

MICHIGAN TRADESMAN.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, AUGUST 26, 1891.

NO. 414

PEOPLE'S SAVINGS BANK.

Cor. Monroe and Ionia Sts.,

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

Depositors' Security, \$200,000.

OFFICERS.

Thomas Hefferan, President.
Henry F. Hastings, Vice-President.
Charles M. Heald, 2d Vice-President.
Charles B. Kelsey, Cashier.

DIRECTORS.

D. D. Cody
S. A. Morman
Jas. G. McBride
Wm. McMullen
D. E. Waters
Jno. Patton, Jr.
Wm. Alden Smith
H. C. Russell
John Murray
J. H. Gibbs
C. B. Judd
H. F. Hastings
C. M. Heald
Don J. Leathers
Thomas Hefferan.

Four per cent. interest paid on time certificates and savings deposits. Collections promptly made at lowest rates. Exchange sold on New York, Chicago, Detroit and all foreign countries. Money transferred by mail or telegraph. Municipal and county bonds bought and sold. Accounts of mercantile firms as well as banks and bankers solicited.

We invite correspondence or personal interview with a view to business relations.

THE
Grain
Rapids
FIRE INS. CO.
PROMPT, CONSERVATIVE, SAFE.
S. F. ASPINWALL, Pres't.

W. FRED McBAIN, Sec'y

SEEDS

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

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

W. T. LAMOREAUX & CO.,

128, 130, 132 W. Bridge St.,

GRAND RAPIDS, MICH.

ESTABLISHED 1841.

THE MERCANTILE AGENCY

R. G. Dun & Co.

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

Wayne County Savings Bank, Detroit, Mich.

\$500,000 TO INVEST IN BONDS

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

WANTED!

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

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

THOS. E. WYKES,

WHOLESALE WAREHOUSE AND OFFICE:

Cor. Wealthy Ave. and Ionia on M. C. R. R.
BRANCH OFFICE: Builders' Exchange.
Correspondence Solicited.

OYSTERS

The season commences September 1. Let your orders come. Will guarantee prices, which will be quoted here next week. Our Solid brand takes the lead.

We have the finest dairy butter the country affords, price 17 cents.

EDWIN FALLAS & SON,

Manufacturers of mince meat, sauerkraut and pickles. Dealers in butter, eggs, cheese, oranges, lemons and sweet cider.

Valley City Cold Storage,
GRAND RAPIDS, MICH.

Harvest Excursions
At LOW RATES
via Missouri Pacific Ry.
and Iron Mountain Route.

To Missouri, Kansas, Arkansas, Texas and all points West and Southwest. Aug. 25, Sept. 15 and 29. Good for 30 days, with stop-over privileges.
H. C. TOWNSEND, G. P. A., St. Louis, Mo.

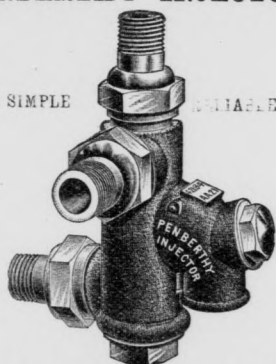
WANTED--All kinds of Poultry, live or dressed. Consignments solicited.

F. J. DETTENTHALER,

117 Monroe Street,

GRAND RAPIDS, MICH.

PENBERTHY INJECTORS.



The Most Perfect Automatic Injector Made.

42,000 in actual operation. Manufactured by
PENBERTHY INJECTOR CO.,
DETROIT, MICH.

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.

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 GREAT MINING "BOOM."

Many years have passed since the famous Sierra Nevada "boom" occurred, but so impressive were its results, that probably some thousands of persons still retain a lively if not a pleasant recollection of the event. Things had been too quiet on the Comstock Lode for the interests of the handful of men who really ruled and ran the San Francisco Stock Market. The public, whose speculative eagerness alone makes a market, had for some time been shy of investment. The plain truth was that they had been plundered so frequently and so mercilessly that not only were their pockets empty, but their faith was staggered. There is no limit to public credulity in such matters, but to keep this foible at the working stage, it is necessary to hold out at least an occasional show of possible gains, and it is generally held best to let a few outsiders make a little money now and then, so as to preserve something like a tradition of fair play. As a matter of fact, no game of "three-card monte" or "chuck-aluck" could be more essentially and systematically fraudulent than the manipulations which controlled the market; and the evidences of this were so abundant and recent, that the wayfaring man, though a fool, might have realized the truth. But there is nothing so blinding as greed, and the average stock-gambler always thought that, no matter how many of his neighbors had been taken in, his sagacity would enable him to come out a winner. Rapacity and self-conceit together reinforced the stock manipulators at every turn, and enabled them to do very much as they pleased. A time had come now when in their judgment a new "deal" was in order, and, curiously enough, it was just the moment when rumor about the Sierra Nevada mines began to get abroad.

The stock of that mine was down to five dollars a share, and it was known that the working prospect was not encouraging. But it was now whispered that the superintendent had been sinking an experimental shaft; that he had struck a great body of ore; that the assays were enormously rich, and that Sierra Nevada was the best "buy" in the market. So far all was rumor and conjecture. No report was published. No official information was vouchsafed. It was at this decidedly hazy juncture that a young broker of Virginia City, Nevada, named Joe McGirk, learned for a positive fact that the report was substantially true, and, though shrewd and skeptical by nature and through much business experience, began to feel the first exciting influence of the coming "boom." Sierra Nevada began to rise. In one day's Board it went up to twenty-five. Then it was whispered that the stockholders and managers were trying to get hold of all the stock before the truth was known generally; and upon the strength of that suggestion, the stock bounded up to fifty. By this time the "boom" was fully under way, and when an official report from the superinten-

dent was published, confirming the most exciting rumors, the public threw themselves upon the mine like famished wolves. At the end of a week the stock stood at two hundred, and the movement was still upward, while everybody had gone stock-mad on the subject of Sierra Nevada.

It is indeed the chief characteristic of all "booms" that they bereave people of their senses, and that they level all distinctions of intelligence. The sharpness and most experienced broker or business man, banker or capitalist, professional speculator, nay, even the makers of booms themselves, fall under the spell, yield to the contagion precisely as in an epidemic, and throw experience, judgment and reflection to the winds. Joe McGirk was a smart young man, and under every-day conditions could take care of himself very well. But here was a cyclone of excitement, a tornado of gold-hunger, sweeping everything before it, and it took him off his feet. A broker in a mining "boom" is specially exposed, indeed. His office is beset by customers, old and new, who clamor for stock, who want it on a margin, who mortgage their homes rather than not buy, who become crazier every hour as the bulletins show that the pet stock is still rising on the exchange. And it must be said, sadly enough, that at such times the women seem even greedier than the men. They are certainly more reckless and more excited. Joe McGirk was besieged by fair customers who wanted him to put their diamonds, their wardrobes, their houses, their horses and carriages, everything they possessed, up on a margin. The whole population of Virginia City was in the same frenzied condition. Every servant-girl, every porter, every boot-black in the town had something at stake. When Sierra Nevada stood at two hundred, all manner of strange stories were going the rounds. This man's cook had made a hundred thousand dollars; that man's table-girl was richer than her mistress. His honor, the mayor, estimated that the three servants who waited on him represented half a million dollars more than he himself could sign a check for. It was a revolution. The bonds of society were loosed. Every imaginable combination was tried. No one believed any freak of fortune to be impossible or improbable. As for Joe McGirk, he was engaged to a very nice girl who taught in the public schools, and, when Sierra rose to twenty-five, had advised her to invest five thousand dollars—all her little fortune—in the stock, and then hold on to it "like grim death."

Naturally, she took his advice—not being as yet married to him—and sat down to wait till Fortune came along and filled her lap. Then the stock rose to two hundred, she would have been willing to sell, but her lover would not hear of it. For by this time he had become as crazy as his customers, and he had committed the fatal error—for a broker—of speculating on his own account. This was common enough on the Comstock, but the men who followed the practice

invariably came to grief in the long run. But it was very hard to resist the temptation, and then, Joe had a reason for yielding which might have upset a far more level judgment than his was at the moment. He had a millionaire brother in San Francisco, who was notoriously deep in the councils of the mine managers. Now to this brother Joe had gone, and had asked him for a "pointer." The answer, given in a hearty and confidence inspiring tone had been: "Buy Sierra, my boy! Buy Sierra, and don't be in a hurry to sell!" And Joe accordingly bought Sierra with all the money he could raise. He had thirty thousand thousand dollars of his own. That was his business capital. It all went into the "boom." Meanwhile the stock continued to rise. On Monday it went to two hundred and twenty-five; on Tuesday to two hundred and fifty; on Wednesday to two hundred and sixty-five; on Thursday to two hundred and seventy-five. All this time the agitation in the community was indescribable. There was no place in which men, women, and even children, were not discussing Sierra Nevada. At every meal, when people came together; in the saloon, the barber shops, the theatres, business offices, on the streets—everywhere, and from early morning to late night, this one topic absorbed and obscured all others. Every vestige of prudence and caution had long since been cast away. The gambling madness had possession. The faces on the street were representative of nothing but fierce avarice and burning rapacity. Virginia City resembled a Pandemonium. No other business than that of stock-gambling was thought of. The working miners spent every dollar they could raise in Sierra Nevada, and hundreds of them sold or mortgaged their little homes for that purpose. The pawn brokers drove a roaring trade during those days, and no matter how deeply the people were involved, scarcely one of them thought of selling.

Yet the fact was that the "boom" had culminated. It had from the beginning had no solid foundation, and, in the absence of any further good news of the alleged new ore-body, it was inevitable that that a reaction should come. But after the manner of all "booms" the gamblers continued to hold on and to hope. Men who thought themselves coldly prudent, and who had actually sold out when the stock reached two hundred, could not resist the temptation of the further rise, and plunged in again, buying more frantically than ever. The millionaire brother of Joe McGirk had promised to let the latter know when it was time for him to "unload," but no warning reached the young broker, and, if it had, it is very doubtful whether he would have paid any attention to it. So, two weeks passed, and the second Saturday closed with Sierra Nevada apparently firm at two hundred and eighty-five. The following Sunday proved an anxious day. Somehow a great many people had made up their minds to sell on the coming Monday, and, as if to confirm this resolve, ugly rumors crept about—coming none knew whence—and causing cold chills to run down the backs of speculators. McGirk at last realized that the end of the "boom" was at hand, and he telegraphed to San Francisco to sell his stock as soon as the board opened.

It was too late. He could have sold out on Saturday and withdrawn with a

fortune. On Monday the bottom dropped out of Sierra Nevada. No sooner was the Board open than the truth became apparent. Every one was trying to unload, and there were no offers for the doomed stock. Panic quickly succeeded. The quotations sank with appalling rapidity. Nobody was holding up the stock. The market was literally swamped with it. Fortunes that had grown like Jonah's gourd shrivled in an hour. Margins were nowhere. Ruin stared the boldest in the face. Joe McGirk quickly realized the extent and implications of the collapse, and he was crushed by the disaster. For it was not alone his own capital that was swept away. He could have endured that, being used to ups and downs. But his advice had ruined his sweetheart, poor Grace Eusor, and it had put their marriage indefinitely out of the question. Joe felt that he could not face Grace as yet, and since nothing could be done to help her he resolved to go to San Francisco and "have it out" with his brother, who had failed to warn him in time.

The interview did him no good. His brother took his reproaches very coolly, and when he had freed his mind with a good deal of energy, merely said:

"Joe, that's all nonsense. There is no friendship in business, and if you don't know it you're not fit to be in business. I was not going to sacrifice my interests and those of my associates to save you a few thousands, and, besides, I knew that if I gave you a tip, you'd be sure to tell somebody else, and the whole thing would have been blown. If you had shown any common sense in the matter I might have helped you out, but the tour you've taken lets me out, and so you needn't expect anything from me. And now I am busy, and you had better go."

That was the end of it. Joe knew his brother well enough to be certain that after such a declaration nothing was to be hoped for from him, and he turned away with despair in his heart. His case, however, was but one of thousands, and that fact made the situation the more hopeless. When a whole community is struggling in the grip of bankruptcy the individual has no chance. Every ordinary avenue is closed. The best collaterals prove worthless at such a crisis. Character, ability, energy count for nothing. The banks cease to be resources and become aggravators of the panic. At the moment when everybody is crying out for extra accommodations, it is impossible to obtain the most usual help. Loans are called in, demands are made for the settlement of overdrawn accounts. Margins are wiped out. Securities are sealed down and fresh collaterals required on old advances. Everywhere the screw is put on, and all but the few strong capitalists are ground into powder.

Joe McGirk knew perfectly well that his own case was hopeless. His little fortune was swept away in the torrent of the panic. Nor was there any prospect of a future opportunity for recovery. In twenty-four hours Sierra Nevada went down to two and a half dollars a share. It was now known that the report about the new ore-body had been, to say the least, premature and exaggerated. Of course, there were curses loud and deep for the manipulators; but when men feel that, after all, their own insensate folly has been the most efficient agent in their ruin, they cannot take much satisfaction

New Line of **PENNY GOODS** for September Trade.

Order Tycoon Gum and Chocolate Triplets.

A. E. BROOKS & CO.,

No. 46 OTTAWA ST., GRAND RAPIDS

W. H. DOWNS,

— JOBBER OF —

Notions & Fancy Goods.

8 So. Ionia St., Grand Rapids, Michigan.

The Inspection of the Trade Solicited.

Do You want a Cut

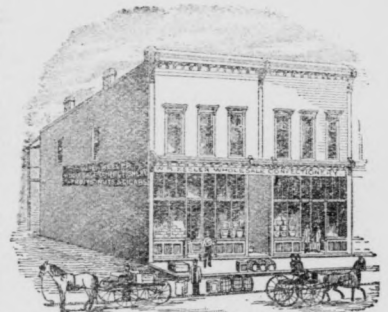
OF YOUR

STORE BUILDING

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



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



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

THE TRADESMAN COMPANY,

ENGRAVERS AND PRINTERS,

GRAND RAPIDS, MICH.

in fault-finding. The press, as in duty bound, denounced the "boom" roundly and said bitter things about those who were supposed to have engineered it; but that altered nothing. Everybody had lost his money; many were permanently impoverished; and there was no way of recovering a dollar. Joe McGirk returned to Virginia City gloomy and depressed. He knew he could no longer delay the inevitable explanation with Grace, and the more he thought of it the more he dreaded it. Not that he was afraid of what Grace might say. He knew beforehand that she, dear girl, would take her misfortune sweetly and would do her best to console him. It was not her reproaches, but his own, that unmanned him; for now that the glamour had passed away he saw his own rashness only too clearly, and he could find no excuse for himself. Still, the situation had to be faced, and the sooner the better. Before he went to Grace, however, he thought he would take a spin out to the reservoir—where in flush times, it was the custom to have gay picnic and fishing parties. The trotters in which he took such pride would have to be sold, of course, but he might as well ride behind them once more. So he ordered his buggy to be bought around, and drove out.

It was a dull afternoon, and Mount Davidson and all the surrounding country looked particularly bleak and desolate. Arrived at the reservoir, he put up his horse and strolled by the water. As he halted presently and looked out over the gray expanse a deadly thought came into his mind. Why—thus it shaped itself—should he go on any longer with a life which had ceased to be worth living? What was left to him to hope or work for? He must give up Grace, for he could not ask her to bind herself to a pauper; and though after years of hard work he might scrape together another competence, he must not ask her to wait upon an uncertainty. At his feet lay a sure and speedy cure for all the ills of life. Why not take it? So he mused, his mood becoming darker and the temptation stronger. There seemed to be no way out but this, he said to himself. He was too tired and heartsick to begin everything again from the bottom. Automatically, he took off his hat and dropped it on the bank beside him. He began in the same absorbed way to unbutton the light overcoat he was wearing. Then he slipped it from his shoulders and threw it on the ground. He was out of sight of the house. Silence brooded over the scene. Overhead a dull gray sky; below, the dull gray water; within his soul, darkness; at his feet, oblivion. So he stood, bareheaded, his hands clasped in front of him, his gaze turned inward, seeing, hearing nothing, almost ready for the final act of the tragedy.

A voice and a light touch upon his shoulder recalled him suddenly to himself.

"Joe," said the voice, gently, "what are you doing here?"

He turned, trembling, shivering under the soft weight of the girl's little hand.

"Grace!" he stammered, answering, in his confusion, her question with another. "What brought you out here?"

She looked at him tenderly and slipped her hand under his arm.

"Put on your hat and coat, Joe, and come away. You will catch cold standing so long by the water."

By this time he had partly recovered his composure, and the sense of what he had brought upon that loving creature smote him bitterly.

"Oh, Grace!" he cried. "My darling girl! How could I face you after the ruin I have plunged you into?"

Upon this apostrophe Grace opened her lovely eyes wide with the most innocent air of perplexity, and cried:

"Joe, what in the world do you mean? Have I complained of anything? Did I tell you I had lost anything? Did you not invest my money in that beautiful mine, and has not the delightful stock been going up and up like a soaring balloon ever since?"

Joe groaned. He could not help it. This was really worse than the worst he had anticipated. The poor girl did not even know the calamity that he had thrust upon her. Here she was, reposing absolute confidence in the security of the investment he had made for her, and the investment—Truly, words could not do justice to the appalling irony of the situation. He was, in a measure, prepared for tears and lamentations, but this total misapprehension, this dreadful ignorance of what had happened, almost stunned him. And yet, it suddenly occurred to him, how was it possible that Grace should really be ignorant of that which was being talked about from one end of Virginia City to the other? The assumption was too incredible. Nevertheless—and he looked at her again to make sure—it was evident that she was untroubled; and even if she knew the worst it had not disturbed her serenity. But how could that be?

While these thoughts were passing through his mind, Grace was watching his face, and it occurred to him, at last, that a certain air of subdued mischief was lurking in her eyes. He caught at the suspicion eagerly.

"Grace," he said, "you are making fun of me. You know all that has happened. It is impossible that you should not have learned it; and yet you are free from care. Tell me, dearest; what does this mean?"

Then Grace threw back her head and laughed; and though Joe had not the remotest idea of what caused this laughter, somehow it had the effect upon him of sunshine; and without argument in evidence, life really seemed worth living once more.

"The fact is, Joe," she said, when her laugh was ended—and she came close to him, and stood in front of him, and took hold of the top button of his cutaway coat, as she spoke—"the fact is, Joe, it is you who have things to learn, not I. Why I am not troubled dear, and why you must be no longer troubled is, that I sold out all my Sierra Nevada at two hundred and fifty, and that I have the money in the bank, and very much at your service, my dear."

What Joe said to this it is not necessary to add; only it may be added that he did not drown himself in the reservoir, and that two weeks thereafter a quiet but merry wedding was celebrated at Virginia City, the name of the bride being Grace Ensor. G. F. PARSONS.

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

GOLD MEDAL, PARIS, 1878.

W. BAKER & Co.'s Breakfast Cocoa

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

No Chemicals

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

Sold by Grocers everywhere.

W. BAKER & CO., DORCHESTER, MASS.

E. J. SAVAGE, HOUSE MOVER,

Bridge Building and Pile Driving.
Safes Moved and Smoke Stacks Raised.
271 First St., GRAND RAPIDS.

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.

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.

F. J. DETTENTHALER

— JOBBER OF —

Oysters

AND

Salt Fish



Mail Orders Receive Prompt Attention.

See Quotations in Another Column.

CONSIGNMENTS OF ALL KINDS OF WILD GAME SOLICITED.

AMONG THE TRADE.

AROUND THE STATE.

Detroit—James W. Hine has sold his drug stock to John Moore.

Coleman—D. McIntyre has sold his grocery stock to Henry Boyce.

Batavia—J. L. Purdy has sold his general stock to G. W. Morehouse.

Allegan—C. D. Ritchie has engaged in the merchant tailoring business.

Mecosta—Smith & Thomas succeed M. Hagenbaugh in the meat business.

Kalamazoo—W. L. Brownell has sold his grocery stock to Allen & Soles.

Belleville—Geo. E. Blodgett has purchased the drug stock of V. G. Woods.

Dundee—Cochrane & Rankin have sold their elevator and coal business to J. D. Smith.

Ovid—W. H. Hart has bought the bakery and confectionery business of J. A. Travis.

Hillsdale—Lipps & Stone, cigar and tobacco dealers, have dissolved, the former continuing.

Caledonia—W. T. Hardy has removed his boot and shoe stock to Sparta, where he has re-engaged in business.

Empire—John and George Esch, of Platte, have purchased a site, and are soon to open a meat market in Empire.

Lake City—Van I. Witt has purchased the drug and book stock of H. A. Fisher—not Sands & Witt, as previously stated.

Big Rapids—The cigar firm of Gile & Blanchard is now Gile & Dowell, Jessie Dowell having purchased Mr. Blanchard's interest.

Sparta—M. Lightstone has concluded not to remove to Carson City, but will remain in Sparta and add a line of groceries to his general stock.

Big Rapids—S. S. Wilcox, who was engaged in the hardware business here for many years, has arranged to remove to West Superior in the near future.

Bay City—The dry goods store of the Bancroft-Thompson Company was closed last Wednesday by the mortgagees, the H. B. Clafin Company, of New York.

Eaton Rapids—R. H. Reynolds has sold his boot and shoe stock to Mr. Burhans, of Owosso, and the same was packed and shipped there last Saturday.

Detroit—McDonald, Rich & Co. have filed articles of association. The capital stock is \$40,000, held by Frank M. Thompson, A. W. Wright, Charles F. Rich and George S. McDonald.

Gaston—H. M. Patrick, who has been in the general merchandise business ever since the town started, has closed out his stock of dry goods, boots and shoes, and will stock up with groceries.

Hart—Sanford & Henwood have closed out the remainder of their grocery stock to C. Slaght and E. S. Houghtaling, and the fixtures to Dr. H. B. Hatch. The latter and B. S. Reed are getting the room ready for their stock of drugs. S. & H. have not decided as to future action.

Manton—H. C. McFarlan recently uttered five chattel mortgages on his general stock—one for \$1,200 to Lucy A. Brown, of Belding; one for \$300 to Chas. Noble; one for \$900 to M. F. White, the local banker; one to Eliza Snell for \$106, and a fifth to M. P. Baldwin 2d, & Co., of Detroit. Mr. White has foreclosed on his mortgage and the stock is advertised to be sold on the 28th. Mr. McFarlan has been in business here for seventeen years and his failure is a matter of general regret.

MANUFACTURING MATTERS.

Detroit—F. L. Kidder & Co. succeed Kidder & Piper in the flour mill business.

St. Louis—C. A. Smith, of the firm of Smith, Claggett & Co., stove manufacturers, is dead.

Kalamazoo—The Featherbone Corset Co. has filed articles of association. The capital stock is \$75,000, one-half paid in.

Saginaw—H. W. Sibley has purchased the mill property site, booms and docks of the East Tawas Lumber Co., at that place, the consideration being \$13,650.

West Branch—The shingle mill of the French Lumber Co. has been idle several weeks, but it is expected it will be stocked and run during the fall months.

Alpena—The Minor Lumber Co. had 1,000,000 of timber in Presque Isle county damaged by fire last week, and it will be cut as soon as possible.

Cheboygan—The Cheboygan Lumber Co. will begin running its mill nights the first of next month. The mills of Cheboygan have been lucky this season in having all the stock they can handle.

Flint—W. A. Patterson, whose carriage and road cart factory was burned a short time ago, has refused the council offer of ten years' freedom from taxation, and will probably remove to Saginaw.

Saginaw—S. G. M. Gates, of this city, has purchased a lot of stump lands in Iosco county of R. A. Alger and M. S. Smith, of Detroit, the consideration being \$4,500. It is said there is considerable scattering timber on the lands.

Detroit—The United States Frumentum Co., formed for the preparation of cereals under a patent, has filed articles of incorporation. The capital stock is \$14,000 and the stockholders are John P. Fleitz, Florence D. Eatherly, Frank Lauhoff, William Lauhoff and Henry A. Lauhoff.

Bay City—W. T. Jones has started a camp in Presque Isle county, where he will put in a large quantity of long logs for Alger, Smith & Co., of Detroit. The logs will be put into Little Huron lake, where they will remain until the northern extension of the Alger road reaches the lake.

Bay City—Kanouse & Norrington, who have been interested in lumbering, are winding up their business. Mr. Kanouse operated the mill of the Mackinac Lumber Co., at St. Ignace, last season, and had leased it for five years, but there was some disagreement this season regarding the conditions of the lease, and the mill has been idle.

Muskegon—W. S. Horn has been appointed by Judge Dickerman receiver of the Muskegon Iron Works Co. This company was operated by a copartnership composed of Daniel Kerr, Joseph Latsch, C. B. Kerr and Wm. Schergen, the shop being at the intersection of Pine and Israella streets. The works were said to be doing a good business until the partners disagreed and went to law. Mr. Horn will file his bond immediately and at once begin the work of turning the property into cash.

He Knew the Women.

Proprietor of a dry goods store—If a lady, after examining a piece of dress goods, had expressed her satisfaction with it, would you ask her how many yards she desired?

Applicant—No, indeed. I should ask her where she would have the sample sent.

Proprietor—I guess you'll do. I see you've had experience.

A Morocco Finisher's Anecdote.

From the New York Evening Sun.

"I'm a morocco finisher by trade," said the man with the yellow beard, as he ordered some more huckleberry pudding with both kinds of sauce, "and when I worked in Red Bud a man came into the shop one day and wanted to borrow fifty cents. 'Well,' says I, 'I never saw you before, who are you?' 'That's all right,' says he, 'there's a man down to the bar, down on the corner says that you are a mug-eyed Turk, and if he says it again there's going to be a bother.'"

"So I lent him fifty cents and he walked down to the barroom and walks into the room and calls out: 'Any man that calls Gus Coon's a mug-eyed Turk has got to fight me.'"

"Well, Bill Halkins was sitting over in the corner and this feller looked pretty ornary and drunk and feeble, and Bill gets up and walks forward and says: 'Coons is a Turk,' and then they formed a ring right there, and the bum broke two of Bill Halkins' teeth and cut his eye horrid, and then he butted him over the heart and threw him a back heel and bit him in the ear. And then he got a half Nelson on him and had his neck broke only they pulled him off, and then he came back to the shop."

"Well," I says when he walked in.

"No," he says; 'a man called you a mug-eyed Turk. You ought to see him,' and he took off his coat and set down on a bench; and I gave him a knife and he went to work, and I walked down to the bar. There was Halkins on the floor; they was sponging his head with vinegar."

"Well," I says, 'Bill, couldn't you do that bum?'

"No," says Bill, 'and he looked kinder sickly, too.'

"Well," I says, 'you're the sickly one now, don't be calling me names.' And then everyone laughed and I went back to the shop."

Country Callers.

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

August Swanson, Hobart.
Geo. Lane, Coopersville.
W. T. Hardy, Sparta.
J. Cohen, White Cloud.
Hamilton & Milliken, Traverse City.
N. B. Blain, Lowell.

The Grocery Market.

Sugar is without particular change.

The Biscuit Co. has advanced some grades of crackers $\frac{1}{2}$ ¢, probable due to the advance in flour. Jobbers who have old pickles are closing them out very low, to make room for new stock.

Sell Good Goods.

From the Dry Goods Chronicle.

"We never talk price, but always quality," said a leading retail merchant in a great city, and who sells goods only for cash on delivery. This man is getting rich fast, his trade is steadily increasing, and these facts add to the significance of his remark. "Quality," he says, "is what after all makes or loses a customer. Price has nothing to do with a customer's palate. We are all, more or less, slaves to appetite, and know no other law than self gratification. The pleased palate is wedded to the sources of its gratification, and does not stop to compare prices. If an article is offered cheaper by some competitor, the pleased customer says it is because the service is inefficient, or that a low price on one article is only an excuse for an extravagant price on another, and, therefore, he becomes the steady patron of the store where quality is the first consideration, and where a fair price is the rule."

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. 298

FOR SALE—\$5,500 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. 301

FOR SALE—DRUG STOCK IN THRIVING SUMMER resort town. Will inventory about \$1,200. Rare opportunity. Address Lock Box 87, Crystal, Mich. 299

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. 302

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. 303

WANTED—I HAVE SPOT CASH TO PAY FOR A general or grocery stock; must be cheap. Address No. 25, care Michigan Tradesman. 304

WANTED—PARTNER TO TAKE HALF INTEREST in full roller mill; must be practical miller. J. E. Richmond, Jackson, Mich. 302

SITUATIONS WANTED.

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. \$1,300. Terms to suit. Address No. 187, care Michigan Tradesman. 187

FOR SALE OR RENT—CORNER LOT AND 5-ROOM house on North Lafayette St., cellar, brick foundation and soft water in kitchen. \$1,300. Terms to suit. Cheap enough for an investment. Address No. 187, care Michigan Tradesman. 187

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. 297

To the Trade:

The opening of the regular season is fast approaching, and to all who deal in Oysters we wish to state that we would be pleased to have you start in by favoring us with an order for our "**P. B. Brand**." That it has merit has been proved by its popularity, that it will be kept up to standard, we pledge our reputation. All of our local jobbers will be pleased to fill your orders, and we ask that you specify when ordering, the P. B. brand, always fresh, clean and uniform.

THE PUTNAM CANDY CO.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

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

GRAND RAPIDS GOSSIP.

John H. Wierenga has sold his grocery store to Seth Ellis.

August Swanson, sawmill operator at Hobart, has put in a grocery stock. The Olney & Judson Grocer Co. furnished the stock.

The Geo. W. Woodburn & Co. clothing stock has been purchased by J. Levinson, of Petoskey, who has removed it to that place.

J. E. Hutchinson, dry goods dealer at Fennville, has added a line of groceries. The stock was furnished by the Olney & Judson Grocer Co.

The Hazeltine & Perkins Drug Co. has sold the Ives & Day drug stock, at Belding, to C. W. Ives, who will continue the business at the same location.

H. H. Freedman, cigar manufacturer at Lansing, has opened a tobacco store in connection with his factory. The Ball-Barnhart-Putman Co. furnished the stock.

The Lustig failure is to be re-opened by an attorney who claims to have unearthed a piece of testimony which will enable him to secure the annulment of the mortgages.

Purely Personal.

J. Cohen, the White Cloud dry goods merchant, was in town one day last week.

H. D. Shields, book-keeper for Brown, Hall & Co., has gone to Hilliards for a week's vacation.

Dan C. Steketee and wife have taken possession of their handsome residence at 300 Fountain street.

Samuel M. Lemon is confined to his bed with an acute attack of inflammation of the bowels. At last accounts he was slowly improving.

Adolph G. Krouse has the sympathy of the trade in his concern over the dangerous illness of his son, a lad of 14 years. The boy is suffering from a relapse of the typhoid fever.

Too Important.

From the Canadian Grocer.

A certain dry goods clerk was in the habit of saying to his associates that the concern would find it pretty hard to get along without him. These remarks came to the ears of the senior partner, and he called the clerk into the inner office.

"Mr. Jenkins," he began, "you are very efficient, and we highly appreciate your services, but we have heard it said that were you to die, the business could not possibly survive the loss. This has worried us a good deal, for you, like all the rest of us, are liable to drop off suddenly."

"We have concluded, therefore, for our peace of mind, to experiment while we are both in good health, and see if the concern can bear up under your loss. You will accordingly consider yourself dead for one year, and we will try to get on without you for that length of time."

In Blast Again.

FRUITPORT, Aug. 18.—The Spring Lake Iron Co.'s furnace went into blast again to-day, stimulated by the more favorable outlook in the iron market. Extensive repairs have been made to the plant during the sixty days it has been idle.

Bank Commissioner Sherwood has instituted the Marine City Savings Bank as a State bank, with a capital of \$50,000. The People's Bank, in the same place, has also been reorganized as a State bank.

Use Tradesman Coupon Books.

Substitution in the Yeast Business.

GRAND RAPIDS, Aug. 24. — As your journal is devoted to the discussion of trade subjects, I wish to lay a matter before your readers, with a view to future consideration.

I usually do my trading at —'s grocery store, on Canal street. Noting in a local organ of trade unionism that a certain brand of compressed yeast was boycotted, I resolved to use that make in my family hereafter, as I consider it the duty of every honest man and patriotic American to oppose the boycott with all the power at his command, for the reign of the boycott would see free America without freedom and plunge the American citizen into slavery more odious than that from which the negroes were liberated by the proclamation of Abraham Lincoln.

Calling for the article above referred to, I was assured it was kept in stock and asked the clerk to do me up a package. I noticed he was a long time in bringing it and I further noted that the label had been nearly all torn off. Satisfied that the clerk was deceiving me by substitution, I again questioned him, when he again solemnly assured me that the yeast was the brand I called for. Inspection by daylight disclosed the fact that the remaining portion of the label was a different color than that used on the yeast I wished to purchase, the clerk having told two falsehoods for the sake of a two-cent sale.

Nathan Church, who edited the now defunct *Daily Times* for several years, was in the habit of remarking that he would not tell a lie for sixteen and two-thirds cents, but that he would tell six for a dollar. The grocery clerk goes him one better by uttering falsehoods for a penny apiece.

Of course, I shall never have any confidence in that clerk again and shall refuse to be waited on by him when trading with Mr. — hereafter. What I wish to impress on Mr. —'s mind is this: Will not the clerk who will lie to a customer steal from his employer?

CUSTOMER.

Appreciate Your Business.

That man is a poor specimen of enterprise who runs down his own business and wishes he had never gone into it. We heard a mechanic say: "If I had a boy, he should never learn my trade; it's the poorest way of making a living there is, and anything else is better."

The chances are that he was a poor workman and vented his spite by cursing his employment. The day's labor was regarded as a task, and the hours spent in his shop as so many robbers of his liberty.

The same is true of a merchant who despises or professes to despise his honorable calling. Nothing in all secular employment has furnished nobler examples of intellectual vigor, honorable success and useful life than the vocation of a merchant, and any man should be proud to be in it. No business has done more to create the civilization of the age and oil the wheels of the world's progress.

King Solomon, the wisest man of ancient history, was a merchant on the reciprocity plan, with Hiram, king of Tyre who thought he could make a good bargain. He is said to have cleared about \$10,000,000 on a single investment, but his family expenses were heavy and he needed large profits. He imported timber from the Tyrians; linen, yarn, horses and chariots from Egypt; exported wheat, barley, wine and oil, and we venture to say he never spoke ill of his business, king that he was.

What class of men have given more for schools, colleges, hospitals and general charities than the merchants of England and America? The pedigrees of kings do not furnish their equals. Why, then, should anyone in such good company have a contempt for it? What would the country do without merchants? In fifty years the world would drift back into barbarism.

Brother storekeepers, put a high value on your position. Hold up its honor, its integrity, its best business principles. The community in which you live have a right to expect it of you, and take pride in seeing you meet their expectations.

MORSE'S
DEPARTMENT STORE

Siegel's Cloak Department.

Manufacturers and Importers of

Ladies', Misses and Children's Cloaks.

Send for our Catalogue to

Morse's Department Store, Corner Spring and Monroe Sts.

?

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 lumps that will appear in a series of cuts in the Evening News, cuts not to exceed 100. 1st Cash Prize, \$50; 2d, \$25; 3d, \$15; 4th, \$10. Guess slips to be had with every 25c worth of PRINCE RUDOLPH CIGARS. Sold Everywhere.

Up to date there has been published 23 cuts, with a total of 303 lumps.

MANUFACTURED BY
ALEX. GORDON, Detroit, Mich.

DANIEL LYNCH, Grand Rapids, Mich., Wholesale Agt.

One Kind of a Typewriter.

"Note that young lady," remarked a friend, the other day. "She is a typewriter, but she is not much like the kind the newspapers are always telling stories about, though, like them, she is pretty—as pretty as a picture, and as good as if she were old and ugly. She is twenty-two, and let me tell you what she has done.

"Six years ago she was the most ragged, friendless, ignorant little orphan you would care to hear of, and she had four younger sisters, each more ragged and friendless and ignorant and orphaned than the other. She went into a typewriting copying office to learn the business in return for services as office girl. She was such a bad speller that everybody said she would never make a typewriter. She set in to learn to spell. She was so shabby that the head of the office said he was ashamed to send her on errands, but she did her work so well that he concluded it would pay to spend a couple of dollars in fixing her up.

"She made herself a skillful operator, although to begin with she was uncommonly clumsy. The fact was that she had something else on her mind than finding a husband to support her. She was thinking about those four little sisters. They were living around with relatives, most of whom were very poor, and when they were not poor they were exceptionally cross and cruel to make up. This little woman, call her Anna if you like, had an ambition to be a mother to those little sisters.

"A mother? What she is now is mother and father, too!

"The first money she could scrape together from her typewriting she spent learning stenography. She could not afford all the lessons she needed, but she made it up in hard work by herself. She was not gifted with the qualities for making the best stenographer—the best ones are born, not made—but she did all she could, and came out better than the average that do office work, and since that she has had comparatively easy sailing.

"People had noticed her; she got a good position; not much money, as you count money, but enough to start her in executing a long-cherished plan. She got together those four sisters. She took a little tenement house. She gathered them all in and told them they must live without furniture until they could buy it—not on the installment plan. In the mean while they would all have plenty of good food, such as they had not had before, because furniture is a luxury, but good food is an investment for working girls.

"Two of the girls were learning typewriting in the same way she did. The two younger ones were in school. They camped along as best they could and were happy. That was a year and a half ago. Now three of them are earning good pay, as salaries go—there is a prejudice in that big office building where Anna is in favor of the family; one of the younger ones is learning the business in the old way. Their home is as pretty a little place in its modest way as there is in town, and their relatives are more helpful and kind than ever before—because nothing succeeds like success.

"I call that young woman's success worth talking about."

Use Tradesman or Superior Coupons.

Dry Goods Price Current.

UNBLEACHED COTTONS.		
Adriatic	7	" Arrow Brand 5 1/2
Argyle	6 1/2	" World Wide 7
Atlanta A.A.	6 1/2	" LL 5
Atlantic A.	7	Full Yard Wide 6 1/2
" H.	6 1/2	Georgia A 6 1/2
" P.	6	Honest Width 6 1/2
" D.	6 1/2	Hartford A 5
" LL.	5 1/2	Indian Head 7 1/2
Amory	7	King A.A. 6 1/2
Archery Bunting	4	King E.C. 5
Beaver Dam A.A.	5 1/2	Lawrence L.L. 5 1/2
Blackstone O.	3 1/2	Madras cheese cloth 6 1/2
Black Crow	6 1/2	Newmarket G. 6
Black Rock	7	" B. 5 1/2
Boot, AL.	7 1/2	" N. 6 1/2
Capital A.	5 1/2	" DD. 5 1/2
Cavanat V.	5 1/2	" X. 5
Chapman cheese cl.	3 1/2	Noibe R. 5
Clifton C.R.	5 1/2	Our Level Best 6 1/2
Comet	7	Oxford R. 6 1/2
Dwight Star	7 1/2	Pegnot 7 1/2
Clifton C.C.	6 1/2	Solar 7 1/2
Top of the Heap 7 1/2		
BLEACHED COTTONS.		
A B C	8 1/2	Geo. Washington 8
Amazon	8	Glen Mills 7
Amsburg	7	Gold Medal 7 1/2
Art Cambric	10	Green Ticket 8 1/2
Blackstone A.A.	8	Great Falls 6 1/2
Beats All	4 1/2	Hope 7 1/2
Boston	7 1/2	Just Out 4 1/2 @ 7 1/2
Cabot	6 1/2	King Phillip 7 1/2
Cabot, %	6 1/2	" OP. 7 1/2
Charter Oak	5 1/2	Lonsdale Cambric 10 1/2
Conway W.	7 1/2	Lonsdale, @ 8 1/2
Cleveland	7	Middlesex @ 5
Dwight Anchor	8 1/2	No Name 7 1/2
" shorts	8 1/2	Oak View 6
Edwards	6	Our Own 5 1/2
Empire	7	Pride of the West 12
Farwell	7 1/2	Roseland 7 1/2
Fruit of the Loom	7 1/2	Sunlight 7 1/2
Fitchville	7	Ulica Mills 8 1/2
First Prize	6 1/2	Nonpareil 11
Fruit of the Loom %	7 1/2	Vinyard 8 1/2
Fairmount	4 1/2	White Horse 6
Full Value	6 1/2	" Rock 8 1/2
HALF BLEACHED COTTONS.		
Cabot	7 1/2	Dwight Anchor 9
Farwell	8	
UNBLEACHED CANTON FLANNEL.		
Tremont N.	5 1/2	Middlesex No. 1 10
Hamilton N.	6 1/2	" 2 11
" L.	7	" 3 12
Middlesex AT.	8	" 7 18
" X.	9	" 8 19
" No. 25	9	
BLEACHED CANTON FLANNEL.		
Hamilton N.	7 1/2	Middlesex A.A. 11
Middlesex P.T.	8	" 2 12
" A.T.	9	" A.O. 13 1/2
" X.A.	9	" 4 17 1/2
" X.F.	10 1/2	" 5 18 1/2
CARPET WARP.		
Peerless, white	18	Integrity, colored 21
" colored	20 1/2	White Star 18 1/2
Integrity	18 1/2	" colored 21
DRESS GOODS.		
Hamilton	8	Nameless 20
"	9	" 25
"	10 1/2	" 27 1/2
G.G. Cashmere	21	" 30
Nameless	16	" 32 1/2
"	18	" 35
CORSETS.		
Coraline	\$9.50	Wonderful 34.50
Schilling's	9.00	Brighton 4.75
CORSET JEANS.		
Armory	6 1/2	Naumkeag satteen 7 1/2
Androsoggin	7 1/2	Rockport 6 1/2
Biddeford	6	Conestoga 6 1/2
Brunswick	6 1/2	Walworth 6 1/2
PRINTS.		
Allen turkey reds	5 1/2	Berwick fancies 5 1/2
" robes	5 1/2	Clyde Robes 5
" pink & purple	6 1/2	Charter Oak fancies 4 1/2
" buffs	6 1/2	DelMarine cash's 6
" pink checks	5 1/2	" mourn'g 6
" staples	5 1/2	Eddystone fancy 6
" shirtings	4 1/2	" chocolat 6
American fancy	5 1/2	" rober 6
American indigo	5 1/2	" sateens 6
American shirtings	4 1/2	Hamilton fancy 6
Argentine Grays	6	" staple 5 1/2
Anchor Shirtings	4 1/2	Manchester fancy 6
Arnold	6 1/2	" new era 6
Arnold Merino	6 1/2	Merrimack D. fancy 6
" long cloth B. 10 1/2	8 1/2	Merrimack shirtings 4 1/2
" " C. 8 1/2	8 1/2	Repp furn 8 1/2
" century cloth 7	7 1/2	Pacific fancy 6
" gold seal 10 1/2	10 1/2	" robes 6 1/2
" green seal TR 10 1/2	10 1/2	Portsmouth robes 6
" yellow seal 10 1/2	10 1/2	Simpson mourning 6
" serge 11 1/2	11 1/2	" greys 6
" Turkey red 10 1/2	10 1/2	" solid black 6
Ballou solid black	5	Washington indigo 6
" colors 5 1/2	5 1/2	" Turkey robes 7 1/2
Bengal blue, green, 5 1/2	5 1/2	" India robes 7 1/2
red and orange 5 1/2	5 1/2	" plain T'ky X 8 1/2
Berlin solids 5 1/2	5 1/2	" " X. 10
" oil blue 6 1/2	6 1/2	" Ottoman Tur 6
" green 6 1/2	6 1/2	key red 6
" Foulards 5 1/2	5 1/2	Martha Washington 7 1/2
" red 5 1/2	5 1/2	Turkey red 7 1/2
" 4. 9 1/2	9 1/2	Martha Washington 9 1/2
" 3-4 XXX 12	12	Riverpoint robes 5 1/2
Cocheco fancy 6	6	Windsor fancy 6 1/2
" madders 6	6	" gold ticket 6 1/2
" XX twills 6 1/2	6 1/2	indigo blue 10 1/2
" solids 5 1/2	5 1/2	
TICKINGS.		
Amoskeag A.C.A.	13	A.C.A. 12 1/2
Hamilton N.	7 1/2	Pemberton A.A. 16
" D.	8 1/2	York 10 1/2
" Awning 11	11	Swift River 7 1/2
Farmer	8	Pearl River 12 1/2
First Prize	11 1/2	Warren 14
Lenox Mills	18	
COTTON DRILL.		
Atlanta, D.	6 1/2	Stark A 8
Boot	6 1/2	No Name 7 1/2
Clifton, K.	7 1/2	Top of Heap 10
SATINES.		
Simpson	20	Imperia 10 1/2
"	18	Black 9 1/2
"	16	" 9 1/2
Cocheco	10 1/2	" 10 1/2

DEMINS.		
Amoskeag	12 1/2	Columbian brown 12
"	14 1/2	Everett blue 12
"	13 1/2	" brown 12
Andover	11 1/2	Haymaker blue 7 1/2
Beaver Creek A.A.	10	" brown 7 1/2
" BB.	9	Jaffrey 11 1/2
" CC.	9	Lancaster 12 1/2
Boston Mfg Co. br.	7	Lawrence, 9 oz. 12 1/2
"	8 1/2	" No. 220 13
" d & twist 10 1/2	10 1/2	" No. 250 11 1/2
Columbian XXX br. 10	10	" No. 280 10 1/2
XXX br. 19	19	
GINGHAMS.		
Amoskeag	7 1/2	" fancies 7
" Persian dress 8 1/2	8 1/2	" Normandie 8
" Canton 8 1/2	8 1/2	Lancashire 6 1/2
" AFC. 12 1/2	12 1/2	Manchester 5 1/2
Arlington staple 6 1/2	6 1/2	Monogram 6 1/2
Arasapha fancy 4 1/2	4 1/2	Normandie 7 1/2
Bates Warwick dres 8 1/2	8 1/2	Persian 8 1/2
" staples 6 1/2	6 1/2	Renfrew Dress 7 1/2
Centennial 10 1/2	10 1/2	Rosemont 6 1/2
Criterion 10 1/2	10 1/2	Slatersville 6
Cumberland staple 5 1/2	5 1/2	Somerset 7
Cumberland 5	5	Tacoma 7 1/2
Essex 4 1/2	4 1/2	Toll du Nord 10 1/2
Elfin 7 1/2	7 1/2	Wabash 7 1/2
Everett classics 8 1/2	8 1/2	" seersucker 7 1/2
Exposition 7 1/2	7 1/2	Warwick 8 1/2
Glenarie 6 1/2	6 1/2	Whittenden 6 1/2
Glenarven 6 1/2	6 1/2	" heather dr. 8
Glenwood 7 1/2	7 1/2	" indigo blue 9
Hampton 6 1/2	6 1/2	Wamsutta staples 6 1/2
Johnson Chalon cl 1/2	1/2	Westbrook 8
" indigo blue 9 1/2	9 1/2	" 10
" zephyrs 16	16	Windermeer 5
Lancaster, staple 6 1/2	6 1/2	York 6 1/2
GRAIN BAGS.		
Amoskeag	16 1/2	Valley City 15 1/2
Stark	20	Georgia 15 1/2
American	16 1/2	Pacific 14 1/2
THREADS.		
Clark's Mile End	45	Barbour's 88
Coats, J. & P.	45	Marshall's 88
Holyoke	45	" 88
KNITTING COTTON.		
No. 6	33	White, Colored. 33
" 8	34	" 33
" 10	35	" 34
" 12	36	" 41
CAMBRICS.		
Slater	4	Washington 3 1/2
White Star	4	Red Cross 3 1/2
Kid Glove	4	Redwood 4
Newmarket	4	Wood's 4
Edwards	4	Brundswick 4
RED FLANNEL.		
Fireman	32 1/2	T.W. 22 1/2
Creedmore	27 1/2	FT. 32 1/2
Talbot XXX	30	J.R.F. XXX 35
Nameless	27 1/2	Buckeye 32 1/2
MIXED FLANNEL.		
Red & Blue, plaid	40	Grey S.R.W. 17 1/2
Union R.	22 1/2	Western W. 18 1/2
Windsor	18 1/2	D.R.P. 18 1/2
6 oz Western	21	Flushing XXX 23 1/2
Union B.	22 1/2	Manitoba 23 1/2
DOMET FLANNEL.		
Nameless	8 @ 9 1/2	" 9 @ 10 1/2
" 8 @ 10 1/2	10 1/2	" 12 1/2
CANVASS AND PADDING.		
Slate, Brown, Black	Slate, Brown, Black.	
9 1/2	9 1/2	13
10 1/2	10 1/2	15
11 1/2	11 1/2	17
12 1/2	12 1/2	20
DUCKS.		
Severin, 8 oz.	9 1/2	West Point, 8 oz. 10 1/2
Mayland, 8 oz.	10 1/2	" 10 oz. 12 1/2
Greenwood, 7 1/2 oz.	9 1/2	Raven, 10 oz. 13 1/2
Greenwood, 8 oz.	11 1/2	Stark " 13 1/2
WADDINGS.		
White, doz.	25	Per bale, 40 doz. 7.50
Colored, doz.	30	
SILKES.		
Slater, Iron Cross	8	Pawtucket 10 1/2
" Red Cross	9	Dundie 10 1/2
" Best AA	12 1/2	Bedford 10 1/2
" Best AA	12 1/2	Valley City 10 1/2
SEWING SILK.		
Corticelli, doz.	75	Corticelli knitting, per 1/2 doz ball 30
twist, doz.	37 1/2	per 1/2 doz ball 30
50 yd, doz.	37 1/2	
HOOKS AND EYES—PER GROSS.		
No 1 Bl'k & White	10	No 4 Bl'k & White 15
" 2 " "	12	" 8 " 20
" 3 " "	12	" 10 " 25
PINS.		
No 2—20, M.C.	50	No 4—15 F 3 1/2 40
" 3—18, S.C.	45	
COTTON TAPE.		
No 2 White & Bl'k	12	No 8 White & Bl'k 20
" 4 " "	15	" 10 " 23
" 6 " "	18	" 12 " 26
SAFETY PINS.		
No 2	28	No 3 36
NEEDLES—PER M.		
A. James	150	Steamboat 40
Crowley's	135	Gold Eyed 150
Marshall's	100	
TABLE OIL CLOTH.		
5-4	2 25	6-4 3 25
" 2 10	" 3 10	5-4 1 95
" 2 10	" 3 10	6-4 2 95
COTTON TWINES.		
Cotton Sail Twine	28	Nashua 18
Crown	12	Rising Star 4-ply 17
Domestic	12 1/2	" 3-ply 17
Anchor	16	North Star 20
Bristol	13	Wool Standard 4 ply 17 1/2
Cherry Valley	15	Powhattan 18
I X L	13	
PLAID OSNABURGS.		
Alabama	6 1/2	Mount Pleasant 6 1/2
Alamance	6 1/2	Onida 5
Angus	6 1/2	Pyrmont 5 1/2
Arasapha	6 1/2	Randelman 6
Georgia	6 1/2	Riversids 5 1/2
Granite	5 1/2	Sibley A. 6 1/2
Haw River	5	Toledo 6
Haw J.	5	

FOR THE BABY



Owing to the fact that we were unable to meet the demand for Chamoise mocasins 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.

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, Percals, 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,
—AND—
Curtains.

Write for our Prices on

Floor Oil Cloths

—AND—

Oil Cloth Bindings.

SMITH & SANFORD.

EATON, LYON & CO.,

JOBBERS OF

Stationery and Books

A Complete Line of

HAMMOCKS,

FISHING TACKLE,

MARBLES,

The Story of Don.

A woman lived alone with her dog. To the dog there was little in the world besides the woman—she fed him and kept him warm and comfortable, and he was grateful.

To the woman there was nothing in the world besides the dog. He stood guard over her poor possessions while she was away at her work, and when she came home at night he was glad to see her and barked with delight. He was a friend, loving, and kind, and true; what more could she ask?

She had had something more—or was it less? There had been a man, who was her husband, and she had fed him and kept him warm and comfortable, but he had not been grateful. He had not even guarded her possessions while she was away at her work. He had sold them and pawned them, until they were pitifully few—then he had gone away and left her.

And she had lost all faith in men and had become to be cynical and hard, for nature had somehow reversed things sadly in the man and the dog that she had known best—the dog was noble and the man was a cur.

There are bad dogs and good dogs just as there are bad men and good men, and this woman happened to have known a better class of dogs than of men.

One day the dog sickened. His legs stiffened and his body grew rigid, the pupils of his great honest eyes dilated until there was neither sight nor recognition in them, and his breath came in quick, shuddering gasps. Then there was a gradual relaxation of the tense muscles, and he lay limp and panting, trying by a feeble wag of his tail to show his dear mistress that he knew her.

Soon the paroxysms came again, and now and then a low, pitiful moan, almost human in its agony, told how the poor beast suffered.

Each convulsion left him weaker, until at last, with a great effort, he raised his head a little and licked his mistress's hands with a tongue already cold and stiffening, then his head fell back heavily and there was a rattling in his chest, and he was dead.

With a quivering sigh the woman drew the dog's head into her lap as she sat beside him on the floor. She did not weep. Her eyes were hot and dry. She took his soft ears between her fingers and stroked them as though he had been alive. He was the only thing she had had to love.

A shadow fell across the threshold and a man called her name. An angry look came into her eyes as she saw her truant husband before her.

His voice was gentle and his words were full of repentance. "I have come back to take care of you, Anne, if I may. We will go to some new country and put the old life behind us."

The woman spoke no word, and the man stooped down and patted the dog's neck. "Don, old fellow, you were more of a man than your master," he said. "Don was loyal and true, Anne, and I was not; but if he could he would plead for me now, for I feel that I am not humbling myself enough when I ask to take his—the dog's—place, Anne, in your heart. Poor, neglected little wife, will you let me try?"

The stern lips trembled and the hard lines in the woman's face were softened by tears as she bowed her head, and there, over the faithful heart of the dead dog, their hands clasped in the new compact.

New Automatic Appliance in Making Sheet Iron.

A new invention, which promises to have an important bearing upon the sheet iron industry, which has just been introduced by Messrs. Davies Brothers & Co., Crown Galvanizing Works, Wolverhampton, is noted in the *Engineer and Iron Trades Review*. The invention consists in the substitution of automatic machinery for hand labor for picking and galvanizing the sheet iron and in passing it to the packers. The plant includes a new system of rolls and a wire tramway. An immense saving results both in labor and in material used.

Hardware Price Current.

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

AUGERS AND BITS.	
Snell's	dis. 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.	
Railroad	\$ 14 00
Garden	net 30 00
BOLTS.	
Stove	50&10
Carriage new list	75
Plow	40&10
Sleigh shoe	70
BUCKETS.	
Well, plain	\$ 3 50
Well, swivel	4 00
BUTTS, CAST.	
Cast Loose Pin, figured	70&
Wrought Narrow, bright fast joint	60&10
Wrought Loose Pin	60&10
Wrought Table	60&10
Wrought Inside Blind	60&10
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 17, '85	60
CRADLES.	
Grain	dis. 50&02
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	60
G. D.	35
Musket	60
CARTRIDGES.	
Rim Fire	50
Central Fire	dis. 25
CHISELS.	
Socket Firmer	70&10
Socket Framing	70&10
Socket Corner	70&10
Socket Shoks	70&10
Butcher's Tanged Firmer	40
COMES.	
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.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, ser pound	07
Large sizes, per pound	6 1/4
ELBOWS.	
Com. 4 piece, 6 in.	doz. net 75
Corrugated	dis. 20&10&10
Adjustable	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26	30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Diston'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.	
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 and longer	3 1/4
Screw Hook and Eye, 1/2	net 10
" " " 3/4	net 8 1/2
" " " 1	net 7 1/2
Strap and T	dis. 50
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track	50&10
Champion, and friction	60&10
Kidder, wood track	40
HOLLOW WARE.	
Pots	60
Kettles	60
Spiders	60
Gray enameled	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 70
Japanned Tin Ware	25
Granite Iron Ware	new list 33 1/2&10
WIRE GOODS.	
Bright	70&10&10
Screw Eyes	70&10&10
Hook's	70&10&10
Gate Hooks and Eyes	70&10&10
KNIVES—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Brantford'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.	
Sperry & Co.'s, Post, handled	dis. 50
MILLS.	
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	25
MOLASSES GATES.	
Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	25
NAILS.	
Steel nails, base	1 80
Wire nails, base	2 30
Advance over base:	
60	Steel Base
50	Wire Base
40	Base
30	Base
20	Base
16	Base
12	Base
10	Base
8	Base
7 & 6	Base
4	Base
3	Base
2	Base
1	Base
Case 10	Base
Fine 3	Base
Case 10	Base
" 8	Base
" 6	Base
Finish 10	Base
" 8	Base
" 6	Base
Barrell 1/2	Base
PLANES.	
Ohio Tool Co.'s, fancy	dis. 240
Scotch Bench	240
Sandusky Tool Co.'s, fancy	240
Bench, first quality	240
Stanley Rule and Level Co.'s, wood	dis. 10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	dis. 40
Copper Rivets and Burs	50
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 25 to 27	9 20
Broken packs 1/4c per pound extra.	

ROPES.

Sisal, 1/4 inch and larger	7 1/2
Manilla	11 1/2
SQUARES.	
Steel and Iron	75
Try and Bevels	60
Mitre	20
SHEET IRON.	
	Com. Smooth. Com.
Nos. 10 to 14	\$4 20 \$3 10
Nos. 15 to 17	4 20 3 20
Nos. 18 to 21	4 20 3 20
Nos. 22 to 24	4 20 3 20
Nos. 25 to 26	4 40 3 40
No. 27	4 60 3 50
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
SAND PAPER.	
List acct. 19, '86	dis. 50
SASH CORD.	
Silver Lake, White A	list 50
" Drab A	55
" White B	50
" Drab B	55
" White C	35
Discount, 10	
SASH WEIGHTS.	
Solid Eyes	per ton \$25
SAWS.	
" Hand	dis. 20
" Silver Steel Dia. X Cuts, per foot	70
" Special Steel Dia. X Cuts, per foot	50
" Special Steel Dia. X Cuts, per foot	30
" Champion and Electric Tooth X	30
TRAPS.	
Steel, Game	dis. 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.	
Bright Market	dis. 65
Annealed Market	70-10
Coppered Market	60
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed Fence, galvanized	3 40
" painted	2 85
HORSE NAILS.	
An Sable	dis. 25&10 25&10&05
Putnam	dis. 06
Northwestern	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nicked	30
Coe's Genuine	40
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75&10
MISCELLANEOUS.	
Bird Cages	50
Pumps, Clister	75
Screws, New 1st	70&10
Casters, Bed a d Plate	50&10&10
Dampers, American	40
Forks, hoes, rakes and all steel goods	65
METALS.	
PIG TIN.	
Pig Large	26c
Pig Bars	28c
ZINC.	
Duty: Sheet, 2 1/2c 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.	
Cookson	per pound 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.	
14x20 IC, " Worcester	6 50
14x20 IX, " " "	8 50
20x28 IC, " " "	13 50
14x20 IC, " Allaway Grade	5 75
14x20 IX, " " "	7 25
20x28 IC, " " "	12 00
20x28 IX, " " "	15 00
BOILER SIZE TIN PLATE.	
14x28 IX	\$14 00
14x31 IX	15
14x56 IX, for No. 8 Boilers, 1/4c per pound	10
14x60 IX, " " "	

HARDWARE

Fishing Tackle

AMMUNITION
GUNS.

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

FOSTER & STEVENS & CO.

GRAND RAPIDS

Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

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

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, AUGUST 26, 1891.

THE OTHER SIDE.

A Business Man's Talk With a Tailor Who Demanded a Deposit.

He was a substantial and well-known business man of the city, and when he walked into a tailoring establishment the other day, he asked in a business-like way to be shown some plain gray goods for a business suit. The second piece shown him struck his fancy and he asked the cost, told how he wanted it made, and had his measure taken. Then handing the tailor his card, he said:

"Your place was recommended to me by Mr. —, who always deals here."

After asking when he should call for it he started out.

"We always require a deposit of \$10," suggested the tailor.

"A what?"

"A deposit of \$10. You know, sometimes people forget to come after clothes, and they have to be sent to the misfit man."

"You mean you want me to pay \$10 down?"

"Yes sir; its necessary in our business."

"Suppose you make a mistake in the fit?"

"Oh, we always make them fit before they go out."

Now see here, Mr. Tailor, suppose you get things mixed and cut out my cloth on the pattern of that slab-sided, slope-shouldered, bandy-legged dude you just measured. Do you suppose altering would do them any good? Not much. Now you have had a square whack at me; you must have gone all over my anatomy with that string and triangle. You have punched me in the side and poked around to find out where the joints were, and if you hadn't done it right I don't expect to pay for it. Hear? I'll tell you what I'll do, though: I'll give you a \$500 bond to be here on time and take the clothes if they fit, leaving the question of fit to a committee of three selected tailors. But you will have to pay the expenses. Or I'll do this: I'll pay you for the suit now if you will give me a bond of the same kind to make the clothes fit or return the money with interest. But you must pay all expenses. If you don't want those terms, partner, you can look me up in Bradstreet's and find out who I am and make the duds, or you can pay me for the trouble of submitting to this measuring business. See? But you don't get any contingent fee out of me on a suit of clothes."

The tailor took the risk.

Kuppenheimer Bros. have gotten out a new brand of cigars, which they have designated the "Registered Pharmacist." The label is a *fac simile* of the certificate of registration issued by the State Board of Pharmacy.

LIFE BEHIND THE COUNTER.

Written for THE TRADESMAN

A young lady who recently accepted a position in one of our large dry goods stores, was asked how she liked the business. "I am more than pleased," she replied, "it has been a great surprise to me. Before I entered that store no person could have made me believe that there are so many different kinds of people in the world." She had only been engaged in the business about three months, yet she fancied that the great everchanging human panorama must be nearly exhausted and she expressed a fear that it might become monotonous after she had been made acquainted with the different varieties of the human family.

Only three months behind the counter and a knowledge of mankind acquired! No, my young friend, twenty-five years, nay, a whole life time behind the counter will not be sufficient to unfold this wonderful panorama and give you a glimpse of the infinite variety of mankind and the limitless number of phases of human character that abound in the world. Go ask the oldest merchant in the city and he will tell you that the very last day he spent behind the counter gave him some new view of human character or some human eccentricity never before witnessed. This mutability of the human character is the spice of counter life. The monotony of a life behind the counter would not be endurable were it not for this variety. If all mankind were exactly alike, like so many machines, the counter would be a tombstone marking the place where some unfortunate being was buried alive.

The study of human nature is always an interesting study. Its interest lies in the fact that it never can be fully mastered, and also in the little surprises that the student is at all times subject to. Unlike the disciple of Euclid, he has no infallible axioms, rules or principles to aid him in arriving at facts or in founding conclusions. He is more like the student of meteorology who founds his conclusions upon certain forecasts and visible outlines which are very uncertain and sometimes lead us to expect sunshine when as a matter of fact we get rain. The student of human nature is in some respects similar to the student of orthography who finds his rules subject to numerous exceptions, and as the latter is not sure of his word without referring to the dictionary, so the former is never quite sure of his man without testing him. To study metallurgy one must go down into the mines and up among the rocks and unearth his specimens and see them as they are, and so to study human nature one must place himself in a position where man can be seen as he is unmasked and in colors true to nature.

A position behind the counter is the very place from which to view man and see him as he is. He leaves mask and cloak on the outside and when he comes out he puts them on again. If he receives back too much change through mistake and slips it into his pocket, he is a thief in spite of the cloak he wears. If Mrs. Blank tells you that she can buy the "very same identical" shoes in an adjoining town for \$2.25 when they cost you \$2.50, you may safely conclude that Mrs. Blank is a consummate liar although she does not know that you know it. If

a man come in with a "doubly strong" whisky breath and after buying a cigar and half a pound of plug tobacco, refuse to buy a yard of ribbon for his wife or a five-cent mouth organ for his little boy, because the drought is drying up his corn and he can't afford it, he is a "mean contemptible brute, and ought to be hung up by the heels and nibbled to death by young ducks." The "smart fellow" who knows more about your merchandise than you do yourself, and who always uses his own judgment because he considers it more valuable than yours, is a fool and always pays more for his whistle than anyone else. The man with the long-handled button hook knows that the husband of the woman who comes back with a pair of French kids which have been ruined and rotted with foot perspiration, and after contaminating the atmosphere of the store with their putrid remains coolly demands a new pair for them, is a martyr to slow poison and will die with a broken heart. On the other hand this same knight of the button hook knows right well that the lady who returns with a pair of shoes which her daughter had taken home to try on and which were two sizes too small for her, and in an apologetic way calls the attention of the knight to the fact that two buttons were torn off and the soles soiled, and cheerfully expresses a wish to pay what is right for the damage done is a noble Christian lady whether she belongs to a church or not. If she had made the mistake herself on her own account, it would denote that she was a vain, silly old prude.

And so we might go on and write volume after volume by way of illustrating how it is that people reveal their inner selves and expose their true natures when they approach the counter. A man may wear a mask successfully in the church, at the club, on the street and in the social circle, but when he stands up before the counter the mask tumbles off, the clasp snaps and the bundle of human riddles opens up like a book.

If it be true that a man's heart is his pocketbook, then the mystery would at once be solved, for surely no one possesses greater opportunities for looking into the secret recesses of men's pocket books than those who operate behind the counter. If I were desirous of obtaining reliable information pertaining to the character of any certain individual I would not apply to that individual's pastor, his doctor nor his social friends. I would no doubt receive some light from these different sources, but if I wanted to get at the true inwardness of the man I would take a bee-line for his grocer. Am I truthful, upright and honorable? Go ask the man behind the counter who waits upon me from day to day and supplies me with food and raiment. Don't ask my pastor, for he, poor fellow, is the worst imposed upon and the most easily deceived person in the community and therefore he does not know anything about it. Don't ask my social friends, for society is a sham and a masquerade and each member wears a mask so perfect that the closest social intimacy can never discover what lies beneath. Why, the quiet old man just around the corner who keeps my children shod and supplies me with the coffee I drink every morning for breakfast can tell you more of my true character in five minutes than the most intimate friend I ever knew.

And so, in conclusion, we repeat that a position behind the counter is the best possible one in which to study human nature and that the only thing that makes life behind the counter endurable is this variety in human nature which is continuously unfolding new phases, freaks and eccentricities showing that man is the great human chameleon of the animal kingdom. E. A. OWEN.

The Print Department.

F. O. Cruikshank in Dry Goods Bulletin.

In the large city stores the department devoted to prints embraces calicoes, cotton, draperies, Canton and cotton crepes, cheese cloths and cotton batting.

It is the quite general opinion that the print department yields a very small profit as compared with other departments, but my experience leads me to believe that it may be made very profitable if the merchant will "keep his eye" on the stock.

There is no line of goods which gives more trouble through change in styles than calicoes. So often do they change that the merchant who does not dispose of his entire stock at least once in six months invariably suffers loss through the accumulation of unsalable stock. If the customer sees the same pieces of goods every time she calls, she soon makes up her mind that the merchant is endeavoring to force the sale of unpopular patterns. This feature can, of course, be easily and effectually dealt with, and I find it the more profitable way. As soon as a pattern shows indication of losing favor, it is immediately torn into pieces of various lengths, folded, labeled with price and thrown on the remnant counter. We do not expect to realize much profit on remnant sales, but it is a quick and satisfactory way of disposing of such goods as naturally accumulate.

The remnant counter must not be filled with undesirable goods—a merchant should not purchase such patterns if he can avoid it, but the best posted buyer will occasionally err in judgment, and when the error is discovered the quickest is the best way out. If a large quantity of remnants accumulate, I find that they may be easily disposed of by advertising a "remnant sale" in the papers, marking the goods as low as consistent. This not only "makes quick work" of the goods but draws trade to the department.

The Arnold "Gold Seal" and "A," "B" and "C" German blue shows indication of a heavy sale this fall; they are made full width and attractive patterns. Throughout the West there are very little prints sold that count below 64 square, or are less than 27 inches in width. Of course, narrow and low count goods can be sold cheaply, but my experience is that when displayed beside the wide measure and higher counts the latter are far oftener taken. Calicoes of the best quality are cheap enough at ruling prices and are none too good for the uses to which they are put, and I find that each year shows a decrease in the demand for low counts and narrow measures. Some dealers buy them to offer at low prices. It is questionable, however, whether the effect of such sales are good, as people are disposed to reckon a greater difference between them than really exists.

The sales of merchandise in a large city in a measure presage the sales in smaller towns. I will, therefore, say that the following goods, which are going very briskly with us, will undoubtedly find ready sale in the country: Cameo draperies, Canton crepes, fifty different shades of cheese cloth, cocheco wide blacks and East Lake chevrons.

In the above I have merely outlined a portion of my observations in the department of prints. I have never found it necessary to run that department at an actual loss, nor on barely self-sustaining margins. There are times when a few yards must be sold at an actual loss, but if the merchant will be careful to select only attractive patterns, and a quality suited to the demands of his trade, the profit of the print department is as sure as that of notions.

SAGINAW MATTERS.

E. J. Fish has sold his confectionery stock to B. M. Brown, who was formerly engaged in the same business at Chicago.

A. S. Livermore, formerly engaged in the grocery business on Potter street, is now engaged in the manufacture of mince meat.

The grocery stock of A. Haule & Son, on Potter street, was taken possession of by McCausland & Co. by virtue of a chattel mortgage, last Friday.

Prall & Jones have admitted W. H. Gilbert as a special partner, he having contributed \$10,000 to the firm capital. The style of the firm remains the same as before.

Frank E. Youmans has sold his interest in the drug firm of Youmans & Gallagher to his partner, who will continue the business under the style of E. W. Gallagher. The stock has lately been removed from 2,701 to 2,723 South Washington avenue.

Hamilton & Biles have opened a grocery store at the corner of Carroll and Second streets, McCausland & Co. furnishing the stock. Dr. Hamilton, the senior member of the firm is a practicing physician at Fairgrove, and the business will be under the management of Mr. Biles.

The Grocers' First Picnic.

"I'll tell you how it happened," said President W. D. Regan. "The whole affair has been arranged inside of seven days. We have in Saginaw what is known as the Retail Grocers' Association. At a meeting held last week only five members were present, and in order to infuse more enthusiasm into the organization I proposed that we give a grand excursion, asking the wholesalers and commission men to join us. The idea took and a committee of hustlers was appointed to call on the grocers and see what they thought of the scheme. The result is that every grocery house in the city is closed to-day and here we are, with our wives, our children and our friends, all with well-filled lunch baskets, and bound for a good time."

Thursday, August 20, will long be remembered as a red letter day by the grocers of Saginaw, for it marks the date of the largest and most successful excursion ever taken out of the Valley. It required three trains to transport the picnickers to Bay Port and the roster showed 2,100 jolly, jovial souls—all determined on a day's enjoyment, rain or shine.

The trains arrived at their destination between 10 and 11 o'clock, when lunch baskets were brought into requisition and those not provided with lunch patronized the hotel and stands. The party then gathered at the pavilion and listened to brief addresses by W. D. Regan, John A. Combs and E. A. Stowe, during which time a welcome shower came to settle the dust and cool the atmosphere. As the showers continued at intervals during the afternoon, the games and athletic contests were practically abandoned and the time given over to dancing, boating, bathing, visiting and merry-making generally. The ball game was partially played and the "running race for boys over 50 years old" was won by Seth Davis. The first section of the returning train left for the city about 4:30 and the last section reached home about 8 o'clock. All united in declaring the day one of

the most pleasant they ever experienced and "Grocers' Day" will hereafter be a regular annual feature in the Saginaws.

The management of the picnic was in most excellent hands, President Regan, Secretary Spangler and Master of Ceremonies Hughes devoting most of their time for days to accomplish the splendid success they achieved. They were ably assisted in their efforts by the following committees:

Transportation—Ed. Mann, A. D. Spangler, R. Luster, Jr.

Master of Ceremonies—H. V. Hughes. Aids—J. J. Kehoe, C. F. Zwerck and P. F. Treanor.

Judges—Richard Luster, Sr., A. G. Beckrow, H. E. Borden.

Badges—Alex. Draper, Wm. Owen.

Commissary—S. A. Price, M. M. Hayden, Chas. Rammele.

Finance—W. G. Regan, Joseph W. C. Pendell, Henry J. P. Graebner.

W. C. Glines, State agent for Fleischmann & Co., contributed the badges and preliminary announcements of the picnic, Symons Bros. & Co. paid their respects with several boxes of cigars and Weil, Martin & Fish donated several kegs of liquid refreshments.

It has been the privilege of THE TRADESMAN to be represented at many grocers' picnics, but no organization ever conducted its first picnic so successfully as the Saginaw Grocers' Association.

Wholesalers Who Retail.

From the New York Sun.

In strolling up Broadway it is no uncommon sight to see in the windows and doors of a big wholesale establishment signs to the effect that no goods will be sold at retail. The prohibition applies to the general public, but does not meet the cases of numerous friends who take great pleasure in saving small sums by buying at wholesale. They not only save the difference between the prices charged by the manufacturer and retailer, but they also secure the novelties ahead of the time they are placed upon the retail market. Very few wholesalers will sell at retail to the general public, although some firms are not averse to making small sums in that way; they always charge a good round price for their wares, however, frequently as much as the retailer. But it is an understood thing among merchants that one merchant shall be able to purchase at cost from another such little things as he may desire for his personal use or the use of his family. It is, therefore, no infrequent thing for a merchant to tell his wife when she wants to purchase material for her dress to go to this or that merchant, say that she is his wife, and secure whatever she wants. In speaking of this a merchant said the other day:

"While no wholesale merchant of any prominence cares to sell at retail, very few object to obliging a fellow merchant or his family, and there is no reason for so doing. A merchant tells his wife to go down and see Mr. —, in the leather goods business, and pick out such a shopping satchel as she may desire. He also lets her know that she must not intrude at the busiest time of the day nor interfere with the conduct of the business any more than is absolutely necessary. If the merchant himself wants anything he simply drops around, explains just what he wants, perhaps looks over the stock himself, and decides very quickly. He never requires any waiting upon or anything of that sort, and is ready to return the favor at any time. In fact, where merchants know each other well it is not at all unusual for them to refuse to charge each other anything for small purchases."

The Dry Goods Market.

Brown cottons are cheap. Bleached cottons are steady. Prints are without change.

TELFER SPICE COMPANY,

MANUFACTURERS OF

Spices and Baking Powder, and Jobbers of Teas, Coffees and Grocers' Sundries.

1 and 3 Pearl Street,

GRAND RAPIDS

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!

CITY 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.

What Our Customers Say.

AMBERG & MURPHY,

WHOLESALE AND RETAIL DEALERS IN

Drugs, Druggists' Sundries, Painters' Supplies

AND WALL PAPER.

NO. 2 EAST MAIN STREET.

ISAAC AMBERG
J. W. MURPHY

OFFICE OF

CHARLES H. WAGENER,

DEALER IN

DRUGS, MEDICINES, CHEMICALS,

PERFUMERY, TOILET ARTICLES, TRUSSES, &c.

Battle Creek, Mich. Aug 12th 1891

Hazeltine & Perkins Drug Co.
Grand Rapids Mich.
Gentlemen

Please send us at once
25^{lb} Marchand's Peroxide Hydrogen
we have ordered the above from two
jobbers and could not get we thought
we would try the old reliable as you
fill our orders as complete and as
promptly as any house we deal with
we do not wish to flatter you but you
always send us the drugs we want
which is the best.
Very truly yours
Amberg & Murphy

Fred R. Fuller,

Druggist and Pharmacist,

Dealer in

Drugs, Medicines, Chemicals, Toilet Articles,
Stationery, &c.Newberry, Mich. Aug 13th 1891

Hazeltine & Perkins Drug Co.
Grand Rapids Mich.
Gents

I have been dealing with you
people for the last two years and
I will say that you are the most
prompt in filling orders of any house
I ever dealt with and it is seldom if
ever that you cannot fill my order.
You also give me as good prices as
I can get anywhere. There there are
three or four drug houses.

Yours Very Truly
Fred R. Fuller

Comment is Unnecessary.

Big Rapids, Mich. August 12th 1891

Hazeltine & Perkins Drug Co.
Gentlemen

Your of 11th instant at hand
in reply with day orders have been filled
promptly the last year and as fully as
usual with the Wholesale House that I
have been dealing with & the quality of
things fully up to the standard

Yours Truly

C. H. Wagener.

H. C. Clapp, M. D.

Louis C. Clapp.

Clapp's Pharmacy

DEALERS IN

DRUGS, MEDICINES, PAINTS, OILS, DYE STUFFS, ETC., ETC.

Mendon, Mich., Aug 14th 1891

Hazeltine & Perkins Drug Co.
Grand Rapids Mich.
Gentlemen

We wish to compliment you
on your promptness in filling orders also
the completeness of the same.
We have been buying goods of you on
an average of twice a month for
the past six years and have never
had any delay in shipment through
any of yours whatever.

We have always received the goods in
as good shape and as complete as from
any other house we have ever dealt with.

We have always ^{been} fairly dealt with
and all misunderstandings promptly
and satisfactorily settled.

Wishing much success to you in
future years we remain
Yours Respt.
H. C. Clapp & Son.

Wholesale Price Current.

Advanced—Gum opium, oil rose, linseed oil. Declined—Acid citric, Malaga olive oil, quinine, P. & W., turpentine.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzolium German.	80 10	Alces	60
Boric	30 30	Arnica	60
Carbolicum	23 35	Asafetida	60
Citricum	52 35	Atrope Belladonna	60
Hydrochlor	30 5	Benzoin	60
Nitricum	10 12	Cantharides	60
Oxalicum	11 13	Capsicum	60
Phosphoricum dil.	20 20	Ca damon	60
Salicylicum	1 30 10	Cassia	60
Sulphuricum	13 5	Catechu	60
Tannicum	40 21 60	Cinchona	60
Tartaricum	40 21 60	Columba	60
AMMONIA.		POTASSIUM.	
Aqua, 16 deg.	3 1/2 5	Bi Carb.	15 13
" 20 deg.	5 1/2 7	Bichromate	13 14
Carbonas	12 14	Bromide	28 30
Chloridum	12 14	Carb.	12 15
ANILINE.		Chlorate, (po. 16)	14 16
Black	2 00 25	Cyanide	50 55
Brown	80 10	Iodide	80 90
Red	45 50	Potassa, Bistart, pure	25 30
Yellow	2 50 30	Potassa, Bistart, com.	15 15
BACCÆ.		Potassa Nitras, opt.	80 10
Cubæe (po. 90)	90 10	Potassa Nitras	70 9
Juniperus	80 10	Prussiate	25 30
Xanthoxylum	25 30	Sulphate po.	15 18
BALSAMUM.		RADIX.	
Copaiba	55 60	Aconitum	20 25
Peru	60 60	Althæa	25 30
Terrabine, Canada	35 40	Anchusa	12 15
Tolutan	35 50	Arum, po.	20 25
CORTEX.		Calamus	20 25
Abies, Canadian	18	Gentiana, (po. 15)	10 12
Cassia	11	Glycyrrhiza, (pv. 15)	10 18
Cinchona Flava	18	Hydrastis Canaden.	35 40
Euonymus atropurp.	30	(po. 40)	35 40
Myrica Cerifera, po.	12	Bellabore, Ala, po.	15 20
Prunus Virgin.	12	Inula, po.	15 20
Quillaja, grd.	14	Ipecac, po.	2 40 25
Sassafras	14	Iris plox (po. 35 238)	3 35
Ulmus Po (Ground 12)	10	Jalapra, pr.	40 45
EXTRACTUM.		Maranta, ks.	40 45
Glycyrrhiza Glabra	24 25	Podophyllum, po.	15 18
" po.	33 35	Rhei	75 100
Haematox, 15 lb. box.	11 12	" cut.	60 75
" 18	14 15	" pv.	75 100
" 14 1/2	14 15	Spigelia	45 53
" 16 1/2	16 17	Sanguinaria, (po. 25)	30 35
FERRUM.		Serpentaria	50 55
Carbonate Precip.	15	Senega	50 55
Citrate and Quinia	23 50	Similax, Officialis, H	10 12
Citrate Soluble	20	Scilla, (po. 35)	10 12
Ferrocyanide Sol.	20	Symplocarpus, Foet.	35 40
Solut Chloride	15	Valeriana, Eng. (po. 30)	15 20
Sulphate, com'l.	14 1/2	Ingber a. German	10 12
" pure	7	Zingiber j.	22 25
FLORA.		SEMEN.	
Arnica	18 20	Anisum, (po. 20)	15
Antemiss	20 25	Apium (gravelons)	25 35
Matricaria	25 30	Bird, 18	40 45
FOLIA.		Carul, (po. 18)	10 12
Barosma	20 70	Cardamon	1 00 1 25
Cassia Acutifol, Tin-	25 28	Corlandrum	10 12
nivelly	35 50	Cannabis Sativa	40 45
" Alix.	35 50	Cydonium	75 100
Salvia officinalis, ks	12 15	Chenopodium	10 12
and 1/2	12 15	Dipterix Odorata	2 00 2 25
Ura Ursi	80 10	Poeniculum	10 15
GUMMI.		Foenugreek, po.	10 15
Acacia, 1st picked	30	Lil	4 4 1/2
" 2d	25	Lini, grd. (bbl. 3 1/2)	4 4 1/2
" 3d	20	Lobelia	35 40
" sifted sorts	35	Pharlaris Canarian	3 1/2 4 1/2
" po.	60 100	Rapa	60 75
Aloe, Barb. (po. 90)	50 60	Sinapis, Albu.	80 9
" Cape, (po. 30)	50 60	" Nigra	11 12
" Socotri, (po. 60)	50 60	SPIRITUS.	
Catechu, 1s, 1/2s, 1 1/2s,	10	Fruentum, W. D. Co.	2 00 2 50
16)	10	" D. F. R.	1 75 2 00
Ammoniac	30 35	" Juniperis Co. O. T.	1 75 2 10
Assafetida, (po. 30)	20 25	Saacharum N. E.	1 75 2 00
Benzolium	50 55	Spt. Vini Gall.	1 75 2 50
Camphore	52 55	Vini Oporto	1 25 2 00
Euphorbium po	35 40	Vini Alba	1 25 2 00
Galbanum	20 25	SPONGES.	
Gamboge, po.	80 85	Florida sheeps' wool	2 25 2 50
Guaiaacum, (po. 30)	80 85	Nassau sheeps' wool	2 00
Kino, (po. 25)	20 25	Velvet extra sheeps'	1 10
Mastic	40 45	wool carriage	1 10
Myrrh, (po. 45)	40 45	Extra yellow sheeps'	85
Opil. (po. 3 30)	10 12	Grass sheeps' wool	75
Shellac	23 30	Hard for slate use	75
" bleached	28 30	Yellow Reef, for slate	1 40
Tragacanth	30 35	SYRUPS.	
HERBA—In ounce packages.		Accacia	50
Absinthium	25	Zingiber	50
Eupatorium	20	Ipecac	50
Lobelia	25	Ferr. Iod.	50
Majorum	25	Aurant Cortes	50
Mentha Piperita	25	Rhei Arom.	50
" Vir.	30	Similax Officialis	50
Rue	30	" Co.	50
Tanacetum V.	25	Senega	50
Thymus, V.	25	Scilla	50
MAGNESIA.		" Co.	50
Calcined, Pat.	55 60	Tolutan	50
Carbonate, Pat.	20 25	Prunus virg.	50
Carbonate, K. & M.	20 25		
Carbonate, Jennings	35 40		
OLEUM.			
Absinthium	5 00 5 50		
Amygdalae, Dulc.	45 50		
Amygdalae, Amarae	8 00 8 25		
Anisi	2 00 2 10		
Aurant Cortes	3 50 3 75		
Bergamit	3 75 4 00		
Cajuput	70 80		
Caryophylli	90 100		
Cedar	35 40		
Chenopodii	62 60		
Cinnamoni	1 15 1 20		
Citronella	45 50		
Conium Mac.	35 40		
Copaiba	1 20 1 30		

Morphia, S. P. & W.	1 95 2 30	Selditz Mixture	25	Linseed, boiled	42 45
S. N. Y. Q. &	1 95 2 30	Sinapis	25	Neat's Foot, winter	50 60
C. Co.	1 95 2 30	opt.	30	strained	50 60
Moschus Canton.	40	Snuff, Maccaboy, De	35	Spirits Turpentine	41 46
Myristica, No. 1	70 75	Voos	35	PAINTS. bbl. lb.	
Nux Vomica, (po. 20)	70 75	Snuff, Scotch, De, Voos	35	Red Venetian	13 20 3
Os. Sepia	28 30	Soda Boras, (po. 12)	11 12	Ochre, yellow Mars	13 20 4
Pepsin Saac, H. & P. D.	28 30	Soda et Potass Tart.	30 33	Putty, commercial	13 20 3
Co.	28 30	Soda Carb.	1 1/2 2	" strictly pure	2 1/2 3
Pils Liq. N. C. 1/2 gal	22 00	Soda, Bi Carb.	3 1/2 4	Vermilion Prime Amer.	13 16
Pils Liq. quarts	21 00	Soda, Ash	3 1/2 4	Vermilion, English	70 75
Pils pints	21 00	Spts. Ether Co	50 55	Green, Peninsular	70 75
Pil Hydrag, (po. 80)	50	" Myrcia Dom.	25 25	Lead, red	7 1/2 14
Piper Nigra, (po. 22)	1	" Vini Rect. bbl.	2 27	" white	7 1/2 14
Piper Alba, (po. 25)	3	Less 5c gal, cash ten days	21 30	Whiting, white Span	20 70
Pix Burgum	7	Strychnia Crystal	3 1/2 4	Whiting, Gilfers	20 70
Plumbi Acet	14 15	Sulphur, Subl.	3 1/2 4	Whiting, Paris Eng.	1 0
Pulvis Ipecac et opil.	1 10 1 20	Tamarinds	2 1/2 3 1/2	Whiting, cliff	1 40
Pyrethrum, boxes H	25	Terebenth Venice	25 30	Pioneer Prepared Paints	20 21 4
Pyrethrum, doz	25	Theobromae	45 50	Swiss Villa Prepared	1 00 1 20
Quassia	80 10	Vanilla	9 00 16 00	VARNISHES.	
Quina, S. P. & W.	31 36	Zinci Sulph.	7 8	No. 1 Turp Coach	1 10 1 20
" S. German	21 30			Extra Turp	1 10 1 20
Rubia Tincturum	12 14			Coach Body	2 75 3 00
Saccharum Lactis pv.	33			No. 1 Turp Furn	1 00 1 10
Salacin	1 80 1 85			Extra Turp Damar	1 55 1 60
Sanguis Draconis	40 50			Japan Dryer, No. 1	70 75
Santonine	4 50				
Sapo, W.	12 14				
Ergot	10 12				
" G.	15				

Get What You Ask For!

--HINKLEY'S BONE LINIMENT--

FOR THIRTY-FOUR YEARS THE FAVORITE.

Enclosed in White Wrappers and made by D. F. FOSTER, Saginaw, Mich.

Drugs & Medicines.

State Board of Pharmacy.

One Year—Stanley E. Parkhill, Owosso.
Two Years—Jacob Jenson, Muskegon.
Three Years—James Vernon, Detroit.
Four Years—Ottmar Eberbach, Ann Arbor.
Five Years—George Gundrum, Ionia.
President—Jacob Jenson, Muskegon.
Secretary—Jas. Vernon, Detroit.
Treasurer—Geo. Gundrum, Ionia.
Meetings for 1891—Houghton, Sept. 1; Lansing, Nov. 4.

Michigan State Pharmaceutical Ass'n.

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

Grand Rapids Pharmaceutical Society.

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

Grand Rapids Drug Clerks' Association.

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

Detroit Pharmaceutical Society.

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

Muskegon Drug Clerks' Association.

President N. Miller; Secretary, A. T. Wheeler.

Arnica as a Skin Poison.

"There are but two cases on record where tincture of arnica acts as a skin poison," remarked H. B. Fairchild, the other day, "and one of the cases I happened to be familiar with. It occurred at Rochester about twenty years ago, when a man purchased a bottle at a drug store in which I was employed and used it on one of his legs. The limb swelled up to ponderous size and the man was so disabled for a week that he was unable to work. The attending physician assured him that the arnica must have contained some poisonous ingredient, on the strength of which he brought suit against the druggist for damages.

"A few weeks afterward, and before the case had come to trial, the man came into a store at Spencerport, over which I was in temporary charge, and asked for some arnica to bathe his horse's legs, as it was badly troubled with the scratches. He related his experience with the Rochester druggist and charged me specially to be careful to give him nothing but the pure article. I did as requested, but the next day after it had been applied the man's arm was as large as his body. It then occurred to him that perhaps the tincture was not at fault and a careful examination of the reference books of the medical fraternity disclosed the fact that there was a case on record where arnica acted as a skin poison. The cases were so similar that the customer

was satisfied the druggist was not at fault and he, accordingly, dismissed the damage suit and paid the costs of suit."

The Drug Market.

Opium, which has been selling here cheaper than in Europe, has advanced to about the cost of importation and some large holders have withdrawn their stock for the present. Morphia is unchanged. Quinine is steady for foreign brands. P. & W. reduced their price two cents on the 17th. Citric acid has declined. Olive oil, Malaga, has declined. Oil rose has advanced. Linseed oil has advanced, but is still below the cost of manufacture. Turpentine is lower.

A Model Store.

Prall & Jones have leased the double store in the Eddy block, corner of South Washington avenue and Genesee street, Saginaw, and will shortly open therein the finest drug store in the West. Solid mahogany fixtures are now being made in Boston and it is expected that the opening will occur about Oct. 1. Mr. Prall will have charge of the new store, while Mr. Jones will devote his entire attention to the store of the firm at the present location.

A Wise Father.

A man who wanted to learn what profession he would have his son enter put him into a room with a Bible, an apple and a dollar bill. If he found him, when he returned, reading the Bible he would make a clergyman out of him; if eating the apple, a farmer; and if interested in the dollar bill, a banker. When he returned, he found the boy sitting on the Bible, with the dollar bill in his pocket and the apple almost devoured. He made a politician of him.

How to Mend Rubber Overshoes.

Rub the patch and shoe thoroughly with sharp sandpaper. Smear both with liquid rubber five times, every time letting them dry. Do this once more, and before they dry apply the patch with pressure, and the shoe is mended. If liquid rubber is not obtainable dissolve small pieces of pure rubber (not vulcanized) in warm spirits of turpentine to the consistency of syrup.

CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists, GRAND RAPIDS.

GROCERIES.

Arrangement of a General Store Stock.
From the Dry Goods Bulletin.

Retailers throughout the country are manifesting considerable interest in their "silent salesmen"—the various methods and systems employed in the display of goods. There is a sympathetic action between the eye and the purse strings; when one is assailed the other is on the alert.

To have the supply meet the demand is not a stroke of business policy conspicuous for its shrewdness, but to so arrange your supply as to create a demand is a subject worthy of consideration, and any method successfully employed naturally attracts attention.

General storekeepers unfortunately have not led in the tasteful display of goods, many of them manifestly working upon the basis that when Mrs. Smith wants a yard of calico she will come after it. One blood-curdling thought connected with this train of reasoning is: Where will Mrs. Smith go for the yard of calico? That well-worn and high-count adage, "Go to the ant, thou sluggard," suggests another, somewhat differently constructed, "Go to the druggist, thou bungler." From the smallest hamlet to the largest city the universal effort of the druggist is to arrange his wares with an eye to the attractive effect, and the degree of his success, together with its indisputable effect upon the net profits, should excite a spirit of emulation in the keeper of the general store that would manifest itself in a more becoming state of affairs.

The subject of window dressing has been quite exhaustively treated by trade journals of late, many very valuable hints having been given. The value of artistic window decoration cannot be overestimated, but in according to one feature the prominent position its importance justifies we should not lose sight of others equally important. In referring to druggists I did not suggest them as models for imitation, but rather inspiration, for they are manifestly acting in conformity with the law of the eternal fitness of things in making the interior arrangement of the store an important factor in trade-getting. It is worse than useless to dress the window tastefully and arrange the goods inside shabbily, as the contrast brings out more prominently the lack of care, and the stock suffers by the comparison, rendering the window display, if not actually detrimental, at least of no benefit. It is a wise merchant who makes the window display and the interior arrangement of goods inducers and reducers respectively; that is, let the window be so fascinatingly arranged that it will induce the customer to step inside, and, when once inside, have the display of goods such as to reduce the fascination to dollars.

I shall not at present enter into any of the details, but will speak of a few of the advantages and disadvantages in a general way.

It may most consistently be argued that the nature of the stock carried by the general storekeeper is such as to render the labor connected with artistic interior display excessive; this is more conspicuously true when compared to the druggists' stock—a stock in which the display is ordinarily such as to admit of sufficient examination, while it is the fiendish delight of womankind to hold the fort until every piece of goods in the store has been thrown upon the counter. It is time and space wasted to adduce fallacious arguments to the effect that a stock is a stock, and if one merchant can keep his stock in order another can; such is not the case. It is infinitely more work to keep the store handling piece goods in order than the one handling package goods. While there are many ways of simplifying the operation, I do not aim to show how it can be done without labor; the question simply is, "to be or not to be" tastefully arranged. Can we say, "It is such a task to arrange our stock neatly that we have abandoned it," and produce as satisfactory results as by taking hold and fixing things up? Hardly. The merchant does not keep store for his health; he is in business to sell goods.

Now the first way to sell goods is to sell goods. What he is after primarily is that which is conducive to this end; schemes for simplifying and reducing labor, while important, must remain secondary. Consider for a moment the amount of money expended in the display of goods by the proprietors of the large stores in our cities, and yet they do not aim to throw money away.

One other feature should not be lost sight of—people as a rule do not know what they want. A neat display materially assists in the selection, and very seldom fails to sell a little more than when the customer is buying out of a grab-bag.

The one factor of keeping a handsomely appointed store has often built up a fortune. Is your store such that you look in vain to find one more attractive? Even if it is not, and you but look at other stocks with seeing eyes, this article will not have been in vain.

Truck Farming Facts.

"If I could only get a corner on the truck farms of this country," said a marketman with a turn for statistics, "I wouldn't trade jobs with Vanderbilt or Gould if they'd roll both their jobs into one. What do you think the truck farmers pulled out of us dealers here and there about the country and carried home with them last year? Only a little over seventy-six million and a half. That's all! Out of that they had to pay their help, of course, which cost 'em something like \$9,500,000, for they hire 217,000 men, to say nothing of the 10,000 women and 15,000 boys that help out with the work. And their seeds knocked about a million and a half more out of the proceeds, and they had to put up a trifle of \$10,000,000 for fertilizers. But after taking all that out, they had a good round \$50,000,000 left to put away in the sock for a rainy day. Yes; you give me a corner on the truck farms of this country and you can have all that Gould and Vanderbilt make, if you want it."

Free Waterpower Privilege.

AARWOOD, Aug. 19.—I have a fine waterpower on Rapid River, near where the new extension of the Chicago & West Michigan crosses said river, near enough to run a side track, which, with the necessary ground for building, I am anxious to give away. Who wants it?

ALLAN F. LITTLE.

Use Tradesman or Superior Coupons.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun	45
No. 1	50
No. 2	75
Tubular	75

LAMP CHIMNEYS.—Per box.	
No. 0 Sun	1 75
No. 1	1 88
No. 2	2 70

First quality.	
No. 0 Sun, crimp top	2 25
No. 1	2 40
No. 2	3 40

XXX Flint.	
No. 0 Sun, crimp top	2 60
No. 1	2 80
No. 2	3 80

Pearl top.	
No. 1 Sun, wrapped and labeled	3 70
No. 2	4 70
No. 2 Hinge	4 70

La 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 50

STONEWARE.—AKRON.	
Butter Crocks, 1 and 2 gal.	65
" 3 to 6 gal.	65 1/2
Jugs, 1/2 gal., per doz.	75
" 1 "	80
" 2 "	80
Milk Pans, 1/2 gal., per doz. (glazed 75c)	80
" 1 "	90c
" 2 "	72

PRODUCE MARKET.

Apples—Common cooking command \$1.25@1.50 per bbl. Fancy eating are held at \$2@3.
Beans—Dry beans are firm and in strong demand at \$2 per bu. for choice hand picked.
Butter—Choice dairy now commands 15@17c, while factory creamery has advanced to 20c.
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—80c per bu. for good stock.
Mushrooms—\$1 per doz. for Osage; 50c for common.
Peaches—Hale's Early are still in large supply commanding \$1.50 @ \$1.75 per bu., including basket. White freestone fruit commands about the same price. Some yellow fruit has come into market but in such limited quantities that no quotations are possible.
Pears—75c@81.25 per bu.
Plums—\$1.75@2 per bu. for choice green gages. Common are sold as low as \$1.
Tomatoes—In plentiful supply at 60@75c per bu. The crop is likely to be a large one.
Watermelons—15c now buys the best melons which come to this market. The supply is ample, although the demand is good.

POULTRY.

Local dealers pay as follows for live weight:
Spring chickens.....10 @12
Fall chickens.....7 @8
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 50
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-
	ound.
Tierces	6 1/2
0 and 50 lb. Tubs	6 1/2
3 lb. Pails, 20 in a case	7 1/2
5 lb. Pails, 12 in a case	7 1/2
10 lb. Pails, 6 in a case	7 1/2
20 lb. Pails, 4 in a case	7 1/2
50 lb. Cans	6 1/2

BEEF IN BARRELS.	
Extra Mess, warranted 300 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
" 16 lbs.	11
" 12 to 14 lbs.	11 1/2
" picnic	8 1/2
" best boneless	9 1/2
Shoulders	7 1/2
Breakfast Bacon, boneless	9 1/2
Dried beef, ham prices	7 1/2
Long Cuts, heavy	8 1/2
Briskets, medium	8
" light	8

FRESH MEATS.

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

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:
FRESH FISH.

Whitefish	2 @ 8
Trout	2 @ 8
Halibut	1 @ 15
Ciscoes	2 @ 5
Flounders	2 @ 9
Blacks	2 @ 10
Mackerel	2 @ 25
Cod	2 @ 12
California salmon	2 @ 20

OYSTERS—Cans.	
Fairhaven Counts	2 @ 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	7 1/2 8 1/2
Cut Loaf	7 1/2 8 1/2
Extra H. H.	7 1/2 8 1/2

MIXED CANDY.	
Full Weight.	Bbls. Pails.
Standard	6 1/2 7 1/2
Leader	6 1/2 7 1/2
Special	7 8
Royal	7 8
Nobby	7 1/2 8 1/2
Broken	7 1/2 8 1/2
English Rock	7 1/2 8 1/2
Conserves	7 1/2 8 1/2
Broken Taffy	7 1/2 8 1/2
Peanut Squares	9
Extra	10
French Creams	10 1/2
Valley Creams	13 1/2

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

FANCY—In 5 lb. boxes.	
Per Box.	
Lemon Drops	55
Sour Drops	55
Peppermint Drops	65
Chocolate Drops	70
H. M. Chocolate Drops	90
Gum Drops	40 @ 50
Licorice Drops	1 00
A. B. Licorice Drops	80
Lozenges, plain	65
" printed	70
Imperial	65
Mottos	75
Cream Bar	60
Molasses Bar	55
Hand Made Creams	85 @ 95
Plain Creams	80 @ 90
Decorated Creams	1 00
String Rock	1 00
Burnt Almonds	1 00
Wintergreen Berries	1 00

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

ORANGES.	
Sorrentos, 200	4 50
Imperial, 160	4 50

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

OTHER FOREIGN FRUITS.	
Figs, Smyrna, new, fancy layers	18 @ 19
" " " choice	12 1/2
" " " "	12 1/2
" Fard, 10-lb. box	10 1/2
" 50-lb.	2 8
" Persian, 50-lb. box	4 @ 6

NUTS.	
Almonds, Tarragona	2 17
" Ivaca	2 10 1/2
" California	2 17
Brazils, new	2 7 1/2
Filberts	2 11 1/2
Walnuts, Grenoble	2 14 1/2
" Marbot	2 12
" Chili	2 12
Table Nuts, No. 1	2 14
" No. 2	2 13
Pecans, Texas, H. P., large	2 17 1/2
Cocoanuts, full sacks	2 4 50

PEANUTS.	
Fancy, H. P., Suns	2 5 1/2
" Roasted	2 7 1/2
Fancy, H. P., Flags	2 5 1/2
" Roasted	2 7 1/2
Choice, H. P., Extras	2 4 1/2
" Roasted	2 6 1/2

HIDES, PELTS and FURS.

Perkins & Hess pay as follows:	
HIDES.	
Green	4 @ 5
Part Cured	2 @ 5
Full	2 @ 5 1/2
Dry	6 @ 7
Kips, green	4 @ 4 1/2
" cured	5 @ 5 1/2
Calfskins, green	4 @ 5
" cured	5 @ 6 1/2
Deacon skins	10 @ 30
No. 2 hides 1/2 off.	

PELTS.	
Shearlings	10 @ 25
Lambs	20 @ 60
WOOL.	
Washed	20 @ 30
Unwashed	10 @ 20

MISCELLANEOUS.	
Tallow	3 1/2 @ 4 1/2
Grease butter	1 @ 2
Switches	1 1/2 @ 2
Ginseng	2 50 @ 3 25

OILS.

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

Water White	2 @ 8 1/2
Special White	2 @ 8 1/2
Michigan Test	2 @ 7 1/2
Naptha	2 @ 7 1/2
Gasoline	2 @ 8 1/2
Cylinder	27 @ 36
Engine	13 @ 31
Black, Summer	2 @ 8

APPLE BUTTER.		Strawberries.		Hummel's, foil.		Wheat.		Ginger, African.		ENGLISH BREAKFAST.	
Chicago goods	7 1/2 @ 8	Lawrence	1 1/2	" tin	2 50	Cracked	5	" Cochin	15	Fair	18 @ 22
AXLE GREASE.		Hamburg	2 25	CHICORY.		FISH-Salt.		" Jamaica	20	Choice	24 @ 28
Frazer's.		Erie	1 05	Bulk	4 1/2	Bloaters.		Mace Batavia	30	Best	40 @ 50
Wood boxes, per doz	80	Whortleberries.		Red	7	Yarmouth.		Mustard, Eng. and Trieste	25	TOBACCO.	
" " 3 doz. case	2 40	Common	1 40	Cotton, 40 ft.	1 25	Cod.		" Trieste	27	Fine Cut.	
" " per gross	3 00	F. & W.	1 25	" 50 ft.	1 40	Whole	@ 6	Nutmegs, No. 2	75	Pails unless otherwise noted.	
25 lb. pails	1 00	Blueberries	1 30	" 60 ft.	1 60	Bricks	7 1/2 @ 8	Pepper, Singapore, black	30	Hiawatha	60
15 lb.	75	MEATS.		" 80 ft.	1 75	Strips	7 1/2 @ 9	" Cayenne	25	Sweet Cuba	34
Aurora.		Corned beef, Libby's	2 10	Jute	90	Smoked	10 1/2	" Absolute in Packages	20	McGinty	24
Wood boxes, per doz	60	Roast beef, Armour's	1 75	CONDENSED MILK.		Herring		Allspice	84 1 55	Little Darling	22
" " 3 doz. case	1 75	Potted ham, 1/2 lb.	1 50	Eagle	7 40	Scalad.	24	Cinnamon	84 1 55	1891 1/2 bbls.	20
" " per gross	6 00	" tongue, 1/2 lb.	1 00	Crown	6 50	Holland, bbls.	11 00	Cloves	84 1 55	Valley City	33
Diamond.		" 1/2 lb.	1 10	Genuine Swiss	8 00	Round shore, 1/2 bbl.	2 75	Ginger, Jam	84 1 55	Dandy Jim	27
Wood boxes, per doz	50	" chicken, 1/2 lb.	95	American Swiss	7 00	" 1/2 bbl.	1 50	Mustard	84 1 55	Plug.	
" " 3 doz. case	1 50	VEGETABLES.		COUPON BOOKS.		Mackerel		Pepper	84 1 55	Searhead	40
" " per gross	5 50	Beans.		1		No. 1, 1/2 bbls, 90 lbs.	9 00	Sage	84	Joker	24
Peerless.		Hamburg stringless	1 25	5		No. 1, kits, 10 lbs.	1 20	Cut Loaf	@ 5 1/2	Zero	22
25 lb. pails	90	" French style	2 25	TRADESMAN'S CREDIT COUPON		Family, 1/2 bbls, 100 lbs.	3 50	Cubes	@ 4 1/2	L. & W.	24
BAKING POWDER.		" Limas	1 40	TRADESMAN'S CREDIT COUPON		" kits, 10 lbs.	45	Granulated	4 44 @ 4 1/2	Here It Is	28
Acme, 1/2 lb. cans, 3 doz	45	Lima, green	1 30	1		Fancy	3 50 @ 4 00	Confectioners' A.	@ 4 1/2	Old Style	31
" 1/2 lb. " 1	1 00	Lewis Boston Baked	1 35	5		Russian, kegs.		Soft A	@ 4 1/2	Old Homesty.	40
" bulk	10	World's Fair Baked	1 35	TRADESMAN'S CREDIT COUPON		Trout		White Extra C.	@ 4 1/2	Jolly Tar	33
Telfer's, 1/2 lb. cans, doz	45	Corn.		1		No. 1, 1/2 bbls, 100 lbs.	5 00	Extra C.	@ 4 1/2	Hiawatha	37
" 1/2 lb. " 1	1 50	Hamburg	1 25	5		No. 1, kits, 10 lbs.	80	C	@ 3 1/2	Valley City	34
Arctic, 1/2 lb. cans	60	Tiger	1 10	TRADESMAN'S CREDIT COUPON		Whitefish		Yellow	@ 3 1/2	Jas. G. Butler & Co's Brands.	38
" 1/2 lb. " 1	1 30	Purity	1 10	1		No. 1, 1/2 bbls, 100 lbs.	7 00	Less than 100 lbs. 1/2 advance		Something Good	38
" 5 lb. " 1	2 00	Erie	1 15	5		Family, 1/2 bbls, 100 lbs.	2 75	20-lb boxes	6 1/2	Toss Up	26
" 5 lb. " 1	9 60	Hamburg marrofat	1 75	TRADESMAN'S CREDIT COUPON		" kits, 10 lbs.	50	40-lb "	6 1/2	Out of Sight	25
Red Star, 1/2 lb. cans	80	early June	1 50	1		PLAYING EXTRACTS.		1-lb packages	6	Smoking.	
" 1/2 lb. " 1	1 50	Champion Eng.	1 35	5		Jennings' D C.		3-lb "	6	Colonel's Choice	12 1/2
BATH BRICK.		Hamburg petit pois	1 75	TRADESMAN'S CREDIT COUPON		Lemon, Vanilla		6-lb "	6 1/2	Warpath	14
3 dozen in case	90	fancy sifted	1 90	1		2 oz folding box	75	40 and 50 lb. boxes	4 1/2	Banner	14
English	70	Soaked	65	5		3 oz "	1 50	Barrels	4 1/2	King Bee	20
Bristol	70	Harris standard	75	TRADESMAN'S CREDIT COUPON		4 oz "	1 50	SNUFF.		Kiln Dried	17
Domestic	60	Van Camp's Marrofat	1 10	1		6 oz "	3 00	Scotch, in bladders	37	Nigger Head	23
BLUING.		Archer's Early Blossom	1 35	5		8 oz "	3 00	Maccaboy, in jars	35	Honey Dew	24
Arctic, 4 oz ovalls	4 00	French	1 80	TRADESMAN'S CREDIT COUPON		GUN POWDER.		French Kappee, in jars	43	Gold Block	24
" 8 oz "	7 00	Mushrooms.		1		Half kegs.	3 00	SOAP.		Peerless	24
" pints, round	10 50	Pumpkin.		5		Sage	15	Allen B. Whisley's Brands.		Rob Roy	24
" No. 2, sifting box	2 75	Erie	90	TRADESMAN'S CREDIT COUPON		Hops	25	Old Country, 80	3 20	Uncle Sam	28
" No. 3, "	4 00	Squash.		1		Chicago goods	@ 4	Uno, 100	3 50	Tom and Jerry	25
" No. 5, "	8 00	Hubbard	1 30	5		No. 1	30	Bouncer, 100	3 00	Brier Pipe	30
" 1 oz ball	4 50	Succotash.	1 40	TRADESMAN'S CREDIT COUPON		No. 2	50	Boxes	5 1/2	Yum Yum	32
BROOMS.		Soaked	85	1		Pure	30	Kegs, English	4 1/2	Red Clover	32
No. 1	1 75	Honey Dew	1 60	5		Calabria	25	Mixed bird	1 1/2	Navy	32
No. 2 Carpet	2 25	Tomatoes		TRADESMAN'S CREDIT COUPON		Sicily	18	Canary	10	Handmade	40
No. 1	2 50	Van Camp's	1 10	1		Condensed, 2 doz	1 25	Hemp	4 1/2	Frog	33
Parlor Gem	2 75	No. Collins	1 10	5		No. 9 sulphur	1 05	Anise	13	PAPER & WOODENWARE	
Common Whisk	90	Hamburg	1 30	TRADESMAN'S CREDIT COUPON		Anchor parlor	1 70	Rape	6	Straw	1 1/2
Fancy	1 20	Hancock	1 05	1		No. 2 home	1 10	Mustard	7 1/2	Rockfalls	2
Mill	3 25	Gallon	2 75	5		Export parlor	4 25	Diamond Crystal		Rag sugar	2
Warehouse	2 75	CHOCOLATE-BAKERS.		TRADESMAN'S CREDIT COUPON		MOLASSES.		100 3-lb. sacks	82 40	Hardware	2 1/2
BUCKWHEAT FLOUR.		German Sweet	22	1		Blackstrap	16	25 5-lb. sacks	2 25	Bakers	2 1/2
Rising Sun	5 00	Premium	32	5		Cuba Baking	19	28 10-lb. sacks	2 15	Dry Goods	5 1/2 @ 5
York State	2 00	Pure	38	TRADESMAN'S CREDIT COUPON		Porto Rico	19	20 14-lb. "	2 00	Jute Manilla	@ 6 1/2
Self Rising	4 50	Breakfast Cocoa	40	1		Prime	19	24 3-lb. cases	1 50	Red Express No. 1	5 1/2
CANDLES.		CHEESE.		5		Fancy	50	56 lb. dairy in linen bags	50	" No. 2	4 1/2
Hotel, 40 lb. boxes	10 1/2	Norway	@ 9 1/2	TRADESMAN'S CREDIT COUPON		" New Orleans	17	28 lb. "	25	TWINES.	
Star, 40 "	10 1/2	N. Y. or Lenawee	@ 9 1/2	1		Good	20	56 lb. dairy in linen bags	35	48 Cotton	22
Paraffine	12	Allegan	@ 9 1/2	5		Extra good	20	28 lb. "	18	Cotton, No. 1	20
Wicking	25	Skin	@ 8	TRADESMAN'S CREDIT COUPON		Choice	30	56 lb. dairy bags	75	" No. 2	18
CANNED GOODS.		Edam	@ 22	1		Fancy	36	56 lb. dairy bags	75	Sea Island, assorted	15
FISH.		Swiss, imported	@ 25	5		" One-half barrels, 3c extra		56 lb. dairy bags	75	No. 5 Hemp	15
Clams.		" domestic	@ 25	TRADESMAN'S CREDIT COUPON		OATMEAL.		56 lb. dairy bags	75	No. 6 "	15
Little Neck, 1 lb.	1 10	Limburger	10	1		Barrels 200	@ 5 50	Solar Rock		WOODENWARE.	
" 2 lb.	1 90	Brick	12 1/2	5		Half barrels 100	@ 2 88	56 lb. sacks	27	Tubs, No. 1	7 00
Clam Chowder.		CHEWING GUM.		TRADESMAN'S CREDIT COUPON		Barrels 180	@ 2 88	56 lb. sacks	27	" No. 2	6 00
Standard, 3 lb.	2 30	Rubber, 100 lumps	35	1		ROLLED OATS.		Saginaw and Manistee	90	" No. 3	5 00
Standard, 1 lb.	1 10	Spruce, 200 pieces	40	5		Half bbls 90	@ 2 88	Common Fine per bbl	1 35	Pails, No. 1, two-hoop	1 35
" 2 lb.	2 10	Catsup.		TRADESMAN'S CREDIT COUPON		Barrels, 1,200 count	5 00	Church's Arm & Hammer	5 1/2	" No. 1, three-hoop	1 00
Star, 1 lb.	2 45	Snider's, 1/2 pint	1 35	1		Half barrels, 600 count	3 00	Dwight's Cow	5 1/2	Clothespins, 5 gr. boxes	1 00
" 2 lb.	3 45	" pint	2 30	5		Small	7 00	Taylor's	5 1/2	Bowls, 11 inch	1 00
Picnic, 1 lb.	2 00	" quart	3 50	TRADESMAN'S CREDIT COUPON		Barrels, 2,400 count	4 00	DeLand's Cap Sheaf	5 1/2	" 13 "	1 25
" 2 lb.	3 00	CLOTHES PINS.		1		Half barrels, 1,200 count	4 00	" pure	5 1/2	" 15 "	2 00
Mustard, 3 lb.	3 00	5 gross boxes	40	5		Clay, No. 216	1 75	Golden Harvest		" 17 "	2 75
Soused, 3 lb.	3 00	Bulk	@ 4	TRADESMAN'S CREDIT COUPON		" T. D. full count	75	Barrels	28	" assorted, 17s and 19s	2 50
FRUITS.		Pound packages	@ 7	1		Cob, No. 3	1 25	Half bbls.	28	" 15s, 17s and 19s	2 75
Apples.		COFFEE.		5		PIPE.		Fancy drips	28 @ 30	Baskets, market	35
Columbia River, flat	1 85	GREEN.		TRADESMAN'S CREDIT COUPON		Carolina head	7	SWEET GOODS.		" shipping bushel	1 20
" tall	1 65	Rio.		1		" No. 1	6	Ginger Snaps	7	" full hoop	1 30
Alaska, 1 lb.	1 20	Fair	20 1/2	5		" No. 2	6	Sugar Creams	8 1/2	" bushel	50
" 2 lb.	1 90	Good	21	TRADESMAN'S CREDIT COUPON		Broken	@ 5	Frosted Creams	8	" willow c'ths, No. 1	5 75
Sardines	50 @ 6	Prime	21 1/2	1		Japan, No. 1	6 1/2	Graham Crackers	8	" " No. 2	6 25
Imported 1/2 lb.	7 @ 8	Golden	22 1/2	5		" No. 2	5 1/2	Oatmeal Crackers	8	" " No. 3	5 00
Mustard 1/2 lb.	13 @ 14	Peaberry	23	TRADESMAN'S CREDIT COUPON		Patna	5	Shoe Polish	75	" " No. 3	5 00
Brook, 3 lb.	2 50	PEANUTS.		1		TEAS.		Jettine, 1 doz. in box	75	GRAINS AND FEEDSTUFFS	
Trout.		Imitation	25	5		JAPAN-Regular.		WHEAT.		New Old	
Brook, 3 lb.	2 50	Fair	20 1/2	TRADESMAN'S CREDIT COUPON		Fair	@ 17	No. 1 White (58 lb. test)	98	No. 1 Red (60 lb. test)	98
Apples.		Good	21	1		Good	@ 20	Bolton	1 75	MEAL.	
York State, gallons	3 25	Prime	21 1/2	5		Choice	@ 23	Granulated	2 00	FLOUR.	
Hamburg	90	Golden	22 1/2	TRADESMAN'S CREDIT COUPON		Choice	@ 32	Straight, in sacks	5 10	Patent	5 30
Apricots.		Peaberry	23	1		Dust	@ 10	" sacks	6 10	Graham	5 30
Santa Cruz	2 25	Mexican and Guatamala	22 1/2	5		Fair	@ 17	" " sacks	2 25	Rye	2 25
Lusk's	2 50	Fair	22	TRADESMAN'S CREDIT COUPON		Good	@ 20	MILLSTUFFS.		BRAN.	
Overland	2 35	Good	23	1		Choice	@ 24	Screenings	15 00	Screenings	16 00
Blackberries.		Fancy	25	5		Dust	@ 10	Middlings	21 00	Middlings	21 00</

All Night in a Big City Store.

From the New York Advertiser.

At a few minutes before six o'clock one evening, a New York newspaper man entered one of the mammoth dry-goods stores on Fourteenth street, and soon obtained a pass from the owner to remain a night in the place. He was placed in charge of the head watchman, a bright little Englishman, who at once conducted him through the upper stories, where the clerks were already beginning to take long sheets from under the counters and cover the goods. While they were still at work a big gong sounded on the main floor, and they began to hurry, for it was their time for leaving.

"It's six o'clock," said the watchman, "and that calls one department from their counters to the cloak room."

The floor they stood on contained the members of the department called, and in less than two minutes not a person was to be seen.

As we walked down stairs the gong rang again, and the employees hurriedly concluded their work of covering, and disappeared. The watchman led the way to the main floor, where the clerks were just beginning to cover the low rows of shelves and counters piled with goods, for the store was yet filled with shoppers who seemed in no especial hurry to leave. The fifth bell released all the employees on the main floor, and the sixth bell, a few minutes later, had the same effect upon those in the basement.

"My position is now at the door," said the watchman. "Come and sit down beside me and see how we are protected from robbery by employees."

All the entrances but this one were locked, and it left only one egress for the employees. On one side of the door stood the watchman and opposite was stationed his assistant, both holding big blue pencils.

The employees, girls largely in the majority, now began to flock down the broad aisle in a steady stream. Each one was closely scanned by both the men, and many of them had a pleasant good night for Eddie the watchman. Those who carried bundles containing some purchases they had made during the day, presented them to the watchman and he marked his initials on the stamp, which told that the package contained something that had been bought by an employee. Those who had books presented them so that their identity could not be mistaken, and those carrying baskets or bags opened them for inspection. One of the younger girls walked up to Eddie, and laughingly exhibiting her pocket-book, said:

"A pocketbook, twenty-five cents."

"They frequently do that," said he, "just for fun. You know, the rule is that anything being carried out of the store wrapped up that does not bear the office stamp I must open and inspect. Well, one afternoon, a girl who had cut her finger and had bound it up with a piece of cloth, held it up to me as she was passing out and said, 'Cut finger, Eddie.' I marked my initials on it, and it seemed so funny to her that she often refers to it when she sees me. In fact, she has told the joke over the entire store."

For fully twenty minutes the girls and men walked out in a steady stream, and then the human chain began to thin out and continue in twos and threes, linked arm-in-arm, chums who had waited to walk home together.

At 6:30 o'clock the watchman sent one of his assistants to make the first tour of inspection through the entire building to see that no one had hidden away in any of the nooks or corners of the store-rooms and to guard against any fire that might have been started by a careless employee while leaving.

As soon as the watchman left on the tour the porters, six in number, took away the big wire mats in front of the doors, and opening a small trap door in the floor near the open door received from men below the iron gratings and gates, which had been stored in the basement. They screwed the different parts in their proper places, and then their work for the day was over. Soon after they had gone a crowd of nearly twenty girls came down and passed out. The

reporter thought everyone had gone, and asked who they were. The watchman said they were the book-keepers and cashiers in the office, and they had to settle up the accounts of the day and lock their safes before leaving. Sometimes, he said, they were detained until after 7 o'clock. But then they don't have to report as early as the other employees.

Eddie then left the door in charge of his assistant and led the way to the different departments on the floor, where, with the help of two other night men, he pulled down big iron shutters from the ceiling, dividing the floor into six different rooms. Each shutter was pulled right down to the floor to test its condition, and then raised high enough so that a man of ordinary stature could walk under it. The shutters are used to prevent the spreading of fire. Should a blaze be started in one department, it would be immediately inclosed by the iron shutters, and when the firemen arrived their work would be comparatively easy. Each floor is divided up in the same manner. Besides this, all the different departments in the big building are connected by iron doors, which are kept closed during the night, and even if a fire did suddenly spring up it would have very hard work to burn more than about one-fifth of one floor.

Suddenly the electric lights were extinguished, and as Eddie walked upstairs he lighted the gas jets in the halls with a wax taper he carried.

"Matches," he said, "are not allowed in any part of the building at any time. If an employee wants to light the gas in the daytime she must go to the cashier, who will give her a lighted taper. I am the only one in the building at night who is authorized to strike a match. If any of the other watchmen need a light they must come to me for a taper."

When the top floor had been reached, Eddie led the way to a big room in one corner, which was inclosed with galvanized iron. He opened the door and exhibited an immense heap of paper and broken cardboard, which had been picked up about the floors since morning, for the porters empty the yellow tubs twice a day.

"This is the paper room," said the watchman, "and the day's sweepings have not yet been added. It is the only really unsafe place in the entire building, but even if the paper did catch fire it could not burn five minutes. On the roof, directly above it, is a big tank containing thousands of gallons of water. Those pipes that run about the ceiling are connected with it, and the moment a blaze started the room would be flooded."

When the reporter reached the ground floor again the watchmen had put on their overalls and were beginning to sweep the store. There were three sweepers and preceding them were two men with large watering pots, lightly sprinkling the entire floor. Seated at a long table in the rear of the store were about a dozen young men writing in long, blank books. These were the drivers, who get in late, and a young woman cashier is appointed every night to wait and receive their money. She stays until about 8:30, and by that time most of the drivers have returned. If any come in after that hour they turn their money over to the head watchman.

Shortly before 8 o'clock two men entered the building and took off their coats and vests, preparatory to going to work. One of them came up to the head watchman and presented a pass, which was to the effect that he and his colleague were to do work in a certain window of the store. The pass was signed by the head of the department in which the young men were employed. On the pass were two blank spaces, one for the time of the arrival of the holder and the other for the hour of departure. At the bottom this rule was printed:

"Whoever comes into this building on this pass will not be allowed to leave until they leave for good. No smoking or liquor allowed."

Several other clerks who had been detailed to do overwork arrived soon after and gave up their passes to the watchman, who signed them and marked on the hour. When the clerks leave their

passes are returned, and in the morning they hand them to the cashier, who will add that much overtime to their salaries at the end of the week.

At 9 o'clock one of the men left his sweeping, and, taking a long taper in his hand, started on the first regular tour of his inspection. Situated at the furthestmost parts of the store from the front door are twenty electric clocks, which each night are provided with new disks. The man making the tour has a small key, and before his duty is finished he must insert the key into each clock and turn it three times. This causes a small pinhole to be perforated on the disk and records the exact time the key was turned. The clocks are locked by a man during the day, and cheating the clocks would be an impossibility. Once every hour the disk must be punched, and, as the loss of a single pinhole means the loss of a position, the watchmen are more than careful not to skip any clocks. The watchman whom the newspaper man accompanied was a tall, well-built fellow, and seemed to like his work. "No," said he, "we do not fear burglars half as much as we do fire. I don't believe that a dozen armed men could capture the store, for there are always some people working in the place besides the watchmen, and the alarm would be given in an instant. Yes, we have to be very careful to guard against men hiding away, and at every tour of inspection the scuttlies have to be minutely examined."

It took the watchman just forty-five minutes to make the entire tour, and when he returned to the main floor, the newspaper man was pretty well out of breath. The watchman rested fifteen minutes and then started to repeat his trip, and this work he continued to do until 7 o'clock in the morning.

The sweepers in the meantime had been busy with their brooms, and not until the dirt on one floor had been carried out into a rear street and loaded into a standing cart, would they take up another floor. Besides this, every speck of dust was gone over by two men in search of lost articles of jewelry. The last floor was not swept until nearly 4 o'clock, and then the men returned to the basement, and, armed with big feather dusters and rags, began to dust and polish.

At 7 o'clock the doors were thrown open and the porters arrived. They at once went to the rear door and admitted three big Italians carrying heaps of bagging, and upstairs to the paper room they hurried. As each bag was filled it was weighed, and then taken down stairs by the elevator. In less than an hour the great mass of paper had disappeared, and the room was as clean and as clear as a whistle.

At 7:30 the men and girls began to pass in the open doors in a steady stream, and take their proper places in groups at different points of the store. At 8 o'clock the first bell rang, and one detachment of employees moved toward the cloak-room.

As each department was admitted behind the railing of rope, the head of that department closely scanned each face to see that no strangers were admitted. At 8:08 the last bell rang, and then a sign was hung in the center of the store, reading:

.....
: LATE. :
.....

Eddie, the watchman, then went at once to the office and made his report for the night. After his business was over he went directly to the front door and, with a sign dismissed the waiting assistants. One by one the early morning shoppers began to drop in. The big covers were whisked off and folded up, and the great store became just as you see it when you go there to buy.

A Point to be Decided.

"Yes, the ceremony has been performed and John and Mary are one."

"Indeed! Which one?"

"Well," answered the father of the bride, "from what I know of Mary's mother, I should say—but, ah! here she comes."

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 Electrotype 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. GAGGETT, Vice-President.

H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

THE LEARNED GROCER.

He Says There is No Such Thing as Dried Currants.

"Mother wants a pound of dried currants," said a little girl who came into the learned grocer's store the other day.

"I hain't got a dried currant in the store, and there hain't been one in the city," replied the grocer. "But I know what you want, and I've got 'em." The learned grocer brought forth a box of the little sticky, sugary, dried fruit popularly known as dried currants, and used in fruit cake, plum puddings, mince pies, buns and the like.

"Why, them's 'em!" said the little girl.

"Yes, them's 'em." assented the grocer, and if the Grecian maiden who trod this particular lot of fruit into the package had used a little water on her feet before she began, there would not be so much sand and grit in 'em as there is. She must have been having a regular hoe-down on the classic sands before she began to dance on this box of fruit. There, sissy, tell your mother she must bathe 'em in several waters before she uses 'em, or she might just as well put a lot of sand-paper in her fruit cake. And tell her they ain't dried currants, either."

"What's the reason they ain't dried currants?" asked a disputative customer.

"They ain't dried currants any more than they're dried pumpkins!" replied the grocer. "The reason they ain't dried currants is that they weren't currants before they were dried. That's reason enough ain't it?"

"Yes," said the customer, less disputative. "But what does everybody call 'em dried currants for?"

"Cause they don't know any better!" replied the grocer. "They'll go right on coming in here and asking for dried currants just the same after I tell 'em why they ain't dried currants as they did before."

"What should they ask for, then?" inquired the customer.

"If any man should ever come in here and ask for dried corinths," said the grocer, "he would not necessarily be a gentleman, but I bet on him for being a scholar. Dried corinths is what you should ask for when you want this little sugar-coated, gritty raisin, for its a raisin, pure and simple."

"How's that?" the customer wanted to know.

"Because it was a grape before it was dried," said the grocer, "and if dried grapes ain't raisins, what are they?"

"But you said these were dried corinths!" said the customer. "What's a corinth, anyhow?"

"A corinth is the smallest grape that grows," replied the grocer, and it lost its name years and years ago, because it was gradually corrupted into currant, which became the name of the acidulated little berry of our garden, which you might dry from now until Gabriel sounds his horn without getting it any nearer the condition of a raisin than a pea is. This little grape grows all over the islands of the Grecian archipelago, and was first exported from Corinth, and that's what gave it its name. The bunches don't grow much bigger than a stem of red currants, and they are so full of sugar that when they are picked and dried in the sun they actually seem to melt and run together, and it takes a good deal of care and labor to separate them again. After they are separated is the time when the Grecian maiden gets her work

in on them, for it is one of her pleasant duties to jump on a heap of the sticky fruit with her bare feet until she has compressed enough of the little raisins to pile three boxes into one. No hydraulic press could do it any better. If it could, we wouldn't have the sand and grit the maidens' feet mingle with the fruit, without which no dried corinths are genuine.

"Still, I shall expect folks to come in here and ask for dried currants just the same," said the learned grocer, as he went to wait on a new customer.

The Wrong Way to Educate Boys.

Every moralist hard up for a theme asks at intervals: "What is the matter with the sons of our rich and great men?" The question is followed by statistics concerning the wickedness and bad endings of such sons.

The trouble with the moralists is that they put the question wrong end first. There is nothing wrong with these foolish sons, except that they are unlucky. But there is something altogether wrong with their fathers.

Suppose that a fine specimen of an old deerhound, very successful in his business, should collect untold deer in a small park, fatten them up and say to his puppies: "Here, boys, I've had a hard life catching these deer, and I mean to see you enjoy yourselves. I'm so used to racing through the woods and hunting that I can't get out of the habit, but you boys just pile into that park and help yourselves." Such a deerhound as that would be scorned by every human father. The human father should say to such a dog: "Mr. Hound, you're simply ruining these puppies. Too much meat and no exercise will give them the mange and seventeen other troubles, and if distemper doesn't kill them they will be a knock-kneed, watery-eyed lot of disgraces to you. For heaven's sake, keep them down to dog biscuit and work them hard."

That same human father does with great pride the very thing that he would condemn in a dog or a cat. He ruins his children, and then when he gets old profusely and sadly observes that he has done everything for them, and yet they have disappointed him. The fat, useless pug dogs which young women drag wheezing about at the ends of strings are not to blame for their condition, and the same thing is true of rich men's sons. The young women who overfeed the dogs and the fathers who ruin the sons have themselves to thank.

No man would advocate the thing, perhaps, but who can doubt that a law making it impossible for a man to inherit anything but a good education and a good constitution, would supply us in short order with a better lot of men? Look at race horses. The best of those are the descendants of the best that went before them. But imagine the descendants of winning sires enabled to spend in oats or otherwise at their own sweet will all the winnings of their daddies. What would become of the turf? We should have to go to the farm wagons to find our racers and trotters, as we go now to farms and log cabins for our Presidents and such. There is no doubt that as things are the human race doesn't have half a chance to prove what it can do.

Good Report from South Boardman.

SOUTH BOARDMAN, Aug. 17.—South Boardman is beautifully situated on the line of the G. R. & I. Railway. The town has three good water powers and is the center of the great hardwood belt of Northern Michigan. Our business men have never offered a bonus as an inducement to locate factories here, but the facilities and advantages of the place have been sufficient to attract what factories we have, and there is still room for more.

Our business men have subscribed \$1,000 to assist John Edmonston to rebuild his handle factory, which was destroyed by fire Aug. 3. The new factory will be ready for occupancy as soon as the necessary machinery can be secured.

BUILT FOR BUSINESS!

Do you want to do your customers justice?

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

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

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

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

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

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

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

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

Tradesman or Superior Coupons.

COUPON BOOK vs. PASS BOOK.

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

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

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

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

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

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

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

THE TRADESMAN COMPANY,
GRAND RAPIDS.

THE MICHIGAN TRADESMAN.

A Born Lawyer.

A lawyer advertised for a clerk. The next morning his office was crowded with applicants—all bright and many suitable. He bade them wait until all should arrive, then ranged them in a row and said he would tell them a story, note their comments, and judge from that whom he should choose.

"A certain farmer," began the lawyer, "was troubled with a red squirrel that got in through a hole in his barn and stole his seed corn. He resolved to kill the squirrel at the first opportunity. Seeing him go in the hole one noon, he took his shot-gun and fired away; the first shot set the barn on fire."

"Did the barn burn?" said one of the boys.

The lawyer, without answer, continued: "And seeing the barn on fire, the farmer seized a pail of water and ran to put it out."

"Did he put it out?" said another.

"As he passed inside, the door shut to and the barn was soon in flames. When the hired girl rushed out with more water—"

"Did they all burn up?" said another boy.

The lawyer went on without answer:

"Then the old lady came out and all was noise and confusion, and everyone was trying to put out the fire."

"Did anyone burn up?" said another.

The lawyer said: "There, that will do; you have all shown great interest in the story. But observing one little bright-eyed fellow in deep silence, he said: 'Now, my little man, what have you to say?'"

The little fellow blushed, grew uneasy and stammered out:

"I want to know what became of that squirrel; that's what I want to know."

"You'll do," said the lawyer; "you are my man; you have not been switched off by the confusion, and the barn burning, and the hired girls and water pails. You have kept your eye on the squirrel."

They Speak for Themselves.

No more flattering letters of commendation were ever received by any jobbing house than several recently received from the customers of the Hazeltine & Perkins Drug Co., *fac simile* reproductions of which appear on the drug page of this issue of THE TRADESMAN. They prove conclusively that the house in question stands well with the trade—in fact, that its reputation for good quality of goods and prompt shipment of orders is fully deserved and very generally appreciated. The letters published to-day will be followed by others from druggists in other portions of the State, all testifying to the same effect and exhibiting a spirit of courtesy and friendliness which speaks more than volumes of self praise would for the popularity of the house.

A Curious Accident.

A large pin-oak log was being sawed at Jesse Cox's sawmill, at this place, says the Seymour, Ind., correspondent of the *Lumber Worker*, when the saw struck some hard substance with a clash. The engine was stopped and the side of the log was chopped into and a whole horse-shoe was found, the outer end of which had been struck by the saw. The writer examined the find this morning. The tree had been sawed down in the old fair grounds in the northeast part of the city. The shoe was located about three feet from the end of the log, and there were twenty-six distinct yearly growths over the outside part of the shoe, so that it is safe to say that the shoe was nailed to the tree for a hitching place for horses not less than forty years ago. The outside of the tree was smoothly grown over, and there was nothing to indicate the hidden shoe save an indistinct snarl in the bark. The saw had to be sent off for repairs.

ANYTHING

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

TOO LATE

That he has allowed his money to leak away.

-Money-Won't take care of Itself.

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

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

Coupon Systems

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

For Samples and Price List, address

THE TRADESMAN COMPANY

GRAND RAPIDS, MICH.

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.....	1:20 p.m. 10:00 a.m.
Atlantic & Pacific Express.....	11:15 p.m. 6:00 a.m.
New York Express.....	5:40 p.m. 12:40 p.m.

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

TIME TABLE

NOW IN EFFECT.

Trains Leave	*No. 14	*No. 16	*No. 18	*No. 28
G'd Rapids, Lv	6:50 a.m.	1:30 p.m.	3:45 p.m.	10:55 p.m.
Ionla, Ar	7:45 a.m.	11:25 a.m.	4:52 p.m.	12:37 a.m.
St. Johns, Ar	8:38 a.m.	12:17 a.m.	5:40 p.m.	1:58 a.m.
Owosso, Ar	9:15 a.m.	1:30 p.m.	6:40 p.m.	3:15 a.m.
E. Saginaw, Ar	11:05 a.m.	3:10 p.m.	8:45 p.m.	.....
Bay City, Ar	11:55 a.m.	3:45 p.m.	9:35 p.m.	.....
Flint, Ar	11:10 a.m.	3:40 p.m.	8:00 p.m.	5:40 a.m.
Pt. Huron, Ar	3:05 p.m.	6:00 p.m.	10:30 p.m.	7:35 a.m.
Pontiac, Ar	10:57 a.m.	3:05 p.m.	8:55 p.m.	5:50 a.m.
Detroit, Ar	11:5 a.m.	4:05 p.m.	9:50 p.m.	7:00 a.m.

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

*Daily. *Daily except Sunday. Trains arrive from the east, 6:40 a. m., 12:50 p. m., 5:00 p. m. and 10:25 p. m.

Trains arrive from the west, 6:45 a. m., 10:10 a. m., 3:35 p. m. and 9:50 p. m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 82 Wagner Sleeper.

Westward—No. 81 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor 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.....	+10:00	+1:15	*11:35	\$6:30
Traverse City.....	+7:25	+5:25	*11:30	.....
Muskegon.....	+9:00	+1:15	+ 5:40	+6:30
Manistee.....	+7:25	+5:25	.....	.....
Ludington.....	+7:25	+5:25	.....	.....
Big Rapids.....	+7:25	+5:25	.....	.....
Ottawa Beach.....	+9:00	+1:15	+ 5:40	+6:30

+Week Days. *Daily. \$Except Saturday.

A. M. has through chair car to Chicago. No extra charge for seats.

P. M. runs through to Chicago solid with Wagner buffet car; sea s 50 cts.

P. M. has through free chair car to Manistee, via M. & N. E. R. R.

P. M. is solid train with Wagner palace sleeping car through to Chicago, and sleeper to Indianapolis via Benton Harbor.

P. M. has Wagner Sleeping Car to Traverse City.

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.....

Lansing.....

Howell.....

Lowell.....

Alma.....

St. Louis.....

Saginaw City.....

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 SOUTH.

Arrive from Leave going	South.	North.
For Saginaw & Big Rapids.....	6:50 a.m.	7:05 a.m.
For Traverse City & Mackinaw.....	6:50 a.m.	7:30 a.m.
For 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.....	.....	5:45 p.m.
Train arriving at 6:50 daily; all other trains daily except Sunday.	.....	.....

TRAINS GOING SOUTH.

Arrive from Leave going	South.	North.
For Cincinnati.....	6:00 a.m.	7:00 a.m.
For Kalamazoo and Chicago.....	10:30 a.m.	10:30 a.m.
From Big Rapids & Saginaw.....	11:50 a.m.	.....
For Fort Wayne and the East.....	.....	2:00 p.m.
For Ft. Wayne.....	5:25 p.m.	6:00 p.m.
For Cincinnati and Chicago.....	10:00 p.m.	10:30 p.m.
From Saginaw.....	10:40 p.m.	.....
Train leaving for Cincinnati and Chicago at 10:30 p.m. daily; all other trains daily except Sunday.	.....	.....

Muskegon, Grand Rapids & Indiana.

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

SLEEPING & PARLOR CAR SERVICE.

NORTH—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 Potoskey. Sleeping car Grand Rapids to Mackinaw City.

SOUTH—7:00 a.m. train.—Parlor chair car Grand Rapids to Cincinnati.

10:30 a.m. train.—Wagner Parlor Car Grand Rapids to Chicago.

10:30 p.m. train.—Sleeping Car Grand Rapids to Chicago. Sleeping car Grand Rapids to Cincinnati.

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

Lv Grand Rapids 10:30 a.m. 2:00 p.m. 10:30 p.m.

Arr Chicago 3:55 p.m. 9:00 p.m. 6:50 a.m.

10:30 a.m. train through Wagner Parlor Car.

10:30 p.m. train daily, through Wagner Sleeping Car.

Lv Chicago 7:05 a.m. 3:10 p.m. 10:10 p.m.

Arr Grand Rapids 2:15 p.m. 8:50 p.m. 6:50 a.m.

3:10 p.m. through Wagner Parlor Car. 10:10 p.m. train daily, through Wagner Sleeping Car.

Through tickets and full information can be had by calling upon A. Almquist, ticket agent at Union Station, or George W. Munson, Union Ticket Agent, 67 Monroe street, Grand Rapids, Mich.

C. L. LOCKWOOD, General Passenger and Ticket Agent.

Toledo, Ann Arbor & North Michigan Railway.

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

VIA D., L. & N.

Lv. Grand Rapids at..... 7:25 a. m. and 6:25 p. m.

Ar. Toledo at..... 1:10 p. m. and 11:00 p. m.

VIA D., G. H. & M.

Lv. Grand Rapids at..... 6:50 a. m. and 3:45 p. m.

Ar. Toledo at..... 1:10 p. m. and 11:00 p. m.

Return connections equally as good.

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

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

AND Jeweler,

44 CANAL ST.,

Grand Rapids - Mich.

WANTED.

POTATOES, APPLES, DRIED FRUIT, BEANS

and all kinds of Produce.

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

EARL BROS., COMMISSION MERCHANTS

157 South Water St., CHICAGO.

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