

MICHIGAN TRADESMAN.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, AUGUST 19, 1891.

NO. 413

PEOPLE'S SAVINGS BANK.

Cor. Monroe and Ionia Sts.,

Capital, \$100,000. Liability, \$100,000

Depositors' Security, \$200,000.

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ESTABLISHED 1841.

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THE PHANTOM CAMP.

Idaho Territory during the sixties was one of the most lawless regions on earth. The courts were corrupt, partisan, useless for the ends of justice. Murder and robbery went unpunished. In a single county sixty homicides had been committed, and not one conviction had been had. The inevitable result of this state of things was the evolution of the vigilance committee. The limit of popular patience once reached, retribution began, and was pushed with a firmness that intimidated the assassins and thieves who had been permitted to do as they pleased so long. It was in the fall of 1864 that a packer named Benton Jones, who had been from Lewiston to Virginia, Montana, with a train-load of merchandise, and had disposed of his goods at a satisfactory profit, made his preparations for the return journey, having sold some of his pack-mules, and discharged all but two of his men, as the train was going home unloaded, save with the gold-dust which represented the outward cargo. It was the beginning of October when Jones set out on his long journey, and in the mountains some snow had already fallen. The packer took a tent with him, for the nights were getting cold, and there was no reason why he should expose himself more than was unavoidable. His business indeed was full of danger and hardships, but it paid well, and he had so comfortable a bank account that he was justified in some little luxury of travel.

The little party proceeded by easy stages, for the roads were bad, and became worse as they entered the Bitter Root Mountains. Nothing of interest occurred until they had been a week on the trail, but the seventh day out they overtook a party of three men with six mules, who appeared to be bound in the same direction as themselves. The free masonry of the road soon put both parties in possession of salient facts. The strangers were miners who had spent the summer in Montana, and, after doing fairly well, were now on their way to Lewiston to winter and arrange for the spring campaign. The times were such that no man could gauge the character or purpose of any stranger. Neither dress, demeanor, language nor any of the conventional indications held good in that wild country. The roughest man both in appearance and manner might be honest as the day. The most polished and best-dressed man might be a highwayman, gambler or murderer. It was just as likely, moreover, that the ruffianly looking stranger would not belie his appearance, and, in short, there was no way by which any one's character could be conjectured in advance of actual experience. This, however, did not affect intercourse appreciably. The people of Idaho in those days were accustomed, as they would have said, to "take big chances;" and they commonly took hostages of Fortune by carrying navy revolvers at their belts, so disposed that they could be grasped and used quickly, for the one crowning argument,

then, was "getting the drop" on an opponent.

Now the three miners who joined Benton Jones were neither better nor worse looking than their fellows, nor was there anything about them to throw suspicion upon their story. So Jones easily agreed to their suggestion that the two parties should thenceforth camp and march together, and when a likely camping-ground was reached that afternoon, they all halted, put up their tents—for the miners also had one—lighted one big fire, cooked and ate their supper, and then sat sociably smoking around it, and "swapping yarns" until it was time to turn into their blankets. The next day was the eighth out, and they were now well in the mountains, and a hundred and fifty miles from any settlement. All day they climbed, and the air was sharp. During the afternoon they entered the region where snow had fallen and lay on the ground, and when they halted for night it was upon a small plateau having a steep precipice on its left, and which was surrounded on the other three sides by higher and rocky ground, which sheltered it from the prevailing wind. They were west of the divide and between the Clearwater and Bitter Root rivers. The tents were pitched near one of the rocky walls of the plateau, and after a hearty meal all hands gathered about the great fire, upon which half a tree had been piled, and began the usual indolent chat. When they halted for the night the weather had been fine and the sky clear, and as they prepared supper the stars twinkled brightly above them, with that sharp glitter that betokens frost. While they smoked their pipes, however, they became aware that the stars could no longer be seen; that the sky had become rapidly overcast; that darkness quite remarkable for its opacity was closing in around the little circle illuminated by the fire.

Circumstances, as will be seen later, so befell that only three witnesses were to remain of what happened during this memorable night, and of those three only Benton Jones, the packer, could give a perfectly clear and connected account. His two assistants, however, put their hands to an affidavit reciting the main facts, and though in the nature of the case no instrument of the kind could have any legal value, it at least demonstrated the readiness of the men to affirm their belief in what they thus attested. The six men in Jones' camp were scattered about the fire, some sitting on their saddles, some lounging on blankets and horse cloths. It was time to turn in, but nobody had yet done so, and all who compared notes the next day agreed in saying that a curious feeling as of expectation affected every man at this stage of the dark and still night. Conversation had ceased somehow. There was something exciting and disturbing in the heavy air; something that made them all thoughtful and mysteriously uneasy. Neither Jones nor his men could say afterward how long this objectless vigil lasted. The only conclusion to be drawn

from their statements would seem to be that they fell asleep, or at least dozed, for when they became conscious once more a great and inexplicable change in the scene had taken place. The night, indeed, did not seem to have grown any lighter. The same palpable blackness seemed to enfold and almost press down upon the camp. The fire behind which they were sitting, too, had burned down to a bed of glowing embers without flame. But right in front of the fire, and about a hundred yards away, toward the other side of the plateau, could be distinctly seen another camp, also with two tents, and also with a great fire in front of it, while on the outskirts could be seen the dark forms of the stock, and about the tents and the fire the figures of several men moved.

Benton Jones and those who were with him looked long at this unexpected and in many ways this extraordinary spectacle, but oddly enough, nobody spoke, and nobody offered to do what in such cases was always the first thing thought of—namely, to step over to the new camp and exchange greetings and questions. How it came to be borne in upon them none could say, but the feeling was there, and recognized, that somehow this was not an ordinary scene upon which they were looking. The idea of anything mysterious did not occur to them, for they were all intensely practical, and even stolid men, possessing literally no imagination and amenable to no superstitions. Still they did not speak to one another, and by general but unconscious movement they had all risen from their seats and stood gazing at the camp opposite them. And now a strange thing was observed. Though it was so dark all about their own fire that a man who withdrew two yards from it vanished, every movement of those in the new camp could be perceived quite clearly. As the action proceeded, in fact, it almost appeared as though this singular camp had an atmosphere of its own—a lurid kind of atmosphere, which invested everything with a subdued glare. But if this was noticed, it was not commented upon. The spectators were too deeply engrossed to exchange remarks, and it was afterward recalled that during the whole of what followed no word was spoken in Benton Jones' camp.

What they now saw was this: Two men approached one another by the fire, and evidently talked for some moments. Then one picked up a shot-gun and the other an ax, and they walked away to where the stock were gathered. Now, naturally, these men should have disappeared as they receded from the fire-light; but to the surprise of the observers, they remained in full view; it might almost be said that they carried their own light with them, for a faint bluish luminosity outlined their forms. As they drew near the rocky wall of the plateau, the man with the gun stooped low, as if to examine something. As he did so, the man with the ax stepped behind him, swung his weapon high, and the next moment all could hear the peculiar sick-

ening crash of steel against flesh and bone. They were witnessing a murder, and yet no impulse to rush forward and prevent or revenge it fell upon them. A shudder passed through them, and they stood motionless and silent as before. While they watched, a second man with an ax crept out of the brushwood near where the man with the gun had fallen, and struck the prostrate form another heavy blow. Then the two assassins, moving softly, entered one of the tents. As they did so, the walls of the tent became, in some unaccountable way, transparent, for two sleeping figures could be seen upon the ground inside. The intruders took their stations, one by each of the sleepers, raised their axes, and two smashing sounds announced the success of their dreadful work. They proceeded to the other tent, inside of which could now be seen yet two more sleepers. These, also, were to be killed, but an ax slipped, and one awoke with a scream of pain and terror, upon which the bungling murderer dropped his ax, drew his pistol, and shot his victim and the fifth man, who, aroused by his companion's cry, had tried to rise.

The curious unnatural light continued to expose every movement of the murderers, of whom it was by this time evident there were four, though three only took an active part in the assassinations, and the fourth seemed greatly agitated and much in fear of his bolder companions. All the living men in the doomed camp having been thus disposed of, the criminals dragged the bodies together, stripped them carefully of whatever might help to identification, and then rolling them in gunny-sacks and pieces of canvass, carried them, one by one, to the precipitous side of the plateau and threw them over the edge. This done, the murderers built a huge fire and into it they piled all the evidences of their crime. The tents, the clothing the victims, their saddles, harness, equipments of every kind were burned; and so careful were the operators that they raked the ashes for every scrap of metal, put all these relics into a bag and hid the receptacle under a log on the mountain-side, far from the camp. In all they did, however, their every movement could be followed by those who were watching them; and in the precise and mechanical way in which every detail was gone through, perhaps more sophisticated observers would have been struck with the strange suggestion of a stage representation by actors who had so often repeated the same piece as to perform it almost unconsciously.

How long this weird spectacle continued neither Benton Jones nor his companions could ever determine, for it ended, so far as they were concerned, in as singular a manner as it had begun. At one moment they saw before them the huge fire, canopied with clouds of black smoke and the sharply outlined dark figures of the murderers flitting about it, throwing on fresh fuel and thrusting into the heart of the blaze the various articles they were bent upon destroying wholly. Then suddenly the scene vanished; the pitch-black night closed in upon them all around as if a heavy curtain had been drawn, and simultaneously a sense of exhaustion and an overpowering drowsiness caused them one and all to drop where they had been standing and to sink into a profound, dreamless sleep. Benton Jones was, as he then

thought, the first to awake; but to his surprise, when he opened his eyes the sun was already two hours high, the day was bright and clear, and the camp-fire, which had burned down when he last noticed it, had been freshly made up. Rubbing his still heavy eyelids, he looked around, and then first perceived that his own tent alone was standing. He roused his men, and investigation at once showed that the three miners were gone. They had struck their tent, packed their mules, made up the fire, cooked their breakfast and then silently and secretly taken themselves off. This event would have been puzzling enough had not the memory of the past night overshadowed all minor incidents. Of the second camp, whose terrible drama they had witnessed so vividly, not a vestige or token could be seen. The snow lay over the whole plateau some two inches deep, and save where Jones' own stock had trodden it, the surface was still virgin. Not an indication was to be seen of any other human presence than their own. No dark patch on the unsullied covering of the earth marked the site of the great fire or the position of the two tents. No stain on rock or shrub chronicled the awful crimes which had been committed under their eyes but a few hours before. Strange as all this was, however, it did not greatly impress the men, for they had been sensible from the beginning that what they had seen was in some way out of the common order, and nothing showed this more clearly than the absence of any disposition among them to interfere in the tragedy while it was being enacted.

Of course, they talked of nothing else all the rest of the way to Lewiston, and, of course, when they arrived there they were not slow in relating their experience. They were telling that story in a saloon to an interested crowd, when a veteran packer asked what day of the month and at what part of the route they had seen these things. They told him. The date was the eleventh of October, and the place they described, giving its bearings as well as they could.

"Just as I thought!" muttered the old man half to himself. Then, raising his voice, he said, solemnly: "Boys, one year ago on the eleventh of October, 1863, Floyd Magruder and four other men were murdered on that very plateau, and you all remember how last March Doc Howard, Lavery and Romain were hanged for that murder right here in this town."

And so it was. The murder of Floyd Magruder was one of the most atrocious crimes ever perpetrated in the region. Magruder was a packer and trader who had accumulated fourteen thousand dollars in gold-dust, and was returning with it to Lewiston. Doc Howard, an educated scoundrel, learned of this, and devised a plot to obtain the gold. He and his accomplices, Lavery, Romain and a man named Page, wormed themselves into Magruder's confidence so successfully that he took them into his employ, and on his homeward journey they accompanied him as trusted assistants. Two missionaries joined the train on the way back, and these also were murdered. The details of the butchery was afterward made known through the confession of Page, who turned State's evidence to save his own neck. Had it depended upon the Territorial authorities the murderers would have escaped, for

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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.

they had succeeded in getting as far as San Francisco before the crime was discovered; but Hill Besely, the state-agent, a most determined and energetic man, had been a friend of Floyd Magruder, and he took up the pursuit, traced the criminals, caused their arrest in San Francisco, had them brought back to Lewiston, and never paused until they had been duly executed. The traitor, Page, did not enjoy his immunity long, having been killed in a brawl only a few months after having regained his liberty.

And now, what was it that Benton Jones and those who were with him saw that October night in the Bitter Root Mountains? That is a question which was debated by the people of Lewiston for a long time without any one reaching a solution. There are, indeed, certain theories held by queer thinkers to the effect that the agents of great crimes, when they enter the spirit world, are doomed to haunt the scene of their villainy, and to re-enact it in a kind of a ghastly dumb show. But the case of Benton Jones is not quite finished, and what remains to be told seems to have a bearing upon the spectacle of the phantom camp: Two years after that episode, the vigilance committee arrested, convicted and sentenced to instant death a notorious evil-doer. Before he died he made a general confession, and among other things he stated that he had been one of three men who joined themselves to the train of a packer named Jones, with the intention of watching their opportunity, rising in the night and killing him and his men for the sake of his gold. The fearful scene of the eleventh of October, however, had so completely unnerved and terrified the intending murderers that they had then and there abandoned the undertaking, and had departed stealthily the next morning to avoid awkward questions. From the time of that disclosure Benton Jones and his men entertained a very positive and well-defined theory as to the significance of the appearance herein described.

G. F. PARSONS.

Observations by "The Tradesman's" Philosopher.

Do good deeds to-day and evil deeds to-morrow.

If you value a good name in the world, you have only to make it.

A money-made man is usually as cold and hard as the coin that made him.

Don't give the able bodied tramp who refuses to work a cold bite. Let the dog do it.

The proper time to get married is when a man needs a wife and is able to support her.

The worst mistake in addition is when a man adds to his wealth by dishonest practices.

If you live rightly and deal uprightly with your fellow men, the lawyer and doctor will not know your given name.

If you know a good thing, share it with the world. Hoarded wisdom is like hoarded money. It benefits nobody while it remains hidden.

When I so far forgot myself as to call a hog the biped who deluges the floor of a public place with tobacco juice, I feel it my duty to apologize—to the first hog I meet.

To go into business without a business education and trust to luck to succeed, is like jumping into a river before learning to swim and trusting to the chance of some floating log to help you out.

Spectacles do not create objects. They only enable you to perceive them more clearly. Education does not create opportunities, but it enables the possessor to discover and utilize them.

Use Tradesman or Superior Coupons.

OLD MAN SLIM.

Troubles and Trials of a Canadian Merchant.

QUEEN'S HOLLOW, Ont., Aug. 15—If, at the time of writing my first letter, some prophet had predicted that within three short months the Cronk store would pass into the hands of a stranger; that the old stock would be pretty much all worked off; that a large new general stock would be put in and a trade worked up that would exceed that of any one concern in the county, we would have looked upon the prophet as the craziest crank outside of the walls of a lunatic asylum. Yet all this has been accomplished within the time mentioned. Verily, truth is stranger than fiction. Many farmers, eight and ten miles distant, actually pass through Loyaltown and come to the Hollow with their butter and eggs and do their trading at the "New American Store." The people somehow have become charmed with Gobjarn and his unique methods and novel advertising freaks and they come from far and near to patronize him. His rapidly increasing popularity has aroused the ire and jealous indignation of "a business man" of Loyaltown, as the following article published this week in the Loyaltown Times will show:

BEWARE OF YANKEE SHARPERS!!

The Western cowboy who instituted the big lottery scheme over in the quiet little hamlet of Queen's Hollow did not "reckon on his host" when he concocted his diabolical plot for roping in our orderly and law-abiding citizens. The strong arm of Canadian law has nipped his little scheme in the bud, but it shows our people that this Wild West greaser is inclined to be lawless and tricky, and I would hereby warn the general public and more especially the farming community to beware of him or they will rue the day when they gave heed to his blandishments. A BUSINESS MAN.

Did it make Jo. mad? Well, I should say not. When Izik went into the store for some postage stamps, Jo. was reading it to a crowd of people and having lots of fun over it. Almost any other man would have given one wild snort, seized his tomahawk and struck the war-path on a still hunt for the galoot who penned the article. But Jo. was happy, and the following article which appeared in next morning's paper explains what it was that pleased him:

GREAT EXCITEMENT AT QUEEN'S HOLLOW! THE COWBOY STILL AT LARGE!

If the gentleman who gave us a free puff in yesterday morning's paper under the head of "Beware of Yankee Sharpers!" will call at the "New American Store," Queen's Hollow, and identify himself, we will suitably reward him for the very kind services he has rendered us. In view of the valuable and voluntary assistance he has given us, we are pained to notice that he so far forgot himself as to intimate that the farming community in this portion of Her Majesty's Dominion has not yet cut its wisdom teeth and that the farmers do not know enough to approach strangers with any degree of safety to themselves. Trusting that my farm patrons will kindly forgive my nameless but valuable friend for his long-eared ejaculations, I remain, Respectfully yours,

JOSEPH GOBARN,

The Cowboy of Queen's Hollow.

This shows the character of the man. He turns everything to his own advantage and every attempt to thwart him ends in disaster to the aggressive party. William Peter Noodles has lost fully one-half of his custom on account of what he did and Izik says the people are bewitched; that Gobjarn can keep his store open all day Sunday if he wants to, and that he will preserve a strict neutrality in the future.

Many of our old customers who have stood by us ever since we have been in business, and to whom we have always extended more or less credit, now call at our place first (for old acquaintance sake, I suppose), kindly ask us what we are paying for butter and eggs and how many pounds of Coffee A sugar we are selling for a dollar. They then enquire

as to the price of factory cotton and "calicoes" at the same time prosecuting a minute inspection of the goods. During this inspection they entertain us and encourage us with rehearsals of the wonderful bargains that the people are getting at the new store and wind up by asking us "how in the world he can do it," and vouchsafing an explanation of the wonderful mystery themselves by intimating that no doubt Mr. Gobjarn has some way known only to himself by which he is enabled to obtain goods at greatly reduced prices. This voluntary explanation of affairs so impresses them with the consciousness of having rendered us kindly service that they wipe the dirt, dust and sweat of their hands on the loose ends of our cotton bolts and depart with a casual remark about the drought and a vague intimation that they may return later on. Of course they cross the street and enter the "New American Store," and less than a majority of them return to us. Sometimes out of pure respect for us they call in to show us the marvelous bargains they have secured.

This forenoon a Mrs. Snivley called to show us what a bargain she had in a pair of shoes. Her daughter is to be married next week and these shoes are to do honor to the occasion as the bridal shoes. She said the clerk told her they were regular genuine American shoes and they let her have them for \$2. "Only think of it," she said, "genuine American shoes and only \$2! My! Won't Becky be proud of them American shoes?" And then they 'lowed me a cent more for my butter than I could get in Loyaltown." Izik answered Mrs. Snivley that they were no doubt genuine American shoes made of the skin of some patriarchal old sheep that had died in Australia of the foot rot; that the inner sole was paper and the outer sole was nothing but paste and shoddy; that the heels were stuffed and the buttons even were nothing but putty dried hard and dipped in black stain, and that the manufacturer's price was probably 65 or 70 cents. "Oh, yes," repeated Izik "they are no doubt genuine American shoes." This description was so ludicrously overdrawn according to Mrs. Snivley's ideas, that she took it simply as a childish outburst of wounded feelings strongly tinged with jealousy, and it actually touched her sympathy. She said she felt sorry for us and all the other storekeepers. Of course, we never had the advantages of learning how to run "a regular genuine American store" and of course we couldn't help it, but it must be "awful hard on us."

Now this is the condition of things at present and we look blue and feel black in the face. Tillie grieves about it and says that if matters continue much longer in this shape, "Father Slim" will kill himself chewing tobacco. I always chew in proportion to the amount of thinking I have to do and lately my occupation has consisted pretty much altogether of "thinkin' and chawin'." The elder who once lived two years in Kansas tells us not to get discouraged for he would not be surprised if Queen's Hollow witnessed some startling developments within the next three or four months. I'm afraid the "developments" will not be favorable to Slim & Slim. OLD MAN SLIM.

The total population of the United Kingdom amounted, according to the recent census, to 37,948,153, of which 29,001,018 are credited to England and Wales, 4,093,103 to Scotland, 4,706,162 to Ireland, and 147,870 to the islands in the British seas. Expressing the result by percentages the population of England and Wales forms nearly 73 per cent. of the whole, that of Scotland forms something over 10½ per cent., and that of Ireland forms about 12½ per cent. of the whole. Ireland's proportion of the total population of the Kingdom has declined greatly during the last sixty years, in the course of which its population has fallen from one-third to one-eighth of the whole.

New York has 36,000 acres of hops this year, scattered over thirty-four counties. There are 6,791 hop growers in the state, and the estimate of the product is 90,040 bales.



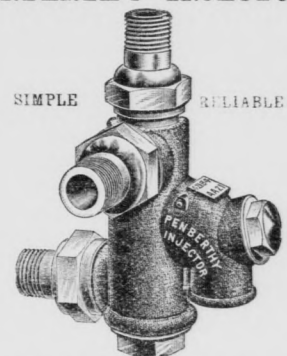
"This is the blanket the dealer told me was as good as a 5/A."

5/A HORSE BLANKETS ARE THE STRONGEST

The Cheapest, Strongest and Best Blanket made in the world. We are Agents for the above blankets.

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PENBERTHY INJECTORS.



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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. Assignments solicited.

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

AMONG THE TRADE.

AROUND THE STATE.

Bradley—Frank Burlington has opened a meat market.

Belding—A. M. Kenyon has sold his bazaar stock to Chas. Baker.

Camden—S. C. Smith & Co. succeed Jones & Son in general trade.

Bay City—Van Auken Bros. succeed Rose & Lewis in general trade.

Muskegon—Wm. E. Couthie will open a grocery store at 54 Pine street.

Galesburg—Isaac Rogers has engaged in the cigar and tobacco business.

Alma—E. L. Drake is succeeded by J. C. Lindsay in the grocery business.

Battle Creek—W. W. Shepard has sold his boot and shoe stock to P. S. Kellogg.

Reed City—Frank Allen has arranged to open a cigar factory on a small scale.

Williamston—Mrs. A. Griggs has sold her grocery stock to Wm. R. Hause & Son.

Newaygo—R. W. Husband is succeeded by J. A. McKinlay in the harness business.

Carson City—Lane & Hamilton have sold their general stock to F. E. Prestel & Co.

Plainwell—Homer J. Brown has sold the People's meat market to Stearns & Crispe.

Dushville—M. H. Hillyard is succeeded by Hillyard & Emmanuel in the drug business.

Saginaw—Youmans & Gallagher are succeeded by E. W. Gallagher in the drug business.

Grattan—Brooks & Whitten succeed C. Eddy & Son in the general merchandise business.

Manistee—B. B. Austin is succeeded by Austin & Hudson in the flour and feed business.

Portland—Geo. W. Allen succeeds the former firm of Allen & White in the clothing business.

Northville—Slater & Best is succeeded by Henry Best in the bakery and confectionery business.

Clio—Fred L. Mark & Co. have sold their elevators at this place and Birch Run to Geo. H. Cary.

Reed City—J. A. Scolley has removed his grocery stock to Gano, Ill., where he will resume business.

Manistee—P. N. Cardozo is closing out his clothing stock and will enlarge his dry goods department.

Battle Creek—Gardner & Gleason are succeeded by Gleason & Weickgenant in the dry goods business.

Woodland—David Aspinwall has sold his interest in the meat market of C. Aspinwall & Co. to Wm. Miller.

St. Charles—V. L. Parsons has sold his stock of general merchandise to his son and son-in-law, E. V. Parsons and A. E. Hall.

Hastings—E. Y. Hogle has removed his stock of boots and shoes from Lowell to this city and added them to his stock of goods here.

Sutton's Bay—H. Deuster has removed his store building from a quarter of a mile north of town into the village, where he will continue the general merchandise business.

Marcellus—S. F. Caldwell has purchased a stock of groceries in Battle Creek and will soon take charge of it there. His brother, Frank Caldwell, will run the store here as he has been doing the past year.

Interlochen—T. J. Courtney and Geo. Cook have formed a copartnership and

will engage in the meat business here. Both parties hail from White Cloud, where they have been engaged in the meat business several years.

Muskegon—John Riordan, dry goods merchant of this city, will make a new venture in the dry goods line by opening a branch store at Springfield, Ill., Sept. 10. John Voigt, who has been with Mr. Riordan for the past seven or eight years, will take charge of affairs at Springfield.

MANUFACTURING MATTERS.

Kent City—B. L. Hall is building his canning factory.

Luther—H. T. Sherman has bought the cigar factory of C. W. Rickard.

Reed City—H. H. Freedman will remove his cigar factory from this city to Lansing.

Gaylord—Frank Harding will locate a sawmill in Hayes township. He hails from Wetzell.

Charlotte—Geo. Steele has purchased a harness shop in Sunfield and will remove there soon.

Kalamazoo—The Fuller Bros. Manufacturing Co. has shipped over 40,000 washboards since January 1.

Detroit—The Tuite & Rein Manufacturing Co. is succeeded by the Tuite-Rein Co. in the range and gas stove business.

Bentley—E. M. Burlingame has purchased a half interest in the sawmill of Bentley & Co. The new firm will be styled Bentley & Burlingame.

Beaverton—Ross Bros., who are operating a saw and shingle mill, as well as a cedar paving block mill, are shipping three car loads of their product daily.

Rodney—Ketchum & Babcock have purchased 3,000 acres of second cutting timber land in Iron county and will immediately remove their shingle mill to that location.

Saginaw—The A. W. Wright Lumber Co. has nearly completed extensions to the logging road of the company in Clare and Gladwin counties, and will soon start the work of cutting and skidding logs.

Muskegon—At the annual meeting of the Michigan Washing Machine Co., the capital stock was increased to \$20,000. James Bayne was re-elected President and F. Hall, Secretary, Treasurer and Manager.

Reed City—H. M. Lowell is erecting a stove and heading factory. There will be five buildings in the plant, 40x75, 40x80, 35x45, 22x26, and a store room 30x60 feet. It is expected that the factory will be in operation in October.

Bay City—McKeon & Glover are starting five camps on the nine mile branch of the Gladwin road, and will grade four miles of railroad, having 24,000,000 feet of logs to put in the coming fall and winter.

Muskegon—At a meeting of the stockholders of the Thayer Lumber Co., held at Boston on Aug. 13, it was decided to shrink the capital from \$650,000 to \$325,000. Formal notice to that effect was filed with the County Clerk Saturday.

Bay City—The Sanborn sawmill at Osineke, was sold last week to Alger, Smith & Co., for \$1,145. Sanborn & Son operated the mill many years, but became financially involved, and what was once a valuable property was sold under order of the court for a song.

Cheboygan—It is reported that Littlejohn Bros., of Saginaw, has leased the Smith & Galbraith sawmill for a number

of years, and will put in machinery for the manufacture of shingles. But little attention has been paid to the manufacture of shingles on the Lake Huron shore in the past.

Marquette—The Bay Shore Company, which has been logging six miles north of Sidnaw, on the Ontonagon branch of the Milwaukee & Northern, shipping by rail to Menominee, has about finished cutting and, unless other timber for which it is negotiating is purchased, will break up camp shortly.

Plainwell—The business men here have raised about \$1,500, enough to induce H. H. McCall, of Howard City, to buy the plant of the Ives factory and begin the manufacture of furniture. Mr. McCall agrees to run the factory five years and to employ twenty hands. The factory is to start inside of ninety days.

Saginaw—The George T. Cross Lumber Co. has about 3,000,000 feet of lumber on hand. When this is disposed of, it will close out its business here, and its operations will be confined to Ford, Ky., where Mr. Cross and others of the company are operating their sawmills and a planing mill, and are doing a very prosperous business.

Saginaw—Several creditor of E. R. Phinney, having claims amounting to \$14,000, have pooled their interests and attached the lumber in the yard here, which is held by Paek, Wood & Co., of Cleveland, on chattel mortgage. They believe there is a fighting chance to set aside the mortgage, and propose to spend a little money in litigation, as on the other hand they would lose all.

Morenci—The Morenci roller mill property has been owned for some years by Nelson Bros. They placed upon it a mortgage of \$7,800. This was foreclosed, and last Saturday the property was disposed of for \$5,000, going to J. Henry Cochrane, of Williamsport, Pa., one of the mortgagees. The mill will continue to be run by Kellogg & Buck.

Alabaster—The Western Plaster Co., whose plant was recently partially destroyed by fire, is building a plaster mill in South Chicago which will be the largest institution of the kind in the world. It will be completed by January 1, and will begin running at once on the contract for the world's fair buildings. The company will also rebuild a mill here on the site of the burned building.

Marquette—John C. Brome, the Saginaw jobber who has been operating extensively in this region for two years, has begun work on a big tract just north of Lake Gogebic. The tract is estimated at 60,000,000 feet, and of this 25,000,000 will be put in the coming winter, fifteen camps being operated. The logs will be driven down the Iron River, and probably towed from there to Saginaw River points for manufacture.

Big Rapids—Ever since the destruction of Clark, Farnam & Co.'s lumber and shingle mills at Ewen, Mr. Clark has been busy with preparations for rebuilding. He purchased a lumber mill from the McElwee Manufacturing Co., of this city, and started it northward, and then hurried to Grand Rapids for shingle machinery. Mr. Clark thinks the firm will be ready to resume operations within sixty days from the date of the fire.

Nashville—J. Lentz & Sons have merged their business into a stock company under the style of the Lentz Table Co., with a capital stock of \$40,000, one-half of which is to be paid in at once.

The factory proper will consist of two buildings, each 50x100, and two stories high, with engine and boiler room and dry kilns separate, and it is expected to have the establishment shipping tables again inside of ninety days, with from thirty to fifty men at work.

Rockford—The Rockford Veneer Manufacturing Co. has been organized with a capital stock of \$25,000, \$5,000 of which is paid in. The stockholders, and number of shares held by each are as follows: A. D. Plumb, 250; E. L. Piper, 150; Hessler Bros., 25; E. W. Johnson, 25; Neal McMillan, 20; C. F. Sears, 20; C. O. Cain, 25; C. Post, 20; D. Wellbrook, 10; S. E. Wells, 10; G. A. Sage, 5. The following officers have been elected: A. D. Plumb, President; W. F. Hessler, Vice-President; E. L. Piper, Secretary and Treasurer; and these three officers with Neal McMillan and E. W. Johnson constitute the board of directors. This company was organized for the purpose of manufacturing veneers and the mill, which was formerly located at Pierson, is to be moved here and will occupy a part of Allen & Rykert's building for the present.

The Hardware Market.

Iron and nails remain in a demoralized condition. Barbed wire has firmed up, owing to the organization of the Columbia Patent Co., which has acquired substantially all the patents pertaining to the barbed wire business. Although about 90 per cent. of the manufacturers of barbed wire are included in the combination, the management announce that no radical advance in price will be made. Shot has advanced to \$1.50 in Chicago and \$1.55 in the Grand Rapids market. Manilla and sisal rope both continue to decline.

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.

DESIRABLE OPENING FOR DRY GOODS, BOOTS and shoes and furnishing goods business. Address 298, care Michigan Tradesman.

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

FOR SALE—\$6,000 stock clothing, dry goods, hats, caps, boots, shoes and groceries in live growing town located in excellent farming section most of stock bought within last 12 months. Also two good store buildings. Sell all cheap and take in part payment good farm property. Best of reasons for selling. J. A. L., care Tradesman.

FOR SALE—DRUG STOCK IN THRIVING SUMMER resort town. Will inventory about \$1,200. Rare opportunity. Address Lock Box 87, Crystal, Mich.

ON ACCOUNT OF FAILING HEALTH, I OFFER FOR sale my stock of confectionery, ice cream, bakery goods, cigars, tobaccos, etc., situated at the corner of Cherry and Packard streets. Neatest store in the city. Inspection solicited. G. H. Gifford, 559 Cherry street, Grand Rapids.

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.

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.

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

SITUATIONS WANTED.

SITUATION WANTED—AFTER SEPT. 1, BY A REGISTERED pharmacist of 12 years' experience. First-class references. No. 226, care Michigan Tradesman.

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.

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.

THE MORTGAGE ON BLANCHARD & PRINGLE'S stock, at Sand Lake, has been paid and discharged, leaving their stock of about \$3,500 free and clear, and the firm is now in good circumstances.

GRAND RAPIDS GOSSIP.

Arthur Watkins & Co. have opened a meat market at 86 South Division street.

Frank Henderson has opened a meat market at the corner of Hall street and Madison avenue.

W. T. Lamoreaux purchased 37,000 pounds of wool of Sutphin & Co., at Allegan, last week.

E. H. Manley will shortly remove his grocery stock from 400 East street to the corner of East and Sherman streets.

Geo. Van Every has concluded to embark in the grocery business on the West Side, having purchased the stock in Detroit.

Evert Boersma has opened a grocery store at the corner of Kalamazoo and Humboldt streets. The Ball-Barnhart-Putman Co. furnished the stock.

Foster, Stevens & Co. have concluded to remove their sporting goods stock from the upper floors to the north side of the ground floor in the rear of the building, having put in the necessary shelving for that purpose.

Purely Personal.

C. F. Walker, general dealer at Glen Arbor, is in town for a week.

Lester J. Rindge and family have gone to Nantucket, Mass., where they will spend three or four weeks.

Wm. T. Hess and wife have returned from Cascade, where they spent three weeks. They will put in the remainder of the heated term at Alma.

Henry C. Auer, the Cadillac clothier, was in town last Saturday on his way to Gotham, where he will spend a week or ten days in search of bargains.

D. Wellbrook, the Rockford meat dealer, was in town Monday. Mr. Wellbrook seldom comes to market, but he is a welcome visitor when he does come.

W. T. Lamoreaux has purchased the handsome James residence, at 357 Fountain street, and will take possession of same about Sept. 1. The purchase price was \$8,000.

Frank Hamilton, of the firm of Hamilton & Milliken, dry goods and clothing dealers at Traverse City, was in town a couple of days last week, on his way to New York City.

The trip of Geo. B. Caulfield to Alaska is not the first time he has set his face westward. He started West when a small boy to fight the Indians, but got no further than Moline, when he was stricken with remorse and returned home.

Geo. P. Gifford, for several years a resident of this city while State representative for Armour & Co. and connected with the former firm of Hawkins, Perry & Co., has engaged in the wholesale provision business on his own account at 137 Grand avenue, Milwaukee. Geo. is a capital fellow and his legion of friends will join with THE TRADESMAN in wishing him the success he deserves.

Retired Agriculturists.

Stranger—Your farm has a prosperous look.

Farmer—Wall, I ain't complain'. I've worked this 'ere farm night an' day fer nigh unto forty years, an' now I've 'bout made up my mind to let 'er out on shares an' retire from business. I've got money saved up."

Stranger—Retire, eh? What will you do with yourself then?

Farmer—Same as they all do. I'll become a weather prophet.

A Model Meat Market.

It is located in one of the new towns on the line of a comparatively new railroad. It occupies a roughly boarded building about 16x24 feet in dimensions, the refrigerator being about four feet square, containing less than 200 pounds of meat. This, with a few slices of antiquated bacon and a few links of bologna as dry as chips, constitute the stock in trade. In the line of tools and fixtures, the owner is even less prodigal, two small blocks, three knives, a cleaver, a saw, a steel, a pair of platform scales and a single sheet of wrapping paper comprising the entire paraphernalia. A borrowed wagon and a horse which looks as though he was an utter stranger to the oat bin enables the dealer to cultivate the meat trade of two neighboring towns. The slaughter house comprises a stick across two trees in the woods in the rear of the market, the leaves and sky being the sole covering of the structure.

Notwithstanding the dearth of facilities and lack of capital, the owner of the establishment is apparently contented with his condition and jubilant over his prospects for future trade.

List of Creditors in the Holden & Hire Matter.

Assignee Colgrove favors THE TRADESMAN with a list of the creditors in the Holden & Hire failure, at Hastings, as follows:

H. S. Robinson & Co., Detroit.....	\$1,970 13
Henry A. Newland & Co., Detroit.....	878 21
Meier & Schuknecht, Detroit.....	74 20
Daniels & Ives, Detroit.....	553 38
T. J. Shay & Co., Chicago.....	316 50
Locke, Hulcatt & Co., Chicago.....	111 73
Sweet, Demster & Co., Chicago.....	13 50
M. A. Eisman & Bros., Chicago.....	11 48
J. B. G. Scott & Co., Chicago.....	42 95
C. H. Fargo & Co., Chicago.....	18 25
Guthmann, Carpenter & Telling, Chicago.....	22 95
Spring & Company, Grand Rapids.....	122 06
Geo. H. Reeder & Co., Grand Rapids.....	80 93
Hirth & Krause, Grand Rapids.....	11 05
Brooks Bros., Rochester.....	72 00
Dunkirk Shirt Co., Dunkirk.....	218 38
R. H. Lane & Co., Toledo.....	62 90
C. B. Cones & Son Mfg. Co., Indianapolis.....	135 50
Mrs. H. F. Holden, Bellevue.....	100 00
Geo. W. Hire, Bellevue.....	400 00
Hastings City Bank, Hastings.....	100 00
Cook Bros., Hastings.....	30 00
Total.....	\$3,345 30

Country Callers.

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

- Hamilton & Milliken, Traverse City.
- H. C. Auer, Cadillac.
- S. C. Sibole, Breedsville.
- J. A. Scolley, Reed City.
- C. F. Walker, Glen Arbor.
- Ezra Brown, Ballards.
- N. B. Blain, Lowell.
- D. Wellbrook, Rockford.
- C. Gregory, Fennville.
- Nelson F. Miller, Lisbon.

Captured by the Cordage Combination.

The National Cordage Company has purchased the Boston Cordage Company, which was formed by a consolidation of Eastern mills and was the largest and strongest competitor of the National Company.

Should Send for Devine, of Belding.

MANISTEE, Aug. 17—A meeting of the prominent farmers of this county, about forty in number, assembled in Onekama Friday afternoon and organized a Farmers' Co-operative Co., through which they hope to dispose of their farm products at better prices than they have heretofore been able to obtain through the middlemen and retail dealers.

Must Come to It.

Customer (with little boy)—Have you good thick sole leather that a boy can't wear through in a week?

Cobble—The very best. Do you want me to make a pair shoes for your boy?

Customer—No, I want you to make him a pair of pants.

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."



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 Every where. 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.

The Magic of Details.

From the American Grocer.

To most men details are irksome and that is probably the chief cause for the failure of the many and the success of the few. The mastery of any subject, profession or calling is impossible without a thorough grasp of details. The want of a shadow may spoil a picture otherwise perfect; failure to know a road, or to post a sentinel may lose a battle; that twice one are two must be learned before difficult mathematical problems can be solved. And yet how we rebel against the application and energy demanded in the acquisition of rudiments and details! Now and then we meet a man who is called a "born genius," and yet the world's history and our experience teaches that the so-called genius is master by dint of hard work and application. For instance, Edison.

Plain as is the fact, conscious as we are of its truth, we are painfully conscious of an inward rebellion against detail. It is easier to jump at a conclusion than to reach it by reasoning. We aim to "get rich in a hurry," rather than patiently work, save and acquire. And all the time there is before us the practical demonstration that the leaders in all the walks of life have won their honors by dint of patient toil, slow but steady growth. Successful merchants are not born great, but have acquired greatness because of their mastery of the little things, the obnoxious, wearisome, worrying, incessant, provoking details.

Unfortunately there are many who think they can become merchants without previous training. They claim that "any one can sell goods," utterly oblivious that buying as well as selling is an art; that experience is a school, that training is discipline, that there is a business alphabet to be acquired, failing which there can be no progress, no success. Such soon come to grief, their numbers swelling, far to fast, the long list of bankrupts.

There is another class, and we regret their large numbers; those who have had their early training and experience, and still neglect—details. They work, and work hard, year in and year out, and never forge ahead. We recall those who have been in business in one location for ten, twenty, and even forty years, and are no better off, if as well conditioned, as when they started. They have ignored details. Year after year rolls away and no inventory is taken. Goods are bought and received without the thought of checking them off by the invoice to see if all that is to be paid for has come to hand, or whether the count, weight, measure or gauge is correct. They are utterly oblivious of what margin they are getting; the relation of the expense account to gross profits; the proportion of the sale of any one article to all the goods in stock. Railway charges and classifications are not examined to see if freights are properly adjusted. There is no well-defined system of keeping accounts. The stock is poorly arranged and no means adopted to check the accumulation of old stock or avoid being overstocked. There are leaks innumerable, for there is no check upon the cash, nor upon goods sold upon credit to see if they are properly charged; the clerks are unrestrained, and there is pilfering and waste at every turn and all the time.

The only remedy for these ever-present evils is in a thorough mastery of detail. That it is possible to cover every feature of a business by a thorough system has been practically demonstrated over and over again. Next week we will present the history of a large general store, where there is an almost perfect supervision of details carried so far as to keep an account with each of nearly 1,200 articles kept in stock, besides analyzing the class of customers served. Unless a man is master of his own business the business will master him. Ruin and mortification are the rewards of inattention to the minute of life's work.

Do not enter a vocation that by temperament or lack of ability you are unfitted for. If you have joined the cavalry and cannot ride with the procession, dismount and join the infantry.

Dry Goods Price Current.

Table of Dry Goods Price Current. Columns include categories like UNBLEACHED COTTONS, BLEACHED COTTONS, CARPET WARP, DRESS GOODS, CORSETS, CORSET JEANS, PRINTS, TURKEY REDS, BALLON SOLID BLACKS, BENGAL BLUE, BERLIN SOLIDS, COACHECO FANCY, TICKINGS, SATINES, and COTTON DRILL. Each category lists various goods and their prices.

Table of DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMET FLANNEL, CANYASS AND PADDING, DUCKS, WADDINGS, SILESIA, SEWING SILK, HOOKS AND EYES—PER GROSS, PINS, COTTON TAPE, SAFETY PINS, NEEDLES—PER M., TABLE OIL CLOTH, COTTON TWINES, PLAID OSNABURGS. Each category lists various goods and their prices.

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, Sateens, Serges, Pants Cloth, Cottonades and Hosiery now ready for inspection.

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

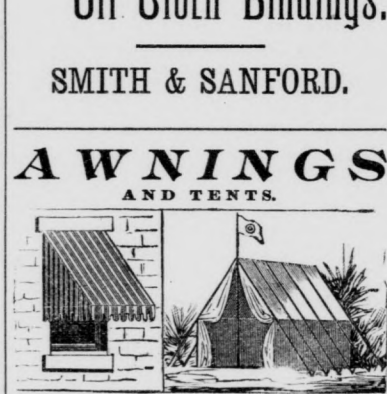
GRAND RAPIDS, MICH.

Carpets, Rugs, Curtains.

Write for our Prices on Floor Oil Cloths Oil Cloth Bindings.

SMITH & SANFORD.

AWNINGS AND TENTS.



Flags, Horse and Wagon Covers, Seat Shades, Large Umbrellas, Oiled Clothing, Wide Cotton Ducks, etc. Send for Illustrated Catalogue.

CHAS. A. COYE, 11 Pearl Street. Telephone 106.

EATON, LYON & CO., Stationery and Books

A Complete Line of HAMMOCKS, FISHING TACKLE, MARBLES, BASE BALL GOODS

Our new sporting goods catalogue will be ready about February 10th.

EATON, LYON & CO., H. M. REYNOLDS & SON, Tar and Gravel Roofers,

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

BUSINESS LAW.

Summarized Decisions from Courts of Last Resort.

BANK CHECK—CERTIFICATION—LIABILITY.

The Supreme Court of Illinois held, in the recent case of Metropolitan National Bank vs. Jones, that where the payee of a bank check has it certified by the bank he thereby releases the drawer from liability thereon.

RESTRAINT OF TRADE—CONSIDERATION.

Where the grocers in a certain town agreed with a firm which was about to open a butter store that they would quit that line of trade for two years, and the firm paid nothing to the grocers and did not buy out any established business, the Supreme Court of Iowa held that the contract was void for want of consideration.

MUNICIPAL ORDINANCE—RAILROAD FRANCHISE.

The Supreme Court of Illinois held, in the recent case of Tudor vs. Chicago & South Side Rapid Transit Railroad Company, that an ordinance of a city granting authority to a railroad company to locate and construct its railroad in the city along a designated route, and not exceeding a given width, when accepted, is a limitation upon the power of the railroad company, and such company will have no authority of law to condemn property for right of way except upon the route thus limited and not exceeding the width fixed by the ordinance.

MORTGAGE—ASSIGNMENT—LIEN.

According to the decision of the Supreme Court of Ohio in the case of Betz vs. Snyder, Assignee, a mortgage of real property, which has not been deposited for record with the recorder of the proper county, before an assignment of the property by the mortgagor for the benefit of his creditors takes effect, is not a valid lien upon the property as against the assignee or the creditors, nor does it become so by being subsequently recorded. The assignment takes effect, as to all persons, from the time of its delivery to the Probate Court of the county in which the assignor resided at the time of its execution, and it is not necessary that it be also filed for record with the recorder of deeds.

INSURANCE—ACCIDENT—SUNSTROKE.

Under a policy of accident insurance death from sunstroke cannot be considered an accidental death, according to the decision of the United States District Court at Kansas City in the case of Dozier vs. Fidelity and Casualty Company. The court said, in giving judgment: "It may be an accident that the person is exposed to the sunstroke, but the conditions under which the human system may be affected by it certainly belong to natural causes which may reasonably be anticipated, as they come not by chance. The term 'accident,' as used in the policy, is presumed to be employed in the ordinary popular sense, which means happening by chance, unexpectedly taking place, not according to the usual course of things. So that a result ordinarily, naturally flowing from the conduct of the party, cannot be said to be accidental, even where he may not have foreseen the consequences."

A Chemical Fire Alarm.

A new fire alarm now in use in Sweden consists of a small copper cartridge closed by an India-rubber button and filled with a fire composition. The fuse contains a mixture of potassium chlorate and sugar, and on it is placed a paraffin capsule containing a few drops of sulphuric acid. When the temperature of the room rises above the melting point of paraffin the sulphuric acid is liberated and ignites the chlorate mixture, which in its turn sets fire to the Bengal light.

A fusible metal disc, placed in contact with the mixture, will also be melted, and thus make electrical connection with a call bell so as to sound the alarm at a distance.

A New York firm advertises that it will refoot silk stockings for \$2 per pair, or \$1 per foot. By the way, there is a hosiery firm in that city which allows ladies to try on silk stockings before purchasing, having provided private apartments for that purpose.

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 5ast 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.		dis.
Grain	50&10	
CROW BARS.		per lb
Cast Steel	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	25	
CHISELS.		dis.
Socket Firmer	70&10	
Socket Framing	70&10	
Socket Corner	70&10	
Socket Slocks	70&10	
Butchers' Tanged Firmer	40	
COMBS.		dis.
Curry, Lawrence's	40	
Hotchkiss	25	
CHALK.		
White Crayons, per gross	12@12 1/2 dis. 10	
COPPER.		
Planished, 14 oz cut to size	per pound 30	
" 14x52, 14x56, 14x60	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	
DRIPPING PANS.		
Small sizes, ser pound	07	
Large sizes, per pound	6 1/2	
ELBOWS.		
Com. 4 piece, 6 in	doz. 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 1/2	
Strap and T	dis. 50	
HANGERS.		dis.
Barn Door Kidder Mfg. Co., Wood track	50&10	
Champion, anti friction	60&10	
Kidder, wood track	40	
HOLLOW WARE.		
Pots	60	
Kettles	60	
Spiders	60	
Gray enameled	40&10	
HOUSE FURNISHING GOODS.		new list 70
Stamped Tin Ware	75	
Japanned Tin Ware	25	
Granite Iron Ware	new list 23 1/2&10	
WIRE GOODS.		dis.
Bright	70&10&10	
Screw Eyes	70&10&10	
Hook's	70&10&10	
Gate Hooks and Eyes	70&10&10	
LEVELS.		dis.
Stanley Rule and Level Co.'s	70	
KNIVES—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	55	
LOCKS—DOOR.		dis.
Russell & Irwin Mfg. Co.'s new list	55	
Mallory, Wheeler & Co.'s	55	
Branford's	55	
Norwalk's	55	
MATTOCKS.		
Adze Eye	\$16.00, dis. 60	
Hunt Eye	\$15.00, dis. 60	
Hunt's	\$18.50, dis. 20&10.	
MAULS.		dis.
Sperry & Co.'s, Post, handled	50	
MILLS.		dis.
Coffee, Parkers Co.'s	40	
" P. S. & W. Mfg. Co.'s Malleables	40	
" Landers, Ferry & Clp. k'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 80	
Wire nails, base	2 20	
Advance over base:		Steel. Wire.
60	Base	Base
50	Base	10
40	05	20
30	10	20
20	15	20
10	15	25
10	15	25
8	20	40
7 & 6	40	65
4	60	90
3	1 00	1 50
2	1 50	2 00
Case 3	1 50	2 00
Case 10	60	90
" 6	75	1 00
" 8	90	1 25
Finish 10	85	1 00
" 8	1 00	1 25
" 6	1 15	1 50
Clinch 10	85	75
" 8	1 00	1 00
Corrugated	1 15	1 50
" 6	1 15	1 75
Barrell 1/2	1 75	
OHIO TOOL CO.'S, fancy		dis.
Scotia Bench	2 40	
Sandusky Tool Co.'s, fancy	2 40	
Bench, first quality	2 60	
Stanley Rule and Level Co.'s, wood	2 60	
PANS.		dis.
Fry, Acme	dis. 60-10	
Common, polished	dis. 70	
PLATES.		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 1/2c per pound extra.		
ROPE.		
Sisal, 1/4 Inch and larger	7 1/2	
Manilla	11 1/2	
SQUARES.		dis.
Steel and Iron	75	
Try and Bevels	60	
Mitre	20	
SHEET IRON.		
Com. Smooth.		Com.
Nos. 10 to 14	4 20	3 10
Nos. 15 to 17	4 20	3 20
Nos. 18 to 21	4 20	3 20
Nos. 22 to 24	4 20	3 30
Nos. 25 to 26	4 40	3 40
No. 27	4 60	3 50
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra		
SAND PAPER.		dis.
List acct. 19, '86	50	
SAWS.		
Silver Lake, White A	list 50	
" Drab A	" 55	
" White B	" 50	
" Drab B	" 55	
" White C	" 35	
Discount, 10		
SASH WEIGHTS.		per ton
Solid Eyes	\$25	
SAWS.		dis.
" Hand	20	
" Silver Steel Dia. X Cuts, per foot	70	
" Special Steel Dex X Cuts, per foot	50	
" Special Steel Dia. X Cuts, per foot	30	
" Champion and Electric Tooth X Cuts, per foot	30	
TRAPS.		dis.
Steel, Game	60&10	
Oneida Community, Newhouse's	35	
Oneida Community, Hawley & Norton's	70	
Mouse, choker	18c per doz	
Mouse, delusion	\$1.50 per doz.	
WIRE.		dis.
Bright Market	65	
Annealed Market	70-10	
Coppered Market	60	
Tinned Market	63 1/2	
Coppered Spring Steel	50	
Barbed Fence, galvanized	3 40	
" painted	2 85	
HORSE NAILS.		dis.
Au Sable	dis. 25&10@25&10&65	
Pitnam	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, Cistern	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	26c	
Pig Bars	28c	
ZINC.		
Duty: Sheet, 2 1/2c per pound.		
600 pound casks	6 1/2	
Per pound	7	
SOLDER.		
1/2@1/2	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
Cookson	16	
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, "	8 00	
Each additional X on this grade \$1.50.		
ROOFING PLATES.		
14x30 IC, " Worcester	6 50	
14x30 IX, " "	8 50	
20x28 IC, " "	13 50	
14x30 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
14x60 IX, " 9 "		

HARDWARE

Fishing Tackle

AMMUNITION

GUNS.



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

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E. A. STOWE, Editor.

WEDNESDAY, AUGUST 19, 1891.

OUR FUTURE GREATNESS.

The business men of the country are too apt to forget the soundness of America's vast progress. The United States is to-day, almost the only great country in the world whose future is brighter than its past. Great Britain has, in many respects, reached the limit of its greatness. It can no longer be the manufacturing center of the world, for we have taken the foremost position in that line. Its vast iron and steel business is yearly increasing in cost of production, while ours is decreasing. It cannot meet the world's ever-growing demand for iron and steel, because it cannot increase its production to any great extent in competition with this country. It produced no more pig-iron in 1890, notwithstanding the high prices prevailing, than in 1882, while we more than doubled our output. Much of its ore it imports from far distant regions. Its cotton is all imported. It spends about \$750,000,000 a year for foreign food-stuffs. On the continent, every nation is burdened with debt, and none can ever hope to pay off its obligations. Measured by their natural resources and their possibilities, they are bankrupt. In all of them the cost of production and of living is steadily increasing. In the United States we have scarcely laid the foundation of our future greatness. In natural resources we are richer than all of Europe combined; we are paying our debts faster than they are due; we have barely scratched the ground in the development of our mineral wealth; we were rich enough to stand a decrease last year of 900,000,000 bushels of grain as compared with 1889, on account of bad weather; we are rich enough in addition to this to send \$70,000,000 in gold to Europe within a few months without creating any financial trouble, and that, too, after Europe had unloaded on us millions of dollars of our stocks, because our securities were the only ones in the world that found a cash market when the Barings and others were trying to save themselves. In ten years, from 1880 to 1890, we have added \$2,000,000,000 to our capital invested in manufactures, an increase of nearly 75 per cent. In the same time the value of our manufactured products has risen from \$5,300,000,000 to \$8,600,000,000, a gain of \$3,300,000,000; or, in other words, we are now producing manufactured goods at a rate of \$3,300,000,000 a year more than we were ten years ago. The increase in capital invested in manufactures in ten years, from 1880 to 1890, was greater than the entire amount of capital invested in 1870, or only twenty years ago. In these ten years the growth of our manufacturing interests was greater than the growth from the settlement of America up to 1870. In these ten years we

have built 75,000 miles of railroad, almost as much as our total mileage in 1880.

SUGGESTIONS ABOUT REST.

Dr. William A. Hammond makes some suggestions in the *North American Review* about how to rest, in which he intimates that change is only partial rest, and that the varying of occupations of the mind as the farmer rotates his crops will be advantageous, but allowing the mind to lie fallow occasionally like the field much better. "Men and women, like the fields of the earth, require change, and, like them, they require rest," says Dr. Hammond, with considerable pertinency; but he adds that "these objects can never be attained in the way that the average American sets out to get them." There is altogether too much truth in this comment. The idea of rest which the average American possesses is to pack a trunk and satchel in haste, jump on a train and jolt across half the continent to stay a day or two at some fashionable resort and then jolt home again. There is change enough in such a jaunt, but no rest. If Horace Greeley were alive he would tell the listening world that the way to rest is to rest. Dr. Hammond should have put it just that way, but he didn't.

A bushel of wheat will buy more commodities consumed by the farmer now than at any time in the history of this country from the time of Christopher Columbus. At one time during the war a bushel of wheat sold for two dollars and ninety cents or could be exchanged for five yards of muslin. To-day a bushel of wheat will buy ten yards of as good muslin. At that time a bushel of wheat, worth \$2.90, would buy fifteen pounds of sugar; now it will buy twenty-one pounds of better sugar than people used in those days.

The new system of dress reform for the ladies provides for only four articles, including the dress. In dropping their skirts the ladies do not seem to be allowed to gather up anything else. Against fashion's decrees no argument will avail, but it might be well to remind the ladies that winter is not very far off.

Only one year more of national prosperity, for next year the political fight will open, and the country will certainly go to the bow-wows if the other fellows get there.

Commercial Travelers' Day at the Detroit Exposition.

DETROIT, Aug. 11—I am advised by a committee of the Michigan Commercial Travelers' Association to notify THE TRADESMAN that Saturday, Aug. 29, has been designated as "Commercial Travelers' Day" in the official programme of the Detroit International Fair & Exposition, and will be one of the most enjoyable days for visitors at that great fair. Special attractions are being considered for that day, while the regular programme includes trotting, pacing and running races on the exposition track; Prof. Damon's marvelous rifle and pistol shooting; morning, afternoon and evening grand band concerts; balloon ascensions and daring leaps from the clouds; the magnificent war drama and gorgeous military spectacle, "The Siege of Sebastopol," and splendid fireworks.

Commercial travelers throughout the state will be interested in any mention of the day that you may be pleased to make.

Very truly yours,
GEO. M. SAVAGE, Sec'y.

Gripsack Brigade

H. S. Powell, Upper Peninsula traveling representative for the I. M. Clark Grocery Co., was in town over Sunday.

Fred L. Fallas has started out on a six weeks' trip through Northern Michigan and the Upper Peninsula in the interest of Fallas & Son.

Hi. Robertson's left shoulder blade is in fairly good shape again, so that he expects to be able to resume regular trips on the road next Monday.

P. Reynolds was given a judgment for \$110 against the Warren Boot and Shoe Co., Boston, by Justice Brown on Saturday. The amount of the judgment represented commissions on sales claimed by Reynolds while in the employ of the defendant.

Commercial travelers have won an important victory in the courts. The second division of the New York Court of Appeals recently held (Taylor vs. Enoch Morgan's Sons Company) that the traveler was entitled to commissions on all orders made by purchasers on the line of his route, whether taken and forwarded by him or not, and also on orders from responsible parties whether accepted by his employers or not. The commission men will hold this as a streak of divine justice.

The Transportation Committee of the National Wholesale Druggists' Association has written to some of the general passenger agents of Western roads, asking what objections there are to the issuing of 5,000 mile interchangeable tickets for the use of traveling salesmen. General Passenger Agent Eustis, of the Burlington, replies at some length to the letter. He says one obstacle to the selling of interchangeable tickets would be removed if all the railroads could agree. But there were several other difficulties, and chief among these was the ticket broker. Most of the difficulties would disappear if business were conducted in this country as it is in Canada, where by law agents are compelled to sell tickets at reasonable rates and all others are prohibited from selling them at any rate. Mr. Eustis contends that the National Druggists' Association and similar organizations control this question, as it is in their power, and not in the power of the railroads, to abolish the ticket broker.

"I well remember my first visit to Petoskey," remarked Chas. S. Robinson on a G. R. & I. train the other day. "I had never been further north than Cadillac—then known as Clam Lake—but had frequently been invited to visit the embryo city by Hon. H. O. Rose. I was selling soap in those days and in the spring of 1874 I agreed to go on to Little Traverse Bay if Mr. Rose would guarantee me an order, which he did. It took a day to make the run from Cadillac to Petoskey, so that the trip required three days, but the initial order from Fox, Rose & Butters was the beginning of such a handsome trade that I never regretted the half a week it took to secure it. I noticed several little towns along the line and watched the late Billy Pitwood capture orders 'on the fly' as the train stopped to take on or leave freight. I soon learned his method of selling goods and have been going over that line almost continuously ever since."

"I noted the item in last week's TRADESMAN to the effect that the jobber pays the freight," remarked a representative dry goods salesman the other day,

"and it recalled a number of experiences I have met in a career of a dozen years on the road. I was once solicited to hand over \$10 to help build a church by one of my best customers and compromised by paying \$5. I afterwards saw the subscription paper and noted that the traveling men had been mulcted \$145 for this purpose. Our house was recently asked to furnish a country church with a carpet and compromised the matter by mailing the customer a check for \$25. Our senior once received four letters from as many customers in a single town, soliciting aid for the same church. It was afterwards learned that at a meeting of the church members, it was resolved that the merchants ask their jobbing friends to assist in the work, which accounted for the arrival of simultaneous appeals. I have contributed to funds for church bells, bought chimes on organs, music boxes and crazy quilts and been frequently caught on a quarter's worth of cigars, and I suppose I will continue to make a fool of myself with great regularity, but I cannot help kicking at the injustice of the thing, nevertheless. It is an outrage that traveling men should be called upon in this manner and I heartily wish THE TRADESMAN could agitate the matter until our friends of the retail trade come to look at the thing in its proper light."

The Crank in Business.

From the Chicago Dry Goods Reporter.

There are cranks and cranks. The crank in social life can be tabooed. In church, if there is a crank, one can sit in another pew. But in business the crank must be endured.

The writer saw an order a few days ago from a country merchant for a specialty in dress goods. After the representative of the wholesale house had taken the order, a telegram was received from the manufacturer, stating that he was unable to supply any more of the goods. Thereupon the wholesaler notified the crank in question that he could only deliver a part of the goods, as he had contracts out for more than he could get. He had been placed in this dilemma because of the failure of the manufacturer to fill his own orders.

Now, what did the crank do? Did he say that he was sorry, but would take what they could give him? Not he. His reply came: "Cancel my entire order. If you can't give me what you agreed to, then I won't take anything."

The entire order amounted to over a thousand dollars—good, desirable stuff, which had been bought at reasonable prices, and which would soon be required for business. That's only one case in many.

Another instance that fell under the observation of the writer a few days ago was in regard to the cancellation of an order. It may be proper to cancel orders under certain circumstances—we'll not argue that point at the present time. In the case in point the merchant had evidently bought the bill of goods for the purpose of cancelling it. They were a line of imported dress goods which is controlled exclusively by one of the houses in this market. It is utterly impossible to obtain a single piece of the goods in the United States except from the house in question.

Yet this merchant had the hardihood in cancelling the order for the goods to assign as a reason that he had been able to buy the identical article from another wholesale house at 10 to 15 per cent. less money.

The stuff had already been packed up when the cancellation came. Other customers had been induced to modify their demands in order that he might have just what he called for, and this was the result.

There is no redress, however. The crank is as liable to get into business as anywhere else, and when he makes his appearance, other and better people must grin and bear it.

A Serious Misunderstanding.

From the Toledo Business World.

The attitude which the manual labor of the country is assuming through its various organizations, is one well calculated to cause the friends of republicanism the gravest anxiety. Formerly it was supposed that the man who was engaged by another to perform certain work had a natural and logical interest in the success of the enterprise upon which he was employed and the prosperity of the man whose money he received. It was regarded as good political economy to assume that the welfare of the employe was dependent upon and grew largely out of the good fortune of the employer, and that whatever hindered or harassed the latter was reflected with greater or less force upon the former.

But latterly there has sprung up throughout the country and in various callings a new series of organizations known as "Labor Unions," in which the individuality and freedom of the workman is merged into the association of which he forms a part, and where the theory is inferentially, if not openly, taught that every man or company employing labor is the natural and inevitable enemy of those so employed. Nominally formed for the purpose of inculcating a fraternal spirit and elevating the grade and quality of their particular calling, these organizations become practically machines for forcing up the incompetent, and pulling down the superior workman to the dead level of mediocrity; for if the union decrees that wages shall be \$2 a day, no matter how skillful and industrious a workman may be, he cannot earn beyond the limit which his society has fixed for him. The incompetent man finds his wages increased by this arbitrary regulation above his real earning capacity, and cares little and knows less that it comes as a tax upon his more competent fellows. This may be regarded as a sweeping statement, but it is nevertheless true that the practical working of a labor union schedule is to impose a penalty upon skill and provide a premium for inefficiency, or worse. It needs but a moment's consideration for a disinterested observer to see that in all this, these men labor under a most serious misapprehension as to what is for their own interests; and that owing to the very nature of things, the best of them are the greatest sufferers.

After a while there comes a time when the members of some certain organization decide that they will ask for higher wages, and the request is unsuccessful. No man, no organization of men, can be compelled to perform unwilling service for what he regards as inadequate pay. Surely in a republican country the converse ought to be true that no man should be compelled to pay for labor a price that he deems excessive. Theoretically it is true, but is it practically? The recourse of the man who does not wish to labor at a stipulated price is to discontinue his labor. But the recourse of the employer who is unwilling to pay a price above the market is—what? The labor organization says to the employer, "We are unwilling to work any longer at your price, and therefore we have stopped. But while you may refuse to pay us our price, we also refuse to allow anybody else to work for you at yours." And thereupon they proceed to set law at defiance, and enter on the performance of acts under the form and color of organization which none of them would venture upon as individuals.

The resort to force, either actual or threatened, in a labor strike is made by labor organizations under the gravest misapprehension as to their own welfare. A single thought would convince the men that an appeal to force is a begging of the very question they seek to establish. For if the wages they receive are lower than corresponding remuneration in other lines of work, or less than other men are willing to do the same work for, then force is unnecessary and the employer is obliged to come to them for his labor. If, on the other hand, the wages demanded are above the market price, they are unjust to the employer and ought not to be paid.

The labor strike is antagonistic to republican institutions and to the highest

individual freedom. It is wrong in principle, and no permanent success or lasting benefit can be obtained through its employment.

How to Get Along.

Don't stop to tell stories in business hours.

If you have a place of business, be found there when wanted.

No man can get rich by sitting around stores and saloons.

Never fool in business matters. Have order, system, regularity and promptness.

Do not meddle with business you know nothing of.

Do not kick everyone in your path. More miles can be made in one day by going steady than by stopping.

Pay as you go.

A man of honor respects his word as he does his bond.

Help others when you can, but never give what you cannot afford because it is fashionable.

Learn to say no. No necessity of snapping it out dog-fashion, but say it firmly and respectfully.

Use your own brains rather than those of others.

Learn to think and act for yourself.

Keep ahead rather than behind the times.

Literal English.

A woman went into an avenue drug store to have a prescription filled. The druggist compounded the drugs and as he handed the bottle to the customer, he said pleasantly:

"Here's your prescription, ma'am—shake!"

"I'll do nothing of the kind," snapped the woman, "and I think you've a good deal of impudence to ask me to."

"You don't understand," exclaimed the druggist; "I mean when you take the prescription, you must shake."

"I don't want the prescription if it's going to make me shake," objected the customer.

"Good heavens, woman, it's the bottle you are to shake," shrieked the druggist.

"What good will it do me?" queried the woman.

"He means, madam," said the druggist's assistant, coming to the rescue, "that the mixture in the bottle should be well shaken before taken."

"Well, couldn't he have said so?" asked the wrathful customer as she looked a farewell suspicion at the unfortunate druggist.

Observe His Weight.

Charles L. Weibert in St. Louis Globe-Democrat.

I saw a joke in one of the papers the other day about a shoemaker asking his customer his weight. The joke was on the joker, I think, for the thoughtful man generally takes stock of his customer's build, and notes his walk as well. This is because the wear and tear on a shoe depends very largely upon these details. A light, active man wears out a great deal of shoe leather because he generally walks a great deal, and also because a light quick step generally involves a great deal of scraping. The heavy man has of necessity to take a firmer tread, and he will wear his sole very little in consequence, but unless his legs are perfectly straight and his tread absolutely solid he will destroy the vamp long before the material in the shoe begins to show even signs of wear. There is nothing at all funny in a careful shoemaker making a note of his customer's weight, because by doing so and strengthening things where the heaviest strain will come he can add to the life of the shoe and to the satisfaction of its wearer.

The Saginaw Grocers to Picnic.

SAGINAW, Aug. 15—The retail grocers and commission merchants of Saginaw to the number of 300 will, in company with their wives and children, enjoy a day's outing at Bay Port August 20. Boos' band has been engaged for the occasion and a program is being arranged, which includes races, games and athletic sports of all kinds.

Use Tradesman's Superior Coupons.

The Drug Market.

Opium and morphine are steady. Quinine is lower for German brands. Bromide potash is unsettled and lower. Prussiate potash has declined. Gum arabic is lower. Serpentina has declined. Turpentine is higher.

G. B. Martin has sold his bank at East Jordan to Reuben Glenn.

A merchant refused to hire as a clerk a young man whose pantaloons, he noticed, were worn at the knees and seat, because he judged that a good clerk would not thus wear his clothing. In another case a merchant chose from twenty applicants a boy who stopped to wipe his muddy feet before entering his office, and whose finger nails were clean. "It is attention to little things that makes a good clerk," said the merchant.

Use Tradesman's Coupon Books.

If you would be **A LEADER**, handle only goods of **VALUE**.

If you are satisfied to remain at **TAIL END** buy cheap, unreliable goods.

GOOD YEAST IS INDISPENSABLE.

FLEISCHMANN & CO.

UNDER THEIR Yellow Label OFFER THE Best!

GRAND RAPIDS OFFICE:
26 Fountain St.

FACTORY DEPOT:
118 Bates St., Detroit, 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, September 3 and 4, 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. Parkhill, Owosso.
 Two Years—Jacob Jesson, Muskegon.
 Three Years—James Vernor, Detroit.
 Four Years—Ottmar Eberbach, Ann Arbor.
 Five Years—George Gundrum, Ionia.
 President—Jacob Jesson, Muskegon.
 Secretary—Jas. Vernor, Detroit.
 Treasurer—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. Escott.
 Regular Meetings—First Wednesday evening of March, June, September and December.

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

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

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

PATENT MEDICINES.**Retrospect of the Subject by a Veteran Practitioner.**

The following is taken from a paper by Dr. John S. Billings, prepared for the celebration of the centennial of the American patent system:

The application of the patent system to medicine in this country has had its advantages for certain people, has given employment to a considerable amount of capital in production (and to a much larger amount in advertising), has contributed materially to the revenues of the Government, and has made a great deal of work for the medical profession.

So far as I know, but one complete system of medicine has been patented in this country, and that was the steam, cayenne pepper, and lobelia system—commonly known as *Thomsonianism*—to which a patent was granted in 1836. The right to practise this system, with a book describing the methods, was sold by the patentee for \$20, and perhaps some of you may have some reminiscences of it connected with your boyish days. I am certain I shall never forget the effects of "Composition Powder," or of "Number Six," which was essentially a concentrated tincture of cayenne pepper, and one dose of which was enough to make a boy willing to go to school for a month.

From a report made by the Commissioner of Patents in 1849, it appears that eighty-six patents for medicine had been granted to that date; for the specifications of most of those issued before 1836 had been lost by fire. The greater number of patents for medicines were issued between 1850 and 1860.

The total number of patents granted for medicines during the last decade (1880-1890) is 540. This, however, applies only to "patent medicines," properly so-called, the claims for which are, for the most part, presented by simple-minded men who know very little of the ways of the world. A patent requires a full and unreserved disclosure of the recipe, and the mode of compounding the same, for the public benefit when the term of the patent shall have expired; and the Commissioner of Patents may, if he chooses, require the applicant to furnish specimens of the composition and of its ingredients, sufficient in quantity for the purpose of experiment. The law, however, does not require the applicant to furnish patients to be experimented on, and this may be the reason why the Commissioner has never demanded samples of the ingredients. By far the greater number of owners of panaceas and nostrums are too shrewd to thus publish their secrets, for they can attain their purpose much better under the law for registering trade marks and labels, designs for bottles and packages, and copyrights of printed matter, which are less costly and do not reveal the arcanum. These proprietary medicines constitute the great bulk of what the public call "patent medicines."

The trade in patent and secret remedies has been, and still is, an important one. We are a bitters-and-pill-taking people. In the fried-pork and saleratus-biscuit regions the demand for such medicines is

unfailing, but everywhere they are found. I suppose the chief consumption of them is by women and children with a fair allowance of clergymen, if we may judge from the printed testimonials. I sampled a good many of them myself when I was a boy. Of course, these remarks do not apply to bitters. One of the latest patents is for a device to wash pills rapidly down the throat.

I am sorry to say that I have been unable to obtain definite information as to the direct benefits which inventions of this kind have conferred on the public in the way of cure of disease or preventing death. Among the questions which were not put in the schedules of the last census were the following, namely: "Did you ever take any patent or proprietary medicine?" "If so, what and how much, and what was the result?" Some very remarkable statistics would no doubt have been obtained had this inquiry been made.

I can only say that I know of but four secret remedies which have been really valuable additions to the resources of practical medicine, and the composition of all these is now known. These four are all powerful and dangerous, and should only be used on the advice of a skilled physician.

King Alcohol Dethroned.

GOODHART, Aug. 1.—I read an article, headed "King Alcohol," in THE TRADESMAN some time ago and should have made a reply at the time, if I had had the data I desired at hand. I do not now remember all the various points the writer attempted to make, nor will I attempt any reply; but I do remember an impression he made on my mind that he was not posted in regard to the position occupied by some of the most eminent physicians in this country and England on the use of alcoholics in medical practice; and, also, that he was not aware that there were any hospitals in existence where spirituous liquors were not used for any purpose. As the article in question was calculated—I will not say intended—to mislead the readers of your valuable paper, I take the liberty of sending you a marked copy of the *Voice*, containing a report of the proceedings and some able papers read before an international congress of medical men, recently held at the National Prohibition Park, with the request that you will give at least the address of Dr. S. N. Davis, of Chicago, a place in THE TRADESMAN.

With highest personal regards, I remain,
 Very truly yours,
 GIDEON NOEL.

The address to which Mr. Noel refers was as follows:

Why does an intelligent and free people continue to spend such enormous sums of money on drinks that so plainly bring nothing but evil in return? I answer: First, because of the erroneous education of the greater portion of the people in regard to the true nature and effects of alcoholic drinks when taken into the human system, and, second, because of their power to pervert the sensibility of the brain and nervous system, and thereby develop the most fascinating and persistent mental delusions.

A large majority of the inhabitants of every country receive the most influential and enduring part of their education not in the school-room or from books, but from the opinions, maxims and practices that they hear and see from infancy to adult age in the family, on the street and in the social circles of the neighborhood. From a very early period in the history of these drinks, before chemistry had separated and revealed the nature of the active ingredient that pervades them all, the people judging only from the sensations and actions induced by their use, were very generally persuaded to regard them as stimulating, warming, soothing and restorative. Consequently they speedily found their way into almost every household in Christendom, and was ever ready to relieve the baby's colic, to enable the mother to give more milk, to relieve the father's weariness, and to prevent the boys and girls from "taking colds" when exposed to wet or cold weather; and, of course, doctors, priests and people all united in

calling them tonics, stimulants and restoratives for the body and soothing exhilarants for the mind. And it is true that these same designations and the ideas conveyed by them, are still dominant in the family circles, the highways and the newspapers of this and other countries. Even the great majority of medical men still contribute their full share to the support and perpetuation of these very general and destructive popular errors, by habitually using the same language and sanctioning the same practices regarding them.

I call them destructive popular errors advisedly, because the abundant results of their use in every circle or grade of human society, and because the most rigorous, varied and skillful scientific investigations have both demonstrated that no form of alcoholic drink is capable of warming, strengthening, nourishing or sustaining the life of any human being. I presume many of those who are listening to me will regard this as an extravagant statement, more especially as they remember the many nursery and newspaper stories they have heard concerning sick persons who were alleged to have been kept alive on nothing but wine, brandy or whisky.

The falsity of all such stories is made apparent by the fact that nineteen-twentieths of all the alcoholic drinks given to the sick are given in connection with water, milk, eggs or meat broths, which furnish the nutriment and would support the patient better if given with the same perseverance without the alcohol than with it. It is true that chemical analysis detects the existence of some gum, sugar and starch or fecula in the fermented liquors, beer and wine, which may be classed as nutriment. But the proportion is so small as to be of no appreciable value. Baron Liebig, one of the most eminent chemists of Germany, has left on record the statement that "If a man drinks daily eight or ten quarts of the best Bavarian beer, in the course of twelve months he will have taken into his system the nutritive constituents contained in a five-pound loaf of bread."

Saginaw—E. G. Banghart succeeds E. G. Banghart & Co. in the drug business.

The Power of Imagination.

"The power of imagination," said a druggist, "is past comprehension. Not long since a domestic in the employ of a prominent family came into the store in great haste with a prescription which called for two grains of morphine in two ounces of *aqua pura*, that is, distilled water, the accompanying directions: 'A teaspoonful every hour until the pain is allayed.' The patient for whom it was intended was the head of the family, who was suffering from a severe attack of nervous neuralgia.

"Now it so happened that the family physician who had written the prescription was behind the counter when the messenger arrived, having dropped in, as was his wont, on the way to his office. While I was putting up the prescription we chatted, laughed and joked, and passed the time of day as only professional men are capable of doing. I filled the bottle, corked it carefully, and labelled it properly, and, when the retreating form of the domestic had disappeared out of the store door, returned to my companionable physician visitor. As I did so I saw to my amazement the two grains of morphine reposing on the prescription scales.

"'Good Heaven, doctor!' I ejaculated. 'I've given that girl nothing but distilled water. The morphine is here; look at it. What shall I do?'

"'Do?' he replied with admirable *sang froid*, 'do? Why, nothing at all. I'll wager you a bottle that the *aqua pura* will work as well without the opiate as with it.

"'Agreed,' said I.
 "'The doctor was right,' concluded the pharmacist, 'and the patient with the nervous neuralgia—an exceptionally intelligent and college-bred man—was sleeping as peacefully as a babe after the second dose of the mixture. Faith is everything where medicine is concerned.'

No, \$2.25 for 1,000 printed statements does not buy very good stock, but you can send for a sample and see for yourself what it is.

**The Tradesman Company,
 Grand Rapids.**

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

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

Wholesale Price Current.

Advanced—Turpentine.
Declined—German quinine, bromide potash, prussiate potash, gum arabic, serpentaria.

ACIDUM.		TINCTURES.	
Aceticum German. 80	100	Aconitum Napellis R. 60	60
Benzolium German. 80	100	Aloes 50	50
Boracic 20	20	Aloes and myrrh 60	60
Carbolicum 20	35	Arnica 50	50
Citricum 55	58	Asafetida 50	50
Hydrochlor 30	5	Assafetida 50	50
Nitricum 10	12	Atropine Belladonna 60	60
Oxalicum 11	13	Benzoin 60	60
Salicylicum 1	30	Cantharides 60	60
Sulphuricum 1	30	Capsicum 50	50
Tannicum 1	40	Castor 75	75
Tartaricum 40	42	Catechu 50	50
AMMONIA.		RADIX.	
Aqua, 10 deg. 3 1/2	5	Aconitum 20	25
" 20 deg. 5 1/2	7	Althae 25	30
Carbonas 13	14	Ancusa 12	15
Chloridum 12	14	Arum, po. 20	25
ANILINE.		POTASSIUM.	
Black 2	00	Bi Carb. 15	18
Brown 80	100	Blechromate 13	14
Red 45	50	Bromide 28	30
Yellow 2	50	Carb. 12	15
BACCAR.		BALSAMUM.	
Cubeae (po. 90) 90	110	Copaiba 55	60
Juniperus 8	10	Peru 21	60
Xanthoxylum 25	30	Terabin, Canada 35	40
CORTEX.		FERRUM.	
Abies, Canadian 18	18	Carbonate Precip. 15	15
Cassiae 11	11	Citrate and Quinia 30	30
Cinchona Flava 18	18	Citrate Soluble 80	80
Euonymus atropurp. 20	20	Ferrocyanidum Sol. 15	15
Myrica Cerifera, po. 20	20	Solut Chloride 15	15
Prunus Virgini. 12	12	Sulphate, com'l. 1 1/2	2
Quillaja, grd. 14	14	" pure 7	7
Sassafras 14	14	FLORA.	
Ulmus Po (Ground 12) 10	10	Arnica 18	20
EXTRACTUM.		Anthemisi 20	25
Glycyrrhiza Glabra 24	25	Matricaria 25	30
" po. 33	35	FOLIA.	
Haematox, 15 lb. box 11	12	Barosma 20	70
" 1s. 13	14	Cassia Acutifol, Tin- 25	28
" 1/4s. 14	15	nively 35	50
" 1/8s. 16	17	Salvia officinalis, 1/4s 12	15
FERRUM.		and 1/8s. 8	10
Carbonate Precip. 15	15	Ura Ursi 8	10
Citrate and Quinia 30	30	GUMMI.	
Citrate Soluble 80	80	Acacia, 1st picked 2	90
Ferrocyanidum Sol. 15	15	" 2d 5	50
Solut Chloride 15	15	" 3d 5	50
Sulphate, com'l. 1 1/2	2	" sifted sorts 3	35
" pure 7	7	" po. 60	70
FLORA.		Aloe, Barb. (po. 60) 50	60
Arnica 18	20	" Cape, (po. 20) 12	12
Anthemisi 20	25	" Socotri, (po. 60) 50	50
Matricaria 25	30	Catechu, 1s. (1/4s, 14 1/4s, 16) 12	15
FOLIA.		Ammoniac 30	35
Barosma 20	70	Assafetida, (po. 30) 20	20
Cassia Acutifol, Tin- 25	28	Benzolium 50	55
nively 35	50	Camphora 35	35
Salvia officinalis, 1/4s 12	15	Euphorbium po. 35	40
and 1/8s. 8	10	Gambogium 80	85
Ura Ursi 8	10	Gamboge, po. 80	95
GUMMI.		Gualacum, (po 30) 20	25
Acacia, 1st picked 2	90	Kino, (po. 25) 20	20
" 2d 5	50	Mastic 90	90
" 3d 5	50	Myrrh, (po. 45) 40	40
" sifted sorts 3	35	Opil, (po. 3 30) 1	90
" po. 60	70	Shellac 23	30
Aloe, Barb. (po. 60) 50	60	" bleached 28	33
" Cape, (po. 20) 12	12	Tragacanth 30	75
" Socotri, (po. 60) 50	50	HERBA—In ounce packages.	
Catechu, 1s. (1/4s, 14 1/4s, 16) 12	15	Absinthium 25	25
Ammoniac 30	35	Eupatorium 20	20
Assafetida, (po. 30) 20	20	Lobelia 25	25
Benzolium 50	55	Majorum 28	28
Camphora 35	35	Mentha Piperita 23	23
Euphorbium po. 35	40	" Vir 25	25
Gambogium 80	85	Rue 30	30
Gamboge, po. 80	95	Tanacetum 25	25
Gualacum, (po 30) 20	25	Thymus, V 25	25
Kino, (po. 25) 20	20	MAGNESIA.	
Mastic 90	90	Calced, Pat. 55	60
Myrrh, (po. 45) 40	40	Carbonate, Pat. 20	22
Opil, (po. 3 30) 1	90	Carbonate, K. & M. 20	25
Shellac 23	30	Carbonate, Jennings. 35	36
" bleached 28	33	OLEUM.	
Tragacanth 30	75	Absinthium 5	00
HERBA—In ounce packages.		Amygdalae, Dulc 45	75
Absinthium 25	25	Amygdalae, Amarae 8	00
Eupatorium 20	20	Anisi 2	00
Lobelia 25	25	Aurantii Cortex 3	00
Majorum 28	28	Bergamul 3	75
Mentha Piperita 23	23	Cajuputi 7	00
" Vir 25	25	Caryophylli 90	21
Rue 30	30	Cedar 35	65
Tanacetum 25	25	Chenopodii 2	00
Thymus, V 25	25	Cinnamomi 1	15
MAGNESIA.		Citronella 2	45
Calced, Pat. 55	60	Conium Mac. 35	65
Carbonate, Pat. 20	22	Copaiba 1	20
Carbonate, K. & M. 20	25		
Carbonate, Jennings. 35	36		
OLEUM.			
Absinthium 5	00		
Amygdalae, Dulc 45	75		
Amygdalae, Amarae 8	00		
Anisi 2	00		
Aurantii Cortex 3	00		
Bergamul 3	75		
Cajuputi 7	00		
Caryophylli 90	21		
Cedar 35	65		
Chenopodii 2	00		
Cinnamomi 1	15		
Citronella 2	45		
Conium Mac. 35	65		
Copaiba 1	20		

Morphia, S. P. & W. 1	95	20	Seldlitz Mixture 25	25	Lindseed, boiled 40	43
" S. N. Y. Q. & 1	85	20	Sinapis 18	18	Neat's Foot, winter 50	60
C. Co. 1	85	20	" opt. 30	30	strained 50	60
Moschus Canton. 40	40	Snuff, Maccaboy, De 25	25	Spirits Turpentine 41 1/4	46	
Myristica, No. 1 70	75	Voes 35	35	PAINTS. bbl. lb.		
Nux Vomica, (po 20) 10	10	Snuff, Scotch, De. Voes 35	35	Red Venetian 13 1/2	20	
Os. Sepia 28	30	Soda Boras, (po. 12) 11	12	Ochre, yellow Mars. 13 1/2	20	
Pepsin Saac, H. & P. D. 20	20	Soda et Potass Tart. 30	33	" Ber. 13 1/2	20	
" 20 20	20	Soda Carb. 1 1/2	2	" strictly pure 3 1/2	2 1/2	
Picis Liq, N. C., 1/2 gal 20	20	Soda, Bl Carb. 3 1/2	4	Vermilion Prime Amer 7	7 1/2	
" 1/2 gal 20	20	Soda, Ash 3 1/2	4	ican 13	16	
Pil Hydrag, (po. 80) 50	50	Spts. Ether Co 50	55	Vermilion, English 70	75	
Piper Nigra, (po. 22) 1	1	" Myrcia Dom. 25	25	Green, Peninsular 70	75	
Piper Alba, (po 25) 3	3	" Myrcia Imp. 23	00	Lead, red 7	7 1/2	
Pix Burgun 7	7	Vini Rect. bbl. 2 27)	27	" white 7	7 1/2	
Pumbl Acet 14	15	Less 5c gal, cash ten days. 2	37	Whiting, white Span 70	70	
Pulvis Ipecac et opil 10	10	Strychnia Crystal 3	30	Whiting, Gilders 70	75	
Pyrethrum, boxes H 1	1	Sulphur, Subl. 3	4	White, Paris American 1	0	
" S. P. D. Co., doz 21	25	" Roll 2 1/2	3 1/2	Whiting, Paris Eng. 1	40	
Pyrethrum, pv 30	35	Tamarinds 8	10	cliff 1	40	
Quassia 8	10	Terebenth Venice 25	30	Pioneer Prepared Paint 20	21	
Quinia, S. P. & W. 33	36	Theobromae 45	50	Swiss Villa Prepared 1	00	
" S. German 21	21	Vanilla 9	00	Paints 1	00	
Rubia Tincturum 12	14	Zinc Sulph. 7	8	VARNISHES.		
Saccharum Lactis pv 33	33			No. 1 Turp Coach 1	10	
Salacin 1	80			Extra Turp 1	60	
Sanguis Draconis 40	50			Coach Body 2	75	
Santonine 4	50			No. 1 Turp Furn 1	00	
Sapo, W 12	14			Eutra Turk Damar 1	55	
" M 10	12			Japan Dryer, No. 1 70	75	
" G 15	15			Turp 70	75	

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES.

DEALERS IN

Paints, Oils & Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We have in Stock and Offer a Full Line of

WHISKIES, BRANDIES, GINS, WINES, RUMS.

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

HazelTine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

GROCERIES.

The Grocery Market.

Sugar is without material change. While the supply of raw sugar is considerably more than there was at this time last year, and the possible yield of beet sugar is considerably in excess of any that the history of the trade has yet seen, it is quite evident that sellers of sugar are by no means going to have it all their own way. A retrospective glance at the movements of sugar during the past two years forces the conclusion that it is time that the tide turned and that the buyers should have an inning as well as the sellers. The comparative weakness of sugar certificates upon the stock exchange is an indication most conclusive that some people have arrived at the opinion that the industry is not by any means in so strong a position as it was slightly over a year ago. The latest advices which are to hand from Europe indicate beyond question that the supply of beet sugar will be quite up to the highest estimates, the crop being in every way in a very healthy condition. It is quite evident then that this year's supply of sugar for the world's consumption will be beyond question the largest ever known.

Package coffee has declined a half cent.

Condition of the Cheese Market.

Fred E. Angell, traveling representative for L. Ladd, the Adrian cheese jobber, was in town over Sunday and was interviewed by a reporter of THE TRADESMAN.

"The farmers of Michigan have no reason to complain about the condition of this year's cheese market," said Mr. Angell, "for the Michigan product is fully a cent a pound above the ruling price for New York cheese. In many respects, the present season is the most remarkable one I have ever seen. Fewer factories started up than usual last spring and the prevailing cool weather has enabled the maker to market his cheese in splendid condition. I have not seen a 'stinker' or a 'leaker' this year. As a result, the consumption has been enormous and both maker and dealer have been frequently oversold. I hardly feel competent to make a prediction as to future prices, but I should not be surprised if I was compelled to ask 14 cents for first quality cheese before the opening of the season of 1892."

Why Co-operative Stores Fail Here.

Distributive co-operation has been, perhaps, brought before the public most prominently through the success of the so-called co-operative stores in England, says B. F. Thurber in the July *North American Review*, but such stores, strange to say, in this country have not been a success, although other forms of co-operation here have succeeded admirably. The reason, however, is probably found in the different conditions. In England the retail trade had grown into a system of long credits. Many landed proprietors and others received their incomes only at long intervals, and this led retail merchants into the habit of selling a large portion of their trade on long time, which inevitably resulted in considerable losses from bad debts; so the dealers had to raise their margins of profit upon all their customers to a point which would still leave a living. This was virtually making the cash-paying customer support the customer who did not pay at all; and when this abuse became extended the persons with fixed incomes who paid their debts naturally objected, and the result was the formation of societies for co-operative distribution on an economical cash basis.

Why?

Why should a man expect to be in good credit when he doesn't pay promptly? Why shouldn't he be unpopular with his clerks when he habitually treats them discourteously? Why should he expect useful suggestions from them when he has always ridiculed those who have tried it? Why should a traveling man waste his time on those who are not in good credit with his firm? Why should he insist upon pressing on a buyer goods that he cannot use? Why will he cling to the old-fashioned idea that he must dine and wine a buyer in order to sell him a bill? Why will he go out drinking nights when he knows that he cannot properly attend to his business the next morning? Why will he insist upon showing customers the orders he has taken, thereby publishing that which should remain private?

Why do parties who often report "shortage" never report "goods over"? Why shouldn't a dealer return goods which were not ordered? Why shouldn't he hesitate to place orders with parties who habitually "stuff" them, and "substitute" other goods? Why should a salesman lose his temper when his customer cannot give him an order? Why should he occasionally get a "big head" and in consequence, to his surprise, lose his position?

Why do retailers always complain of dull trade when, to come to sift it down, "they acknowledge they are ahead of last year?"

Why are first-class retail salesmen so scarce?

Why don't employers make better inducements to good salesmen to remain in the retail business?

Why isn't the plan of consulting first-class clerks in the selection of goods a good one.

Fruit Jars Cheaper.

H. Leonard & Sons, of this city, offer Mason's fruit jars at \$11, \$11.50 and \$14.50 per gross. This is a decline of 50 cents per gross from the prices ruling last week and subject to change.

Have Their Eyes on Owosso.

AU SABLE, Aug. 17—Comeau & Co. have concluded to remove their clothing and hat and cap stock to another location and will probably locate at Owosso.

CINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists, GRAND RAPIDS.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun	45
No. 1 "	50
No. 2 "	75
Tubular	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box	
No. 0 Sun	1 75
No. 1 "	1 88
No. 2 "	2 70
First quality.	
No. 0 Sun, crimp top	2 25
No. 1 "	2 40
No. 2 "	3 40
XXX Flint.	
No. 0 Sun, crimp top	2 60
No. 1 "	2 80
No. 2 "	3 80
Pearl top.	
No. 1 Sun, wrapped and labeled	3 70
No. 2 "	4 70
No. 2 Hinge, " "	4 70
La Bastie.	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 "	1 50
No. 1 crimp, per doz.	1 35
No. 2 "	1 60
FRUIT JARS.	
Mason's or Lightning.	
Pints	11 00
Quarts	11 50
Half gallons	14 50
Rubbers	55
Caps only	4 00
STONEWARE—AKRON.	
Butter Crocks, per gal	06
Jugs, 1/2 gal., per doz.	75
" 1 " " "	80
" 2 " " "	80
Milk Pans, 1/2 gal., per doz. (glazed 75c)	1 30
" 1 " " "	78

PRODUCE MARKET.

Apples—Common cooking command \$1.50@1.75 per bbl. Fancy eating are held at \$2.25@2.50. Beans—Dry beans are firm and in strong demand at \$2 per bu. for choice hand picked. Butter—The market is beginning to show the effects of the drought, choice dairy now commanding 15¢@17c, while factory creamery has advanced to 20c. Blackberries—@10c per qt. Celery—20c per doz. bunches. Cabbages—50¢@60c per doz. Corn—Green, 8c per doz. Cucumbers—10¢@15c per doz. Eggs—Dealers pay 14c and freight, holding at 15c. Grapes—Ives and Concord command 4c per lb. Honey—Dull at 16¢@18 for clean comb. Onions—\$1 per bu. for good stock. Muskmelons—\$1 per doz. Potatoes—30c per bu. Peaches—Hale's Early are still in large supply commanding \$1.50 @ \$1.75 per bu., including basket. Early Michigan are expected in market next week. Pears—\$1 per bu. for common. Tomatoes—75¢@81 per bu. Watermelons—15c now buys the best melons which come to this market. The supply is ample, although the demand is strong.

POULTRY.

Local dealers pay as follows for live weight: Spring chickens.....10 @12 Fall chickens.....8 @ 8 1/2 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	14 00	
Clear, fat back	14 00	
Boston clear, short cut	14 00	
Clear back, short cut	14 00	
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	8 1/2	
Tubs	8 1/2	
50 lb. Tins	8 1/2	
LARD. Family. Com.		
Tierces	6 1/2	6
0 and 50 lb. Tubs	6 1/2	6 1/2
3 lb. Pails, 20 in a case	7 1/2	7
5 lb. Pails, 12 in a case	7 1/2	7 1/2
10 lb. Pails, 6 in a case	7 1/2	6
20 lb. Pails, 4 in a case	7	6
50 lb. Cans	6 1/2	6 1/2
BEEF IN BARRELS.		
Extra Mess, warranted 200 lbs.	8 50	
Extra Mess, Chicago packing	8 50	
Boneless, rump butts	11 50	
SMOKED MEATS—Canned or Plain.		
Hams, average 20 lbs.	10 1/2	
" 12 lbs.	11	
" 12 to 14 lbs.	11 1/2	
" picnic	8 1/2	
" best boneless	9	
Shoulders	7 1/2	
Breakfast Bacon, boneless	9 1/2	
Dried beef, ham prices	11	
Long Cleats, heavy	7 1/2	
Briskets, medium	8 1/2	
" light	8 1/2	

FRESH MEATS.

Swift and Company quote as follows: Beef, carcass.....5 @ 6 1/2 " hind quarters.....6 @ 7 " fore.....3 @ 4 1/2 " loins, No. 3.....2 @ 2 1/2 " ribs.....7 1/2 @ 8 " rounds.....6 @ 7 " tongues.....5 @ 5 Bologna.....2 @ 10 1/2 Pork loins.....2 @ 7 1/2 " shoulders.....2 @ 7 1/2 Sausage, blood head.....2 @ 5 " liver.....2 @ 5 " Frank.....2 @ 7 1/2 Mutton.....7 @ 8 Veal.....2 @ 6 1/2

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows: FRESH FISH. Whitefish.....@ 8 Trout.....@ 8 Halibut.....@ 15 Clisces.....@ 5 Flounders.....@ 9 Bluefish.....@ 25 Mackerel.....@ 12 Cod.....@ 20 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.	.....	6 1/2	7 1/2
" H. H.	.....	6 1/2	7 1/2
" Twist	.....	6 1/2	7 1/2
Boston Cream	.....	9 1/2	9 1/2
Cut Loaf	.....	7 1/2	8 1/2
Extra H. H.	.....	7 1/2	8 1/2
MIXED CANDY.			
	Full Weight.	Bbls.	Pails.
Standard	.....	6 1/2	7 1/2
Leader	.....	6 1/2	7 1/2
Special	.....	7	8
Royal	.....	7	8
Nobby	.....	7 1/2	8 1/2
Broken	.....	7 1/2	8 1/2
English Rock	.....	7 1/2	8 1/2
Conserves	.....	7	8
Broken Taffy	.....	7 1/2	8 1/2
Peanut Squares	.....	9	9
Extra	.....	10	10
French Creams	.....	10 1/2	10 1/2
Valley Creams	.....	13 1/2	13 1/2
FANCY—In bulk.			
	Full Weight.	Bbls.	Pails.
Lozenges, plain	.....	10 1/2	11 1/2
" printed	.....	11	12 1/2
Chocolate Drops	.....	8	12 1/2
Chocolate Monumentals	.....	14	14
Gum Drops	.....	5	6 1/2
Moss Drops	.....	8	9
Sour Drops	.....	8 1/2	9 1/2
Imperials	.....	10 1/2	11 1/2
FANCY—In 5 lb. boxes. Per Box.			
Lemon Drops	.....	55	55
Sour Drops	.....	55	55
Peppermint Drops	.....	65	65
Chocolate Drops	.....	70	70
H. M. Chocolate Drops	.....	90	90
Gum Drops	.....	40@50	40@50
Licorice Drops	.....	1 00	1 00
A. B. Licorice Drops	.....	80	80
Lozenges, plain	.....	65	65
" printed	.....	70	70
Imperials	.....	65	65
Mottoes	.....	75	75
Cream Bar	.....	60	60
Molasses Bar	.....	55	55
Hand Made Creams	.....	85@95	85@95
Plain Creams	.....	80@90	80@90
Decorated Creams	.....	70	70
String Rock	.....	1 00	1 00
Burnt Almonds	.....	1 40	1 40
Wintergreen Berries	.....	65	65
CARAMELS.			
No. 1, wrapped, 2 lb. boxes	.....	34	34
No. 1, " 3 " "	.....	51	51
No. 2, " 3 " "	.....	28	28
No. 3, " 3 " "	.....	42	42
Stand up, 5 lb. boxes	.....	1 10	1 10
ORANGES.			
Sorrentos, 200	.....	4 25	4 25
Imperials, 160	.....	4 00	4 00
LEMONS.			
Messina, choice, 360	.....	65 00	65 00
" fancy, 360	.....	65 00	65 00
" choice 300	.....	5 50	5 50
" fancy 300	.....	5 50	5 50
OTHER FOREIGN FRUITS.			
Figs, Smyrna, new, fancy layers	.....	18@19	18@19
" " choice	.....	@16	@16
" " " "	.....	@12 1/2	@12 1/2
" Fard, 10-lb. box	.....	@10	@10
" 50-lb.	.....	@8	@8
" Persian, 50-lb. box	.....	4 @ 6	4 @ 6
NUTS.			
Almonds, Tarragona	.....	@17	@17
" Ivaca	.....	@16 1/2	@16 1/2
" California	.....	@17	@17
Brazils, new	.....	@7 1/2	@7 1/2
Filberts	.....	@11 1/2	@11 1/2
Walnuts, Grenoble	.....	@14 1/2	@14 1/2
" Marbot	.....	@12	@12
" Chill	.....	@14	@14
Table Nuts, No. 1	.....	@14	@14
" No. 2	.....	@13	@13
Pecans, Texas, H. P., large	.....	@17	@17
Cocoanuts, full sacks	.....	@4 50	@4 50
PEANUTS.			
Fancy, H. P., Suns	.....	@ 5 1/2	@ 5 1/2
" Roasted	.....	7 @ 7 1/2	7 @ 7 1/2
Fancy, H. P., Flags	.....	@ 5 1/2	@ 5 1/2
" Roasted	.....	7 @ 7 1/2	7 @ 7 1/2
Choice, H. P., Extras	.....	@ 4 1/2	@ 4 1/2
" Roasted	.....	@ 6 1/2	@ 6 1/2
HIDES, PELTS and FURS.			
Perkins & Hess pay as follows:			
HIDES.			
Green	.....	4 @ 5	4 @ 5
Part Cured	.....	@ 5	@ 5
Full "	.....	@ 5 1/2	@ 5 1/2
Dry	.....	6 @ 7	6 @ 7
Kips, green	.....	4 @ 4 1/2	4 @ 4 1/2
" cured	.....	5 @ 5 1/2	5 @ 5 1/2
Calfskins, green	.....	4 @ 5	4 @ 5
" cured	.....	5 @ 6 1/2	5 @ 6 1/2
Deacon skins	.....	10 @ 20	10 @ 20
No. 2 hides 1/2 off.	.....	
PELTS.			
Shearlings	.....	10 @ 25	10 @ 25
Lambs	.....	20 @ 60	20 @ 60
WOOL.			
Washed	.....	20@30	20@30
Unwashed	.....	10@20	10@20
MISCELLANEOUS.			
Tallow	.....	3 1/2 @ 4 1/2	3 1/2 @ 4 1/2
Grease butter	.....	1 @ 2	1 @ 2
Switches	.....	1 1/2 @ 2	1 1/2 @ 2
Ginseng	.....	2 50@3 15	2 50@3 15
OILS.			
The Standard Oil Co. quotes as follows, 1 barrels, f. o. b. Grand Rapids:			
Water White	.....	@ 8 1/2	@ 8 1/2
Special White	.....	@ 8 1/2	@ 8 1/2
Michigan Test	.....	@ 7 1/2	@ 7 1/2
Naphtha	.....	@ 7 1/2	@ 7 1/2
Gasoline	.....	@ 8 1/2	@ 8 1/2
Cylinder	.....	27 @ 28	27 @ 28
Engine	.....	13 @ 21	13 @ 21
Black, Summer	.....	@ 8	@ 8

Table listing various goods such as Chicago goods, Axle Grease, Wood boxes, and various oils and fats.

Table listing various goods including Strawberries, Whortleberries, Meats, and various types of beans and vegetables.

Table listing various goods including Hummel's flour, Wheat, Fish-Salt, and various types of books and coupons.

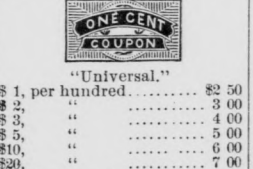
Table listing various goods including Ginger, African, Mustard, and various types of sugar and flour.

Table listing various goods including English Breakfast, Fair, Choice, and various types of tobacco and cigars.

Table listing various goods including Paper & Woodenware, Straw, Rockfalls, and various types of household items.



Text describing the 'Tradesman' credit coupon system, including terms and conditions for use.



Text describing the 'One Cent Coupon' system, including terms and conditions for use.



Text describing the 'Lion Coffee' product, including its quality and availability.

LIFE BEHIND THE COUNTER.

Written for THE TRADESMAN

Since the last letter in this series was penned, the writer has been asked to sketch the outlines of an organized system of some sort which would meet the requirements of the trade. When the American people were discussing the feasibility of a return to specie payment, Horace Greeley proposed a plan that was simple and to the point. He said the way to resume was to resume. He saw no difficulties in the way outside of the mere disposition of the statesmen who had control of the matter. If men would but reach out and grasp the good things that are practicably attainable, instead of wasting their energies in trying to encompass what is entirely beyond their reach, the results would be more satisfactory. Every retail merchant (and more especially the grocer), feels and recognizes the need of some means by which he, acting in unison with his brother retailers in his own town, might adopt new methods and bring about important changes in the present system that would materially add to the pleasure and profit of his life behind the counter. Every retailer with whom the writer has conversed on this subject has deplored the decline of the Business Men's Association. A general dealer in a village in the Southern part of the State told the writer that during the existence of the B. M. A. in his town he collected \$500 in accounts which he never would have realized on had it not been for the organized collective agency of the Association. He was President of the Association in his town for two years and he declared that it would be in working order to-day had the membership been confined to the trade or to men who operate behind the counter. But when the doors were thrown open and doctors and lawyers came in with a mass of outlawed accounts, they broke down the collection machine of the Association and run it into the ground.

This is the old story everywhere. The B. M. A. has gone into a decline, not because retail merchants do not know enough to manage an organization, neither is it because retailers do not feel the need of organization, but simply because the State body did not define the eligibility of membership. True, the matter was discussed at our State conventions, but the conventions were made up largely of delegates outside of the trade and the lawyers, doctors and bankers being given to much speaking and being far more prolific of glib than the retailers, did most of the talking and took up most of the time and the best definition that could be obtained was that "any business man was eligible for membership" and it was left for each subordinate association to define what a "business man" was. The writer could name one Association that took in two farmers. Lawyers, doctors, millers, blacksmiths, carpenters, liverymen, draymen and real estate dealers were taken in everywhere and this heterogenous make-up of conflicting and discordant elements brought on a premature and untimely death.

Now, what is to be done? Are we to fall back upon the old-time puny and ruinous individual effort, or will some other system of organization spring up speedily to take the place of the B. M. A.? In the last article under this head, it was stated that no grand scheme of organization, having in view the unifica-

tion of the entire State, will ever develop into any practical benefit until the local retailers of our towns and villages learn to cast aside their animosities and petty jealousies and, clasping each other by the hand as brothers, agree to act with, and stand by, each other for their own mutual benefit and protection. This, then, would be our starting point in the development of a perfect scheme to organize the mercantile fraternity of the State. First prove to the world that you are a fraternity by forming local organizations and, after you make a success of associated effort in a local way, then you will have the proper material with which to organize a State body. We are living in an age of organization. Every trade has its union and every interest has its organization. What influence can the individual grocer bring to bear upon the jobber? None whatever. But fifteen or twenty grocers in a country town, acting as one man, can force any jobber to correct any abuse or concede what is just and proper. The jobber is in a position to demand what he deems right and proper of the retailer and so is the manufacturer. Even the farmers are organized and it is the height of folly to suppose that the retailers will long remain in their present condition.

One of the leading grocers of Kalamazoo informed the writer that he had taken a leading part in organizing the business men of the city under the B. M. A. system. He went about among his brother grocers, discussing matters of which they had one common interest and urging them to organize for their mutual protection. To know how well he and other workers in other lines of business succeeded is but to remember the splendid B. M. A. of Kalamazoo, which was the pride of the Association. But this apparently strong and vigorous sister B. M. A., although accomplishing so much good during her brief career, came from the same parent stock and, like all of her short-lived sisters, was born into the world with the seeds of death firmly implanted throughout her organism. But the grocers of the Celery City caught a glimpse of the promised land and they are now prepared to organize a grocers' association that will live.

The value of a piece of mechanism depends upon its usefulness and the more simple it is in its construction—provided it accomplishes what is desired—the more useful it is. Complication means friction and friction means expense and premature death. There is no reason why any country village sporting a half-dozen live grocers should not have a local grocers' organization. These half dozen grocers are at present almost strangers to each others. They shake hands in a brotherly and neighborly way with the boot and shoe men, the hardware men and with all the other business men of the village, but very seldom with each other and when the conventionalities of civilized society compel them to do so, they comply under a sort of protest. Each one of these grocers is bubbling over with grievances and he charges the other five with being the cause of all his troubles. Jones has cut the heart out of package coffees; Brown is selling 22 pounds of granulated sugar for a dollar; Perkins is paying more for butter than he could get for it in Grand Rapids; Jenkens, when he gets cut open by a dead beat, turns said d. b. over to bleed some of the other fellows, in order

to get even with them, or for the sake of a little grim satisfaction; and old White keeps his grocery open till 10 o'clock and would stay all night if he thought he could catch an extra penny. Now, these same six grocers are all men of common sense, although their actions do not show it. They know that they could avoid the most of this trouble, if they wished to. They know that it is not necessary for some carpet bagger to visit them at their expense and tell them what they already know. They know that in union there is strength, prosperity and peace, and that by acting together in a local way, they could obtain pretty much all the substantial benefits that the grander schemes of organization make possible. Finally, they know that the grander scheme can never be worked successfully until the local efforts prove successful. Will they turn their knowledge to practical use? E. A. OWEN.

How It Feels to be Insane.

"My wife came to see me, but she did not try to have me released. I demanded a trial, but no lawyer would defend me. Then I realized that the whole community was against me. I became so wroth that my anger seemed to hang over me like a dark cloud. It pressed me to the floor and held me there. Men came after a long time and took me away, I thought to another prison. One day a cat came into my cell, and I tried to bite her. She made the hair fly, but I killed her.

"I don't know how long I remained here, but one morning the sun rose and shone in at me through the window. It seemed to be the first time that I had seen the great luminary for months. A mist cleared from before my eyes. My brain began to work, and suddenly I realized that I had been insane.

"I called the keeper, and when he saw me he exclaimed, 'Thank Heaven!' and grasped my hand. I was not long in putting on another suit of clothes and turning my face toward home. A physician said that I was cured, and everybody seemed bright and happy at my recovery. I went home. My wife fainted when she saw me and learned that I had recovered my mind. I asked for my little children, and two big boys and a young lady came forward and greeted me. I had been in the asylum twelve years."

Detroit—Frank Wickey succeeds E. F. Lewis & Co. in the hardware business.

FOR THE BABY



Owing to the fact that we were unable to meet the demand for Chamoise moccasins last fall, we advise placing your orders now.

We have them in all grades ranging from \$1.85 to \$4.75 per dozen.

SEND FOR SAMPLE.

HIRTH & KRAUSE,

Grand Rapids, Mich.

Drug Store for Sale at a Bargain

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

C. L. BRUNDAGE,

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

A. D. SPANGLER & CO.,
GENERAL

Commission Merchants

And Wholesale Dealers in

Fruits and Produce.

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

SAGINAW, E. Side, MICH.

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. BODGETT, Vice-President.

H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

Rules for Retailers.

H. N. Morse in Dry Goods Bulletin.

In a recent edition of a trade journal I noticed articles on "Doing Business at a Profit," and "Points on Advertising," both of which seemed to me rather mischievous specimens of the space writing trade, being characterized by contradictory, misleading and random assertions, and for the rest harmless platitudes. Take this from first named article as an example of a statement that, wholly lacking the germ of truth, might still be swallowed by the mercantile student anxious to learn, as a wholesome statement of fact: "The merchants who have achieved fortune and success are those who have made it an *invariable rule to make a fair profit on every sale.*" Ask Marshall Field or Jas. H. Walker if the "merchant" who is guided by such an "invariable rule" can *possibly* succeed; yet here we are gravely told in effect that such a grotesque "rule" has pointed the way for every successful merchant. It reminds one of the good old adage: "Take care of the pennies and the pounds will take care of themselves," as applied to the comic illustration of an old man hanging on to a bag of pennies in a stiff breeze while the pound notes blew out of the window. "Take care of the profit," this latter day sage would have it, "and competition will take care of itself."

I don't suppose for an instant, mind you, that a salaried writer on a trade journal would willfully misrepresent or intentionally mislead, but I do object, for my part, and on behalf of 10,000 fellow retailers, to paying for advice that is so evidently based upon false premises. "Go to," I feel like saying, or fall to "advising" the laborers in some other vineyard. Tell the theatrical manager, for instance, to never give away complimentary tickets; if he attempts to argue in his tame way that he considers it expedient to "paper the house" occasionally, that he wants to popularize his theater, that he must meet the attractions of his rivals, that a large non-paying attendance the first night may insure a large paying attendance after that; cut him short sternly—say to him: "Sell your tickets, don't give 'em away; the managers who have achieved fortune and success are those who have made it an invariable rule to never give a ticket away."

The theatrical man might not subscribe to the doctrine, but some poor merchant's commercial life may be saved and some goods go into circulation that otherwise would be "carried over" and over again, profit and all.

The "Points on Advertising" don't tell anything new, or point to anything clearly. "Buy as much space as you can afford to." What does that mean? How shall the aspiring Wayback storekeeper act on that suggestion? Perhaps he has \$100 to spare for any investment which promises profitable returns. Can he afford to "buy space" with it, and, if so, how much and for how long? One day or six months? Why not make a definite suggestion? My rule is to allow for advertising expenses 1 per cent. of the amount of my sales. I have no idea how that compares with the allotment of other advertisers, big or little, but I do know there are none more constant than I am, I know that the rule is *explicit* and I believe it is conservative. I advertise either four or five times weekly, three columns each in our three weekly papers and either one or two sets of bills each week. I put out a bill Monday, write it in the morning and have them distributed in the afternoon and next morning; papers issue Wednesday and Thursday; and, if I deem it necessary, another bill goes out Friday to stimulate still further the Saturday trade. I get space cheaply, I think, for the amount of matter required to represent six departments. Our city population is 8,000 and I get a three-column space on the first page of our papers for about \$5 each paper per week. For each issue of bills, 1,000 of which are required to properly cover the territory, I pay about the same, the price varying somewhat according to amount of composition involved.

I try to make advertisements readable, to have them possess something of the interest of a continued story, to copy

nobody's expressions or style; to mention each time seasonable, popular and genuine bargains, to have all that is advertised or more for as long as advertised or longer, to use a big charge of shot in preference to a solitary bullet, to aim low and hit the heart (meaning the pocketbook) of as many people as possible.

I believe it would be sound and safe advice to a beginner in advertising to say: "Apply for that purpose in September an amount equal to 1 per cent. of your August sales; in October, 1 per cent. of your September sales, and so on; or, if just starting in business, spend an amount for advertising equal to what you pay for rent, which amount I assume should not be more than 1 per cent. of the business you will do when fairly established. Use cuts freely and adopt or follow the style that seems to be best adapted to your community.

LUDINGTON, Aug. 1, 1891.

Winning Success.

A boy about 16 years of age had been seeking employment in one of our large cities. He looked vainly for two weeks and was well nigh hopeless of getting any work to do when one afternoon he entered a store kept by a gentleman we will call Mr. Stone.

The lad asked the usual question: "Can you give me anything to do?"

Mr. Stone, to whom he appealed, answered: "No; full now." Then, happening to notice an expression of despondency on the youth's face, said:

"If you want to work half an hour or so, go down stairs and pile up that kindling wood. Do it well, and I'll give you 25 cents."

"All right, and thank you sir," answered the young man, and went below.

As the store was about closing for the afternoon he came upstairs and went to Mr. Stone.

"Ah, y. s.," said the gentleman, somewhat hastily. "Piled the wood? Well, here's your money."

"No, sir; I'm not quite through, and I should like to come and finish in the morning," said the young fellow, refusing the silver piece.

"All right," said Mr. Stone, and thought no more of the affair till the next morning, when he chanced to be in the basement, and recollecting the wood pile, glanced into the coal and wood room. The wood was arranged in orderly tiers, the room was cleanly swept, and the young man was at that moment engaged in repairing the coal bin.

Hello," said Mr. Stone, "I didn't engage you to do anything but pile that wood."

"Yes, sir, I know it," answered the lad; "but I saw that needed to be done, and I had rather work than not; but I don't expect any pay but my quarter."

"Humph!" muttered Mr. Stone, and went up to his office without further comment. Half an hour later the young man presented himself, clean and well brushed, for his pay.

Mr. Stone passed him his quarter. "Thank you," said the youth, and turned away.

"Stop a minute," said Mr. Stone. "Have you a place in view where you can find work?"

"No, sir."

"Well, I want you to work for me. Here"—writing something on a slip of paper—"take this to that gentleman standing by the counter there; he will tell you what to do. I'll give you \$6 a week to begin with. Do your work as well as you did that down stairs, and—that's all," and Mr. Stone turned away before the young fellow had recovered from his surprise sufficiently to speak.

This happened 15 years ago. Mr. Stone's store is more than twice as large as it was then, and its superintendent to-day is the young man who began by piling kindling wood for 25 cents. Faithfulness was his motto. By it he has been advanced, step by step, and has not yet, by any means, reached the topmost round of success. He is sure to become a partner some day, either with his employer or in some other business house.

Saginaw—Gustav H. Eyer mann is succeeded by Hamilton & Biles in the grocery business.

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.

Little Breeches.

I don't go much on religion,
I never ain't had no show,
But I've got a middlin' tight grip, sir,
On the handful o' things I know.
I don't pan out on the prophets
And free will, and that sort of thing—
But I believe in God and the angels
Ever sense one night last spring.

I come into town with some turnips,
And my little Gabe come along—
No four-year-old in the county
Could beat him for pretty and strong—
Pearl and chipper and sassy,
Always ready to swear and fight—
And I'd larn him to chew terbacker
Jest to keep his milk teeth white.

The snow come down like a blanket
As I passed by Taggart's store;
I went in for a jug of molasses
And left the team at the door.
They scared at something and started—
I heard one little squall,
And hell-to-split over the prairie
Went team, Little Breeches and all.

Hell-to-split over the prairie!
I was almost froze with skeer;
But we roused up some torches,
And sarched for 'em far and near.
At last we struck horse and wagon,
Snowed under a soft white mound,
Upsot, dead beat—but of little Gabe
No hide nor hair was found.

And here all hope soured on me,
Of my fellow critter's aid—
I just flopped down on my marrow bones,
Crotch deep in the snow, and prayed.

By this, the torches was played out,
And me and Isrul Parr
Went off for some wood to a sheepfold
That he said was somewhar thar.

We found it at last, and a little shed
Where they shut up the lambs at night;
We looked in and seen them huddle thar,
So warm and sleepy and white;
And thar sot Little Breeches and chirped,
As peart as ever you see.

"I want a chaw of terbacker,
And that's what's the matter of me."

How did he git thar? Angels,
He could never have walked in that storm.
They just scooped down and toted him
To whar it was safe and warm.
And I think that saving a little child,
And bringing him to his own,
Is a derned sight better business
Than loafing around the throne.

—JOHN HAY.

Necessity of a Business Education.

From the Apparel Gazette.

"Commerce is King" very truthfully remarks Thomas Carlyle, and his prediction will apply even more fully to our time and nation than to his. To commerce England owes all that she confessedly possesses—wealth, power, dominion, influence. There needs no ghost to come from the grave to foretell us of a similar destiny. The world's history can produce no instance of so young and inexperienced a nation embarking in a commercial career with such hot and eager haste, and pressing it with such determination, and even engrossing persistence. The close and steadfast prosecution of our material interests, which unquestionably stamps our national character, has already rendered us, in the world's estimation, open to reproach and we are everywhere termed worshippers of the almighty dollar. The United States is but one extended counter from Maine to Texas. But we would not have it otherwise. The glaring faults which are now—it may be even offensively—patent to the world, will bring with advancing age their own correction. They are but the accidents of our anomalous condition, and are engendered by the remarkable combination of circumstances which have thus far environed us; they are but the offspring of the bounding pulse and elastic spirits of an impetuous and exuberant boyhood.

The more carefully you prepare business men, with whom in a great measure the future of the country rests, for the lives they are to pursue, the more you enlarge their views, moderate their desires, rectify their aims, and ensure their reasonable success. The dangerous proclivity exhibited by American youth to rush too rashly and without due preparation into the hazardous walks of commerce, is one of the crying evils of the day. It has become, in most quarters, an absolute epidemic. Agriculture, manufactures and the mechanic arts have been too much and too long neglected. The tendency with us now is to congregate in towns and cities, and to throng the avenues to wealth and honor, which are already overcrowded. This propensity is far from healthful and

leads to widespread distress, and great disappointment. Gross ignorance and inexperience are every day yielding terrible bitter and expensive lessons, and most of the lamentable failures which attend mercantile life, and which careful statistics have computed to be equal to 90 per cent of those who embark in business, are directly attributable to shameless mismanagement and ignorance of business, as well as to an absence of commercial experience and discipline.

A faulty, or rather no system of book-keeping has absolutely ruined a larger proportion of our industrious and painstaking merchants than would generally be credited by those having no access to reliable records. Of slovenly business habits, they neither know what they themselves are doing, nor what those with whom their nearest interests are entrusted may be undoing. The disheartening results arising from causes so palpable demand radical reform. They are a sad, but very significant, commentary on the deficient commercial education of the times, and plead potently for correction.

It may be esteemed a truth, and one which both individual experience and trustworthy statistics will confirm, that there is no royal road to success in business life. There, as in all other departments of industry, the most ample and enduring rewards are to the industrious, the methodical and the persevering. In legitimate business, luck, which in speculation may serve to do, or undue, must never be relied on. It lures but to deceive. Its effects are illusory and not substantial. The cases where it has led on to fortune are exceptional ones, and only serve to prove the general rule. The most solid, staple and firmly based prosperity is the direct result of fiscal and regular law, and will no more suffer violence than those of astronomy. In America there is no law of primogeniture, little entailed property, and fortunes change with our weather and rise with our streams. Here, more than anywhere else, experience would seem to give the lie to regular system and plodding method, but observe more closely, penetrate more deeply, and take a wider scope of men and things, and our assertion stands confessed.

The most obvious want of the age and country is a more careful and efficient system, by which young men may be more carefully prepared to enter the crowded arena of business, where so many hazards and vicissitudes beset them, and where they must encounter sharp competition, shrewd rivals, and experienced opposition. They must acquire a thorough acquaintance with the tools they are to employ before they can carve out for themselves fortunes. The race is not always to the swift, nor the battle to the strong, and to succeed in business there needs more than mere desire and industry—resolution, knowledge, prudence, experience, calculation, and regular method are all required.

Danger of Wheat Famine.

The New York Sun recently intimated editorially that there is danger of absolute starvation throughout Europe on account of the failure of the wheat crop. It says: "Is not Europe face to face with a state of want such as has never threatened so great a population since the dawn of history?" And then it adds: "On all the earth there is but one substitute possible for the deficient rye and wheat—but one means of preventing even in part the devastation threatened—and that is by the use of American maize, should we be so fortunate as to harvest a full crop." There will be enough wheat or rye, or both, to go round, notwithstanding the foregoing.

Insurance Satisfactorily Adjusted.

MUSKEGON, Aug. 15—The loss sustained by the burning of the sawmill of M. Wilson & Co. has been adjusted, the insurance companies paying the full amount of the policies, \$20,000. Wilson & Co. have leased the sawmill of C. J. Hamilton and will operate it the remainder of the season. Workmen are now making repairs and it is expected the mill will be in condition to start up in about two weeks.

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.	1:30 p.m.

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

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

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

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

*Daily. *Daily except Sunday.
Trains arrive from the east, 6:40 a. m., 12:50 p. m., 5:00 p. m. and 10:25 p. m.
Trains arrive from the west, 6:45 a. m., 10:10 a. m., 3:35 p. m. and 9:50 p. m.
Eastward—No. 14 has Wagner Parlor Buffet car, No. 18 Chair Car, No. 32 Wagner Sleeper.
Westward—No. 81 Wagner Sleeper, No. 11 Chair Car, No. 15 Wagner Parlor Buffetcar.
JOHN W. LOUD, Traffic Manager.
BEN FLETCHER, Trav. Pass. Agent.
JAS. CAMPBELL, City Ticket Agent.
23 Monroe Street.

CHICAGO & WEST MICHIGAN RY.
JUNE 21, 1891.

DEPART FOR	A. M.	P. M.	P. M.	P. M.
Chicago.....	10:00	1:15	11:35	.....
Indianapolis.....	10:00	1:15	11:35	.....
Benton Harbor.....	10:00	1:15	11:35	6:30
St. Joseph.....	11:00	1:15	11:35	6:30
Traverse City.....	7:25	1:15	11:30	.....
Muskegon.....	9:00	1:15	5:40	6:30
Manistee.....	7:25	1:15	5:25	.....
Ludington.....	7:25	1:15	5:25	.....
Big Rapids.....	7:25	1:15	5:25	.....
Ottawa Beach.....	9:00	1:15	5:40	6:30

+Week Days. *Daily. §Except Saturday.

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

DETROIT, LANSING & NORTHERN R R
JUNE 21, 1891.

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

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

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

Grand Rapids & Indiana.
In effect July 19, 1891.
TRAINS GOING NORTH.

Trains	Leave	Arrive
For Saginaw & Big Rapids.....	6:50 a.m.	7:05 a.m.
For Traverse City & Mackinaw.....	6:50 a.m.	7:30 a.m.
For Traverse City & Mackinaw.....	9:15 a.m.	11:30 a.m.
For Saginaw.....	.....	4:30 p.m.
For Traverse City.....	2:15 p.m.	5:05 p.m.
For Mackinaw City.....	8:45 p.m.	10:30 p.m.

TRAINS GOING SOUTH.		
Trains	Leave	Arrive
For Cincinnati.....	6:00 a.m.	10:10 a.m.
For Kalamazoo and Chicago.....	10:20 a.m.	10:30 a.m.
From Big Rapids & Saginaw.....	11:50 a.m.	.....
For Fort Wayne and the East.....	5:25 p.m.	2:00 p.m.
For Ft. Wayne.....	.....	6:00 p.m.
For Cincinnati and Chicago.....	10:00 p.m.	10:30 p.m.
From Saginaw.....	10:40 p.m.	.....

Muskegon, Grand Rapids & Indiana.		
Trains	Leave	Arrive
For Muskegon—Leave.....	7:00 a.m.	10:10 a.m.
.....	12:45 p.m.	5:15 p.m.
.....	6:30 p.m.	10:15 p.m.

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

Chicago via G. R. & I. R. R.			
Trains	Leave	Arrive	Trains
Lv Grand Rapids	10:30 a.m.	2:00 p.m.	10:30 p.m.
Ar Chicago	3:55 p.m.	9:00 p.m.	6:50 a.m.
10:30 a.m. train through Wagner Parlor Car.			
16:30 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.	8:00 p.m.	6:50 a.m.
3:10 p.m. train 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.
G. 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.

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Watch Maker
AND Jeweler,
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Grand Rapids - Mich.

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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.,
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157 South Water St., CHICAGO.
Reference: FIRST NATIONAL BANK, Chicago.
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