares.

Keno—The Chicago & West Michigan Railway has completed siding for four new mill sites on its Keno branch. A fifth sidings has been surveyed and will be put in at once. These sidings include about seven miles of track, and will afford an outlet for the mills of the Phelps Lumber Co., the Clark & Hardy mill, the McDuff mill and the Vincent mill. The output will be chiefly logs, lumber and bark, and it is estimated the business will continue about five years.

East Tawas—The sawmill of Temple Emery has manufactured 6,000,000 feet of lumber this season. He purchased the interest of his brothers in the mill plant last winter. The logs now being cut at the mill come from Georgian Bay, and 17,000,000 feet will be rafted from that point to this mill this season. It is calculated that the mill will cut over 20,000,000 feet, 6,000,000 of which is for Mr. Emery, 12,000,000 for the Moore Lumber Company, of Detroit, and the remainder for other parties. Last winter a band mill was added to the circular and gang equipment, and 400 feet of new dock built. The mill was originally built by Van Valkenburg & Grant nearly twenty years ago, but its capacity has been doubled and the machinery modernized.

Spring Lake—The Cutler & Savage Lumber Co. will remove its mill now located here to Sawyerville, to replace the mill at the latter point recently burned. Since 1879 the concern has converted into lumber, shingles and lath over 500,000,000 feet of pine, and has done its share toward clearing up the Grand River valley of its forest. In 1884 alone the company sawed 68,198,076 feet, the company's high water mark at Spring Lake. Since 1884 the product gradually decreased until 1887, when it was 48,000,000 feet, then in 1888 it dropped to 28,000,000 and in 1889 to a little over 4,000,000. Last year the amount sawed was merely nominal, and even then many of the logs were brought in by rail. This year some sawing has been going on, but the bulk of the company's business has been done at Sawyerville.

## The Manistee Extension.

TRAVERSE CITY, Aug. 1.—Considerable friction has been engendered between the owners of the Manistee and North-eastern Railway and the managers of Traverse Beach resort, owing to the attempt of the former to run their extension from Carp Lake to Traverse City through the grounds of the latter. The original survey took the road on the west side of Cedar Lake, but a more recent survey follows the east side of the Lake, running lengthwise through the land of the Traverse Beach people. Both sides to the controversy have appealed to the business men of this place for assistance, and Hon. Perry Hannah has announced himself in favor of the latest survey, while other business men are using their influence to induce the company to come in over the line originally intended. The result of the clashing will probably be the postponement of the extension to Traverse City until another season.

## Country Callers.

Calls have been received at THE TRADESMAN office during the past week from the following gentleman in trade: Johnston & Thurston, Lisbon. J. Steinberg, Traverse City. A. R. Chappell, West Troy. R. B. Gooding & Son, Gooding. A. B. McCall, Leslie. E. M. Smith, Cedar Springs.

## From Cotton to Wearing Apparel in a Day.

Some years after the close of the war, when the "Empire State of the South" was anxious to demonstrate to the people that she had not lost her grip on her ancient title, it was decided to have a cotton exposition in Atlanta. One day was set apart for a concentrated effort which was to show, in one grand coup, just what Georgia could do in the way of agriculture and manufacture.

Guests were invited to repair, on the early morning of the day in question, to the nearest cotton field. A few were there by the time the sun was, and they watched nimble black fingers transfer a lot of cotton from the bolls—where it had just matured—to the waiting baskets. Then cotton and visitors were taken in all haste to a factory, where the staple was spun, woven and dyed black. Next it was hurried on to a fashionable tailor, and, he, with the help of every assistant who could get a hand on the work, cut and made a dress suit in which the governor appeared at a ball that evening.

His Excellency might have been fashionably late, but he was there, and his outward adorning was the identical cotton which the visitors had seen in the field that morning.

## Good Words Unsolicited.

C. G. Stone & Son, dry goods and notions Lowell: "Enclosed find \$1 for THE TRADESMAN, which is like seed sown in good ground."

James H. Sartwell, general dealer, Rothbury: "During the three years I have been in business, I have tried a number of trade papers, but THE TRADESMAN leads them all in point of accuracy and suggestiveness."

## 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—MEAT MARKET IN TOWN OF FROM 500 to 600 inhabitants. Two railroads, two churches, and the best of schools. Address 18, care Michigan Tradesman. 294

FOR SALE—CLEAN STOCK OF DRY GOODS, BOOTS, shoes and groceries. Comparatively new, traded in one of the best towns in the State. Good reasons for selling. Address Kester & Arnold, Marcellus, Mich. 293

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—STOCK OF GENERAL MERCHANDISE. Will invoice about \$2,400. Best of locations. Everything new. Only been in business two years. A rare chance for a man with a small capital. Reason for selling, poor health. Address Geo. P. Mosier, Cloverdale, Mich. 295

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

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. 184

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—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. 28

## SITUATIONS WANTED.

A PERFECTLY RESPONSIBLE, SOBER, steady, and industrious man, 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



## GRAND RAPIDS GOSSIP.

Alex G. Runnels has opened a grocery store at West Troy. The Olney & Judson Grocer Co. furnished the stock.

The Gunn Hardware Co. has foreclosed its mortgage on the hardware stock of F. L. Sargent, at Lake Odessa.

Peter Verplanck has closed his meat market at the corner of Madison avenue and Hall street and retired from the business.

Nearly all the arrangements for the grocers' picnic have now been consummated, giving good grounds for the belief that the event will be the most successful gathering of the kind ever held by the Grand Rapids grocers.

Ed. Hollestelle and G. VanWestereinen have formed a copartnership under the style of Hollestelle & VanWestereinen and engaged in the grocery business at Grand Haven. The Olney & Judson Grocer Co. furnished the stock.

The Canal street grocery stock of Van Every & Co. was sold, Saturday, to Henry Fralick and S. A. Goss, who will continue the business under the form of a stock company which will be organized later in the week with a capital stock of \$10,000.

## Purely Personal.

Capt. Jas. Bradford is spending this week at Detroit, taking in the G. A. R. encampment.

Ed. M. Smith, the Cedar Springs grocer, spent Sunday in the city, the guest of Byron S. Davenport.

A. K. Wheeler has leased the E. W. Withey residence, 37 South College avenue, and has already taken possession.

W. H. Shaver, who has clerked for Gilbert & Sturtevant, at Sherman, for several years, is spending a few days in the city.

W. D. Struik, the Byron Center grocer, was in town last week for the purpose of purchasing supplies for a new arrival at his house—a young lady who tips the beam at nine pounds net.

A. B. McCall, the Leslie grocer and produce dealer, was in town last week for the first time. He was pleasantly surprised at the beauty of the city and the magnitude of its manufacturing and jobbing interests.

A. R. Chappell, who operates a saw-mill near West Troy during the winter months and varies the monotony of the summer season by handling considerable hemlock bark, was in town last Friday and favored THE TRADESMAN office with a call.

## Gripsack Brigade

W. C. Glines, State agent for Fleischman & Co., is in the city for a few days and will remain until after the grocers' picnic on Thursday.

Wm. Logie was in St. Paul, Minn., when the news of his infant son's illness reached him. He started home on the first train, but the little one passed away a few hours before he arrived here.

M. K. Walton and Paddy Miles have returned from Michipicoten Island, near the north shore of Lake Superior, where they camped and fished for ten days. They tell tall stories as to the size and weight of their fish, but brought home no evidences of having caught a single minnow. By continually holding his compass in his hand, Walton escaped the annoyance of getting lost this year.

## Result from an Invention.

Dr. Lardner, writing of the steam engine, said: "To enumerate its present effects would be to count almost every comfort and every luxury of life. It has increased the sum of human happiness, not only by calling new pleasures into existence, but by so cheapening former enjoyments as to render them attainable by those who before could never have hoped to share them. The surface of the land and the face of the waters are traversed with equal facility by its power; and by thus stimulating and facilitating the intercourse of nation with nation, and the commerce of people with people, it has knit together remote countries by bonds of amity not likely to be broken. Streams of knowledge and information are kept flowing between distant centers of population, those more advanced diffusing civilization and improvement among those that are more backward. The press itself, to which mankind owes, in so large a degree, the rapidity of its improvement in modern times, has had its power and influence increased in a manifold ratio by its union with the steam engine. It is thus that literature is cheapened, and, by being cheapened, diffused; it is thus that reason has taken the place of force and the pen has superseded the sword; it is thus that war has almost ceased upon the earth, and that the differences which inevitably arise between people and people are for the most part adjusted by peaceful negotiation."

## That Marion Failure.

MARION, July 30—In your paper of July 29 you have an article entitled "Failure at Marion." I wish to say through your paper that the article is false from beginning to end. In the first place, the store was not closed on a chattel mortgage, and Mr. Lemon came to Marion at our own request and he did not bring an attorney with him, as stated. Mr. Trail did go north, as stated, but took no property with him that was covered by chattel mortgage.

We have taken your paper a good many years and believe that you like square dealing, so if you will please print this article in your next paper, you will oblige  
N. A. VANDECAR.

## To Test Shears.

An old method of testing shears, but one that is not known to everybody is this: If a pair of shears will cut a piece of cotton batting neatly to the point, without the cotton having to be guided, they are of good quality and make. If the cotton flattens between the blades, the shears have "soft spots" and are "seconds." In shear-factories old muslin coming from discarded buffing wheels is used for testing the blades.

## Mason Fruit Jars.

Although manufacturers' prices are firm at the last advances, local dealers are quoting fruit jars at \$11.50, \$12 and \$15 per gross for pints, quarts and half gallons, for a few days, subject to jars being in stock when order is received. Stocks are light in this city and higher prices may be looked for any day.

## Bank Notes.

J. E. Just has sold his interest in the Muir banking firm of Webber, Just & Co. to S. W. Webber and C. W. French. Mr. Just has been a member of the firm since 1878.

The First State Bank of Petoskey will open its doors for business August 10, with a capital of \$50,000.

## The Grocery Market.

Sugar declined  $\frac{1}{8}$ c in New York on Monday. Other articles in the grocery line are without material change.

On four seats of a railway car,  
Amidst his traps, the drummer sat,  
And wished that he had one seat more  
In which to place his high silk hat.

?

Are  
You  
Out of  
Envelopes?

WRITE us for Samples and Prices.  
Possibly we can save you money. We have a good white envelope (our 154) which we sell:

	No 6 Size 3½x6	No 6½ Size 3½x6½
500	\$1.40	\$1.50
1,000	2.25	2.40
2,000	2.00	2.10
5,000	1.75	1.85
10,000	1.60	1.70

Special prices on larger quantities. This is not a cheap stock, but good fair envelope. We have cheaper and have better grades, but can recommend this one.

?

THE TRADESMAN COMPANY

GRAND RAPIDS, MICH.

Above Prices Include Printing!



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.**

RINDGE, BERTSCH & CO.,  
Manufacturers and Jobbers of Boots and Shoes.



Our fall lines are now complete in every department.

Our line of Men's and Boys' boots are the best we ever made or handled.

For durability try our own manufacture men's, boys', youths', women's, misses' and children's shoes.

We have the finest lines of slippers and warm goods we ever carried.

We handle all the leading lines of felt boots and socks.

We solicit your inspection before purchasing. "Agents for the Boston Rubber Shoe Co."

### How Ribbons are Numbered.

From the Chicago Dry Goods Reporter.

In this country ribbons are sold by numbers, and very little attention is paid to the French line measure (or lign). Every wholesaler, however, buys his ribbons by the line. The reason is obvious. The line is a uniform measure, as standard as an inch, while numbers vary according to the quality of the ribbon, or perhaps the caprice of the manufacturer or wholesaler. The line is marked on a rule, precisely the same as metres or inches, and anyone can apply this rule to the width of the ribbon and tell what the line measure is. It is for this reason that wholesale dealers always refer to the line in making their purchases. There is a fraction over 11 lines to an inch.

As to the numbers no one can tell definitely just what width a given number does indicate. A number 5 ribbon, for instance may be in 10, 11 or 12 lines. A 10 line No. 5 would be a low grade, he 11 line No. 5 would be a medium, and a 12 line No. 5 would be a fine grade. A No. 9 used to run from 16 to 20 lines, but now it only is found in 16, 17 and 18 lines. The ordinary numbers in ribbons are 2, 3, 5, 7, 9, 12, 16, 22. In cotton backed velvet ribbons, however, the numbers run in fractions considerably, as 1½, 1¼, etc.

In England one will hear merchants speak of "ten penny" or "twelve penny" ribbons.

According to a gentleman who has spent his life in the wholesale trade in Canada, where the English system prevails, these expressions have no relation to price. They originated in this manner: It was the custom to measure such things by the width of a penny, and a "ten penny ribbon" would be as wide as ten pennies piled up on top of each other. This designation seems to have gone out of use in recent years, and there is no standard in England that is absolutely accurate.

### Clever Diamond Smuggling.

"Talking about smuggling reminds me of a trick I saw resorted to by a passenger on one of the big steamers a couple of years ago," said a loquacious commercial traveler. "You know there is a duty on diamonds, and one of the passengers had three large stones, worth several thousand dollars which he had purchased in London. The problem of how to evade paying the duty on the stones worried him considerably, but at last he evolved a plan, and a few days before the steamer arrived in New York he proceeded to execute it.

"The chief officer had a little skye terrier, and the passenger after considerable coaxing, induced him to sell the dog. As soon as the smuggler gained possession of the animal he tied him up and gave him nothing to eat until just before we were to go ashore. He then procured some fat meat from the cook, and cutting off a piece a little larger than a walnut made a hole in it into which he placed one of the diamonds.

"A dog will generally bolt a piece of fat without chewing it, and of course a diamond would go down with it. The hungry dog swallowed the meat, as his owner expected he would, and in a short time the three diamonds were safely stowed away in his interior. The diamond smuggler had no difficulty in evading the vigilance of the Custom House officials, and was soon on his way up town leading the dog by a string.

"I met him again a few days afterward, and asked him how he recovered the stone. 'Easy enough,' he replied. 'As soon as I got home I shot the dog and found the diamonds after a short search. Of course I was sorry for the dog, but dogs are cheap and the tariff on stones is high, and I never allow sympathy to interfere with business.'"

### Not Much of a Reception.

A Texas merchant sent his clerk for the twentieth time to the residence of a prominent citizen to collect a bill.

"Did you get anything?" asked the merchant, on the return of the clerk.

"Nothing at all. They told me to come into the reception-room, as usual, but I didn't receive anything."

### Dry Goods Price Current.

UNBLEACHED COTTONS.		BLEACHED COTTONS.	
Adriatic	7	Geo. Washington	8
Argyle	6½	Glen Mills	7½
Atlanta AA	6½	Gold Medal	7½
Atlantic A	7	Green Ticket	8½
" B	6½	Great Falls	6½
" C	6	Hope	7½
" D	6	King Phillip	7½
" LL	5½	Lonsdale Cambric	10½
Amory	7	Lonsdale	8½
Archery Bunting	4	Middlesex	7½
Beaver Dam A A	5½	No Name	7½
Blackstone O, 32	5	Oak View	6
Black Crow	6½	Our Own	6
Black Rock	7	Pride of the West	12
Boot, AL	7½	Rosalind	7½
Capital A	8	Sunlight	4½
Cavanat V	5½	Utica Mills	8½
Chapman cheese cl.	3½	Vinyard	8½
Clifton C R	5½	White Horse	6
Comet	7	Rock	8½
Dwight Star	7½	Dwight Anchor	9
Clifton CCC	6½	Farwell	7½
HALF BLEACHED COTTONS.		UNBLEACHED CANTON FLANNEL.	
A B C	8½	Middlesex No. 1	10
Amazon	8	" 2	11
Amsburg	8	" 3	12
Art Cambric	10	" 4	13
Blackstone A A	8	" 5	14
Beats All	4½	" 6	15
Boston	12	" 7	16
Cabot	7½	" 8	17
Cabot, %	6½	" 9	18
Charter Oak	5½	" 10	19
Conway W	7½	" 11	20
Cleveland	7	" 12	21
Dwight Anchor	8½	" 13	22
" shorts	8½	" 14	23
Edwards	7	" 15	24
Empire	7	" 16	25
Farwell	7½	" 17	26
Fruit of the Loom	7½	" 18	27
Fitchville	7	" 19	28
First Prize	6½	" 20	29
Fruit of the Loom %	6½	" 21	30
Fairmount	4½	" 22	31
Full Value	6½	" 23	32
BLEACHED CANTON FLANNEL.		CORSETS.	
Tremont N	5½	Coralline	39 50
Hamilton N	6½	Schilling's	9 00
" L	7	CORSET JEANS.	
Middlesex AT	8	Armory	6½
" X	9	Androscoggin	7½
" No. 25	9	Biddeford	6
BLEACHED CANTON FLANNEL.		Brunswick	6½
Hamilton N	7½	PRINTS.	
Middlesex P T	8	Allen turkey reds	5½
" A T	9	" robes	5½
" X A	9	" pink & purple	6
" X F	10½	" buffs	6
CARPET WARP.		" pink checks	5½
Peerless, white	18	" staples	5½
colored	20½	" shirtings	4½
Integrity	18½	American fancy	5½
DRESS GOODS.		American indigo	5½
Hamilton	8	American shirtings	4½
" "	9	Argentine Grays	6
G G Cashmere	21	Anchor Shirtings	4½
Nameless	16	Arnold Merino	6
" "	18	" long cloth B	10½
CORSETS.		" century cloth	7
Coralline	39 50	" gold seal	10½
Schilling's	9 00	" green seal TR	10½
CORSET JEANS.		" yellow seal	10½
Armory	6½	" serge	11½
Androscoggin	7½	" Turkey red	10½
Biddeford	6	Ballou solid black	5
Brunswick	6½	" colors	5½
PRINTS.		Bengal blue, green,	5½
Allen turkey reds	5½	red and orange	5½
" robes	5½	Berlin solids	5½
" pink & purple	6	" off blue	6½
" buffs	6	" green	6½
" pink checks	5½	" Foulards	5½
" staples	5½	" red %	7
" shirtings	4½	" 4	10
American fancy	5½	" 3-4 XXXX	12
American indigo	5½	Cocheco fancy	6
American shirtings	4½	" madders	6
Argentine Grays	6	" XX twills	6½
Anchor Shirtings	4½	" solids	5½
Arnold Merino	6	TICKINGS.	
" long cloth B	10½	Amoskeag A C A	13
" century cloth	7	Hamilton N	13
" gold seal	10½	" D	11
" green seal TR	10½	" Awning	11
" yellow seal	10½	Farmer	8
" serge	11½	First Prize	11½
" Turkey red	10½	Lenox Mills	11½
Ballou solid black	5	COTTON DRILL.	
" colors	5½	Atlanta, D	6½
Bengal blue, green,	5½	Boot	6½
red and orange	5½	Clifton, K	7½
Berlin solids	5½	SATINES.	
" off blue	6½	Simpson	20
" green	6½	" "	18
" Foulards	5½	" "	16
" red %	7	Coecho	10½
" 4	10	COTTON TWINE.	
" 3-4 XXXX	12	Cotton Sail Twine	28
Cocheco fancy	6	Crown	28
" madders	6	Domestic	18½
" XX twills	6½	Anchor	16
" solids	5½	Cherry Valley	15
TICKINGS.		I X L	13
Amoskeag A C A	13	PLAID OSNABURGS.	
Hamilton N	13	Alabama	6½
" D	11	Alamance	6½
" Awning	11	Augusta	7½
Farmer	8	Ar sapha	6
First Prize	11½	Georgia	6
Lenox Mills	11½	Granite	5½
COTTON DRILL.		Haw River	5
Atlanta, D	6½	Haw J.	5
Boot	6½	NEEDLES—PER M.	
Clifton, K	7½	A. James	1 50
SATINES.		Crowley's	1 35
Simpson	20	Marshall's	1 00
" "	18	TABLE OIL CLOTH.	
" "	16	5-4	2 25
Coecho	10½	6-4	3 25

DEMINS.		GINGHAMS.	
Amoskeag	12½	Amoskeag	7½
" 9 oz	14½	" Persian dress	8½
" brown	13	" Canton	8½
Andover	11½	" AFC	12½
Beaver Creek AA	10	Arlington staple	6½
BB	9	Arasapha fancy	4½
CC	9	Bates Warwick dress	8½
Boston Mfg Co. br.	7	" staples	6½
blue	8½	Centennial	10½
" d & twist	10½	Criterion	10½
Columbian XXX br. 10	10	Cumberland staple	5½
XXX bl. 19	10	Cumberland	5
GINGHAMS.		Essex	5
Amoskeag	7½	Elfin	7½
" Persian dress	8½	Everett classics	8½
" Canton	8½	Exposition	7½
" AFC	12½	Glenarvie	6½
Arlington staple	6½	Glenarvie	6½
Arasapha fancy	4½	Glenwood	7½
Bates Warwick dress	8½	Hampton	6½
" staples	6½	Johnson Chalou cl	½
Centennial	10½	" Indigo blue	9½
Criterion	10½	" zephyrs	16
Cumberland staple	5½	Lancaster, staple	6½
Cumberland	5	GRAIN BAGS.	
Essex	5	Amoskeag	16½
Elfin	7½	Stark	20
Everett classics	8½	American	16½
Exposition	7½	THREADS.	
Glenarvie	6½	Clark's Mile End	45
Glenarvie	6½	Coats' J. & P.	45
Glenwood	7½	Holyoke	22½
Hampton	6½	KNITTING COTTON.	
Johnson Chalou cl	½	White. Colored.	
" Indigo blue	9½	No. 6	33
" zephyrs	16	" 8	34
Lancaster, staple	6½	" 10	35
GRAIN BAGS.		" 12	36
Amoskeag	16½	CAMBRICS.	
Stark	20	Slater	4
American	16½	White Star	4
THREADS.		Kid Glove	4
Clark's Mile End	45	Newmarket	4
Coats' J. & P.	45	Edwards	4
Holyoke	22½	RED FLANNEL.	
KNITTING COTTON.		Fireman	32½
White. Colored.		Creedmore	27½
No. 6	33	Talbot XXX	30
" 8	34	Nameless	27½
" 10	35	MIXED FLANNEL.	
" 12	36	Red & Blue, plaid	40
CAMBRICS.		Union R	22½
Slater	4	Windsor	18½
White Star	4	6 oz Western	21
Kid Glove	4	Union B	22½
Newmarket	4	DOMET FLANNEL.	
Edwards	4	Nameless	8 @ 10½
RED FLANNEL.		" 8½ @ 10	12½
Fireman	32½	CANVASS AND PADDING.	
Creedmore	27½	Slate. Brown. Black.	Slate. Brown. Black.
Talbot XXX	30	9½	9½
Nameless	27½	10½	10½
MIXED FLANNEL.		11½	11½
Red & Blue, plaid	40	12½	12½
Union R	22½	DUCKS.	
Windsor	18½	Severin, 8 oz	9½
6 oz Western	21	Mayland, 8 oz	10½
Union B	22½	Greenwood, 7½ oz	9½
DOMET FLANNEL.		Greenwood, 8 oz	11½
Nameless	8 @ 10½	WADDINGS.	
" 8½ @ 10	12½	White, doz	25
CANVASS AND PADDING.		Colored, doz	20
Slate. Brown. Black.	Slate. Brown. Black.	SILKES.	
9½	9½	Slater, Iron Cross	8
10½	10½	" Red Cross	9
11½	11½	" Best	10½
12½	12½	" Best AA	12½
DUCKS.		SEWING SILK.	
Severin, 8 oz	9½	Corticelli, doz	75
Mayland, 8 oz	10½	Twist, doz	37½
Greenwood, 7½ oz	9½	50 yd, doz	37½
Greenwood, 8 oz	11½	HOOKS AND EYES—PER GROSS.	
WADDINGS.		No 1 Bl'k & White	10
White, doz	25	" 2	12
Colored, doz	20	" 3	12
SILKES.		PINS.	
Slater, Iron Cross	8	No 2-20, M C	50
" Red Cross	9	" 3-18, S C	45
" Best	10½	COTTON TAPE.	
" Best AA	12½	No 2 White & Bl'k	12
SEWING SILK.		" 4	15
Corticelli, doz	75	" 6	18
Twist, doz	37½	SAFETY PINS.	
50 yd, doz	37½	No 2	28
HOOKS AND EYES—PER GROSS.		No 3	36
No 1 Bl'k & White	10	NEEDLES—PER M.	
" 2	12	A. James	1 50
" 3	12	Crowley's	1 35
PINS.		Marshall's	1 00
No 2-20, M C	50	TABLE OIL CLOTH.	
" 3-18, S C	45	5-4	2 25
COTTON TAPE.		6-4	3 25
No 2 White & Bl'k	12	5-4	2 25
" 4	15	6-4	3 25
" 6	18	COTTON TWINES.	
SAFETY PINS.		Cotton Sail Twine	28
No 2	28	Crown	28
No 3	36	Domestic	18½
NEEDLES—PER M.		Anchor	16
A. James	1 50	Cherry Valley	15
Crowley's	1 35	I X L	13
Marshall's	1 00	PLAID OSNABURGS.	
TABLE OIL CLOTH.		Alabama	6½
5-4	2 25	Alamance	6½
6-4	3 25	Augusta	7½
5-4	2 25	Ar sapha	6
6-4	3 25	Georgia	6
COTTON TWINES.		Granite	5½
Cotton Sail Twine	28	Haw River	5
Crown	28	Haw J.	5
Domestic	18½	NEEDLES—PER M.	
Anchor	16	A. James	1 50
Cherry Valley	15	Crowley's	1 35
I X L	13	Marshall's	1 00
PLAID OSNABURGS.		TABLE OIL CLOTH.	
Alabama	6½	5-4	2 25
Alamance	6½	6-4	3 25
Augusta	7½	5-4	2 25
Ar sapha	6	6-4	3 25
Georgia	6	COTTON TWINES.	
Granite	5½	Cotton Sail Twine	28
Haw River	5	Crown	28
Haw J.	5	Domestic	18½

### Voigt, Herpolsheimer & Co.,

Importers and Jobbers of Staple and Fancy

### DRY GOODS, NOTIONS, CARPETS, CURTAINS.

Manufacturers of

### Shirts, Pants, Overalls, Etc.

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

Chicago and Detroit Prices Guaranteed.



**The Farmer on Top.**

Erastus Wiman has earned the gratitude of all, especially the farming interests, by showing in his valued article in the *North American Review*, the trend of events relating to the relative increase of food consumers and of food products.

Every farmer should have the information given therein and take heart with the coming conditions. The key of the article is "that the power of consumption of food products has at length caught up to the power of production." This is shown in a series of statistics; census figures show an increase in population of 26 per cent. in the whole country, while the farming population increased only 14 per cent.

While the population increase is 12 1-2 per cent. in every five years, the area of food growth increased only 7 per cent. and it is yearly and progressively lessening.

"It is a significant fact that the production of cultivated land which is marketed abroad has declined from 21,000,000 acres in 1885, to 13,000,000 in 1890.

"In the decade from 1870 to 1880 the wheat area of the world increased 22,000,000 acres, and from 1880 to 1890 the increase was only 5,000,000 acres, to which this country contributed not an acre."

With the greater increase of population over the increase of food, there has been a steady reduction of the vast surplus of wheat in the market of the world.

"From the best data, it appears that the average world's crop of wheat and rye is now 70,000,000 bushels less than the yearly consumption. And that the reserves accumulated during the decade of the surplus acreage are everywhere nearly or quite exhausted."

This is also confirmed by the scale of prices.

In 1875 wheat in Great Britain was \$1.64 per bushel.

During the five years ending with 1889 it was 95 cents per bushel.

All the signs are in favor of dollar wheat at the farms.

This means an increase of 40 per cent. to the farmer's income. "A greater economic revolution than has ever been witnessed." The farmer out of debt, as a borrower he will no longer be the servant to the money lender. This change will bring the American farmer on top.

It will make him of all classes the most prosperous, and he will be the most independent, intelligent and prosperous producer of his period.

With ability to buy twice or thrice the quantity of goods hitherto, and to deny his children nothing they need and can enjoy, the absorption of manufactured goods will be enormously increased, and this will aid greatly to absorb the excess of present production.

With the improved condition of the farmer, a larger demand will exist for all classes of goods.

There will, doubtless, therefore be felt throughout the country a new commercial activity, "as the result of the enhanced prosperity of the worthiest group of food growers that this world has ever seen."

Mr. Wiman, by presenting these facts has done a signal service, not only to the food grower, but also to the goods manufacturer. And the results of all will be a returned tide of general prosperity to this country, exceeding any in the past history.

**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. S. 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 Slicks.....	70&10	
Butchers' Tanged Firmer.....	40	
COMBS.		dis.
Curry, Lawrence's.....	40	
Hotchkiss.....	25	
CHALK.		dis.
White Crayons, per gross.....	120&124	dis. 10
COOPER.		
Planished, 14 oz cut to size.....	per pound 30	
" 14x52, 14x56, 14x60.....	28	
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	
DIPPING PANS.		
Small sizes, ser pound.....	07	
Large sizes, per pound.....	64	
ELBOWS.		
Com. 4 piece, 6 in.....	dos. 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 1/4 14 and longer.....	3 1/4	
Screw Hook and Eye, 1/2.....	net 10	
" " " 3/4.....	net 8 1/4	
" " " 1.....	net 7 1/2	
" " " 1 1/4.....	net 7 1/4	
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 1/4&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	
LEVEL.		dis.
Stanley Rule and Level Co.'s.....	70	
KNOWS—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	
MATTOKES.		
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 & Co.'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.....		
60.....	Base 10	
50.....	Base 10	
40.....	Base 10	
30.....	Base 10	
20.....	Base 10	
16.....	Base 10	
12.....	Base 10	
10.....	Base 10	
8.....	Base 10	
7 & 6.....	Base 10	
4.....	Base 10	
3.....	Base 10	
2.....	Base 10	
Fine 3.....	Base 10	
Case 10.....	Base 10	
" 8.....	Base 10	
" 6.....	Base 10	
Finish 10.....	Base 10	
" 8.....	Base 10	
" 6.....	Base 10	
Clinch 19.....	Base 10	
" 8.....	Base 10	
" 6.....	Base 10	
Barrell 1/2.....	Base 10	
PLANES.		dis.
Ohio Tool Co.'s, fancy.....	240	
Sciota Bench.....	260	
Sandusky Tool Co.'s, fancy.....	240	
Bench, first quality.....	260	
Stanley Rule and Level Co.'s, wood.....	10	
PANS.		dis.
Fry, Acme.....	dis. 60-10	
Common, polished.....	dis. 70	
RIVETS.		dis.
Iron and Tinned.....	40	
Copper Rivets and Burs.....	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 1/4c per pound extra.....		

ROPES.		
Sisal, 1/4 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 20
Nos. 25 to 26.....	4 40	3 40
No. 27.....	4 60	3 50
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....		
SAND PAPER.		dis.
List acct. 19, '86.....	50	
SASH CORD.		
Silver Lake, White A.....	list 50	
" Drab A.....	" 55	
" White B.....	" 50	
" Drab B.....	" 55	
" White C.....	" 35	
Discount, 10.....		
SASH WEIGHTS.		per ton \$25
Solid Eyes.....		
SAWS.		dis.
" Hand.....	20	
" Silver Steel Dia. X Cuts, per foot.....	70	
" Special Steel Dia. 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 1/4	
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, nickeled.....	30	
Coe's Genuine.....	50	
Coe's Patent Agricultural, wrought.....	75	
Coe's Patent, malleable.....	75&10	
MISCELLANEOUS.		dis.
Bird Cages.....	50	
Pumps, Clatern.....	75	
Screws, New 1st.....	70&10	
Castors, Bed a d Plate.....	50&10&10	
Dampers, American.....	40	
Forks, hoes, rakes and all steel goods.....	65	
METALS.		
PIG TIN.		
Pig Large.....	28c	
Pig Bars.....	28c	
ZINC.		
Duty: Sheet, 2 1/4c per pound.....		
600 pound casks.....	6 1/2	
Per pound.....	7	
SOLDER.		
1/2 1/4.....	16	
Extra Wiping.....	15	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		
ANTIMONY.		per pound 16
Cookson.....	13	
Hallett's.....	13	
TIN—MELYN GRADE.		
10x14 IC, Charcoal.....	\$ 7 50	
14x20 IC, ".....	7 50	
10x14 IX, ".....	9 25	
14x20 IX, ".....	9 25	
Each additional X on this grade, \$1.75.		
TIN—ALLAWAY GRADE.		
10x14 IC, Charcoal.....	\$ 6 50	
14x20 IC, ".....	6 50	
10x14 IX, ".....	8 00	
14x20 IX, ".....	00	
Each additional X on this grade \$1.50.		
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	
14x36 IX, for No. 8 Boilers, per pound.....	10	
14x40 IX, " " 9 ".....		

# HARDWARE

## Fishing Tackle AMMUNITION 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.

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E. A. STOWE, Editor.

WEDNESDAY, AUGUST 5, 1891.

#### SHORT WEIGHT CODFISH.

Noting the complaint of Lee Deuel, the Bradley general dealer, in regard to short-weight codfish, the Olney & Judson Grocer Co. clipped the item from THE TRADESMAN and forwarded it to one of the largest fish house in Gloucester, accompanying the same with a request for an explanation. The reply was as follows:

In handling boneless fish, please remember you are handling something that is subject to a continual shrinkage until consumed. Those fish you complain about falling short will in two weeks' time from now fall short four or five pounds per box and they will continue to shrink quite fast until they will fall short six or seven pounds per box. After that the shrinkage will be more gradual. We give full weight. In order to have our fish hold out, we would be obliged to give considerable overweight and this we cannot do and do business. We, as every other shipping house in Gloucester, will guarantee full weight when fish are packed. This is all anyone can do. We will also guarantee to place our goods alongside of any fish put up by any house as regarding holding out in weight, providing the fish have been packed an equal length of time. We wish we could put up fish so that they would hold out in weight, but, considering that pickled cured fish are wet and subject to a continual drain, you must see that it is impossible for us to do so. As regarding mistakes in weight, we put up on an average 400 boxes fish per day and our scales are tested about every day. Every box of fish is weighed by a man employed especially to do this one thing.

Accepting the above explanation as authentic, the retail dealer is placed in an uncomfortable position. If he buys fish which has been in the jobber's hands two weeks, it is four to five pounds short. Two weeks later it has shrunk still more and is six to seven pounds short. What shall he do about it—pay for what he gets or what he is supposed to get? In the opinion of THE TRADESMAN, codfish should be sold net weight and the process of curing or the method of sale should be so reformed that the goods would get to the dealer at the weight named in the invoice. In the present condition of things, it is manifestly unjust to ask the jobber to stand the shrinkage, for he pays on the basis of the billed weight, the same as the retailer, but some concert of action should be undertaken which would result in the goods being put up net or an adequate tare established.

THE TRADESMAN will have more to say on this subject later.

#### A TIMELY RESOLUTION.

At a recent convention of the Patrons of Industry of Osceola county, the following resolution was unanimously adopted:

Resolved, That we will not support any person but a farmer or laborer for Representative to the State Legislature from this district in the year 1892, and that we will support such a man.

It is well that the Patrons "take time by the forelock" and "resolute" about things a year ahead, for there will not be enough of them left twelve months hence to make a respectable prayer meeting. Both the membership and enthusiasm are waning so fast that it is extremely unlikely if any one but the officials who receive dues and levy assessments will survive the present season. Strange to say, these barnacles will stick to the ship until she is completely engulfed.

#### WILL CEASE DETECTIVE WORK.

The Detroit News publishes the following, without stating any authority therefor:

The State Board of Pharmacy has been spending \$1,400 a year in the work of detecting druggists who do business without a license, but are convinced that this is usurping part of the duties of prosecutors and will turn over \$1,721, now in their hands, to the State Treasurer.

The validity of the Pharmacy act has been passed upon by the Supreme Court and the law held to be constitutional. The case was that of Dr. Moorman, of Belding, who was convicted in the Ionia Circuit Court for dispensing drugs without first securing a license from the Board of Pharmacy. The full text of the decision will appear in THE TRADESMAN next week.

If it is a fact that the Board has decided to abandon the work of detecting druggists who are pursuing their business illegally, the law will be enforced still less than it has in the past—and past enforcement has been in the nature of a burlesque, so far as preventing any considerable number of violations of the law is concerned. THE TRADESMAN hopes that the statement of the News is incorrect, for a law which is not enforced is worse than no law at all, and the only practical method of securing a rigid enforcement of a law is to provide an officer charged with that special duty.

Since the drug market was put on the press, all brands of morphine have declined 10 cents per ounce.

#### A Disturbed World.

Nearly the whole of the civilized world is disquieted just now; and if the "signs of the times" are to be trusted, History will have a wild and woeful tale to tell a few years hence. Fighting on a grand scale may soon commence in Europe. All Europe is more or less distracted by conflicting national interests and jealousies, while the popular element is everywhere asserting itself with a boldness, vigor and success perilous to dynastic rule. The fires of discord may smolder for some time longer, or they may break out suddenly and soon, but that a bloody crisis is not far distant seems to be about as certain as anything in the future can be.

Since the beginning of the year 1891, over seventy million dollars of gold have been sent from this country to Europe, and the greater part of this amount has found its way to Russia. What is Europe, and Russia in particular, accumulating so much gold for? It is in anticipation of the fact that when a nation's legal tenders become depressed in consequence of the uncertainty of a war issue, it becomes necessary that the treasury of a nation thus engaged should be well stocked with the yellow metal, which for liquidating foreign obligations has no equal?

#### EIGHT PER CENT.

The launching on the market of a number of new industrial undertakings comes very opportunely to break the insupportable dullness which has latterly prevailed in Wall street. It makes me think of what the famous Sexton Brown of Grace Church said one winter when balls and parties, the management of which supplemented his religious duties, were few, and his collateral income therefrom was scanty: "Nothing is going on in the way of dancing, but I contrive to make the funerals lively." For, in a certain not invidious sense, each of these new industrial companies represents a funeral. Its formation marks the death of an old, well-established private concern and its resurrection as a corporation. Its future lot, like that of individual mortals, is veiled from human eyes, and only time and experience will reveal it.

The striking feature to me of the advertisements of these undertakings is the liberality of the terms they offer to investors. Eight per cent., preferred and cumulative, seems to be by common consent the income which they promise. This is due partly, I am told, to the law of New Jersey, under which the companies mostly are formed, limiting preferred dividends to eight per cent. per annum, and partly to the fact that the preferred stocks of similar companies already on the market, such as, for example, the American Sugar Refineries, sell at prices which return eight per cent. and over to the purchaser. Whatever may be the reason, the fact remains that both by the promoters and by the public, eight per cent. is taken to be the proper and normal hire of money when it is to be invested in industrial undertakings like those now presented, on the best security that they can furnish.

This is a phenomenon that merits investigation, not only by those who are disposed to put their money into these undertakings, but by disinterested observers like myself. Why is it, and what does it mean, that when the Government can borrow at 2 per cent. per annum, municipalities at 3, private owners of city real property at from 4 to 5, and railroad companies in good credit at 5, the proprietors of these private enterprises, which, if these prospectuses tell the truth, have long been enormously profitable, and are to continue under the same management as heretofore, cannot procure capital at less than 8 per cent.?

The impression first produced upon my mind, as it doubtless is upon the minds of all who have seen for many years the ups and downs of speculators, is that this high rate of interest is a bait covering a hidden risk. It brings to remembrance the saying attributed to the Duke of Wellington, "High interest means bad security," and I am reminded by it of an anecdote of the late Stephen Whitney. He had been solicited to join in a speculation upon which was figured out a clean profit of 100 per cent. in a few months. Mr. Whitney, not liking either the speculation or the speculator who was managing it, declined with thanks, saying: "My dear sir, the thing is too good altogether; my conscience would not allow me to make so much money." So, the offer of eight per cent. per annum for the use of capital implies, at first sight, either that the investment is doubtful or that the dividends are unconscionable.

At the same time I admit that these enterprises are still comparative novelties, and have yet to win their way to public favor. When, some six or seven years ago, the Standard Oil certificates to the amount of \$70,000,000 were offered on the market, they brought only 90 cents on the dollar, although they were paying 12 per cent. per annum, and those who bought them at that price did so with considerable hesitation. Since then \$20,000,000 of pure water has been added to the \$70,000,000 original capital without reducing the dividend rate, and the whole \$90,000,000 is now selling at somewhere between 160 and 170. The steady payment of dividends has given the investment a good reputation, which it did not enjoy at the outset, and the early purchasers of it are reaping the reward of their audacity. It may well be, therefore, that the offer of 8 per cent. on par, which is considerably less than the 12 per cent. on 90 offered by the Standard Oil Trust, indicates no more than the amount of temptation necessary to induce capitalists to put their money into an undertaking good enough in itself, but which lacks the stamp of approval attainable only by a career of several years of success. Balancing this consideration against the distrust aroused by the seemingly excessive income promised, each investment is left to be judged upon its intrinsic merits. Here is where the real difficulty arises. People in general have not the means of forming a satisfactory opinion upon a business in which they themselves have had no personal knowledge, and of which they can learn nothing except what is told them by persons who have the strongest motive to represent matters as favorably for themselves as possible.

Then, too, comes the further inquiry: Why, if these various concerns into which the public are invited to put their money are as profitable as they are represented to be, is it necessary to appeal to the public for money at all? I can well understand why a partnership composed of many partners and having large and widely extended transactions should be converted into a corporation. A partnership is dissolved by the death of a single member of it, and has to be liquidated and organized over again, at great trouble and expense, with probably great loss of capital through the withdrawal of the deceased partner's share; whereas a corporation goes on forever, like Tennyson's brook, and disregards individual catastrophes. For this reason Tiffany & Co., W. & J. Sloane, and Park & Tilford have been formed into corporations, although no change has been made in their mode of doing business, and so far from asking money from the public, these stocks are jealously kept in the hands of their original members.

They have all the capital they want and do not desire to share their profits with outsiders. But when, in addition to incorporating itself, a firm of long standing and good reputation offers practically to sell out at a low price, it is impossible to avoid the suspicion that there are other reasons for the step than those which appear on the surface.

Here, again, a satisfactory explanation is possible, and the suspicion I have mentioned may be completely removed. Not to repeat the illustration furnished by the Standard Oil Trust, there are plenty of cases to show that a willingness to admit the public as shareholders in a



business may arise not from any wish to unload it upon them, but either to obtain permanently capital which has hitherto been raised only by continual borrowing, or to enable the proprietors to use for other purposes the money they have locked up in it. Thus, Guinness & Co., the Dublin brewers, sold an interest in their brewery with great benefit to those who bought it; and from all that I hear, Mr. Lorillard has ample justification for disposing of a part of his tobacco business in the advantage to be gained by having ready cash for its needs, instead of being under a perpetual necessity of borrowing.

After all, the question comes back, as I have frequently said on other occasions, to the personal character of the men who are to conduct the concerns in which investors are asked to invest. A corporation cannot successfully run itself any more than a partnership can, and calling a man President, Secretary, or Director does not endow him with honesty and sagacity. His shareholders are, to the extent of their shares, special partners with him, and it is a safe rule not to buy stock in any corporation which is managed by men who would not be desirable general partners in a private firm. Especially to be avoided are stocks in which the officers of the companies are gambling on the Stock Exchange. The exigencies of their situations compel them occasionally, if not to tell lies, at least to suppress the truth, and without a full knowledge of the truth it is impossible to use one's judgment with any hope of a sound result.

Bearing all these things in mind, and exercising reasonable discretion, I think that investments in these new industrial enterprises may properly be made by those who can afford to lose what they put in if fortune should prove adverse to them. They offer, first, a probability of a large return upon the amount invested, and then, if, as time goes on, they demonstrate their ability to pay this income, year in, year out, their price in the market is sure to advance, like that of the Standard Oil certificates. When the seeming bad security is demonstrated to be good security, its capitalized value will increase, and will reduce the high interest to low interest. This has been the case so often that I need not mention instances. Time tries all things, and the almost universal wedding process is inevitable. In the struggle for existence, which prevails in money making as in everything else, the fittest survive, and the weaker go under. To pick out the winners in advance and to discard the losers requires knowledge, skill, and a certain instinct which may be sharpened by exercise, but which cannot be supplied by art if it is wanting by nature. I can only offer suggestions; my readers must do the rest themselves.

MATTHEW MARSHALL.

#### New Shoe Stock—Change of Base.

ADA, July 31—Ed. C. Duff, grocer, has added a full line of boots and shoes. The Watertown Shoe Co. furnished the stock.

Lester & Co. have purchased the fixtures and last end of the Fish stock, at Rockford, of J. F. Ferris, of Grand Rapids. They will immediately remove their stock of dry goods to Rockford and consolidate the two stocks and close them out, preparatory to opening a grocery store at South Cascade, a new point on the D. & N. Railway, one and a half miles from Cascade Springs, where the Lesters own a farm.

#### A Turk's Notion of Justice.

A grocer of Smyrna had a son, who, with the help of the little learning the country could afford, rose to the post of naib, or deputy to the cadi, or mayor of that city, and as such visited the markets, and inspected the weights and measures of all retail dealers. One day, as this officer was going his rounds, the neighbors, who knew enough of his father's character to suspect that he might stand in need of the caution, advised him to shift his weights for fear of the worst; but the old cheat, depending on his relationship to the inspector, and sure, as he thought, that his son would never expose him to a public affront, laughed at their advice, and stood calmly at his shop-door waiting for his coming. The naib, however, was well assured of the dishonesty and unfair dealing of his father, and resolved to detect his villainy and make an example of him. Accordingly he stopped at his door, and said coolly to him:

"Good man, fetch out your weights that we may examine them."

Instead of obeying the grocer would fain have put it off with a laugh, but was soon convinced his son was serious, by hearing him order the officers to search his shop, and seeing them produce the instruments of his frauds which, after an impartial examination, were openly condemned and broken to pieces. His shame and confusion, however, he hoped would plead with a son to remit him all further punishment of his crime; but even this though entirely arbitrary, the naib made as severe as for the most indifferent offender, for he sentenced him to a fine of fifty piastres and to receive a bastinado of as many blows on the soles of his feet. All of this was executed upon the spot, after which the naib, leaping from his horse, threw himself at his feet, and watering them with his tears, addressed him thus:

"Father, I have discharged my duty to my God, my sovereign, my country and my station; permit me now, by my respect and submission, to acquit the debt I owe a parent. Justice is blind: it is the power of God on earth; it has no regard to father or son. God and our neighbor's rights are above the ties of nature. You have offended against the laws of justice; you deserved this punishment; you would in the end have received it from some other; I am sorry it was your fate to receive it from me. My conscience would not suffer me to act otherwise. Behave better for the future, and, instead of blaming, pity my being reduced to so cruel a necessity."

This done, the naib mounted his horse again and continued his journey amidst the acclamations and praise of the whole city for so extraordinary a piece of justice; report of which being made to the Sublime Porte, the sultan advanced him to the post of cadi, whence, by degrees, he rose to the dignity of mufti, who is the head both of religion and law among the Turks.

#### Trade Schools Useful.

The editor of the *Builder and Wood Worker* believes in trade schools. It gives a young man, in a few months, he says, instructions that it would take him the same number of years to "pick up" haphazard in a shop, and accompanies this instruction with a technical and scientific teaching of the whys and wherefores of his work that the shop seldom or never furnishes. At the same time it enables him to reach the stage at which he attains a value as a mechanic that much earlier than if he went into a shop as a boy. He can commence with the trade schools in his seventeenth or eighteenth year, and would be just as far as the shop boy on completing his trade school course, with the incalculable advantage, if he has wisely used his time, of possessing the foundation for an education that will ever help him.

Economy is the parent of integrity, of liberty and of ease, and the sister of temperance, of cheerfulness and of health; and profuseness is a cruel and crafty demon, that generally involves her followers in dependence and debts, that is, fetters them with "irons into their souls."

# PEACHES

We are headquarters, as usual, for Peaches, handling daily average 200 to 300 bushels, which is over one-third of the receipt of the early Alexander peaches. We expect in a few days to commence on the early Rivers and by latter part of the week the famous *Hale's Early* will begin to come.

The careful estimate of the crop to be marketed here is

## 250,000 to 300,000 Bushels

This means that our share of the crop will be over 50,000 bushels.

If you wish us to keep you posted regularly as to conditions of our market, we will quote you with pleasure. Please drop us a postal card. Address all correspondence to

**ALFRED J. BROWN,**  
Grand Rapids, Mich.

#### 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 Thursday and Friday, August 13 and 14, 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.



## Drugs & Medicines.

**State Board of Pharmacy.**  
One Year—Stanley E. Parkill, Owosso.  
Two Years—Jacob Jesson, Muskegon.  
Three Years—James Vernor, Detroit.  
Four Years—Otmar Eberbach, Ann Arbor.  
Five Years—George Gundrum, Ionia.  
President—Jacob Jesson, Muskegon.  
Secretary—Jas. Vernor, 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. Vernor, Detroit.  
Secretary—C. A. Bugbee, Cheboygan.  
Treasurer—Wm. Dupont, Detroit.  
Next Meeting—At Ann Arbor, in October, 1891.

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

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

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

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

### Is the Contract Plan Desirable?

Written for THE TRADESMAN.

"My soul is wrought within me" at the action of the manufacturers of certain proprietary medicines, in forcing through the wholesalers a pledge or contract upon the retail druggists of the country, binding said retail druggists to sell said manufacturers' nostrums at certain fixed rates.

It seems to me that the wholesale drug trade, by agreeing with said manufacturers not to sell to such of their trade as refuse to sign certain contracts, discriminate against the retailers, and in favor of the manufacturers. For instance, I want one bottle of Dr. Sharp's Liver Exhilarator and only one, for my trade. Perhaps I could not sell another in a year. Not having signed the pledge, I am obliged to pay full retail price, for my one bottle; and should I sign the pledge, on one single article I would be obliged to pay 10 per cent. above regular wholesale rates.

We also see these cunning little pledges which our friends (?), the patent medicine men, want us to sign, an agreement not to substitute any like preparation, for an article of their manufacture and also to keep a full supply of their articles on hand, etc.

The object, and the only object, of these manufacturers in exacting pledges of the retail trade, is to increase the sale of their preparations. The scheme directly benefits them by having a tendency to increase the volume of their sales by compelling the retailer to buy in larger quantities. This, and the article in their pledge against substitution, is the sum and substance of their excessive and almost paternal regard for the retailer, as set forth in the pledge which we must sign, in order to "protect the retail dealer in realizing fair and liberal profits on the sale of our medicines," etc. Now, I do not cut on the price of patents, nor do I intend to, neither do I sign contracts of any kind.

What is it to A., B. and C., or other patent medicine proprietors, if I sell a dollar bottle of Dr. Shark's System Ticker for 83¢ cents, 66¢ cents on even 25 cents? After the stuff has been paid for and placed on my shelves, it is certainly none of the manufacturer's business what I get for the same. Let the retail druggists' associations in the different States, and in National assembly, attend to the vexed question of cutting of prices and let patent medicine men attend to their own business and things will right themselves. United action on the part of retailers would

bring to time these patent medicine proprietors, who imagine that they own the retail druggists of America.

I believe that the retail trade will soon awaken to the true inwardness of this pledge scheme and proceed to sit on it as hard as they recently did on the Hood plan.

RETAILER.

COLUMBIANVILLE, July 28, 1891.

### The White Lead Trust.

At a meeting to be held in New York on August 27, the National White Lead Trust will, no doubt, be reorganized into a corporation under the laws of New Jersey, that State having more elastic laws affecting corporations than most others. The adoption of a corporate management, instead of trust methods, is undoubtedly due to the express wishes of a large number of shareholders and the manifest feeling against the questionable business ethics of all trusts, as also a desire to conform to the laws of such states as prohibit trusts or any part of them from exercising business functions in their localities.

The White Lead Trust is, without question, well officered and financially healthy, strongly intrenched to do business, and capable of realizing satisfactory and legitimate profits to its shareholders, and under the proposed new order of working it will probably meet the approval of the public and those pecuniarily interested. At the meeting called it is proposed to reduce the capital stock from \$89,000,000 to \$30,000,000, of which \$15,000,000 shall be cumulative 7 per cent. preferred stock and the rest common stock. It will also be proposed that there shall be \$3,000,000 6 per cent. debenture bonds, \$371,364 of them to redeem mortgages on real estate, and \$149,487 to reimburse trustees for cash paid for properties acquired since the organization of the Trust, the balance to be disposed to acquire additional capital for carrying on the various businesses to be acquired. The trustees are to be authorized to carry out this plan. In the new company the holders of six shares of National Lead Trust can have one share of the new preferred and one of common. The transfer books close August 17 and will re-open on August 28.

### New Thing in Metallic Paint.

If the newly discovered property of cottonseed oil, which has been so widely proclaimed, shall prove to be all that is claimed for it, good judges are of the opinion that the usefulness of that abundant product is likely to be very considerably extended. The simplicity of the process is a valuable feature which gives probability to such a result. One gallon of pure cottonseed oil being placed in a suitable iron vessel, twenty pounds of lead are melted and slowly poured into the oil, which at the same time is thoroughly stirred, under which operation the lead separates in globules, and when the oil is poured off, after cooling, there is found to be about seventeen pounds only of the lead, the balance being absorbed by the oil. On the lead being again melted and the operation repeated to the fifth pouring—the amount of lead absorbed being less at each succeeding pouring—the total amount of lead absorbed is about ten pounds. The oil thus charged with the lead is then used as a paint, being applied in the ordinary way to metallic surfaces, which it is desired to protect from oxidation or corrosion, the liquid adhering closely and becoming very hard.

### An Every Day Occurrence.

"Any arsenic?" softly asked the little woman as the druggist came forward with his usual retail smile.

"Yes'm."

"I'd like a quarter's worth, please."

"Yes'm. How are you going to administer it?"

"Why—why, on cheese or bread, I suppose. Isn't that the general way?"

"Some give it in coffee."

"Why, rats don't drink coffee, do they?"

"Oh it's for rats, eh? Then cheese is the proper thing."

### The Underlying Cause of His Failure.

From the Youth's Companion.

The red flag fluttered over the door of Gillam's Emporium. The villagers were crowding the sidewalk, while from within came the sound of the auctioneer's nasal tones and the rap of his hammer. Mr. Whiffin, a merchant from the neighboring county town, stopped in a group of men outside.

"Ned Gillam sold out by the sheriff! What does that mean? I should have said that of all the young men in this village he was the one who would make his way. Has he taken to drink?"

"Not at all," said the squire. "He's sober enough."

"Ned understood his business," pursued Whiffin, still curious. "He was a salesman for me for two years, you know. I never had a more polite fellow to customers, nor one who could run off goods faster. I never had any damaged goods left on his counter. He sold them at full price. He was almost too smart."

"You have hit the nail on the head, there!" said the squire. "Gillam is a pleasant, polite fellow, but tricky. When he opened the Emporium we all went there to buy. I took my custom from old David Longaker at the corner, thinking that we must have the 'fine table delicacies' which Ned promised."

"But presently I discovered that whenever he could palm off inferior goods for the best he did so. I never went back to him. David's goods were just what he represented them to be. He's a crusty old fellow, but his word is to be taken."

"Our experience was the same," said the doctor. "My wife and daughters wanted to keep up with the fashion, and bought their hats and gowns which Ned declared were the style in New York."

"But when they found they were old auction goods which he had bought cheap and sold at high profit, they never went into his store again."

"That is the history of his dealings with most of the villagers. One after another dropped away until he had nobody left. Hence—the red flag and the sheriff!" waving his hand.

"Well! well! I always thought Ned Gillam would score a success in this world!" said Mr. Whiffin, as he climbed into his buggy and drove toward home. "Such a polite fellow and so agreeable to everybody!" he muttered, flicking his horse gently.

Young Gillam himself, as he watched the auctioneer and the buyers, wondered bitterly at his defeat. He had started with but little capital, but clear of debt. Now he owed every one, and the assets would not cover his debts.

"I tried to be civil and pleasant," he said. "I looked sharply after my own interests. I don't know where my mistake was!"

But every villager in the crowd knew. The secret was a truth as old as the first trade which was made between the children of Adam; it repeats itself in every individual life to-day; and most readers who have seen this glimpse of village history can tell what it is.

### Linseed Oil Manufacture Growing Less Profitable.

Coming on the heels of an open market for linseed oil, the reduction of the dividend of the National Linseed Oil Co. to one-half its usual size becomes a matter of common comment. The August dividend is 50 cents per share, a 2 per cent. basis. The preceding fourteen dividends were with great regularity one dollar a share, a 4 per cent. basis—or just double that of August. True, the dividend for any one year is always paid upon the basis of the profits for the year preceding, but this serves very little to help toward a hopeful view of the apparent reduction in earnings. Without doubt, as the officers of the company assert, they are quite able to declare a dividend of equal proportion to that of the previous three and a half years without interfering greatly with their treasury surplus, but the fact that they do not do so, because of an adherence to the rule which governed the declaration of previous dividends, is a better key to the real situation than any fictitiously based dividend would be.

While this action of the company shows the carefulness and probity of the board and officers, it also demonstrates the uncertain possibilities of the linseed oil business in respect to its being a profitable one in the face of keen competition.

### True Philosophy.

Madame Neckar relates the following anecdote of M. Abauret, a philosopher of Geneva:

"It was said of him that he never had been out of temper; some persons, by means of his female servant, were determined to put this to the proof. The woman in question stated that she had been his servant for thirty years, and she protested that during that time she had never seen him in a passion. They promised her a sum of money if she would endeavor to make him angry; she consented, and knowing he was particularly fond of having his bed well made, she on the day appointed neglected to make it. M. Abauret observed it, and, the next morning, made the observation to her; she answered, that she had forgotten it; she said no more, but, on the same evening, she again neglected to make the bed; the same observation was made on the morrow by the philosopher, and she again made some such excuse, in a cooler manner than before. On the third day, he said to her: 'You have not yet made my bed; you have apparently come to some resolution on the subject, as you probably found it fatigued you. But after all, it is of no consequence, as I begin to accustom myself to it as it is.' She threw herself at his feet and avowed all to him."

### Canine Common Sense.

A French dog was taught by his master to execute various commissions, and among others, to fetch him vituals from the cook-shop in a basket. One evening, when the dog was returning to his master thus furnished, two other dogs, attracted by the savory smell of the contents of the basket that this new messenger was carrying, determined to attack him. The dog put his basket on the ground, and set himself courageously against the first that advanced against him; but while he was engaged with the one, the other ran to the basket and began to help himself. At length, seeing there was no chance of beating both the dogs and saving his master's dinner, he threw himself between his two opponents, and, without further ceremony, quickly dispatched the remainder of the good things himself, and then returned to his master with the empty basket.

### Potato Salad.

From the New York Sun.

Nine Anglo-Saxon women in ten among those who eat potato salad in a German restaurant imagine it to be an easy and simple dish to have at home. They find out their mistake, for one of the chief ingredients in it is one that is seldom suspected. That is beef stock or bouillon. To sufficient potatoes for five persons add a cup of beef stock poured on while the potatoes are hot. That sinks into the vegetable and keeps it moist and delicious. After adding the beef stock sprinkle pepper and salt to suit the taste, a little sharp vinegar, as much oil as you please, and chop up a small onion very fine to throw over the completed dish.

### The Drug Market.

Opium is dull. Morphia is unchanged. Quinine is steady. Turpentine is lower. Linseed oil is steady.

## Drug Store for Sale at a Bargain

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

C. L. BRUNDAGE,

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

## CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists,  
GRAND RAPIDS.



## Wholesale Price Current.

Advanced—Nothing. Declined—Turpentine.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzolcum German.	80 10	Aloes	50
Boricac	30 20	" and myrrh.	60
Carbolcum	23 35	Arnica	50
Citricum	55 58	Asafoetida.	0
Hydrochlor	32 5	Atropie Belladonna.	60
Nitrosum	10 12	Benzoin.	60
Oxalicum	11 13	" Co.	50
Phosphorium dil.	20	Sanguinaria.	50
Salicylicum	1 30 10	Bismosma	50
Sulphuricum.	13 10	Camaris.	50
Tannicum	1 40 10	Capsicum.	50
Tartaricum.	40 42	Ca damon.	75
AMMONIA.		" Co.	75
Aqua, 16 deg.	3 1/2 5	Castor.	1 00
" 20 deg.	5 1/2 7	Catechu.	50
Carbonas	12 14	Cinchona	50
Chloridum	12 14	" Co.	60
ANILINE.		Columba	60
Black	2 00 25	Conium	50
Brown	80 10	Cubeba.	50
Red	45 50	Digitalis	50
Yellow	2 50 30	Ergot.	50
BACCAR.		Gentian	50
Cubee (po. 90)	90 10	" Co.	60
Juniperus	80 10	Guaica	50
Xanthoxylum	25 30	" ammon.	60
BALSAMUM.		Zingiber	50
Copaiba	55 60	Hyoscyamus	50
Peru	21 75	Iodine.	75
Terabin, Canada	35 40	" Colorless.	75
Tolutan	35 50	Ferri Chloridum.	35
CORTEX.		Kino	50
Ables, Canadian	18	Lobelia	50
Cassiae	11	Myrrh.	50
Cinchona Flava	18	Nux Vomica.	50
Eunymus atropurp.	30	Opil.	85
Myrica Cerifera, po.	30	" Camphorated	60
Prunus Virgin.	12	" Deodor.	2 00
Quillaja, grd.	14	Aurant Cortex.	50
Sassafras	14	Quassia	50
Ulmus Po (Ground 12)	10	Rhatany	50
EXTRACTUM.		Rhei.	50
Glycyrrhiza Glabra.	24 25	Cassia Acutifol.	50
" po.	33 35	" Co.	50
Haematox, 15 lb. box.	11 12	Serpentaria	50
" 1s.	13 14	Stromonium	60
" 1/4s.	14 15	Tolutan	60
" 1/8s.	16 17	Valerian	50
FERRUM.		Veratrum Veride.	50
Carbonate Precip.	15	MISCELLANEOUS.	
Citrate and Quinia.	23 30	Ether, Spts Nit, 3 F.	20 28
Citrate Soluble	80	" 4 F.	30 32
Ferrocyanidum Sol.	50	Alumen	2 1/2 3
Solut Chloride	15	" ground. (po.	30 4
Sulphate, com'l.	14 1/2 2	7) ground. (po.	30 4
" pure.	7	Annatto	55 60
FLORA.		Antimoni, po.	40 5
Arnica	18 20	" et Potass T.	55 60
Anthemis	20 25	Antipyrin	21 40
Matricaria	25 30	Antichrin.	22 25
FOLIA.		Argent Nitras, ounce	68
Barosma	20 70	Arsenicum	50 7
Cassia Acutifol, Tin-	25 28	Balm Gilead Bud.	38 40
nively	35 50	Bismuth S. N.	2 10 22 20
Salvia officinalis, 1/4s	12 15	Calcium Chlor, 1s, (1/4s	9
ura Ursi	80 10	11; 1/4s, 12)	9
GUMMI.		Cantharides Russian,	21 20
Acacia, 1st picked.	21 00	po.	21 20
" 2d	20 90	Capsicd Fructus, af.	20
" 3d	20 80	" po.	25
" sifted sorts.	20 65	" B po.	20
" po.	75 100	Caryophyllus, (po. 15)	13 13
Aloe, Barb. (po. 60)	50 60	Carmine, No. 40	50 55
" Cape, (po. 20)	50 12	Cera Alba, S. & F.	50 55
" Socotri, (po. 60)	50	Cera Flava.	38 40
Catechu, 1s, (1/4s, 14 1/4s,	2 1	Coccus	40
16)	30 35	Cassia Fructus.	20
Ammoniac	30 35	Centraria.	10
Assafoetida, (po. 30)	20	Cetaceum	42
Benzoinum	50 55	Chloroform	60 63
Camphore	52 10	" squibbs	21 10
Euphorbium po	35 40	Chloral Hyd Crst.	1 50 70 20
Galbanum	35 40	Chondrus	20 25
Gamboge, po.	80 95	Cinchonidine, P. & W	15 20
Gualacum, (po. 30)	25	" German 3 1/2	12
Kino, (po. 25)	20	Corks, Hist, dis. per	60
Mastic	20 40	cent	60
Myrrh, (po. 45)	20	Creasotum	50
Opil. (po. 3 30)	1 90 20	Creta, (bbl. 75)	2
Shellac	25 30	" prep.	50 55
" bleached	25 33	Gambier	90 11
Tragacanth	30 75	" Rubra	8
HERBA—In ounce packages.		Crocus	28 30
Absinthium	25	Cudbear	24
Eupatorium	20	Cupri Sulph	5 6
Lobelia	25	Dextrine	10 12
Majorum	25	Ether Sulph.	68 70
Mentha Piperita	23	Emery, all numbers.	2
" Vir.	25	" po.	8
Rue	30	Ergota, (po.) 60	50 55
Tanacetum, V.	22	Flake White.	12 15
Thymus, V.	25	Galla	23
MAGNESIA.		Gambier	7
Calcined, Pat.	55 60	Gelatin, Cooper	70
Carbonate, Pat.	20 22	" French	40 60
Carbonate, K. & M.	20 25	Glassware flint, 70 and 10.	
Carbonate, Jennings	35 36	by box 60 and 10	
OLEUM.		Glue, Brown.	90 15
Absinthium	5 00 25 50	" White.	13 25
Amygdalae, Dulc.	45 75	Glycerina	17 25
Amygdalae, Amarae	8 00 25	Grana Paradisi.	22
Anisi	2 00 22 10	Humulus.	25 55
Aurant Cortex	3 60 23 75	Hydraag Chlor Mite.	90
Bergamoti	3 75 24 00	" Cor.	80
Cajuputi	70 80	" Ox Rubrum	21 00
Caryophylli	90 100	" Ammoniac	61 10
Cedar	35 45	" Unguentum.	45 55
Chenopodii	20 20	Hydrargyrum	70
Cinnamon	1 15 21 20	Ichthyobolla, Am.	1 25 21 50
Citronella	2 45	Indigo	75 100
Conium Mac.	35 65	Iodine, Resubli.	3 75 38 85
Copaiba	1 20 21 30	Iodoform	24 70
Cubebae	2 7 50	Lupulin	35 40
Excelsitro	2 50 22 75	Lycopodium	45 43
Erigeron	2 50 22 75	Macleis	80 85
Gaultheria	2 00 22 10	" drarg iod.	27
Geranium, ounce	7 75	Liquor Potass Arsenitis	10 12
Gossipii, Sem. gal.	50 75	Magnesia, Sulph (bbl	20 3
Hedeoma	1 85 22 00	1 1/2)	50 60
Juniperi	50 22 00	Mannia, S. F.	50 60
Lavendula	90 22 00		
Limonis	2 50 23 10		
Mentha Piper.	2 90 23 30		
Mentha Verid.	2 20 23 30		
Morruuae, gal.	1 00 21 10		
Myrcia, ounce	90 22 75		
Olive	90 22 75		
Picis Liquida, (gal. 35)	10 12		
Ricini	1 04 21 20		
Rosmarini	75 21 00		
Rosae, ounce.	26 00		
Succini	40 45		
Santali	80 21 00		
Sassafras	45 50		
Sinapis, ess. ounce	65		
Tigili	21 00		
Thyme	40 50		
" opt	60		
Theobromas	15 20		
POTASSIUM.			
Bi Carb.	15 18		
Bichromate	13 14		
Bromide	35 40		
Carb.	12 15		
Chlorate, (po. 16)	14 16		
Cyanide	50 55		
Iodide	2 80 23 90		
Potassa, Bitart, pure	28 30		
Potassa, Bitart, com.	28 30		
Potass Nitras, opt.	80 10		
Potass Nitras	70 9		
Prussiate	30 33		
Sulphate po.	15 18		
RADIX.			
Aconitum	20 25		
Althae	25 30		
Anchusa	12 15		
Arum, po.	25		
Calamus	20 50		
Gentiana, (po. 15)	10 12		
Glycyrrhiza, (pv. 15)	16 18		
Hydrastis Canaden.	35 40		
" (po. 40)	35		
Hellebore, Ala, po.	15 20		
Inula, po.	15 20		
Ipecac, po.	2 40 23 50		
Iris plox (po. 35 38)	32 35		
Jalapa, pr.	40 45		
Maranta, 1/4s.	25 30		
Podophyllum, po.	15 18		
Rhei.	75 21 00		
" cut.	21 75		
" pv.	75 21 35		
Spigelia	48 53		
Sanguinaria, (po. 25)	40 45		
Serpentaria.	40 45		
Senega	50 55		
Similax, Officialis, H	40		
" M	20		
Scillae, (po. 35)	10 12		
Symplocarpus, Foeti-	35		
dus, po.	25		
Valeriana, Eng. (po. 30)	15 20		
" German	10 12		
Zingiber a.	10 12		
Zingiber j.	22 25		
SEMIN.			
Anisum, (po. 20)	15		
Apium (graveleons)	25 30		
Bird, 1s.	40 6		
Carui, (po. 18)	80 12		
Cardamon	1 00 21 25		
Coriandrum	10 12		
Cannabis Sativa	40 44 1/2		
Cydontium	75 21 00		
Chenopodium	10 12		
Dipterix Odorata	2 00 22 25		
Foeniculum	15		
Foenugreek, po.	60 8		
Lini	4 4 1/2		
Lini, grd. (bbl. 3 1/2)	4 4 1/2		
Lobelia	35 40		
Pharlaris Canarian	3 1/2 4 1/2		
Rapa	60 7		
Sinapis, Albu	80 9		
" Nigra	11 12		
SPIRITUS.			
Frument, W. D. Co.	2 00 22 50		
" D. F. R.	1 75 22 00		
" Juniperi	1 10 21 50		
Juniperis Co. O. T.	1 75 21 75		
Saacharum N. E.	1 75 23 50		
Spt. Vini Galli	1 75 23 50		
Vini Oporto	1 25 22 00		
Vini Alba	1 25 22 00		
SPONGES.			
Florida sheeps' wool	2 25 22 50		
carriage	2 00		
Nassau sheeps' wool	2 00		
carriage	1 10		
Velvet extra sheeps'	85		
wool carriage	85		
Extra yellow sheeps'	65		
carriage	75		
Grass sheeps' wool car-	1 40		
riage			
Hard for slate use			
Yellow Reef, for slate			
use			
SYRUPS.			
Accacia	50		
Zingiber	50		
Ipecac	60		
Ferri Iod.	50		
Aurant Cortex	50		
Rhei Arom.	50		
Similax Officialis	60		
" Co.	50		
Senega	50		
Scillae	50		
" Co.	50		
Tolutan	50		
Prunus virg.	50		

## GROCERIES.

## Something For Nothing.

From the American Grocer.

A leading receiver of country produce who had lost the patronage of a leading steamship company which he had held for several years replied when asked in relation thereto: "Some one else wanted to furnish something for nothing. I get nothing for doing nothing, and, therefore, am just as well off. Ain't I?"

Our answer was yes. What is yours? If we judge by the record and results we find that there are thousands, yea, tens of thousands answering differently; they are engaged in furnishing something for nothing. They work supplying household goods fourteen to eighteen hours per day, year in and year out, adding nothing to their capital and many trading the something with which they started business for nothing. The cutter is a giver of something for nothing. The dealer who sells granulated sugar at 4 to 4½ cents per pound is working for less than nothing, because he throws in paper, string, loss in weight, time and a portion of his general store expenses just for the fun of the thing.

Another class distribute popular proprietary articles for nothing; others, provisions or staple canned goods. Fortunately, we now and then meet a prosperous retailer who talks in this way:

"I get 10 per cent. advance on sugar, and average a fair profit all around; we keep such an extensive line of goods that this is much easier to do than formerly." The one in mind has a very extensive business in two large cities and is a type of the successful grocer in all cities.

The men who have made their mark in the retail trade are not those who have aimed at selling goods at very low price; rather, those whose constant study has been high quality, variety and a complete service. With such a policy one can win against all competitors, irrespective of location or class of customers served.

In one of our large city markets is a man who has made a fortune selling butter and cheese. His stand is crowded from morn till night, in marked contrast to other nearby stands where customers are only seen occasionally. His inflexible rule has been to keep only the finest grade of butter, cheese and eggs. The result has been a reputation for quality that is in itself worth a competency.

Another of our most successful retailers, who started fifty-one years ago with \$900, and to-day is a millionaire, said, when asked for the secret of his success: "Only one thing. Always reliable. Everything we sell must be of that character; there must be no deviation."

People are willing to pay for satisfactory service. It is akin to paying your tailor, or shoemaker for style and fit, or your doctor for his skill and experience.

Even the heathen prefer to pay for the gospel than have it free. Father Gavazzi, the Italian missionary, said the free distribution of Bibles was a mistake, because the poor argued that what was not worth paying for was not worth having, and so they lit their pipes with the tracts and Testaments that cost nothing, treasuring them, however, when they were obtained at some cost, no matter how slight.

People are always suspicious of the merchant who offers something for nothing, or next door to nothing. And they are right. Customers know that it costs something to open a store, heat, light, superintend and carry it on, and that they are expected to pay therefor, in addition to a fair price for the merchant's time, knowledge and service. The moment the seller announces goods at cost, he challenges suspicion. Why then pursue the wretched policy of "giving something for nothing, when you can get nothing for doing nothing?"

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

## Waste of Brain Energy.

From the "Spectator" in Christian Union.

If you will take your stand on a business street of any great city and watch the faces of the passers-by, you will be surprised to see how many men there are who put into their legs the brain energy which they ought to put to their business. It is not rapid walking, but hurried walking that wears men out. A man may form a habit of rapid walking, and walk his five miles an hour without knowing it. Another man may walk no faster, but you see by his face that he is putting his mind on his pace, that is the essence of hurrying. His nerve energy is all going into his legs; his brain is all alive with the question whether he is going to get there in time. His neighbor gets there perhaps just as quick, but without thinking about it. A man ought to learn to walk with his muscles, and leave his brain free to think on things worth thinking about. Hurrying is walking with your nerves instead of your muscles. "Men break down prematurely," said the professor, "for the same reason that ocean steamers break their machinery in mid-ocean; they habitually put all the strain on their machinery it can bear, and some day suddenly it snaps."

## Pleasant Villages.

The villages of New England are among the pleasantest in the world, and the chief secret of their charm is summed up in one word: Trees. The people who laid them out, a century or two ago, had the good sense to plant a few score of young trees about the green and along the streets. Now, look at them! Glorious elms arch the streets, and envelop the place in shade. The meanest cottage is pleasant and picturesque if it stands beneath a fine old tree. The poorest village is good to live in if it nestles under giant trees. Plant trees. Plant them round the schoolhouse. Plant them round the church. Plant them on the common. Plant them along the street. Make all the villages and towns pleasant with trees.

## Camping at Traverse Point.

From the Cadillac News.

A party of business men and their families make the shores of Traverse Bay ring with merriment in the locality of their select resort. The entire company vote Traverse Point the most enchanting outing place in Michigan.

## Next Meeting of the Board.

The Michigan Board of Pharmacy will meet at Houghton, Sept. 1, to examine candidates for registration. The examination for both registered and assistant pharmacists will begin at 9 a. m. of that day.

## Crockery &amp; Glassware

LAMP BURNERS.	
No. 0 Sun	45
No. 1 "	50
No. 2 "	75
Tubular	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box	
No. 0 Sun	1 75
No. 1 "	1 88
No. 2 "	2 70
First quality	
No. 0 Sun, crimp top	2 25
No. 1 "	2 40
No. 2 "	3 40
XXX Flint	
No. 0 Sun, crimp top	2 60
No. 1 "	2 80
No. 2 "	3 80
Pearl top	
No. 1 Sun, wrapped and labeled	3 70
No. 2 "	4 70
No. 2 Hinge, " "	4 70
La Bastic	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 "	1 50
Quarts	12 00
Half gallons	15 00
Rubbers	55
Caps only	4 50

FRUIT JARS.	
Mason's or Lightning.	
Pints	11 50
Quarts	12 00
Half gallons	15 00
Rubbers	55
Caps only	4 50
STONEWARE—ARRON.	
Butter Crocks, per gal.	65¢
Jugs, ½ gal., per doz.	75
" 1 " " "	90
" 2 " " "	1 80
Milk Pans, ¼ gal., per doz. (glazed 75¢)	65
" 1 " " "	75

## PRODUCE MARKET.

Apples—Common cooking command \$1.50@1.75 per bbl. Fancy eating and held at \$2.25@2.50. 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—20c per doz. bunches. Cabbages—50¢@75c per doz. Corn—Green, 8c per doz. Cucumbers—20c per doz. Eggs—Dealers pay 15c and freight, holding at 16c. Grapes—Ives command 8c per lb. Honey—Dull at 16¢@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 supply being considerably larger than the demand. Radishes—In plentiful supply, but little call for stock. Raspberries—Black, 8c per qt., Red, 10¢@12½¢ per qt. Tomatoes—50c per crate of fancy Acme. Watermelons—The market is in better shape, consignments being less in number and the quality improved. Dealers are now asking 15¢@18c for choice stock.

## POULTRY.

Local dealers pay as follows for live weight: Spring chickens.....11 @12 Fall chickens.....8 @8½ Turkeys.....10 @11 Spring ducks.....10 @12 Fall ducks.....9 @10 Geese.....8 @9

## PROVISIONS.

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

PORK IN BARRELS.	
Mess, new	11 75
Short cut	12 00
Extra clear pig, short cut	14 00
Extra clear, heavy	
Clear, fat back	13 50
Boston clear, short cut	13 75
Clear back, short cut	13 75
Standard clear, short cut, best	14 00
SAUSAGE—Fresh and Smoked.	
Pork Sausage	7
Ham Sausage	9
Tongue Sausage	9
Frankfort Sausage	8
Blood Sausage	5
Bologna, straight	5
Bologna, thick	5
Head Cheese	5
LARD—Kettle Rendered.	
Tierces	8½
Tubs	8¼
50 lb. Tins	8¾
LARD.	
Tierces	6¼
0 and 50 lb. Tubs	6¾
3 lb. Pails, 20 in a case	7¼
5 lb. Pails, 12 in a case	7¾
10 lb. Pails, 6 in a case	7¼
20 lb. Pails, 4 in a case	7
50 lb. Cans	6¾
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.	10¼
" " 16 lbs.	11
" " 12 to 14 lbs.	11¼
" picnic	8¼
" best boneless	9
Shoulders	7
Breakfast Bacon, boneless	9¼
Dried beef, ham prices	11
Long Curls, heavy	7
Briskets, medium	7¾
" light	7¾

## FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass	5 @ 7
" hind quarters	6 @ 7
" fore	3 @ 4½
" loins, No. 3	8 @ 9½
" ribs	8 @ 8½
" rounds	6 @ 7
" tongues	6 @ 7
Bologna	5 @ 5
Pork loins	10 @ 10½
" shoulders	7 @ 7¾
Sausage, blood r head	5 @ 5
" liver	5 @ 5
" Frank	7 @ 7¾
Mutton	7 @ 8
Veal	6 @ 6½

## FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.	
Whitefish	@ 8
Trout	@ 8
Halibut	@ 15
Ciscoes	@ 5
Flounders	@ 9
Bluefish	@ 10
Mackerel	@ 25
Cod	@ 12
California salmon	@ 20
OYSTERS—CANS.	
Fairhaven Counts	@ 40
SHELL GOODS.	
Oysters, per 100	1 50
Clams	1 00

## CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.	
Full Weight.	Bbls. Pails.
Standard, per lb.	6¼ 7¼
" H. H.	6¼ 7¼
" Twist	6¼ 7¼
Boston Cream	9¼
Cut Loaf	7¼ 8¼
Extra H. H.	7¼ 8¼

MIXED CANDY.	
Full Weight.	Bbls. Pails.
Standard	6¼ 7¼
Leader	6¼ 7¼
Special	7 8
Royal	7 8
Nobby	7¼ 8¼
Broken	7¼ 8¼
English Rock	7¼ 8¼
Converses	7 8
Broken Taffy	7¼ 8¼
Peanut Squares	9
Extra	10
French Creams	10¼
Valley Creams	13¼

FANCY—In bulk.	
Full Weight.	Bbls. Pails.
Lozenges, plain	10¼ 11¼
" printed	11 12¼
Chocolate Drops	12¼
Chocolate Monumentals	14
Gum Drops	5 6¼
Moss Drops	8 9
Sour Drops	8¼ 9¼
Imperial	10¼ 11¼

FANCY—In 5 lb. boxes.	
Per Box.	
Lemon Drops	55
Sour Drops	55
Peppermint Drops	55
Chocolate Drops	70
H. M. Chocolate Drops	80
Gum Drops	40@50
Licorice Drops	1 00
A. B. Licorice Drops	80
Lozenges, plain	65
" printed	70
Imperial	65
Mottos	75
Cream Bar	60
Molasses Bar	55
Hand Made Creams	80@95
Plain Creams	80@90
Decorated Creams	1 00
String Rock	70
Burnt Almonds	1 00
Wintergreen Berries	65

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

ORANGES.	
California, Med. Sweets 128s	4 60
" 150-176s	4 50
Sorrentos, 200	4 25

LEMONS.	
Messina, choice, 360	25 00
" fancy, 360	25 50
" choice 300	5 00
" fancy 380	5 50

OTHER FOREIGN FRUITS.	
Figs, Smyrna, new, fancy layers	18@19
" " " choice	16
" " " "	12¼
" Fard, 10-lb. box	10
" " 50-lb.	8
" Persian, 50-lb. box	4 6

NUTS.	
Almonds, Tarragona	@ 17
" Ivaca	@ 16½
" California	@ 17
Brazils, new	@ 7½
Filberts	@ 11¼
Walnuts, Grenoble	@ 14¼
" Marbot	@ 12
" Chili	@
Table Nuts, No. 1	@ 14
" No. 2	@ 13
Pecans, Texas, H. P.	15@17
Cocoanuts, full sacks	@ 4 50
PEANUTS.	
Fancy, H. P., Suns	@ 5¼
" " Roasted	@ 7¼
Fancy, H. P., Flags	@ 5¼
" " Roasted	@ 7¼
Choice, H. P., Extras	@ 4¼
" " Roasted	@ 6¼

## HIDES, PELTS and FURS.

Perkins & Hess pay as follows:

HIDES.	
Green	4 @ 5
Part Cured	@ 5
Full	@ 5
Dry	6 @ 7
Kips, green	4 @ 4¼
" cured	5 @ 5¼
Calfskins, green	4 @ 5
" cured	5 @ 5
Deacon skins	10 @ 30
No. 2 hides ¼ off.	
PEELTS.	
Shearlings	10 @ 25
Lambs	20 @ 60
WOOL.	
Washed	20@30
Unwashed	10@20
MISCELLANEOUS.	
Tallow	3¼ @ 4¼
Grease butter	1 @ 2
Switches	1¼ @ 2
Ginseng	2 50@3 00

## OILS.

The Standard Oil Co. quotes as follows, 1 barrels, f. o. b. Grand Rapids:

Water White	@ 8¼
Special White	@ 8¼
Michigan Test	@ 7¾
Naphtha	@ 7¼
Gasoline	@ 8¼
Cylinder	27 @ 36
Engine	13 @ 21
Black, Summer	@ 8



[illegible]



## EMPLOYER AND EMPLOYEE.

## Relation of the Two Succinctly Set Forth.\*

\*Address by Rev. John Snyder before the Office Men's Club of St. Louis.

It is a profound satisfaction to me to see with what felicity of expression and clearness of statement our younger business men are able to present their thoughts to a meeting like this. While listening to the preceding papers of this discussion I have been impressed with the superiority of the American merchant and average man of business in this important respect. Anybody who has had the opportunity of making a comparison between the American man of business and the English merchant, for illustration, must be forcibly impressed with the rare ability possessed by the former in this particular. The English merchant is thoughtful, studious and especially well posted in the philosophy of his trade, if I may use the expression, but he seldom possesses the gift of easy, fluent, forcible and concise speech. He is a good thinker and a good writer, but rarely, I believe, a good speaker. On the other hand, the American man of business seems to have been born with the "gift of tongues." Any man will be convinced of this who attends a business convention and listens to the speeches made by the average members. This is why it is to be so regretted that certain lamentable conditions keep the ordinary business man out of political affairs. Intelligent political interests broaden and deepen the mind more than any other type of study. Especially would they enlarge the horizon of the man who is confined to the necessarily narrow sphere of commercial interests, and the very general abstinence from political affairs that characterizes the American merchant is doubly regrettable, because of his manifest fitness for that career of usefulness and honor.

I have been led into this train of reflections by the very admirable speeches we have listened to to-night, coupled with the fact that I am almost wholly unprepared to take any intelligent part in this discussion. So brief has been the time within which such preparation could be made that nothing but my habit to obey the commands of my superior officers brings me before you at all.

Surely there is no subject of more universal interest than that of the ethics of the relation between employer and employee. In that relation we see the influence of the law of evolution. All of the problems that have arisen tending to complicate that relation are, of course, of purely modern growth. As far as history shows the primitive man, it shows him to be lazy and disinclined to labor. He is seen as either throwing labor upon the weaker sex, or upon slaves who were captured in battle. Labor is the badge of servitude and degradation. It is religiously supposed to be the penalty of sin. Capital was not the employer of labor; it was its owner. In civilization, the Jews seem to have been the first people who had any notion of the true dignity of labor, and even they regarded it as a burden which man was divinely ordained to endure; only they felt it to be a burden which all men should share in common. So while all other people were looking with contempt upon labor, the Jew was teaching all classes to engage in honorable employment. And while the Bible permitted slavery, it nowhere looks with contempt upon the humblest kind of handicraft. Its greatest teachers and scholars were oft men who had been trained in mechanical trades. This peculiarity of the Hebrew race tinged and colored the Christian church, even at its periods of haughtiest supremacy. When Feudalism bore its most abundant fruit, the humblest handiworker always found a career open to his ambition inside the church. That church might be an aristocracy; but it was an aristocracy of brains and piety. Still, in spite of the church's example and teaching, the spirit of Feudalism was hostile to the rise of industrialism. The hand-worker was practically, even when not actually, a serf, and it was not until the rise of great cities, like Amsterdam and Antwerp, that the modern idea of the true

relation between capital and labor began, very slowly, to be evolved. Now the process of this evolution is exceedingly interesting to a student of history. It began at a time when all the inequalities of social and political condition were supposed to be of divine appointment. The slave, the serf, the laborer, the poor man, were all taught to be contented with the condition in which they were born, because God himself had fixed their condition and it would be impious to be restless and dissatisfied. The doctrine of "divine right" was extended, not only to kings, but to priests, feudal lords, owners of the soil and employers of labor, as well. All authority was of divine origin. Very slowly this doctrine began to be displaced. Feudalism was destroyed. The serfs of the soil were emancipated, and vouchsafed some measure of freedom in disposing of their labor to the highest bidder. This condition of things arrived much sooner in England than in any other European country, and it was in England that the great revolutions of the seventeenth century finally discredited the doctrines of the "divine right" of kings. The permanent accession of the house of Hanover and the active control of the English church by the English parliament prepared the way for the pure American doctrine that all sacred and secular governments are of distinctly human origin and owe their right to exist simply in their ability to advance human welfare. Everywhere, except in certain forms of ecclesiasticism, the doctrine of "divine right" has been utterly discredited.

Sometimes we fail to see how completely the abandonment of this doctrine has revolutionized certain fundamental social ideas upon which ancient society rested. In the old day, to revolt against government or the fixed order of society, was to fight against God. Rebellion and blasphemy were kindred sins. But a period of questioning has come. Men are sure that no priest has the right or shall have the power to command their spiritual allegiance, that no kind has the right to command their political allegiance. And they have not stopped there. They have begun to question the foundations of property rights. To say to the landlord and labor employer, "What is the process by which you have obtained control of what you call capital?" In a word, the very conception of property is undergoing revision, and the relation between employer and employee materially altering. The laborer once received the right to labor as a boon from the holder of capital. He was grateful for the opportunity to earn his own bread while increasing his employer's material wealth. He generally recognized the right of the employer to fix his wages and determine his hours of labor. In any maladjustments of relationship between capital and labor the latter occupied the position of a petitioner. This condition of things has changed, or is rapidly changing. The laborer now regards his labor as a part of the capital in every enterprise—as, in truth, the most necessary part of the capital. He insists upon meeting the employer upon equal terms. In fact, he aims at making the term "employer" a misnomer. He hopes to make capital and labor joint owners of all the sources of material wealth. This is the root of all the labor agitation and organizations in the land. This serious change in sentiment has made a marked change in the social relations between employer and employee. The old feeling of loyalty has measurably evaporated. The spirit of caste has been intensified. Barriers of prejudice are being erected. The two classes are thrust into a position of bitter antagonism. Each gives only what he must and is quick to resent the encroachments of the other. A problem of the gravest character and proportions is certainly arising, and its solution demands the wisest and most delicate treatment. I do not propose to offer any solution to-night. We are met for the discussion of great subjects, not necessarily for their settlement. In my mind some things are certain. We are unquestionably going through a process of industrial evolution. It is vain to expect that the ancient relation between labor and capi-

tal—the employer and the employee—will ever be restored in modern society. The old doctrine that the employer has all the rights and the employed all the duties, will never be tolerable again in the higher ranges of civilization. I think, also, that the present wage system is in process of extinction. Whether it will be replaced by any existing system of profit sharing in some of its aspects, intensifies competition and makes what would be a personal conflict between industrial leaders, become an industrial battle between two clans. It is equally certain, I think, that the wage workers themselves have done much to intensify the lamentable caste and spirit between themselves and their employers. Beyond question, the great labor organizations of England and this country have done much to improve wages and arouse capital to a keener sense of its responsibilities. But the philosophy that underlies these organizations; the gigantic strikes that impoverish labor and capital alike; the bigotry and exclusiveness that generally govern their actions, promise but little help in the solution of this grave social problem. Great social revolutions are successful only in proportion as they are directed by the calmest wisdom and the richest experience. Labor organizations are very generally, I fear, governed by an overmastering prejudice against the employer, than by a wise determination to find some adjustment of interests that shall be mutually advantageous. Socialism, in any of its modifications, even if ideally desirable, will be no practical solution of the question in this generation. In fact, the wage worker is so easily and naturally transferred into the capitalist that this will probably be the last country on the globe to surrender the present ideas concerning the rights of individual property.

I am aware, of course, that I have answered no question and have opened not a few. I do not think the time for answering these tremendous questions has yet come. I distrust a medicine that guarantees to cure every disease, as I distrust any system that promises to heal all social ills. I feel sure that the time for violent revolution, at least in this land, has passed. No man will be violently dispossessed of his property. Too many wise and unselfish men are pledged to the solution of this great problem, to permit the selfishness either of the capitalist or the wage worker, to force us into anarchy. But the situation is one of extreme gravity. We must not shut our eyes to the facts. There are labor agitators who are a social pest; there are capitalists whose stupid selfishness keeps them in constant antagonism with the best interests of society; men who have neither sense nor sympathy and who are constantly clamoring for legal protection against the natural consequences of their own blind stupidity. But between these dangerous classes a body of wise and conservative men is growing up, who shall finally teach the capitalist, that money, like all human possessions, shall be held subject to the supreme interests of human life; and shall teach the wage worker that the hand cannot say to the head, "I have no need of thee."

## Ten Reasons for Failure.

The New York Press has been getting from people who have failed in business their opinions as to the cause of it. One bankrupt has been frank enough to send in the following, in which will be found causes which bring about failure more often than people are generally willing to acknowledge:

- Reason No. 1—In too much haste to get rich.
- Reason No. 2—A reckless method of giving credits.
- Reason No. 3—Extravagance in manner of living not warranted by income.
- Reason No. 4—Pride.
- Reason No. 5—Numerous trifling expenditures for unecessaries.
- Reason No. 6—Speculation.
- Reason No. 7—Betting on race horses.
- Reason No. 8—Gambling.
- Reason No. 9—Reckless inattention to regular and legitimate business.
- Reason No. 10—Doing too much business for the amount of capital.

## A. D. SPANGLER &amp; CO.,

GENERAL

## Commission Merchants

And Wholesale Dealers in

## Fruits and Produce.

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

SAGINAW, E. Side, MICH.

## Grand Rapids Electrotpe Co.,

## ELECTROTYPERS

—AND—

## STEREOTYPERS

6 and 8 Erie St., GRAND RAPIDS.

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. B. DGETT, 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.]

One reason urged why silver should be purchased and coined is that the country has not enough "money," and that free coinage of silver will give it more. But if we need more "money," the only metal which it is wise to buy is gold. Why issue your notes for silver, which is falling in value and involves unknown dangers, when for these same notes you can get the solid, pure article itself, real money, gold, which cannot possibly entail a loss upon the country? But is it true that the country has not enough "money"?—that is, you remember, the coined article used for exchanging other articles. If so, it is a new discovery. We have not suffered for want of coined money in times past, and yet there is for each man, woman, and child five dollars more "money" in circulation than there ever was. We have more circulating medium—that is, "money"—per head than any country in Europe, with one exception, France, where the people do not use checks and drafts as much as other similar countries—a fact which makes necessary many times more coined money than we require. Still, there is little objection to having just as much coined money as is desired, provided it is not debased, but honest money; and the only way to be sure of that is to buy gold and coin it into "money"—not silver, the future value of which is so doubtful, and the purchases of which have so far been a losing speculation. Ask the advocate of more money why gold is not the best metal for the government to buy and coin into money for the people, and see what he has to say. Gold is as much an American product as silver; our mines furnish more than two millions of dollars of it every month. He could have no objection except that this would not tend to keep up the price of his own product, silver. He could not deny that it would give safer money for the people.

There is another plea urged on behalf of silver. Many public men tell us that silver coinage "is in the air," that people want it because they think that it will make money "cheap," and that, silver being less valuable than gold, the debts of people could be more easily paid. But let me call your attention to one point just here. The savings and the property of the people could only be thus reduced in value if the gold standard fell. As long as all government notes were kept equal to gold, as at present, no matter what amount of silver the government bought or coined, not the slightest change is possible. Only after the financial crisis had come, and the gold standard had gone down in the wreck, and every dollar of gold was withdrawn and held for high premiums, could any change occur to favor one class or another. If any man is vaguely imagining that he is to save or make in some way by the government becoming involved in trouble with its debased silver coin and silver purchases, let him remember that, in order that this vain expectation can be realized, there must first come to his government a loss of ability to make good its determination to keep its silver dollar equal to gold, when gold would at once vanish and command a premium. A wise Secretary of the Treasury has truly foretold the result:

"This sudden retirement of \$600 000,000 of gold, with the accompanying panic, would cause contraction and commercial disaster unparalleled in human experience, and our country would at once step down to the silver basis, when there would no longer be any inducement for coinage, and silver dollars would sink to their bullion value."

The man who tries to bring about this disaster in the hope to profit by it is twin brother to him who would wreck the express train for the chance of sharing its contents, or would drive the ship of state on the rocks for the chance of securing a part of the wrecked cargo. He is a wrecker and a speculator. His interests are opposed to the interests of the toiling masses.

Again, we are constantly told that the masses of the people favor "free silver coinage," or at least uphold the present silver laws, because they have received

the impression, somehow or other, that the more silver there is coined the more money will come to them. Let us look into that. When the government buys silver bullion, it gives its own notes or silver dollars for it. Who gets these? The owners of the silver bullion. How can these be taken from their pockets and put into the pockets of the people? From what we know of the silver men, we cannot expect them to present many of their dollars to anybody; it will only be when they buy the labor or the products of the people that they will give these dollars at the value of a hundred cents which have cost them only seventy-eight. Will they give more of these seventy-eight-cent dollars than they would have to give of one-hundred-cent dollars for the same labor or products? No, not until or unless the effort of the government to give an artificial value to silver broke down, and our money lost value, when a dollar might not be worth half a dollar in purchasing power; calculated upon gold value, they would always give less value than before. How, then, can the working people or the farmers be benefited? It is the owners of the silver, who will give the government seventy-eight cents' worth of bullion and get for it a dollar, who will make the profit. Surely this is clear. Up to this time the dollar which the farmer or workingman receives is still worth a dollar because the government has been able, by trying hard, to keep it worth this; but when "free coinage of silver" comes, the silver dollar must fall to its real value—seventy-eight cents—and the farmer and workingman will be defrauded; so that the interests of the farmer, mechanic, laborer, and all who receive wages are that the "money" they get should be of the highest value, and not cheap—gold, and not silver.

Up to this time we have held fast to gold as the standard. Everything in the United States is based upon gold to-day, all silver notes or coins being kept equal to gold. Has that been a wise or an unwise policy? Would it now be best to let the gold standard go, to which the advanced nations cling, and especially Britain, and adopt the silver standard of our South American neighbors? Upon the solid rock of gold as our basis article we have built up the wealthiest country in the world, and the greatest agricultural, manufacturing, and mining and commercial country ever known. We have prospered beyond any nation the sun ever shown upon. In no country are wages of labor so high or the masses of the people so well off. Shall we discard the gold basis, or even endanger it? This is the question before the people of the United States to-day.

The New York Evening Post is a free-trade organ, but it has recently said that it would rather be the party to pass ten McKinley Bills than one Silver Bill such as was urged; and I, a Republican and a believer in the wisdom of protection, tell you that I would rather give up the McKinley Bill and pass the Mills Bill, if for the exchange I could have the present Silver Bill repealed and silver treated like other metals. In the next presidential campaign, if I have to vote for a man in favor of silver and protection, or for a man in favor of gold standard and free trade, I shall vote and work for the latter, because my judgment tells me that even the tariff is not half so important for the good of the country as the maintenance of the highest standard for the money of the people.

Would it not be well for you to listen to men who have your confidence, and who have been compelled by their official positions to investigate and study this silver question well? President Harrison is well known as a most conscientious man. He is not rich; he is poor. If he has anything at heart, it is the good of the plain working people of his country. He has had to study this subject, and he tells you that he finds that the first thing a debased silver dollar will do is to go forth and cheat some poor man who has to take it for his products or labor. Ex-President Cleveland, like President Harrison, is a poor man; his sympathies are with the plain working people—the masses. He had to study the question that he might act upon it; and although

## 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.



many of his party have been led away into the crusade for silver—temporarily, it is to be hoped (for to its credit, let me say, the Democratic party has hitherto been the staunch friend of the best money for the people)—Mr. Cleveland felt that he must tell the truth and denounce the free-silver-coinage idea, because he found that it must injure the workers of the nation. His recent letter gives another proof that he is a natural leader of men—a brave man and not a coward. His personal prospects he weighs not against the true welfare of the toilers who once made him President. In addition to these, no abler, purer, or grander Democrat ever managed the finances of this nation than Mr. Manning; no abler, purer, or grander Republican ever did so than Mr. Windom. These men were friends of the masses, if ever the masses had friends. Both had to investigate the silver question that they might learn what was best and act so as to promote the permanent welfare of the people. Both became deeply concerned about the impending danger of "debased money," and used all their powers to stop representatives in Congress from forcing the government to imperil the interests of the workingman, who must have the best money for his labor or products, or be the prey of speculators. These great men, two of them exalted to the highest political office upon the earth by your suffrages, had and have at heart only the good of the many as against the possible enrichment of the few. Political opponents as they were or are, that they should agree upon this question must surely give every farmer, mechanic, and workingman in the United States grave reason for believing that they, and not the advocates of silver, are his wisest counsellors.

I close with one word of advice to the people. Unless the government ceases to burden itself month by month with more silver, or if the free coinage of silver be seriously entertained, *avoid silver*; when you lay by anything, let it be in gold; when you deposit in the savings-bank, let it be a gold deposit—ask the bank to give you a gold receipt therefor. There is no use in the poor taking any risk. If you do not thus act promptly, you will find no gold left for you. The speculators and those closely identified with business will have it all. It is a fact full of warning that no bonds could be sold to advantage to-day which were not made specially payable in gold. There is danger ahead. Whatever happens, you can sleep soundly upon gold. Silver will bring bad dreams to wise men. Our government can do much; it is very strong; but there are two things which it cannot do: it cannot—by itself, against the world—permanently give to silver a higher value than it possesses throughout the world as metal, though this is what it is trying to do; and it cannot lessen the value of gold. Some day, perhaps, you may have reason to thank me for the advice I have given you, although I hope not.

Do not think, however, that I despair of the republic—never; even if dragged into the difficulties inseparable from silver, and matters become as bad with us as they are to-day in the Argentine Republic, where one gold dollar is worth two and a half currency dollars, there is no occasion to fear the final result. The good sense of the people will restore the gold basis after a time, and the republic will march on to the front rank among nations; but the silver experiment will cost much; and it is better that the direct loss should fall as much as possible upon the few of the moneyed class than upon the masses of the people. At best the latter must suffer most, for moneyed men know better than others can how to protect themselves. All this loss, I am sure, the people would prevent if they could only be made to understand the question; for their interests, far more than those of the rich, lie with honest money, and their wishes have only to be expressed to their representatives to prevent the threatened crisis.

Silver, owing to changes of value, has become the tool of the speculator. Steady, pure, unchangeable gold has ever been, and never was so much as now, the best

instrument for the protection of the masses of the people.

I have written in vain if this paper does not do something to explain why this is so, and to impel the people to let their representatives in Congress clearly understand that, come what may, the stamp of the republic must be made true, the money of the American people kept the highest and surest in value of all money in the world, above all doubt or suspicion, its standard in the future, as in the past, not fluctuating silver, but unchanging gold.

#### The Best Reference a Boy Can Have.

John was fifteen, and wanted a desirable place in the office of a well known lawyer, who had advertised for a boy, but doubted his success because, being a stranger in the city, he had no references.

"I'm afraid I'll stand a poor chance," he thought, "but I'll try and appear as well as I can, for that may help."

So he was careful to have his dress and person neat, and when he took his turn to be interviewed, went in with his hat in his hand, and a smile on his face.

The keen-eyed lawyer glanced him over from head to foot.

"Good face," he thought, "and pleasant ways."

Then he noted the neat suit—but other boys had appeared in new clothes—saw the well-brushed hair and clean-looking skin. Very well, but there had been others here quite as cleanly; another glance showed the finger-nails free from soil.

"Ah! that looks like thoroughness," thought the lawyer.

Then he asked a few direct, rapid questions, which John answered as directly.

"Prompt," was his mental comment; "can speak up when necessary. Let's see your writing," he added aloud.

John took the pen and wrote his name.

"Very well, easy to read, and no flourishes. Now, what references have you?"

The dreaded question at last! John's face fell. He had begun to feel some hope of success, but this dashed it.

"I haven't any," he said slowly; "I'm almost a stranger in the city."

"Can't take a boy without references," was the brusque rejoinder, and as he spoke a sudden thought sent a flush to John's cheek.

"I haven't any references," he said with hesitation, "but here's a letter from mother I just received."

The lawyer took it. It was a short letter:

"My Dear John—I want to remind you that whenever you find work you must consider that work your own. Don't go into it, as some boys do, with the feeling that you will do as little as you can, and get something better soon; but make up your mind you will do as much as possible, and make yourself so necessary to your employer that he will never let you go! You have been a good son to me. Be as good in business and I am sure God will bless your efforts."

"H'm!" said the lawyer, reading it over the second time. "That's pretty good advice, John—excellent advice! I rather think I'll try you, even without references."

John has been with him five years, and last spring was admitted to the bar. "Do you intend taking that young man into partnership?" asked a friend lately.

"Yes, I do. I couldn't get along without John."

And John says the best reference he ever had was a mother's good advice and honest praise.

#### Prospective Growth of Central Lake.

CENTRAL LAKE, Aug. 1.—The business men of this place are assured that the management of the C. & W. M. Railway expect to make this point one of considerable importance in a manufacturing way, the company having purchased 300 feet frontage on Intermediate Lake for the use of a corporation which will embark in the manufacture of specialties in woodenware.

Use Tradesman or Superior Coupons.

## 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.  
Fare M. Briggs, Gen'l Agent, 85 Monroe St.  
G. S. HAWKINS, Ticket Agent, Union Depot.  
Geo. W. MUNSON, Union Ticket Office, 67 Monroe St.  
O. W. RUEGELS, G. P. & T. Agent, Chicago.



## TIME TABLE

NOW IN EFFECT.

#### EASTWARD.

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

#### WESTWARD.

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

\*Daily. †Daily except Sunday.  
Trains arrive from the east, 6:40 a. m., 12:50 p. m., 5:00 p. m. and 10:25 p. m.  
Trains arrive from the west, 6:45 a. m., 10:10 a. m., 3:25 p. m. and 9:50 p. m.  
Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 28 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.....	10:00	11:15	11:35	6:30
Muskegon.....	10:00	11:15	5:40	6:30
Manistee.....	10:00	11:15	5:40	6:30
Ludington.....	10:00	11:15	5:40	6:30
Big Rapids.....	10:00	11:15	5:40	6:30
Ottawa Beach.....	10:00	11:15	5:40	6:30

\*Week Days. \*Daily. †Except Saturday.

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

## DETROIT, Lansing & Northern R R

JUNE 21, 1891.

DEPART FOR	A. M.	P. M.	P. M.
Detroit.....	6:50	11:00	6:25
Lansing.....	6:50	11:00	6:25
Howell.....	6:50	11:00	6:25
Lowell.....	6:50	11:00	6:25
Alma.....	7:05	11:00	6:25
St. Louis.....	7:05	11:00	6:25
Saginaw City.....	7:05	11:00	6:25

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

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

## CUTS for BOOM EDITIONS

### 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.....	7:05 a.m.
For Traverse City & Mackinaw.....	7:30 a.m.
For Traverse City & Mackinaw.....	9:15 a.m.
For Saginaw.....	4:30 p.m.
For Traverse City.....	5:05 p.m.
For Mackinaw City.....	5:45 p.m.

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

#### TRAINS GOING SOUTH.

Arrive from	Leave going
North.	South.
For Cincinnati.....	6:00 a.m.
For Kalamazoo & Chicago.....	10:30 a.m.
For Big Rapids & Saginaw.....	11:50 a.m.
For Fort Wayne and the East.....	2:00 p.m.
For Ft. Wayne.....	6:00 p.m.
For Cincinnati & Chicago.....	10:00 p.m.
From Saginaw.....	10:40 p.m.

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

## Muskegon, Grand Rapids & Indiana.

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

#### SLEEPING & PARLOR CAR SERVICE.

**NORTH—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	2:55 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

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## Watch Maker

## AND Jeweler,

44 CANAL ST.,

Grand Rapids - Mich.

## WANTED.

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

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

## EARL BROS., COMMISSION MERCHANTS

157 South Water St., CHICAGO.

Reference: FIRST NATIONAL BANK, Chicago.  
MICHIGAN TRADESMAN, Grand Rapids.