

MICHIGAN TRADESMAN.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 2, 1891.

NO. 415

PEOPLE'S SAVINGS BANK.

Cor. Monroe and Ionia Sts.,
Capital, \$100,000. Liability, \$100,000
Depositors' Security, \$200,000.

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THE *Grand Rapids* FIRE INS. CO.
PROMPT, CONSERVATIVE, SAFE.
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We carry the largest line in field and garden seeds of any house in the State west of Detroit, such as Clover, Timothy, Hungarian, Millet, Red Top; all kinds of Seed Corn, Barley, Peas, in fact anything you need in seeds.

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

W. T. LAMOREAUX & CO.,

128, 130, 132 W. Bridge St.,

GRAND RAPIDS, MICH.

ESTABLISHED 1841.

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

Wayne County Savings Bank, Detroit, Mich.

\$500,000 TO INVEST IN BONDS

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

WANTED!

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

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

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WHOLESALE WAREHOUSE AND OFFICE:

Cor. Wealthy Ave. and Ionia on M. C. R. R.
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Jobbers of Rubber Goods



Mill & Fire Department Supplies

Agents for the CANDEE Rubber boots, shoes, articles, lumbermen's, etc., the best in the market.

We carry the finest line of felt and knit boots, socks and rubber clothing in the market. Send for price list and discounts.

4 Monroe St., Grand Rapids, Mich.

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

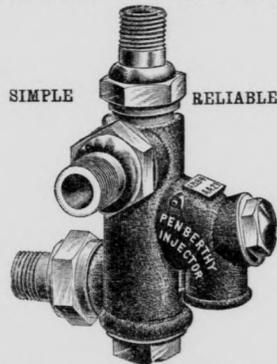
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To Missouri, Kansas, Arkansas, Texas and all points West and Southwest. Aug. 25, Sept. 15 and 29. Good for 30 days, with stop-over privileges.

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SIMPLE RELIABLE

The Most Perfect Automatic Injector Made.

42,000 in actual operation. Manufactured by

PENBERTHY INJECTOR CO.,
DETROIT, MICH.

PERMANENT SITUATION WANTED BY A REGISTERED pharmacist of twelve years' experience. Address J. D. Muskegon, Mich. 303

JUST AS IT HAPPENED.

Good fortune stands waiting for us at many a corner of life, but we are too selfish or blind or discourteous to salute her; for sometimes she wears such odd disguises that we do not recognize the good fairy in some miserable old woman or irritating visitor. And yet all our fortune for good or evil may hang upon one generous or one selfish action; therefore, if we would control our destiny, we must learn to control ourselves.

Few women at twenty years of age have learned this great lesson, but Barbara Reed had been under a wonderful teacher. Poverty had set her hard tasks, and introduced her into strange ways and among queer people; but she had found that, in all the homes of want, virtue and loving kindness had there also a dwelling-place.

It was a cold, dreary day in mid-winter, and she was hurrying toward the little room which she called home. It was near five o'clock; she had been giving music-lessons since nine in the morning, and she really was exhausted, though she did not know it, for in her heart was a little well-spring of hope that gladdened all the dreary vistas of life. "How handsome he is! How good and kind!" that was how she strengthened herself when she met the keen, east wind, or felt the blocks lengthening before her, and so at last she turned the well known corner, and began to feel for her latch-key.

Just then there came out of the grocery an old woman whom she knew well by sight, and whose temper and tongue were the terror of the tenement and the neighborhood in which she lived. This woman was evidently in a rage, and was unsparingly denouncing the little Dutchman who had followed her with explanations to the door. That there was a quarrel between Ellen O'Conner and Hans Bohling did not concern Barbara, but when Ellen, turning quickly around to fire one Parthian shot, fell headlong on the slippery pavement, that was another thing. True, for one moment the dainty, gentle little lady hesitated to speak to such a dreadful virago, but the rude laughter on all sides and the poor creature's irrepressible cry of anguish decided her.

It was, however, impossible to move her; some bone was broken: and she hastened to procure help to carry her home, and a doctor to attend her. In less than five minutes, help was there, and Barbara, unmindful of her own weary condition, waited tenderly upon the poor, fainting sufferer. When the bone had been set and the doctor was gone away, she then became conscious of a low sobbing in the next room.

"It's my little Mike," said the woman, in a voice thick with emotion. "He often watches you at night, miss. Please to say a word to comfort him."

"Little Mike" proved to be a boy of about fourteen years of age, crippled, and suffering then from a severe fever. Barbara espoused these two poor invalids

with all her heart; every moment she could spare from her duties she was with them. This little musical woman carried more in her head now than mere crochets; she had found a place there for the rough woman and the suffering child, and she laid all sorts of little plans for their relief and pleasure.

They did not seem to be poor or in actual necessity; from an old-fashioned leathern purse under her pillow, Ellen gave whatever money was necessary for food and medicine; and by the hands of a young priest, who waited very lovingly on Little Mike, she saw her send an offering of gratitude to the church. Poverty in all its hard realities was not in Ellen's home, but poverty in all its bare unloveliness was there. Nothing but actual necessities furnished their two rooms. No books or pictures were visible; there was not even a pot of geranium or a little canary.

The woman's language proved her to have been an educated woman, and her thoughtful, self-denying love for her crippled child proved her capacity for deep and tender affection. Yet it was easy enough to see that her evil name in the neighborhood was not undeserved; paroxysms of passion shook her with almost insane power, and her tongue was then entirely given up to the demon who ruled her. No one, perhaps, but Barbara had ever seen that equally appalling passions of remorse and repentance followed; for if it is only God who knows the worst of us, it is also only God who knows the best of us.

Entirely helpless and quite dependent upon Barbara, she revealed more of herself to her in a few weeks than ever she had done before to any earthly friend or acquaintance, and Barbara grew to love her, and to look forward with a real pleasure to coming home at night and taking her cup of tea beside the sick woman and boy. The cold, hard winter delayed their recovery, and it was early spring before they could venture to sit up. But one bright evening, Barbara got home early, the window was thrown up, and they all took tea together.

Mike was now able to limp about a little, and he told Barbara he had been "studying and working all day." She was a little astonished, but did not like to ask him: "What, at?" Yet she noticed a strange change in the boy's face; it was as if a cloud had passed away from over it, the great brown eyes were fairly luminous, the broad, ample brow unwrinkled by pain or care, and the hollow cheeks had a vivid glow of color on them. All his pathetic, mournful manner had fled; he laughed softly, and seemed thoroughly happy. Now for the first time was clearly evident the passionate love which existed between mother and son; if he passed her, even, he touched her gently, and at such touches she glanced at him in return with a look which made her stern, cold face almost angelic.

Something of the same look lingered on it as she watched Barbara washing up

the tea-cups, and putting the room in order. Barbara was very pleasant to watch at all times, but especially so tonight; for she was dressed for some simple merry-making, and the light of expectation was in her eyes.

A few days after this, Barbara sent Ellen word that she was sick, and the poor woman looked in vain for her light footstep and low, pleasant voice. Mike was just as eager and expectant, but it was the evening of the second day's absence before she made her appearance. Then, somehow, it was another Barbara. No mere physical suffering had so changed the bright, sweet face; no mere physical suffering caused the great, gray eyes to fill with tears, and the poor, little lips to quiver and tremble with suppressed feeling.

Ellen watched her with a keen and troubled look. Mike was so glad to see her back. He noticed no change; besides, he was full of his own revelations. Tonight he was going to show Barbara all his drawings, and tell her all his plans. And she was much touched to find this boy-artist had beguiled many a long hour—before he had ever spoken to her—in sketching her. He had pictures of her in every dress, and in every attitude—in her trim walking-dress, with her music-roll in her hand, and in her house-dress with her canary on her finger.

It pleased Ellen greatly to see Barbara's enthusiasm; then she began to explain.

"Mike," she said, "had begun to draw when his back was much worse, and he could not walk at all—the young priest, whom Barbara had seen, had brought him copies and paper and pencils, and, as soon as his health would allow him to study regularly, Mike had a friend who would see he had every advantage."

Then she became wonderfully silent for her, and watched Mike and Barbara with intent, anxious solicitude; anon, she fingered her rosary; her lips moved—she was praying for them.

Evidently in this act, she made up her mind upon some point which she had been considering. She walked toward the window where the two bent over one of Mike's sketches of Barbara, and said:

"Mike, honey! go to bed now, or else it's little enough you'll be worth in the morning."

The boy obeyed her at once, and Barbara lifted her hat to go.

"Stay," said Ellen, "stay, Barbara; I want to speak to you, come here and sit beside me."

Barbara stayed, just a little reluctantly, for the strain of the evening had pressed sorely on her; her endurance was almost gone. She wanted to be alone, and have a good cry. Ellen knew it; she drew her gently down beside her, and said:

"Cry here, my dear. I had a daughter once; praised be the saints, she is in heaven now!"

Then Barbara broke down, and burying her face in her arms, cried softly and sorrowfully.

"Now, *who is he*, honey? For it's only the men surely that make a woman cry in that way."

"Oh, Ellen, he loves me so dearly, but—"

"He can't marry you, eh?"

"He is so rich, and—"

"You are so poor; very much he loves you! Pshaw!"

"Ellen, you don't understand; there are so many ways."

"Only two ways, Barbara. A right way and a wrong one; mostly men take the wrong one."

"Don't say so about Edgar; it is not his fault. I will tell you how it is: I teach his sister music. Once they went out unexpectedly, and he came into the music-room to apologize, and then afterward he was always meeting me on the stairs or in the street, and finally he wrote and asked me to be his wife. I was so happy, and we were both happy for four months; then he told his mother, and she— Oh, I hope I may never see a woman behave again as she behaved to me."

"Did she get in a passion like I do?" asked Ellen, with a queer interest in her voice.

"No; she was worse than that; she was perfectly calm and cold. She said the most cruel, shameful things in the politest way, put a check into my hand for the lessons I had given, and then ordered the footman to open the door for me. I was so shocked that I could not answer her, nor did I see until I got home that she had underpaid me for my services."

Ellen's eyes blazed, and she became so excited that Barbara said:

"Now, Ellen, be still or I won't go on. I kept the check, intending to have it rectified as soon as I felt equal to facing her. Besides, I hoped to hear from Edgar. I waited two days, and there was no message; but the next day was the Sabbath. I sang in the choir of the church his family attended; I should, at any rate, see him, and if he was unchanged, a glance would be sufficient. Sunday morning's paper contained his name among the list of European passengers, and on Monday morning I got a letter from him, upbraiding me for *taking money from his mother* as an equivalent for his love. Be still, Ellen; mind, this is my wrong, not yours, and you shall not get into a passion about it. I saw at once what lie had been told him. I knew the soft, plausible manner in which she would say:

"Oh, Edgar dear! I spoke to that Miss—Miss—I've really forgotten her name—you know, that little music-teacher you fancy yourself in love with; and, really, now, I found her a sensible kind of girl. When I explained how impossible marriage and that kind of thing were, and how much more sensible a positive sum of money might be, she saw the thing at once—clever little girl! Edgar, you had better take a little trip to Europe, I think, dear."

"I knew something like this took place, just as well as if I had heard and seen it. I knew how Edgar despised me, and how angry he must have been before he could have written the cold, bitter farewell he did. It has been a dreadful trial, Ellen!"

"Poor child! Poor child! What will you do?"

"I have kept the check—I mean to keep it. When he comes home I shall send it to him, along with a statement of my real claim. In the meantime I must bear the knowledge that he believes me a perfectly sordid, false woman."

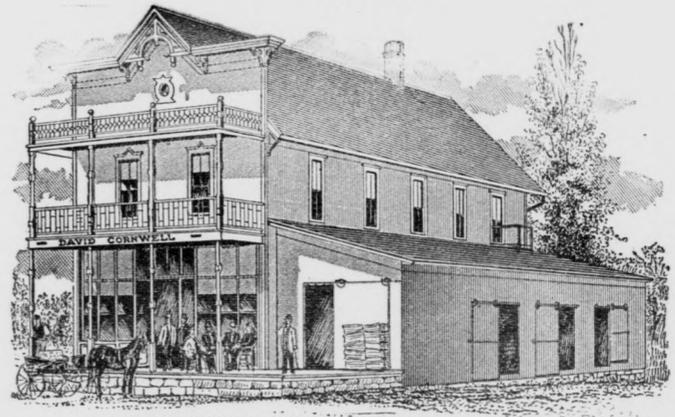
"Have you any mother, Barbara?"

"No, Ellen."

"Any father?"

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.

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

Order Tycoon Gum and Chocolate Triplets.

A. E. BROOKS & CO.,

No. 46 OTTAWA ST., GRAND RAPIDS

Grand Rapids Electrotype Co.,

ELECTROTYPERS

—AND—

STEREOTYPERS

6 and 8 Erie St., GRAND RAPIDS.

A. D. SPANGLER & CO.,
GENERAL

Commission Merchants

And Wholesale Dealers in

Fruits and Produce.

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

SAGINAW, E. Side, MICH.

"He died at sea before I was born."
 "Any brothers or friends?"
 "None but you, Ellen—I think you are my friend."

"God in heaven knows I am, child!"
 There was a long silence; then Ellen began in a low, monotonous voice:

"Barbara, listen: I was well-born and had a good education; but what can anything avail a woman who marries foolishly? I married *below* myself; a woman had better die than do that. I married a drunkard—a brute in man's form. He raised in me the devil that still rules me, and that no one has ever controlled but you. Once, in a drunken fit, he was going to beat little Mike. I rushed on him like a lion. I don't know which of us did it, but the baby was hurt. After that I could not endure him. I took the boy and went away and hid myself. The woman I lodged with taught me her trade—a carpet-maker—and when Mike was so I could leave him, I got good work. I rose to be forewoman before the end of the second year."

"And your husband?"
 "He is dead; do not speak of him. I lived only for my boy and my work. I have never made a friend but you. Mike loves you. To hear you play and sing is like a dream of heaven to him. If you'll come and live with us, we'll take better rooms, and I'll try and never get angry again."

All the neighborhood wondered and laughed when Barbara took the whole floor of the little brick house in which she lodged, and the Widow O'Connor and her crippled son moved over there. But Barbara let them laugh, and the widow went to her work again, and made a vow that never a word she'd say to any of their remarks. Strange as the partnership was, it turned out splendidly. Barbara found a new pleasure in coming home now; her tea was always ready, her room cheerful, and Mike's welcome waiting.

Mike soon began to study at the Academy, and to spend his leisure hours poring over the art treasures in the Astor Library; then he had dreams of Italy, the fatherland of painters. Ellen said little, but she listened to Mike and Barbara talking with a strange interest; for Barbara, too, had dreamed of Italy for years. To be sure, the dream never seemed likely to come true now; Edgar, indeed, had promised, but that promise had been a dream also.

Yet all that summer something was the matter with Ellen. She was often absent on messages about which she said nothing; she worked with incredible industry; she strove to recall, both in dress and manner, the polish of her youth. She was neither old nor unhandsome, and Barbara began to think she was going to marry again. But she had a deeper plan than this.

One evening, in the end of October, she said:

"Mike, Barbara, if you wish, we shall all start for Italy next month."

There was something so serious and yet so glad in her voice that it was impossible to make a joke of it.

"Yes, dears," she said in reply to their joyful exclamations; "I have got eleven thousand dollars, and I am told that if we live as we do now, the sum is sufficient to get you both good masters and live upon until you are able to do something."

"But the money, mother—how did you get it?"

"Earned it, Mike. Do you think I have worked fourteen years, as hard as I have done, never spending an unnecessary penny, for nothing? Besides, I have had interest gathering all the time. I meant to leave you above want, Mike, but One who always gives me good advice, saw I had better give you a profession than a bank-book; and so I will, if you wish it?"

Barbara's objections were soon overruled; neither Ellen nor Mike would go without her; they needed her to speak for them—they needed her every way—they would not hear of a separation. So the whole three left the following month for Rome. No one took any notice of their departure, no one knew or cared about it, and yet it was a step of vital importance to them.

It proved to be also a very fortunate one. It was soon evident that it was from Ellen O'Connor Mike inherited his artistic nature, and now, in a proper atmosphere, the woman's better and nobler instincts rapidly developed themselves. Barbara's singing and Mike's pictures were a constant enthusiasm to her, and the finer growth soon left no room for the coarser. Barbara, though she had watched the change, could scarcely believe that the serene, graceful woman haunting churches and studios and operas was the passionate virago she had first seen.

In three years Barbara made her *debut*, and made it a triumph. Ellen cried with joy, and Mike drew transfigured pictures of her in all her characters. Barbara was still his model and his ideal. One evening, as they were curiously turning over some of Mike's earliest sketches, they came upon a rough picture of herself in her trim, gray alpaca walking-dress, with a music-roll in her hand. She looked long at the picture; she had worn that very suit the night Edgar Hill had told her that he loved her; she had asked Mike to paint one from it, and Mike, only too happy to do what Barbara desired, made an exquisite picture of "the little music-teacher."

Mike's studio had become by this time a favorite resort of men of leisure and genius, a place of note to be visited by strangers. One day a party of Americans called, and among them was a tall, listless, handsome man, who declined everything but a sofa and a fan. He vowed he had seen so many fine pictures that he wished never to see another; so the party went round the studio without him.

In an absent, indolent manner, he wheeled round the chair out of the sun, and found himself face to face with Barbara's picture. If he had seen a ghost he could scarcely have been more profoundly affected. His anxiety about the picture and the original revealed the man's identity to Mike, who knew the story of Barbara's love affair. It was Mr. Edgar Hill—he never doubted it—and now Barbara should be righted. He agreed to sell him the picture, but desired him to call at seven o'clock that evening for his terms.

At seven Mr. Hill was waiting before the picture; at a few minutes past seven Barbara came tripping into the room. Mike, with a self-denial few could understand, withdrew, and Barbara had the opportunity she had longed for and dreamed of for years.

Now, if I were writing an imaginary story, I should say that the wicked mother was put to shame and the lovers made happy; but things in real life do not always happen story-book fashion. In the first place, Mrs. Hill could never have been made to feel ashamed. She thought that she had acted in a very prudent, sensible way, and she maintained it. In the second, Barbara had long outlived her love for Edgar Hill. She would have had to stoop mentally—which is worse than stooping socially—to marry him, and she remembered that Ellen O'Connor had said: "A woman had better die than marry below herself."

She was glad to have had the opportunity to deny the degrading charge that had been made against her, but she bid her old lover "good-bye" without a regret. Mrs. Hill went to see her in "Norma," and talked patronizingly to her party about the little Barbara Reed whom she had once been so good to; and a year afterward, when she had returned to Rome and found her Princess Romola, begged tickets for her entertainments.

Is my tale improbable? Believe it because it is improbable; for fiction has nothing in all its realms to compare with the romances of every-day life.

AMELIA E. BARR.

FOR SALE, WANTED, ETC.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisement taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE—\$6,000 stock clothing, dry goods, hats, caps, boots, shoes and groceries in live growing town located in excellent farming section most of stock bought within last 12 months. Also two good store buildings. Sell all cheap and take in part payment good farm property. Best of reasons for selling. J. A. L., care Tradesman. 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 LOGGING OUTFIT AT A bargain. Will sell all or part, as desired. Also one standard gauge Shay locomotive in first-class working condition. Apply to W. A. D. Rose, Big Rapids, Mich. 282

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

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

MISCELLANEOUS.

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

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

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

WANTED—YOUNG SINGLE MAN WITH ONE OR two years' experience in the dry goods business. Wages moderate. Address 304, care Michigan Tradesman. 304

Use Tradesman Coupon Books.

To the Drug Trade of Michigan:

At the request of many representative druggists, we have gotten out a new brand of cigars, which we have designated the

REGISTERED PHARMACIST

In order to secure uniformity and high standard, we have imported the tobacco ourselves, through the Grand Rapids Custom House, and are therefore able to make a better cigar to sell for 5 cents than a great many manufacturers make to sell for 10 cents. We shall

Sell this Brand to Druggists only,

And our price will be \$35 per thousand.

We shall advertise the cigar in all the leading newspapers in the State, so it will be one of the leading brands on the market. All wholesale druggists in Michigan will handle these goods.

Send in your trial orders early, as we propose to fill all orders in rotation.

KUPPENHEIMER BROS.,

Cigar Manufacturers,

45 PEARL ST., - - GRAND RAPIDS.

TELFER SPICE COMPANY,

MANUFACTURERS OF

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

1 and 3 Pearl Street,

GRAND RAPIDS

AMONG THE TRADE.

AROUND THE STATE.

Saugatuck—Blackman Bros., of Trowbridge, have started a meat market here.

Nottawa—A. M. Todd will remove his peppermint distilling business to Kalamazoo.

Parkinson—W. W. Leonard has sold his dry goods and grocery stock to Bowers Bros.

Ovid—J. V. Retan, proprietor of the Ovid Harness Co., has been closed under chattel mortgage.

Interlochen—Courtney & Cook have leased the store building of Isaac Jones and engaged in the meat business.

Grand Ledge—Burnham & Baldwin, dealers in drugs and groceries, have dissolved partnership, the latter continuing.

Hart—Dr. H. B. Hatch and Ben. E. Reed have opened their new drug store, which will be conducted under the style of Ben. E. Reed.

Interlochen—Fuller & Jeffery have begun the erection of a store building and will embark in the meat business as soon as same is completed.

Walton—Lardie & Son have closed their general store and removed the stock to Old Mission, where it has been consolidated with the stock of George Lardie, Jr.

Owosso—C. L. Hall is erecting a store building at the corner of Maple avenue and Corunna street, 20 x 40 feet in dimensions, and will embark in the grocery business.

Detroit—The Appelt Milling Co. has filed articles of association, with a capital stock of \$50,000, of which \$11,900 is paid in. The incorporators are Charles Appelt, Alfred Moorhouse, Josiah Clark and Emil H. G. Appelt.

Saginaw—Hon. George Orth, ex-member of the Legislature and well known throughout the State, is about to locate in Saginaw, where he will establish a boot and shoe store. Mr. Orth has branch stores at Au Sable, Oscoda and St. Ignace.

Big Springs—Norman Harris has purchased a store building at Conklin and will remove his general stock to that place about Oct. 1. Mr. Harris has been engaged in trade here for eighteen years and his removal will be a matter of general regret.

Manton—Storm & Hill, of Chicago, replevined about \$1,200 worth of goods from the H. C. McFarlan stock. As the goods were covered by chattel mortgages and already in possession of the mortgagees and by them advertised for sale, litigation will probably follow.

Hastings—The assignee's sale of the stock of boots and shoes, hats and furnishing goods owned by the late firm of Holden & Hire occurred Monday afternoon. There were a number of interested parties present, and the bidding was quite spirited. H. S. Robinson & Co., of Detroit, bought in the stock at \$1,850.

Reed City—Delmore Hawkins, a youthful swell-head who embarked in the grocery business at Hawkins about two years ago, has absconded, taking with him all the stock not covered by mortgage and some stock actually covered by mortgage. He left in the night, taking the train at a station on the line of the F. & P. M. Railway. His indebtedness amounts to several hundred dollars, widely distributed.

Mancelona—The *Herald* says: The grocery firm of Blosser & Co., of this place, is in trouble. It seems that the firm has been running behind for some time past, and a few weeks ago, gave a trust mortgage of \$1,019.72. This mortgage covers stock and book accounts and secures the following claims: Lemon & Wheeler Co., \$425.36; I M. Clark Grocery Co., \$222.86; Olney & Judson Grocer Co., \$118.46; Ball-Barnhart-Putnam Co., \$254.04. The stock will not inventory over \$300 and with the book accounts has been turned over to L. W. Stewart, pending a settlement between the parties interested. It is the old, old story of too much credit. As the books of the firm show an outstanding indebtedness of something like \$1,800, the bulk of which is not worth five cents on the dollar, it will be seen at once, that the firm, like many others, with a limited business experience, had too much confidence in the honesty of mankind, and the result surprised no one here who was at all conversant with their business methods. At the same time much sympathy is expressed for both members of the firm, for while they will probably be able to settle all claims against them, at the same time their loss will be heavy.

MANUFACTURING MATTERS.

Mt. Pleasant—The sawmill of the Mt. Pleasant Lumber & Manufacturing Co. will cut 7,000,000 feet this season.

West Branch—Joseph Bassett has erected a small shingle mill on Rifle River, nine miles from this place.

Au Sable—The Potts sawmill, recently purchased by H. M. Loud & Sons Lumber Co., is being put in shape for sawing operations.

Mt. Pleasant—Vincent & Green propose to erect a hoop and heading mill at this place which will operate a force of thirty men.

Detroit—The Morton & Backus Lumber Co. is temporarily embarrassed, having filed chattel mortgages aggregating \$81,040.17, to secure payment of promissory notes.

Hillsdale—Harry T. Buchanan and Homer Mead have formed a copartnership under the style of the Hillsdale Manufacturing Co. and will embark in the manufacture of tables and stands.

Owosso—The Galvin Brass and Iron Works have offered to remove to Owosso in consideration of a bonus and negotiations are now in progress between the Detroit gentlemen and a committee of the common council.

Ceresco—The Ceresco Manufacturing Co. will probably remove its harrow factory to Jackson, having decided to accept the offer of a number of business men of that place to merge the business into a stock company with a capital stock of \$25,000.

Beaverton—The Anchor Manufacturing Co., of Detroit, will erect a hoop, stave and heading mill and Brown & Ryan will, it is said, erect a small sawmill and charcoal kilns here. Ross Bros. are shipping three car loads of cedar paving blocks and a car load of shingles daily.

Whitehall—The Wilcox Lumber Co.'s sawmill has been bought by Hanson, Michelson & Co. for \$6,000, who are having it moved by rail to Twin Lakes. The machinery, frame and all will be taken down, and several car-loads have already gone on. The company has fifteen years' run at Twin Lakes.

Manistee—White & Friant's sawmill has been shut down for want of logs since the first of the month, and will not probably start up for a week or so yet. As this firm did not put in many logs last winter, and is just about cleaning up its operations here, it has a very large supply in the river to draw upon.

Saginaw—The two sawmills of Col. A. T. Bliss have cut 20,000,000 feet of lumber this season, and pretty nearly exhausted his stock of logs. He has a few million feet hung up in the Salt River and they will not come down for this season's sawing. He expects that he will be forced to shut down his mills at least a month earlier than he expected.

Muskegon—T. D. Stimson has stock enough to keep him sawing one year, after which he will retire. Matthew Wilson will also deplete his holdings next season and retire from the business. Some of the firms which are closing out their pine interests are looking about with a view to operating in hardwoods and it is expected that within a short time the sawing of oak and other hardwoods will have developed into a larger industry in Muskegon.

Detroit—The Detroit Track Signal Co. has been organized with \$300,000 capital, \$60,000 paid in, and the following officers: President, Levi L. Barbour; Vice-President, W. K. Muir; Treasurer, A. G. Boynton; Secretary, Dr. Phil Porter. It will manufacture an automatic street crossing gate which is operated by the approaching and departing train and does away with all need of gate-tenders. The first order has been received from the Cincinnati, Hamilton & Dayton Railroad.

Manistee—The Manistee & Grand Rapids Railway is fairly at work and is hauling in three train loads of logs a day, which is the full capacity of the present equipment. Before long, however, more rolling stock will be necessary, as men who own stumpage along the line will want the road to haul for them. At present all the logs hauled are for John Canfield. The State Lumber Co. has recently bought a tract of timber on this road for \$30,000. In the Canfield group that this road taps there is about 125,000,000 feet of pine, besides hemlock and hardwoods.

Muskegon—With the close of the season's work Ryerson, Hills & Co. will go out of business. This firm has been one of the most successful and its operations the most extensive of any upon Muskegon Lake. It has amassed a large fortune and retires from the business with a competency. Mr. Hills, however, is not content to give up active business, and is now largely interested in the Muskegon Iron & Steel Co., having placed a portion of his capital in that line. Besides this interest, he has picked up 75,000 acres of pine in the South and is holding the tract for future developments.

A Seasonable Suggestion.

GOODHART, Aug. 29—*Apropos* to the question asked by "Customer" in THE TRADESMAN of the 26th inst., I would ask, Will not a merchant who cuts a regular and proper price to gain a customer at the expense of another merchant take an exorbitant price from such customer if an opportunity is afforded? I believe it a fact that he will and if the truth was properly impressed upon the public ear, reckless price cutting would grow into "innocuous disuetude."

GIDEON NOEL.

Purely Personal.

Frank E. Chase will shortly take possession of his recently purchased residence at 51 Charles street.

Homer Klap welcomed a little nine pound stranger at his home last Thursday. The new arrival is of the feminine persuasion.

Martin C. DeJager, of the grocery firm of DeJager, Stryker & Co., has taken a clerkship in the office of the City Treasurer.

H. B. Fairchild has a namesake of the equine race near Leslie. He is a finely bred colt, being sired by Winewood, who was sired by Nutwood.

Frank Hamilton, of the firm of Hamilton & Milliken, Traverse City, was in town a couple of days last week, on his way home from New York.

W. T. Hess has purchased an undivided quarter interest in the three-story block at 29 Pearl street. The other interest is held by A. W. Pike.

J. C. Schaub, the Boyne City meat dealer, celebrated his birthday on Aug. 29 by chartering a boat and taking his customers on an excursion to Northport.

B. S. Holly, the Woodland general dealer, was in town Saturday on his way to Muskegon, where he will visit several days with his brother, who is putting in the Holly system of water works there.

R. Van Bochove, who conducts drug stores at 445 Lyon street and at the corner of Straight and West Fulton streets, has returned from a week's outing at Frankfort and on the banks of Crystal Lake.

M. A. Reed, book-keeper for Tucker, Hoops & Co., will remove to Luther this week and superintend the winding up of the firm's business at that place. Mr. Reed removed to this city from Luther about six months ago.

E. W. Hastings, Secretary of the Traverse City Business Men's Association, was in town Saturday on his way home from the Detroit exposition, which he pronounces anything but a success in point of variety and value of exhibits.

The English Method of Opening Credit Accounts.

One of the leading dry goods houses of London submits to those seeking credit a printed form, on one side of which are several questions relating to assets and liabilities, and on the other side asks:

- What capital did you start with?
- What is amount of annual business?
- What insurance have you on stock?
- What insurance have you on buildings?
- When did you commence business?
- From whom do you buy goods?
- If tenant, what is the amount of rent?
- What are the average profits?
- Do you buy on time or for cash?
- What are your business expenses?
- Do you give accommodation paper?
- Do you keep a set of books?
- Do you keep a cash book?
- When was stock last taken and books balanced?
- Who are your references?

Peace in Place of Strife.

In talking with one of the oldest and most experienced dry goods salesmen in New York the other day, he said: "Whenever I find two retailers in the same town cutting into one another's trade I always try to bring them together and make them friends. In some cases I have succeeded in making them partners in a single, strong concern, instead of two weak ones, each trying to see how much cheaper he could sell than the other. The expenses of the combined house are but little more than those of either of the two before combining, while the profits are much better."

GRAND RAPIDS GOSSIP.

E. H. Foster has opened a grocery store at Benton Harbor. The Olney & Judson Grocer Co. furnished the stock.

Henry Grit has opened a grocery store at the corner of Eleventh and Jeannette streets. The Ball-Barnhart-Putman Co. furnished the stock.

E. Baker has engaged in the grocery business at the corner of Kent and Hastings streets. The stock was furnished by the Ball-Barnhart-Putman Co.

Dr. W. O. Barber, who was the pioneer druggist of Caledonia, having conducted the only pharmacy in the town for several years, has concluded to embark in the business again at the same place, having placed his order for a new stock with the Hazeltine & Perkins Drug Co.

A number of Grand Rapids and Grandville business men have purchased the 80 acre farm adjoining the C. & W. M. depot at Grandville and will plat the same into 400 lots and place the same on sale. A corporation will be organized for that purpose and arrangements made with the C. & W. M. for suburban train service.

C. A. Lamb and F. J. Lamb have formed a copartnership under the style of C. A. Lamb & Co. and purchased the produce and commission business of C. A. Bonsor & Co., 84 and 86 South Division street. They will add lines of flour, feed and hay, making a specialty of butter and eggs.

Homer Klap has purchased an interest in the grocery stock of DeJager, Stryker & Co., at 305 Central avenue, and will take an active part in the management of the business. Mr. Klap was formerly associated with Mr. DeJager in the grocery business on Grandville avenue and brings to his new connection a valuable experience. The firm name will remain the same as before.

Voigt, Herpolsheimer & Co. recently placed an execution on the general stock of J. K. Stewart, on Gilbert street, in satisfaction of a judgment recently secured in justice court. The execution still remains on the stock, but Mrs. Gilbert brought suit against the constable who took possession of the stock on the ground that a portion of the goods seized were her property. The case was tried before Justice Hydorn, resulting in a disagreement of the jury, and there the matter rests for the present.

"Working the Trade."

Perhaps there is something in this familiar phrase that rather grates upon the ear of that fastidious part of our fraternity who are fain to place pharmacy among the professions. By far the greater number of pharmacists engage in the business as a means of obtaining bread and butter, and to them an aesthetic distinction between trade and profession is a matter of far less concern than how to "hold the trade." Influencing the trade is a part of the business, and is indulged in to a greater or less degree by almost every pharmacist, notably by the successful ones.

It is true that the expression, "working the trade," is only fitly applied in connection with the lower classes, the practice among whom usually deserves all that the term implies.

But there is a higher form of manipulation among people of greater intelli-

gence, which is nevertheless of the same species. While among the lower classes this practice may be carried to such a degree that the object becomes disgustingly palpable to persons of intelligence, it may be readily seen that the same treatment, in the case of enlightened customers, would have a disastrous effect. Like certain commodities in the business, these customers must be "handled with care."

The man who has to deal with a promiscuous trade, to use it to the greatest advantage, must, to a certain extent, be able to read character. Nor is this in itself sufficient; he must be able to detect at a glance the very mood in which his customer may happen to be. It often happens that more depends upon the latter qualification than on the former. I have seen the proprietor of a drug store, with a bland smile, remark to a customer, in a most winning manner, that it was "a warm day," which, considering that it happened in the middle of July, was quite likely, though from the manner in which the address was received, one might have easily imagined the mercury hovering in the neighborhood of zero. Then there are the whimsical people who make up a large part of every trade. They have their caprices which must be indulged to the last degree. If a customer asks for some antiquated patent medicine, and insists on having it, why, procure it for him if possible, and if he wishes three cents worth of asafetida, or a two-cent postage stamp, be as cheerful in the transaction as if you were making a dollar sale, for how do you know but that his next purchase will include a pint prescription of solution of nitrate of potash, and if that does not pay well enough at regular rates, I would like to hear of something more remunerative.

Accommodation plays a strong part in creating a favorable impression on the trade. It usually costs but very little inconvenience, and yet I know of scarcely anything else that pays such big interest, unless it be sympathy. Naturally enough, people who come to you for medicine, often have woes. It not infrequently happens that they enlist the sympathy of a friendly druggist and he becomes their confidant. So, when in need of remedial agents and consequently of sympathy, it is not surprising that the pharmacist who carries a large stock of both, is rarely forgotten.

The code of politeness common to tradesmen in general can be greatly extended in pharmacy. There are constantly occurring opportunities for little, out of the way courtesies, which, if always improved, have a telling effect. If a lady enter the store with several parcels in her hand, suggest reducing them to a single package, if doing so will add to her convenience. She will not often reject the offer, as there is something very pleasing in the elegance of a druggist's package.

However revolting this practice of "working the trade" may appear in its coarsest form, when conducted in genuine kindness of spirit, and with true delicacy of feeling, it is certainly a worthy custom, for it tends to the mutual benefit of customer and proprietor.

H. T. STAFFORD.

Don't forget to deal kindly with the children who come into your store. The children of to-day will be the customers of the future—a fact worth remembering.

THIS TELLS THE STORY!

Why a Connoisseur Eats

HAMBURGH CANNED GOODS.

HE EATS THEM because he personally knows that the produce canned is from the choicest varieties grown.

HE EATS THEM because he personally knows that the products canned are fresher than market products, because only sixty minutes marks their transition from the garden to the can.

HE EATS THEM because he personally knows that the help employed in preparing the produce is as tidy and neat as the most fastidious kitchen domestic.

HE EATS THEM because he personally knows that no adulterations, chemicals or coloring are used in the process.

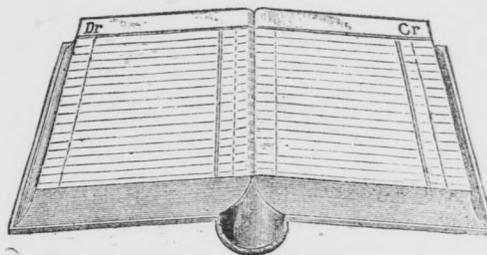
HE EATS THEM because he personally knows that the goods are as honest in quantity as quality—hence the cheapest.

No line of canned goods has ever given such general satisfaction as the famous HAMBURGH brand, which has invariably taken the lead wherever introduced. We have handled HAMBURGH goods for years and shall continue to control the brand in this market. The goods of this year's pack already in stock are fully up to the high standard of excellence so long maintained by the packers.

BALL-BARNHART-PUTMAN-CO.,
Sole Agents.

CAUTION--Dealers are warned to beware of inferior goods put up under names and labels similar to the celebrated HAMBURGH brand.

THE BEST BLANK BOOK MADE
OPENS PERFECTLY FLAT.



Patented Dec. 3, 1889.

Grand Rapids Book Bindery

29 and 31 Canal Street.

Sole Manufacturers in Michigan of the

Mullins Flat Opening Blank Book.

Recommended by Banks and Most Reliable Firms in the United States.

Coupon Books Buy of the Largest Manufacturers in the Country and Save Money.
The Tradesman Company, Grand Rapids

THE LOWELL PICNIC.

A Fraternal Gathering of Business Men and Farmers.

The writer had the pleasure of shaking hands with some of the solid men of the bright little city of Lowell. It was August 25, and the occasion was the joint picnic held by the Grand River Valley Horticultural Society and farmers and business men of Lowell and vicinity.

Who can estimate the good accomplished at this grand fraternal reunion? Can it be possible that there was a business man on that beautiful little island who did not return to his place of business with a kindlier feeling in his heart for the patient toilers who delve in the soil and coax from mother earth the food which nourishes us and the delicious fruits which tickle our palates?

The Bank Change at East Jordan.

EAST JORDAN, Aug. 28—I have been requested by the parties interested in the sale and purchase of the bank of East Jordan to state these facts that no misunderstanding may arise:

George B. Martin has sold to Reuben R. Glenn, formerly of the East Jordan Lumber Co., and Alexander Bush, of the Wilson Hoop Co., South Arm, all his right, title and interest, including the good will of the Bank.

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.

Dry Goods Price Current.

Table listing various dry goods such as UNBLEACHED COTTONS, BLEACHED COTTONS, HALF BLEACHED COTTONS, UNBLEACHED CANTON FLANNEL, BLEACHED CANTON FLANNEL, CARPET WARP, DRESS GOODS, CORSETS, CORSET JEANS, PRINTS, CASPER WARP, and TICKINGS, with their respective prices.

Table listing various fabrics and goods including DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, CANVASS AND PADDING, DUCKS, WADDINGS, SILESIA, SEWING SILK, HOOKS AND EYES—PER GROSS, COTTON TAPE, SAFETY PINS, NEEDLES—PER M., TABLE OIL CLOTH, COTTON TWINES, PLAIN ONSABURGS, and various other items with prices.



Owing to the fact that we were unable to meet the demand for Chamoisee moccasins last fall, we advise placing your orders now. We have them in all grades ranging from \$1.85 to \$4.75 per dozen.

SEND FOR SAMPLE. HIRTH & KRAUSE, Grand Rapids, Mich.

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

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

Carpets, Rugs, Curtains.

Write for our Prices on Floor Oil Cloths

Oil Cloth Bindings.

SMITH & SANFORD.

EATON, LYON & CO.,

Stationery and Books

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

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

The Stove in Economics.

The place of the stove in modern civilization is on par with that of the locomotive, the printing press and the loom. In what a nation eats, you may determine its vitality, and in its vitality you can measure its force, in the development of enterprise, and the progress of civilization. The stomach and the soul are in coincidence. Every soldier knows that courage is non-existent when rations are invisible, and every employer of labor is cognizant of the fact that an ill-fed or hungry employe is a poor hand at a trip hammer, and a bad man in a social riot. There is no escape from the conclusion that the stomach in civilization is the barometer of its content or discontent. It has been terribly maltreated and perhaps as much by the process of cooking, as by abstinence and short rations. The cooking stove has been in some cases an iron devil. It has robbed the body of nutriment and the mind of peace. Expense has been heavy and returns minimized. The old stove was a fraud on cooking. It made charcoal of beef and cinder of pie. Men paid good prices for meat and complained of atrophy, and rations that absorbed half a week's wages were guilty of colic, dyspepsia and general cussedness. The science of cooking has, however, not wanted for its exponents and pioneers, and in this department of civilization, the stove manufacturer has his honored if unrecognized place. In the application and distribution of heat, modern investigation and experiment have not been altogether behind the exigencies of the situation. Experiments have been carried on with persistence and fidelity, that have resulted in securing the largest and most economic returns for the least supply of combustion and trouble.

Some Points for Workers.

The above is the heading of a paper tacked up in a large industrial enterprise by one who has put in thirty-one years as a worker. It reads as follows: "No true man ever does his work with any regard whatever to his wages or salary. A salary is an essential thing for those who have to live on it; and a man deserves to get it when he earns it, and to get what he earns; but as soon as that matter is agreed upon, then all thought of it should drop out of sight so far as the work is concerned. The man is a cumberer of the ground, and deserves to be cut down, who does his work simply for the pay. All sliphod work in the world is so because it is done only for pay. "The man is a clod, and will forever remain a clod, who goes through the world just doing what is put before him to do. No man ever rises from a lower position to a higher one who does simply that. Anyone who is in the employment of another (and most men are in that position in some respect) is never thought of naturally as a subject of promotion because of filling the present position just even full. The surplus of energy he shows, the surplus of willingness, and the surplus of ability to do, over and above what is naturally to be expected of him—in short the space he fills, outside of that assigned to him, that, and that alone is the true ground for promotion. "In addition it would be well for each of you to remember: "First—That all the time spent in business hours belongs to your employer. "Second—Unfailing interest in your work and sincerity in all actions and dealings is the only sure basis for good work and business success."

How to Keep the Husband at Home.

The New York World recently offered a prize of \$100 for the best receipt for keeping a husband at home. Quite a number of ladies contested for the prize, but the winner wrote: "Keep him at home by encouraging him to go out occasionally. Employ no arts of coquetry; become his choicest comrade; keep the details and worries of the household from him, he has his share of worry outside. If, after all this, he goes elsewhere, he is not worth keeping at home."

Hardware Price Current.

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

AUGURS AND BITS. dis.	
Snell's.....	60
Cook's.....	40
Jennings, genuine.....	25
Jennings, imitation.....	50&10
AXES.	
First Quality, S. B. Bronze.....	\$ 7 50
" D. B. Bronze.....	12 00
" S. B. S. Steel.....	8 50
" D. B. Steel.....	13 50
BARROWS. dis.	
Railroad.....	\$ 14 00
Garden.....	net 30 00
BOLTS. dis.	
Stove.....	50&10
Carriage new list.....	75
Plow.....	40&10
Sleigh shoe.....	70
BUCKETS.	
Well, plain.....	\$ 3 50
Well, swivel.....	4 00
BUTTS, CAST. dis.	
Cast Loose Pin, figured.....	70&
Wrought Narrow, bright 5ast joint.....	60&10
Wrought Loose Pin.....	60&10
Wrought Table.....	60&10
Wrought Inside Blind.....	60&10
Wrought Brass.....	75
Blind, Clark's.....	70&10
Blind, Parker's.....	70&10
Blind, Shepard's.....	70
BLOCKS.	
Ordinary Tackle, list April 17, '85.....	60
CRADLES. dis.	
Grain.....	50&52
CROW BARS. per lb 5	
CAST STEEL.....	
CAPS. per m 65	
Ely's 1-10.....	65
Hick's C. F.....	35
G. D.....	35
Musket.....	60
CARTRIDGES. dis.	
Rim Fire.....	50
Central Fire.....	25
CHISELS. dis.	
Socket Firmer.....	70&10
Socket Framing.....	70&10
Socket Corner.....	70&10
Socket Slicks.....	70&10
Butchers' Tanged Firmer.....	40
COMBS. dis.	
Curry, Lawrence's.....	40
Hotchkiss.....	25
CHALK. dis.	
White Crayons, per gross.....	12@13 1/2
COPPER.	
Planished, 14 oz cut to size.....	per pound 30
" 14x52, 14x56, 14x60.....	28
Cold Rolled, 14x56 and 14x60.....	25
Cold Rolled, 14x48.....	27
Bottoms.....	27
DRILLS. dis.	
Morse's Bit Stocks.....	50
Taper and straight Shank.....	50
Morse's Taper Shank.....	50
DRIPPING PANS.	
Small sizes, ser pound.....	07
Large sizes, per pound.....	6 1/2
ELBOWS.	
Com. 4 piece, 6 in.....	dos. net 75
Corrugated.....	dis. 20&10&10
Adjustable.....	dis. 40&10
EXPANSIVE BITS. dis.	
Clark's, small, #18; large, #26.....	30
Ives', 1, #18; 2, #24; 3, #30.....	25
FILES—New List. dis.	
Disston's.....	60&10
New American.....	60&10
Nicholson's.....	60&10
Heller's.....	60&10
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.....	18
Discount, 60.....	
GAUGES. dis.	
Stanley Rule and Level Co.'s.....	50

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

ROPES.	
Sisal, 1/2 inch and larger.....	7 1/2
Manilla.....	11 1/2
SQUARES. dis.	
Steel and Iron.....	75
Try and Bevels.....	60
Mitre.....	30
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 COORD.	
Silver Lake, White A.....	list 50
" Drab A.....	55
" White B.....	50
" Drab B.....	55
" White C.....	35
Discount, 10.	
SASH WEIGHTS. per ton \$25	
SAWS. dis.	
" Hand.....	20
Silver Steel Dia. X Cuts, per foot.....	70
" Special Steel Dex X Cuts, per foot.....	50
" Special Steel Dia. X Cuts, per foot.....	30
" Champion and Electric Tooth X Cuts, per foot.....	30
TRAPS. dis.	
Steel, Game.....	60&10
Onelda Community, Newhouse's.....	35
Onelda Community, Hawley & Norton's.....	70
Mouse, choker.....	15c per doz.
Mouse, delusion.....	\$1.50 per doz.
WIRE. dis.	
Bright Market.....	65
Annealed Market.....	70-10
Coppered Market.....	60
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	3 40
" painted.....	2 85
HORSE NAILS. dis. 25&10 25&10 25&10 25&10 25&10	
Au Sable.....	dis. 25&10 25&10 25&10 25&10 25&10
Putnam.....	dis. 10
Northwestern.....	dis. 10&10
WRENCHES. dis.	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	75
Coe's Patent Agricultural, wrought.....	50
Coe's Patent, malleable.....	75&10
MISCELLANEOUS. dis.	
Bird Cages.....	50
Pumps, Clsterm.....	75
Screws, New List.....	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 1/2 c per pound.....	
600 pound casks.....	6 1/2
Per pound.....	7
SOLDER.	
1/2 & 1/4.....	16
Extra Wiping.....	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY	
Cookson.....	per pound 16
Hallett's.....	" 13
TIN—MELBY 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.....	per pound 10
14x60 IX, " " 9.....	

HARDWARE

Fishing Tackle

AMMUNITION GUNS.



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

Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

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

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, SEPTEMBER 2, 1891.

FALSEHOODS EXPLODED.

The malicious lying done by political demagogues and calamity prophets about mortgages has been exposed by the census returns. Instead of 9,000,000 mortgages on land, with the encumbrances amounting to more than its value, as repeatedly asserted by these enemies of the people, the returns show that there are about 2,250,000 homes and farms occupied by owners encumbered by mortgages. As there are about 12,500,000 families, less than one-fourth live in encumbered homes.

Two billion five hundred and sixty-five million dollars is the total amount of the mortgaged indebtedness on homes and farms, estimated to be about one-third the value of the property encumbered.

The census returns also show that about two-thirds of the total mortgage indebtedness represents purchase money.

The lying will still go on, however. It is extremely popular with a class of people who are looking forward to a time when they can, under cover of finance laws passed with the intent in view, repudiate their honest debts.

AN EASY SOLUTION.

When it costs between 3 and 4 per cent. for the government to disburse the pension fund, how is it possible for the government to loan money on "real estate and other ample security" at 2 per cent.? Easy enough. By raising enough to make up the deficiency by extra taxation? No. Simply by printing enough fiat money to pay all the expenses.

With fiat money, there is no use of the government collecting any revenues at all. Taxation can be abolished. Simply let the federal government print enough fiat money to pay the salaries of its officeholders, and all its other expenses.

The Detroit Journal is authority for the statement that the Detroit exposition is a practical failure, owing to the lack of exhibits, as compared with the exhibitions of 1889 and 1890, and the open dissatisfaction expressed by exhibitors generally over what they term the "extortionate greed of the management." Such a condition of affairs is to be deplored by everyone who feels a pride in Michigan and her thrifty metropolis, but such a result could not fail to ensue in consequence of the attempt to use the exposition as an annex to Secretary Savage's advertising bureau.

The honest enforcement of the federal meat inspection law, with the microscopic examination for trichina, in the hands only of experts, will open the German and French markets to our pork products. Evasion of the law and the export of any but perfectly sound and healthful meats will result in keeping

the foreign markets closed, and in doing an incalculable damage to the producers in this country.

The contribution in another column, setting forth the objections to sulphuring dried fruit, is worthy the careful perusal of every producer, dealer, and consumer. The matter is one which vitally concerns the public stomach and THE TRADESMAN hopes to see the medical and sanitary journals of the country give the subject the attention its importance demands.

Gripsack Brigade

Geo. DeYoung has engaged with Wm. H. Downs as city salesman.

Myron Hester is spending most of his time nowadays at his summer cottage at Macatawa Park.

D. G. Freeman, Wisconsin salesman for Rindge, Bertsch & Co., has been paying the house a visit. Mr. Freeman resides at Oshkosh.

W. B. Sutton, formerly manager of the defunct Grand Rapids Store and Office Furniture Co., has gone on the road for the Grand Rapids Cabinet Co.

W. H. Downs is no longer disconsolate, Mrs. Downs having returned from a visit with friends at Union City. She is accompanied by Mrs. W. R. Mandigo and Master Clark Mandigo, wife and son of the enterprising Union City merchant.

Frank H. Seymour has a photograph of himself and the late John H. McIntyre, taken at Newaygo in 1868 on the occasion of John's first trip out on the road. Mr. Seymour was then in the employ of the paper and stationery house of Hinsdill Bros. & Co., while Mr. McIntyre was working for James Gallup, who conducted a drug store on Canal street at the present location of West & Felt.

Harry Worthington, who travels for one of the largest boot and shoe houses in Boston, told a good story while at dinner at the Grand Pacific, Chicago, with a number of brother drummers. "I spent a few days in Delphos, O., a week or so ago," he began, "and while there met a young fellow who will some day be a 'bright and shining light.' His name was Gordon and he had been on the road but a short while. Delphos is not a metropolis by any means, and the merchants did not seem to be in a buying mood, so Gordon resorted to a scheme of his own. He was handling a line of silk negligee shirts and business was miserable. But here he revived it a little with the aid of a theatrical company. There were but seven gentlemen in the company, and by some hook or crook Gordon made their acquaintance. He was a jolly good fellow and soon was quite popular with the actors. Then he sprang his plan. They were to go into every store where men's wear was sold and ask for silk negligee shirts in half-dozen quantities. It was a jolly lark for them, as there was no chance of the merchant's having them in stock, and the next day the town was circled. The merchants fell into the trap very easily. They knew the company would be in the city for the remainder of the week, and when Gordon came around every dealer gave him an order, with strict injunctions to order them by telegraph. The orders were sent into the house, and now the merchants of Delphos have a large stock of silk negligee shirts on hand, which they would be glad to dispose of at most any price, as Delphosites never wear such shirts when the cost is from \$3 to \$5 a garment."

TRICKS IN TRADE.

Written for THE TRADESMAN

"There are tricks in all trades but ours," but no one knows anything about "ours," for it has never been discovered. But there are tricks, and tricks, and all tricks are not "tricks," so to speak. For instance, it is quite a trick to work off odds and ends and damaged stock in a way that will return your capital and at the same time incur no loss or damage to any other person. A trick of this kind is a laudable one and worthy of imitation, although it may contain the element of deception, or strongly tinged with hypocrisy, as, indeed, pretty much everything else is. It is said that a poisonous element is contained in every article of life-sustaining food, and it might also be said, without departing very far from the truth, that a hypocritical element is contained to a greater or lesser extent in every human act and more especially in every business act. To pretend, make believe, or to put the best foot forward, or the best side out, is but to act human; and we may safely add further, that if the act or "trick" is successfully performed and injures no one, it is a wise one.

A grocer in the Southern part of the State once had three cases of Arbuckle's package coffee completely saturated with coal oil. The cases were lying upon the floor and during the night a barrel of coal oil sprang a leak and did the mischief. The grocer thought at first that the coffee was utterly ruined. Upon second thought, however, he concluded to experiment with it. He broke open the packages, sacked the coffee and sent it to the house where his wife re-roasted it on pans in the oven of the cook stove. It was then taken back to the store, put into a barrel, placed in the ranks of the bulk coffees and labeled "Fine mixed coffee, 25 cents." And every last pound of it sold out at that price, notwithstanding the fact that at that very time every grocer in the village was selling Arbuckle's coffee at 20 cents per pound.

This grocer relates a funny incident connected with his coffee experience. There lived in the village an old retired farmer who was close-fisted, narrow, contracted and wealthy. He loaned money on chattel mortgages, shaved notes and was always hungry, suspicious of everybody and never satisfied. We will call his name Squeezum. One day old Squeezum came into the store and squeaked out that he was "lookin' raound to see whare he cud find the ver-ree best coffee for the money."

"Well, Mr. Squeezum, we keep all kinds of coffee. Our coffees are all fresh, pure and of the best quality and our prices are right. In our package coffee line we have the old reliable brand that everybody is using, namely Arbuck—"

"Ye needn't tell me anything baout that air Arbuckle's coffee, fur I've tried it and I wouldn't gin ye two cents a bushel fur it. It's got a r-a-a-nk taste and it don't set right on my stummick. I don't care a goll darn what other folks drinks. Other folkses' likes don't bother me any. If they want to fool away their money on yer Arbuckle's coffee, they can; but ye can't sell it to me. I wouldn't gin ye two cents a bushel fur it."

By this time Squeezum had begun to sample the bulk coffees, which were kept in barrels standing in a row in the lower end of the store.

"Say, what kind of coffee do you call

this 'ere that's got 25 cents rit on the ticket?"

Old Squeezum had reached the coal oil brand and was sniffing and masticating, preparatory to passing judgment.

"Oh, that's something new. We never kept any like that before. I thought you would speak out when you caught the fine aroma of that brand. How do you like it?"

Squeezum's vanity had been touched and, with a sly wink, he replied, "I know what good coffee is when I taste it. Can't you sell it any cheaper, that's an awful price to pay for coffee these hard times?"

"That's a very reasonable price for that brand of coffee, Mr. Squeezum. We are the only ones in town who keep it, and, after all, it's only five cents more than Arbuck—"

"Goll darn Arbuckle! Didn't I tell ye I wouldn't gin ye two cents a bushel fur it? Give me five pounds for a dollar, can't ye?"

Old Squeezum bought that coffee, a dollar's worth at a time, until it was all gone and then set up a howl because the grocer didn't keep it in stock; but he "wouldn't gin two cents a bushel for Arbuckle's coffee."

Every merchant has his "Squeezums" to deal with and it is his duty to please them, as well as his other customers, and they can only be pleased by catering to their whims. These "Squeezums" are responsible for nine-tenths of the "tricks in trade." Honorable merchants are compelled to practice them or lose their custom, and they tempt dishonorable dealers to over-step the limit and practice duplicity and falsehood. There are some very fine points along the line that lies between what we might term an "excusable" trick and one that is reprehensible. If wisdom is folly where ignorance is bliss, then an "excusable" trick might be defined as one that was profitable to the practitioner and entirely satisfactory to all the other parties concerned.

E. A. OWEN.

What May "Store Attractions" Imply?

To the question "what may store attractions imply?" there comes a list of answers from a multitude of shoppers:

"A certain artful system of coaxing to buy without being conscious of the coaxing!" says one clever student of human nature.

"A getting there first, every time!" exclaims a bright though slangy observer.

"The greatest variety of the newest goods!" says another decisively.

"The best arrangement of material forming the special supply of each establishment!"

"The most systematic management!"

"The finest, most tasteful presentation of wares!"

"The finest building with the greatest conveniences for exhibition of goods!"

"Convenience and ease in procuring one's desires!"

"Shopping without friction and irritation of nerves!"

"Each department kept exclusively by those understanding it thoroughly!"

"Perfect neatness in all surroundings, employes included!"

"Promptitude in waiting upon customers!"

"Shopping made a pleasure through general cheeriness of atmosphere and manners of employes!"

"Courteous clerks, having an innate sense of propriety, and a good deal of tact!"

"The largest assortment and most reasonable prices!"

"The most reliable goods and the knack of springing them upon the market!"

North Lansing—F.T. Moore has sold his grocery stock to Cimmerer & Harlow.

Progress of the Commercial Traveler.

It is now nearly forty years since I acquired that title, and during most of that time I have been all over Michigan and traveled extensively in twenty or more states of the Union. In all these years and all over this vast country, I have met the commercial traveler coming and going on early and late trains and at all seasons of the year. The meridian sun of summer could not wither his ambition for trade nor blight his zeal for the success of the business of his employer. The cold blasts of winter and the blinding sleet and storm cannot deter him from making that twenty-mile drive planned in his trip for the week, for he must cover the territory and get home to wife and children by Saturday evening.

In all the years of my experience I have ever found the commercial traveler a true, open-souled, generous man. When I have desired information on my journey, the stranger traveler cheerfully gave it, even when he knew it was his direct competitor. It has been well said that the commercial traveler is the "arbiter of commerce," for he is thoroughly posted on the wants of the trade he visits, he is the friend and confidant of his customers, he traverses all the highways and byways of the business world, is always well informed of the stock and trade of every merchant on the line of his route, as well as in every line of goods. He can, if he chooses, tell who is making money and why Smith or Jones does not succeed as merchants. He can inform the manufacturer or wholesale dealers as to the quality and price of any kind of goods best adapted to the wants of any particular locality. He always knows where is the best place to start a new store, how much cash is needed and the kind and quantity of goods required.

The commercial traveler may also justly be called an arbiter in political economy and social science, for he is and must be conversant with all the live issues of the day, for his customers are adherents to all factions of the political parties, as well as to all the creeds of Christendom. He gets from Smith the political sentiment of his locality, and from Jones the opposite. After a few trips over the same route, he can make a safe political canvass of any town, county or State. Though he may sometimes err, yet usually his money is invested in a bet (if a betting man) on the winning candidate. By his constant and logical reasoning from cause to effect, he can make an inter-state commerce law unpopular and inoperative, and distract a

McKinley bill from unreasonable protection to become an advocate of reciprocity and free trade, especially if votes can be made by the process. As a social scientist, his practical views of the relations of life, although they may not be classic, they are on the advanced line of thought with the foremost scholars of the day. His love for wife, children and home make him a student of the science of evolution, optimistic in his nature and tolerant toward all mankind. He early learns in his journey of life that it is not all of life to live or all of death to die, and that predicated on his moral and mental progression while under the environments incident to this material existence, lies his hopes of a blessed and peaceful immortality.

In years gone by the commercial traveler was, to some extent, regarded with suspicion and looked upon as a questionable quality in the social fabric, perhaps justly so, at times and under certain circumstances; for there have been those employed as travelers who thought because of their vocation they were licensed to prey upon the social fabric, and indulge their foul nature in intoxication and excess, and this immoral atmosphere was permitted by their employers, who thought more of the next dollar than of their fellow men, the commercial travelers. The Press, too, at that time ever hungry for sensations, joined in every hue and cry and called us drummers and bummers, and laid at our door escapades and immoralities that we were not entitled to. But all this is changed now. It is seldom that the reputable secular press refers to us in any but respectable terms, usually calling us by our proper name, "Commercial Travelers."

In place of the former conviviality and excess participated in by the traveler of years ago, we have the more progressive and intelligent pleasures found in the study of the sentiments of unity, charity and temperance. I am happy to say that the *personnel* and moral status of the commercial traveler of to-day is far in advance of that of forty years ago, and that it can now be said of us that when we are called to go hence, that the world is the better for our having lived in it. By continuing to deserve the recognition of advanced thinkers in political economy and social science, by discountenancing all forms of intemperance and excess, the commercial travelers will attain a higher place among men and receive the kindly mentions of the secular press, who should be our strongest ally, and who, with the support of the commercial traveler, can wield an influence for the weal or woe of a nation.

M. J. MATTHEWS.

C. A. LAMB.

F. J. LAMB.

C. A. LAMB & CO.,

WHOLESALE AND COMMISSION

Foreign and Domestic Fruits and Produce.

84 and 86 South Division St.

ANNOUNCEMENT!

Having bought out C. A. BONSOR & CO., we desire to ask our old friends and customers to call and look over our new location. We shall endeavor in the future, as in the past, to treat all fairly and honestly. We shall aim to buy only the best quality of goods, and will make our prices as low as the lowest. All orders will be filled promptly and carefully.

Hoping to hear from you, we remain,

Yours very truly,
C. A. LAMB & CO.

**THE WESTERN MICHIGAN
Agricultural & Industrial Society**

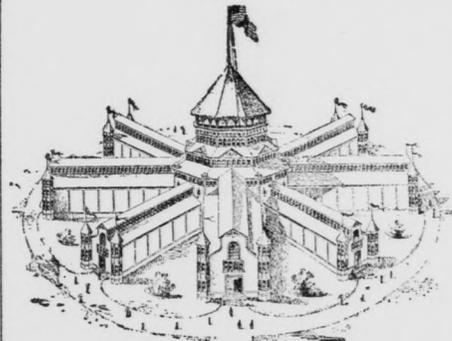
Announce that the twelfth and greatest of their successful Fair Exhibitions will be held on their new and inviting grounds, north of the city, on

September 14, 15, 16, 17, 18, 1891.

Everything New, Convenient and Attractive.

**The Largest and Handsomest
Buildings for
Fair Purposes in any State.**

All easy of access; all near each other. Our main exhibition building containing over 50,000 feet of floor space, covering all exhibits but stock, is an attraction in itself, being so well lighted every visitor may see all that daylight can reveal. Our stock buildings are the most perfect for their purposes, all supplied with the purest spring water. Every building has a good floor. Our Grand Stand, 300 feet in length, seated with chairs, will satisfy its patrons. Our race track, like our grounds and buildings call forth universal commendation from every visitor.



EXHIBITION BUILDING.

\$20,000 Offered in Premiums

Great races on Tuesday. On Wednesday "NELSON," the fastest stallion in the world, will trot on our superb track to lower his record of 2:10½. On Thursday great horse and bicycle races. Other grand races and attractions on Friday.

Come to our Fair, rain or shine. Our grand exhibition Building is only 420 feet from railroad station. Our well roofed and floored buildings will protect 20,000 people from storm. Plank walk between buildings.

Half rates on all railroads. The G. R. & I., and C. & W. M., the G. R. & M., and the Grand Rapids & Saginaw railroads have a station opposite our entrance gate, where during the week of the fair all passenger trains will stop. Cheap, frequent and rapid transit by three different lines of railroad between these fair grounds and the city. If you have anything to exhibit, apply to Z. V. CHENEY, Secretary, under Fourth National Bank.

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.

*Jacob Jesson & Co.,
Druggists,*

Mustique, Mich., Aug. 14, 1891.

For the past ten years we have been regular customers of the Hazeltine & Perkins Drug Co., of Grand Rapids.

We have always found them very prompt in shipping goods, and very accurate, and it is very seldom that errors or breakage occurs. Their goods in quality have always been entirely satisfactory to us.

Jacob Jesson & Co

RODENBAUGH BROTHERS,
DEALERS IN
DRUGS AND MEDICINES.
WALLPAPERS AND BORDERS.

Manuelona, Mich., Aug 13 1891

*Hazeltine & Perkins Drug Co
Grand Rapids
Mich.*

Gentlemen:-

Yours received of the 11th inst. We very willingly pay what we do pay in regard to your promptness in filling orders. Your people always fill your orders very prompt. in fact, more prompt than some firms we deal with. As to the quality of Drugs, we see no reason why they should not be the best. Also our orders are always filled as complete as from other firms & more so a great many times.

*Yours very friend
Robert H. B. Ross
for MR.*

Comment is Unnecessary.

Health Home Pharmacy,

J. HOWARD GREEN, Propr.

*Battle Creek, Mich., Aug 12 1891.
Hazeltine, & Perkins Drug Co.*

Dear Sirs

I have been purchasing goods of your house, through Mr. C.C. Crawford, every two weeks for the past three years and I must say that you have come nearer supplying us with all our trade demands than any one else we have tried and as for promptness in shipping & square dealing can not say too much in your favor.

Respect. Yours.

*Health Home Pharmacy
Howard Green
Propr.*

*The City Drug Store,
Geo. D. Van Vranken*

Books, Stationery, Sporting Goods, Toys,
Wall Paper, Window Shades, Fishbowl, Cages,
and Musical Instruments.

Cadillac, Michigan, Aug. 19 1891

*Hazeltine & Perkins Drug Company
Grand Rapids Mich.
Gentlemen*

I have recently returned from a short outing trip and in reviewing my business during the leisure time afforded, no more pleasant thought has come to me than that of my trade relations with your house. Allow me, Gentlemen, to express my appreciation of your efforts in promptly shipping every single order order given you. The receipt of goods in the shortest possible time denotes extraordinary activity and that out of stock today slips so seldom appear with your Bills affords me confidence in ordering not only the ordinary staples of the Drug business but the many odd and out of the way articles for which the retailer has but infrequent calls. The constant aim of every Pharmacist should most certainly be to obtain the very best in quality at a reasonable price in the business of Drugs, in following this and dealing largely with you I have second satisfaction and have only commendation to offer no complaint.

I have known the recipient of continuously courteous treatment from your House in all respects and also from your representative transacting in this section.

Wishing you every success that can follow well directed labor I am

*Very Truly Yours
Geo. D. Van Vranken*

Wholesale Price Current.

Advanced—Opium, opium po., assosetida, sugar milk, po. jalap, linseed oil, turpentine. Declined—Quinine, balsam peru, cuttle bone, oil cubebs, oil wormwood, senega root.

Table of Wholesale Price Current listing various goods such as ACIDUM, AMMONIA, ANILINE, BACCAR, BALSAMUM, CORTEX, EXTRACTUM, FERRUM, FLORA, FOLIA, GUMMI, and OLEUM with their respective prices.

Table of TINCTURES listing various medicinal extracts and their prices, including Aconitum Napellis, Aloes, Arnica, and others.

Table listing various oils and other products such as Seidlitz Mixture, Sinapis, and Linseed, along with their prices.

Advertisement for HINKLEY'S BONE LINIMENT, featuring the text 'Get What You Ask For!' and 'FOR THIRTY-FOUR YEARS THE FAVORITE.'

Secure in our own institutions, enriched almost beyond calculation, I believe we have reached a time when we may take a large part in the great transactions of the world.

Michigan State Pharmaceutical Ass'n. President—D. E. Prall, Saginaw. First Vice-President—H. G. Coleman, Kalamazoo.

One Way to Sell Cigars. A Monroe street druggist worked a novel cigar-selling scheme a few weeks ago in the following fashion.

The Drug Market. Opium is firmer and tending higher. Morphia is unchanged. Quinine is weak and lower. Gum assafetida is higher.

Arnica as a Skin Poison. "The article in last week's paper on 'Arnica as a skin poison' reminds me that there is a lady in Grand Rapids who is affected by arnica in the same way."

Advertisement for CINSING ROOT by PECK BROS., Wholesale Druggists, Grand Rapids. Includes the text 'We pay the highest price for it. Address PECK BROS., Wholesale Druggists, GRAND RAPIDS.'

GROCERIES.

A Hard Customer to Sell.

Two traveling men were relating the experience of their last trip. Said one: "I ran across a country storekeeper in the Southern part of this State who broke all records. He is a hard customer, and no one can sell to him but one man. When I got in his town the other day I made up my mind I'd give him a line of goods—make him a present of them, mind you, just for the satisfaction of selling them in his store. Well, I laid out some samples and gave him a fair price. He hesitated and I lowered the figures. Presently I told him that he could have them at his own price, and pay for them in thirty, sixty, ninety days or two years. I told him to take the goods, then when he got ready pay for them. He wanted to think of it. That was enough to stun a fellow, but I let it go at that and called in the afternoon.

"Made up your mind?" I asked. "Not exactly," he answered slowly. "You will let me have them at my own price, and pay for them when I get ready?"

"That's the proposition." "Is that the best you can do?" he drawled out. Well, I wouldn't tell this to the firm, but I slammed the door in his face and ran down the street."

Keep Such Goods to the Front.

In a general merchant's stock one source of loss is the accumulation of goods in out-of-the-way places, and their consequent slow-selling or no-selling. Not more than half the people who visit a store know just what they wish before they go there. They are going to look, and make up their minds. Many times they buy an entirely different article from what they had a half-formed intention of buying, because it is prominently thrust upon their attention, and it suits them better.

Every busy merchant should set apart some day in every month when he sees each article of merchandise in which he deals and learns the quantity on hand. If it is too large, or sells slowly, and will permit of removal, bring it to the front of the store, arrange it tastefully and call the attention of every customer to it, and it will sell.

Two Fairs the Same Week.

The week of Sept. 14 will be a notable one for Grand Rapids, as two fairs will be in progress all the week—the district fair of the Western Michigan Agricultural and Industrial Society and the county fair of the Kent County Society. All the railroads leading to the city announce a half fare rate the entire week, affording merchants an excellent opportunity to visit this market and place their orders for fall goods.

Good Bye, P. of I.

A county correspondent of the Allegan Journal thus pays his respects to an organization now nearly defunct:

The P's of I are dead ducks and it doesn't take as long to disband them as some thought it would. The Alliance does not get a corporal's guard out to its meetings now. Booming times, with wheat at \$1 per bushel, is a good cure for disgruntled farmers.

Country Callers.

Calls have been received at THE TRADESMAN office during the past week from the following gentleman in trade: Brink & Bro., New Groningen. Hamilton & Milliken, Traverse City. Bates & Troutman, Moline. B. S. Holly, Woodland. N. B. Blain, Lowell. J. V. Crandall, Sand Lake.

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.

Native Shrewdness.

Isaac and Solomon were rival dealers in clothing on opposite corners in a prosperous city. They were bosom friends on holidays and Sabbaths, but during the interim devoted to business, they carried hatchets with the handles painted red for each other.

One night an angel appeared to Isaac and after complimenting him upon the qualities of his citizenship, and general hustling capabilities, said to him, "Isaac, ask what you desire, and it shall be given to you; but to Solomon will be given twice as much."

"Oh, good angel of the Lord," said Isaac, "couldn't you make it even?" The angel was firm in its determination to grant to Solomon a double portion, and after laboring long and hard for an even divide, Isaac, in his old time spirit, said, "Good angel of the Lord, give me blindness in one eye."

British Gold Again.

A Washington dispatch to the *Minneapolis Tribune* says that since the publication of the census bulletin showing that the State of Minnesota contains the reserve of the white pine of this country, a timber which is being rapidly taken from the market in other Northwestern States, an English syndicate has been formed for the purpose of buying all white pine timber now standing in Minnesota. This will include many thousands of acres belonging to private individuals. But the bulk of the timber belongs to the State of Minnesota, and cannot be purchased by any syndicate. It is to be hoped that the remainder, now in individual control, may be purchased by capitalists of the North Star State, and not fall into the hands of foreign corporations. Minneapolis leads the world in this industry.

Patience is a most necessary qualification for business; many a man would rather you heard his story than granted his request. One must seem to hear the unreasonable demands of the petulant, unmoved, and the tedious details of the dull, untired. That is the least price that a man must pay for a high station.

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.

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.	
6 doz. in box	
No. 0 Sun	1 75
No. 1 "	1 88
No. 2 "	2 70
First quality.	
No. 0 Sun, crimp top	2 25
No. 1 "	2 40
No. 2 "	3 40
XXX Flint.	
No. 0 Sun, crimp top	2 60
No. 1 "	2 89
No. 2 "	3 89
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	10 50
Quarts	11 00
Half gallons	14 00
Rubbers	50
Caps only	4 00
STONEWARE—AKRON.	
Butter Crocks, 1 and 2 gal.	06
" " 3 to 6 gal.	06 1/2
Jugs, 1/2 gal., per doz.	75
" " 1 " "	90
" " 2 " "	1 80
Milk Pans, 1/2 gal., per doz. (glazed 75c)	80
" " 1 " " (" 90c)	72

PRODUCE MARKET.

Apples—Fancy eating command 75@95c per bu. Cooking are held at 50@60c.
Beans—Dry beans are firm and in strong demand at \$2 per bu. for choice hand picked.
Butter—Choice dairy now commands 18@19c, while factory creamery has advanced to 23c.
Celery—20c per doz. bunches.
Cabbages—50@60c per doz.
Corn—Green, 6@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—75c per bu. for good stock.
Muskmelons—\$1 per doz. for usage; 50c for common.
Peaches—Early Crawford command \$1.75@2.50; Barnards and Honest Johns \$1.75@2.50; Mountain Rose (white), \$1@1.25. Those who have been holding off in the expectation of getting Early Crawford at \$1.50 per bu. are likely to be disappointed.
Pears—Common, \$1 per bu.; Bartlett, \$1.50; Flemish Beauties, 1.75@2.50.
Plums—\$1.50@2.00 per bu.
Tomatoes—The market varies, according to the quality brought in, ranging from 60c@90 per bu.
Watermelons—The cold weather has curtailed the sale to such an extent that the market is glutted, prices having declined to 10c@12c.

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	13 75
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
Bologna, straight	5
Bologna, thick	5
Head Cheese	5
LARD—Kettle Rendered.	
Terces	8 1/2
Tubs	8 3/4
50 lb. Tins	8 3/4

SAUSAGE—Fresh and Smoked.	
Pork Sausage	7
Ham Sausage	9
Tongue Sausage	9
Frankfort Sausage	8
Bologna, straight	5
Bologna, thick	5
Head Cheese	5
LARD—Kettle Rendered.	
Terces	8 1/2
Tubs	8 3/4
50 lb. Tins	8 3/4
LARD.	
Family	6
Com.	6
Terces	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
50 lb. Cans	6 1/2
BEEF IN BARRELS.	
Extra Mess, warranted 300 lbs.	7 50
Extra Mess, Chicago packing	7 50
Boneless, rump butts	10 50
SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs.	9 1/2
" " 16 lbs.	10 1/2
" " 12 to 14 lbs.	11
" picnic	8 1/2
" best boneless	9 1/2
Shoulders	7 1/2
Breakfast Bacon, boneless	10
Dried beef, ham prices	10
Long Clears, heavy	7 1/2
Briskets, medium	8
" light	8

FRESH MEATS.

Swift and Company quote as follows:
Beef, carcass 4 1/2 @ 6
" hind quarters 6 @ 7
" fore 3 1/2 @ 4
" loins, No. 3 8 @ 9 1/2
" ribs 7 1/2 @ 8
" rounds 6 @ 7
" tongues 5
Bologna 2 @ 5
Pork plums 2 @ 10 1/2
" shoulders 2 @ 7 1/2
Sausage, blood head 5 @ 5
" liver 5 @ 5
" Frank 6 @ 7 1/2
Mutton 6 @ 7
Veal 6 1/2 @ 7

FISH and OYSTERS.

F. J. Denttenthaler quotes as follows:
FRESH FISH.
Whitefish 8 @ 8
Trout 8 @ 8
Hullbut 15 @ 15
Cliscon 5 @ 5
Flounders 9 @ 9
Bluefish 10 @ 10
Mackerel 25 @ 25
Cod 12 @ 12
California salmon 30 @ 30
OYSTERS—Cans.
Fairhaven Counts 24 @ 40
F. J. D. Selects 25 @ 35
Selects 30 @ 30
F. J. D. Anchor 25 @ 25
Standards 25 @ 25
Favorites 25 @ 25
SHELL GOODS.
Oysters, per 100 1 50
Clams 1 00

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
Standard, per lb.	Full Weight.	Bbls.	Pails.
" H. H.	.....	6 1/2	7 1/2
" Twist	.....	6 1/2	7 1/2
Boston Cream	.....	7 1/2	8 1/2
Cut Leaf	.....	7 1/2	8 1/2
Extra H. H.	.....	7 1/2	8 1/2
MIXED CANDY.			
Standard	.....	6 1/2	7 1/2
Leader	.....	6 1/2	7 1/2
Special	.....	7	8
Royal	.....	7	8
Nobby	.....	7 1/2	8 1/2
Broken	.....	7 1/2	8 1/2
English Rock	.....	7 1/2	8 1/2
Conserves	.....	7	8
Broken Taffy	.....	7 1/2	8 1/2
Peanut Squares	.....	9	10
Extra	.....	10	10 1/2
French Creams	.....	10 1/2	11 1/2
Valley Creams	.....	13 1/2	

FANCY—In bulk.			
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
Imperials	.....	10 1/2	11 1/2
FANCY—In 5 lb. boxes.			
Lemon Drops	.....	55	
Sour Drops	.....	55	
Peppermint Drops	.....	65	
Chocolate Drops	.....	70	
H. M. Chocolate Drops	.....	90	
Gum Drops	.....	40 @ 50	
Licorice Drops	.....	1 00	
A. B. Licorice Drops	.....	80	
Lozenges, plain	.....	65	
" printed	.....	70	
Imperials	.....	65	
Cream Bar	.....	60	
Molasses Bar	.....	55	
Hand Made Creams	.....	85 @ 95	
Plain Creams	.....	80 @ 90	
Decorated Creams	.....	1 00	
String Rock	.....	70	
Burnt Almonds	.....	1 00	
Wintergreen Berries	.....	65	
CARAMELS.			
No. 1, wrapped, 2 lb. boxes	.....	34	
No. 1, " " "	.....	51	
No. 2, " " "	.....	28	
No. 3, " " "	.....	42	
Stand up, 5 lb. boxes	.....	1 10	
ORANGES.			
Sorrentos, 200	.....	4 50	
Imperials, 160	.....	4 50	
LEMONS.			
Messina, choice, 360	.....	@ 5 00	
" fancy, 360	.....	@ 6 00	
" choice 300	.....	
" fancy 300	.....	7 00	
OTHER FOREIGN FRUITS.			
Figs, Smyrna, new, fancy layers	.....	@ 18	
" " " " "	.....	@ 16	
" " " " "	.....	@ 12 1/2	
" Fard, 10-lb. box	.....	@ 10	
" " 50-lb. " "	.....	@ 8	
" Persian, 50-lb. box	.....	4 @ 6	
NUTS.			
Almonds, Tarragona	.....	@ 17	
" Ivaca	.....	@ 16 1/2	
" California	.....	@ 17	
Brazil, new	.....	@ 7 1/2	
Filberts	.....	@ 11 1/2	
Walnuts, Grenoble	.....	@ 14 1/2	
" Marbot	.....	@ 12	
" Chill	.....	@ 11	
Table Nuts, No. 1	.....	@ 14	
" No. 2	.....	@ 11	
Pecans, Texas, H. P., large	.....	@ 17 1/2	
Cocconuts, full sacks	.....	@ 4 50	
PEANUTS.			
Fancy, H. P., Suns	.....	@ 5 1/2	
" Roasted	.....	@ 7 1/2	
Fancy, H. P., Flags	.....	@ 5 1/2	
" Roasted	.....	@ 7 1/2	
Choice, H. P., Extras	.....	@ 4 1/2	
" Roasted	.....	@ 6 1/2	

HIDES, PELTS and FURS.

Perkins & Hess pay as follows:			
HIDES.			
Green	.....	4	@ 5
Part Cured	.....	2	@ 5
Full	.....	6	@ 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.	.....	
PEELTS.			
Shearlings	.....	10	@ 25
Lambs	.....	20	@ 60
WOOL.			
Washed	.....	30 @ 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 @ 8 1/2
Special White @ 8 1/2
Michigan Test @ 7 1/2
Naphtha @ 7 1/2
Gasoline @ 8 1/2
Cylinder @ 27
Engine @ 21
Black, Summer @ 8

Table listing various goods such as Chicago goods, Baking powder, Axle grease, Frazer's, Wood boxes, Aurora, Diamond, Fearless, and various oils and flours.

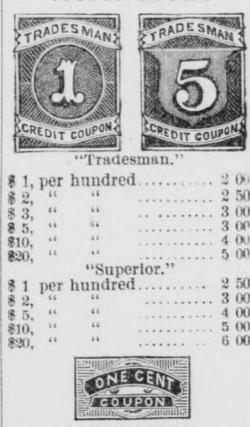
Table listing various goods including Strawberries, Lawrence, Hamburg, Whortleberries, Common, Blueberries, Meats, Corned beef, Potted ham, Tongue, Chicken, Hamburg stringless, Lima, Green, Lewis Boston Baked, World's Fair, Peas, Hamburg marrofat, Van Camp's Marrofat, Archer's Early Blossom, French, Mushrooms, Pumpkin, Squash, Succotash, Hamburg, Soaked, Honey Dew, Tomatoes, Van Camp's, No. Collins, Hamburg, Gallon, Chocolate-bakers, German Sweet, Premium, Pure, Breakfast Cocoa, Cheese, Norway, N. Y. or Lenawee, Allegan, Skim, Sap Sago, Edam, Swiss, Imported, Domestic, Limburger, Brick, Cheating gum, Rubber, Spruce, Snider's, Lobsters, Mackerel, Mustard, Tomato Sauce, Soused, Salmon, Columbia River, Alaska, American, Imported, Mustard, Brook, York State, Hamburg, Santa Cruz, Lusk's, Overland, F. & W., Red, Pitted Hamburg, White, Erie, Damsons, Egg Plums and Green Gages, Gooseberries, Pie, Maxwell, Shepard's, California, Domestic, Riverside, Johnson's, Common, Raspberries, Black Hamburg, Erie, black.

Table listing various goods including Hummel's foil, Bulk, Red, Cotton, Jute, Eagle, Crown, Genuine Swiss, American Swiss, Coupon books, One Cent Coupon, and various other items.

Table listing various goods including Wheat, Cracked, Fish-Salt, Bloaters, Yarmouth, Whole, Bricks, Strips, Halibut, Herring, Holland, Begg, Round shore, Mackerel, No. 1, No. 2, Fancy, Russian, No. 1, No. 2, Family, Whitefish, No. 1, No. 2, Family, Flavouring extracts, Jennings' D. C., 2 oz folding box, 3 oz, 4 oz, 6 oz, 8 oz, Gun powder, Kegs, Half kegs, Herbs, Sage, Hops, Chicago goods, Lamp wicks, No. 1, No. 2, Licorice, Pure, Calabria, Sicily, Condensed, 2 doz, Matches, No. 9 sulphur, Anchor parlor, No. 2 home, Export parlor, Molasses, Blackstrap, Sugar house, Cuba Baking, Ordinary, Porto Rico, Prime, Fancy, New Orleans, Fair, Good, Extra good, Choice, Fancy, One-half barrels, 3c extra, Oatmeal, Rolled oats, Pickles, Medium, Half barrels, Small, Barrels, Clay, No. 216, T. D. full count, Cob, No. 3, Domestic, Carolina head, No. 1, No. 2, Broken, Imported, Japan, No. 1, No. 2, Java, Patna, Root beer, Williams' Extract, 25 cent size, 3 dozen, Kitchen, Hand, Snider's Tomato, Spices, Whole Sifted, Cassia, China in mats, Batavia in bund, Saigon in rolls, Cloves, Amboy, Zanzibar, Mace Batavia, Nutmegs, fancy, No. 1, No. 2, Pepper, Singapore, black, white, shot, Pure Ground in Bulk, Allspice, Cassia, Batavia, Saigon, Amboy, Zanzibar.

Table listing various goods including Ginger, African, Cochin, Jamaica, Mace Batavia, Mustard, Trieste, Nutmegs, No. 2, Pepper, Singapore, black, white, Cayenne, Sage, Absolute in Packages, Allspice, Cinnamon, Cloves, Ginger, Jam, Mustard, Pepper, Sage, SUGAR, Cut Leaf, Cubes, Powdered, Granulated, Confectioners' A, Soft A, White Extra C, Extra C, Yellow, Less than 100 lbs, 1/4c advance, 20-lb boxes, 40-lb, Gloss, 1-lb packages, 3-lb, 6-lb, 40 and 50 lb, Barrels, SNUFF, Scotch, in bladders, Maccaboy, in jars, French Rappee, in Jars, SOAP, Allen B. Whisley's Brands, Old Country, 80, Uno, 100, Bouncer, 100, SODA, Boxes, Kegs, English, SAL SODA, Granulated, boxes, SEEDS, Mixed bird, Caraway, Hemp, Anise, Rape, Mustard, DIAMOND CRYSTAL, 100 3-lb, 60 5-lb, 28 10-lb, 20 14-lb, 24 3-lb, 56 1-lb, 25 lb, Warsaw, 56 lb, dairy in linen bags, 28 lb, Ashton, Higgins, Solar Rock, 56 lb, sacks, Saginaw and Manistee, Common Fine per bbl, Church's, Arm & Hammer, Dwight's Cow, Taylor's Cap Sheaf, Golden Harvest, STRUPS, Corn, Barrels, Half bbls, Pure Cane, Amber, Fancy drips, SWEET GOODS, Ginger Snaps, Sugar Creams, Frosted Creams, Graham Crackers, Oatmeal Crackers, SHOE POLISH, Jetline, 1 doz, in box, TEAS, JAPAN-regular, Fair, Good, Choice, Choicest, Dust, SUN CURED, Fair, Good, Choice, Choicest, Dust, BASKET FIRED, Fair, Choice, Choicest, Extra choice, wire leaf, GUNPOWDER, Common to fair, Extra fine to finest, Choicest fancy, OOLONG, Common to fair, Superior to fine, Fine to choicest, IMPERIAL, Common to fair, Superior to fine, YOUNG HYSON, Common to fair, Superior to fine.

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



Advertisement for McLaughlin's XXXX coffee, featuring a product image and text describing the coffee's quality and availability.

Table listing various goods including Apples, Sundried, Evaporated, California Evaporated, Apricots, Blackberries, Nectarines, Peaches, Plums, Prunes, Turkey, Bosnia, French, Lemon, Orange, CITRONS, In drum, In boxes, Currants, Zante, Raisins-California, London Layers, Muscatels, Foreign, Valencia, Ondras, Sultanar, FARINACEOUS GOODS, Farina, Hominy, Lima Beans, Maccaroni and Vermicelli, Imported, Pearl Barley, Peas, Green, Split, bbl, German, East India.

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LIFE BEHIND THE COUNTER.

Written for THE TRADESMAN

When the writer opened his paper the other morning the first thing that caught his eye was the heading, "All men may be great; the world may not know it but Almighty God will." The writer was particularly impressed with these headlines for reasons known only to himself. They formed the caption to one of Talmadge's sermons, but it is the headlines and not the sermon that I wish to call the attention of the readers of THE TRADESMAN to at present. How many patient toilers behind the counter who are struggling for an honorable and a conscience-approving existence will be strengthened and encouraged by a little meditation on these borrowed headlines! How many readers of THE TRADESMAN whose inner conscience will be touched *en rapport*, and whose hearts will beat in unison with the writer when they read and reflect on the wonderful significance of these headlines! There are thousands of men and women operating behind the counter all over our glorious land whose praises have never been sung outside of the miniature world within which they revolve, and whose laudable aspirations are unknown outside of their own breasts, who are great in every sense that constitutes greatness and although the world may not know it, God Almighty does. The world measures greatness by the standard of the Almighty Dollar, but thousands and tens of thousands of men whose lives are spent behind the counter know that this is a false standard. This great army of witnesses would testify, if put into the witness box, that they might easily have added to their wealth and increased their capital many times by sacrificing what in their estimation were the only sure means of obtaining *true greatness*, namely, honor and a consciousness of doing right. If the time should ever come when the world's standard for measuring greatness would be the only one, who would care to live? What would life amount to, if success, greatness and time well spent were judged, measured and awarded in proportion to the amount of filthy lucre absorbed or the amount of worldly riches acquired?

True greatness does not depend upon chance or conditions which are entirely beyond our control or circumstances over which we have no command. "The best laid plans of mice and men," etc., is a true saying and is as applicable to-day as ever and teaches us that men may be ever so competent and may plan ever so wisely and yet there may happen a condition of things and a combination of circumstances which, when brought to bear, will make competency of no avail and thwart the best laid plans. The most successful man (speaking after the manner of the world) will tell you that the accumulation of money depends after all very much upon the whirl of events and not so much upon human will as the fortunate few would sometimes lead us to believe. The lucky man will tell you as he reflects upon his past career that many times he was confronted with certain destruction, but, owing to some unexpected and unsolicited turn of the wheel danger was averted and he was permitted to gather up his accumulations and proceed to greater achievements.

True greatness does not depend upon uncertainties or conditions beyond our

reach. "All men may become great," independently of conditions and circumstances. A mild open winter may sink your commercial craft with an excessive weight of heavy warm goods and strand you on the rock of bankruptcy, but all the seasons combined cannot by any possible freak or exhibition of fickleness retard your onward march in the pathway that leads to true greatness. The fire fiend may cut short your schemes for the acquisition of pelf, but the hottest fire cannot scorch one single round in the ladder that reaches up into the higher plane of true greatness. Cyclones and labor union disturbances may demoralize your financial character, but the combined fury of the elements and the very worst that trade unionism can do cannot prevent you from becoming a great man in the true sense of the term.

Are you on this highway to greatness? If not, although you may succeed in amassing filthy lucre in abundance, your life will be a miserable failure. Did you purchase goods on credit? If so, don't you know that in that very act of purchase you executed as collateral security a mortgage on your honor and everything that you possess that contributes in the least degree to your make up as a man? And don't you know that after committing that act it was literally impossible for you to redeem your manhood without paying 100 cents on the dollar of that indebtedness, if you could; or, in case you could not, owing to circumstances which had arisen since the purchase, then the surrender of the uttermost farthing outside of what the law allows you? Did you do this? If you did, you redeemed your manhood and disarmed your soul's enemies of their most poisonous arrows. But what shall we say of the man who deliberately and premeditatedly mortgaged his soul for gain? Gentle reader, did you ever hear of a man who purchased goods, promising, of course, to pay 100 cents on the dollar and securing payment by giving the aforesaid mortgage (which every man virtually does) and after a brilliant but inglorious career of underselling and cutting into his competitors, gives his wife or some friend a chattel mortgage on the stock, plays the assignment act, pays his creditors 25 cents on the dollar and after a little while opens up again in the same town on a larger scale, on a cash basis and flings on more independence than a "hog on ice"? The writer has known several fellows who have done this very thing. The world actually pays homage to some of these fellows and dubs them "smart men" who know a thing or two, while one of the noblest men that walks the earth and an intimate friend of the writer's was dubbed by this same world a dolt and a fool for "coughing up" to the uttermost farthing when calamity (over which he had no control) overtook him. He gave up his fine home and his daughters to-day are teaching school as a means of support and their father is working by the day as a carpenter. This man is one of the greatest men I have the pleasure of knowing. The "world" does not know it, but Almighty God does.

E. A. OWEN.

New Shingle Mill.

TEMPLE, Aug. 31—The Ross Sapless Paving Block Co. has a new shingle mill in process of construction. Louis Johnson, of Whitehall, has the contract.

Use Tradesman Coupon Books.



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

\$100 GIVEN AWAY

To the Smokers of the
PRINCE RUDOLPH CIGARS.

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

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

MORSE'S DEPARTMENT STORE

Siegel's Cloak Department.

Manufacturers and Importers of

Ladies', Misses and Children's Cloaks.

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FOR BREAKFAST? IT IS A TRUE
MIXTURE OF MOCHA, JAVA AND RIO.

A DELICIOUS DRINK
A BEAUTIFUL PICTURE IN EACH PACKAGE
WOLSON SPICE CO.
KANSAS CITY, MO. TOLEDO, O.

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J. W. FOX, Grand Rapids, Mich.

PERKINS & HESS

DEALERS IN
Hides, Furs, Wool & Tallow,

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

MISTAKE OR CRIME?

Cogent Reasons Against the Sulphuring of Dried Fruit.

The subject of this paper should command the careful attention of consumers of dried fruits, of conscientious fruit dealers, and of all health authorities. Fruit is now regarded more as a necessity than as a luxury, the want of it being a common cause of ill health.

As fresh fruit is not always obtainable, various methods for preserving it are in use, drying being one of the oldest and best for many fruits. Middle-aged people recollect when sun or air drying was the only method for market. Then some good housewife discovered that more rapid drying by artificial heat, with or without the addition of sugar, was a cleaner method, safer against fermentation and decay, retained the flavor better, and the fruit was also lighter colored, than when sun or air dried. The present evaporators are only an enlargement of the idea of such more rapid drying, while canning consists in the exclusion of the micro-organic germs of fermentation.

This is an age of progress, yet experience often shows that not all changes are improvements. It is about fifteen years since the sulphuring or bleaching of dried fruit began. At first only the uniform light color was sought, as in apples, pears, etc., but for some years past nearly all the large evaporating establishments have "sulphured" all kinds of fruits and some vegetables, and now much of the California sun-dried fruit for market is also treated in the same manner. The light color, especially of apples, early attracted unthinking consumers and commercial men, thus materially increasing the price of such fruit. That caused the practice to spread even to those who disapproved of it. The expense and trouble were very slight. Fruit so treated is said to dry more readily, consequently all now prefer to do it.

While the apparent change is only in color, there is a loss of the natural fruit flavor, even by the most careful sulphuring. Unfortunately, some people do not notice the difference, but careful comparison shows it, as is admitted by the manufacturers of such fruit.

The practice began in California with apricots, as early as 1879. At the twelfth State Fruit Growers' convention, held in Fresno during four days in November, 1889, a paper on "Fruit Drying" was read by J. L. Mosher, of San Jose, and in his paper he remarked, "If fruit be picked before ripe and over-sulphured to produce whiteness, it is devoid of its true rich taste and flavor, and only requires polishing to make buttons." In discussing the paper, one gentleman said, "I believe sulphuring the fruit is the greatest mistake in the world. I do it, but I believe it is wrong; the flavor of the fruit is gone after it is sulphured."

This change in quality was the first thing that called the attention of the writer's family to what was lacking in the "nice, uniformly colored" bleached fruits.

Later investigations have proved the presence of sulphate of zinc, "white vitriol," in all samples of fruit where zinc-surfaced trays were used to hold the sulphured fruit while drying. Interested parties have charged the German prohibition of American evaporated apples to

rival trade opposition, but there is no German fruit to compete with them. The real cause was the finding of zinc poison in considerable quantity. A good paternal government aims to protect its people.

The advocates of sulphuring fruit say, (1) It dries quicker, (2) looks better, (3) keeps better, and (4) sells better. Besides, it makes ripe, unripe, and poor fruit all look alike; and if not so good for it, but few know it.

Sulphurous acid is formed by burning sulphur, and is readily absorbed by water. It abstracts oxygen from many vegetable substances, and thereby bleaches them. It also tends to prevent microscopic organizations that cause fermentation. The acid in liquid form is colorless, very cheap, and smells like burning sulphur; is antiseptic, a preservative fluid for some substances. Sulphur is often burned to disinfect sick-rooms of disease germs, and to kill rats, mice and vermin, but its use with food is objectionable. Ants and other insects, it is said, will not touch sulphured fruit, while they readily attack well ripened fruit that is not sulphured. The instinct of insects and animals is sometimes better than the practice of human beings. In general, substances that repel such creatures are hardly safe for human food. The effect on consumption has seemed to be a decided falling off in demand among the more intelligent class of people. Retail grocers know that many who once used dried fruit extensively say, "Somehow we have lost our relish for it," and have almost ceased to use it since the craze for sulphuring fruits began. Fruit men say, "The public demands sulphured fruit, will pay more for it, and we will supply it." The public will yet show them that it can get its eyes open. As the green and canned fruit interests are the only permanent gainers by the sulphuring process, they are interested to have it continued.

It is not easy to obtain a superior quality of unbleached fruit. In 1889 several retail grocers who understood the question corresponded with parties evaporating apples. The reply was that "if an order for not less than twenty barrels was received at one time, apples would be furnished unbleached, otherwise not."

The slightly yellowish-brown color of unbleached dried fruit is an evidence of ripeness, good quality, and proper drying. The more rapid the drying the lighter will be the color, and the fruit will keep well if at once properly excluded from the air. When sulphured, the good, the poor and the unripe all look alike. Not so with the unbleached. No poor nor unripe fruit can make good dried fruit. The gain of sulphuring is always with the dealer, and not with the consumer.

In preferring looks to quality, the people are often at fault. Public enlightenment will correct most dietetic errors. Good health is now sought by many, and will be by more in the near future, through correct living, rather than by the swallowing of drugs. And in that more excellent way, "in the good time coming," there will be no demand for sulphured and other drugged fruit among intelligent people.

There is danger from fruit in metal cans, as is well known, and fresh fruit is frequently unobtainable, while both are often more expensive than dried

fruits. Good unsophisticated dried fruits are always harmless. If green fruits are at times unobtainable, canned fruits dangerous, and a popular craze has rendered dried fruits also dangerous, what can the suffering public do? It is between the alternatives of using no fruit, or that which is injured or poisonous. Is the sulphuring of fruit a mistake, or a crime?

To correct the error, enlighten the people, and prohibit injurious practices. Legal suasion only will stop it at present. The common schools in many states are required to teach the effects of alcohol and narcotics. Why not also include the effects of different foods?

JOEL W. SMITH, M. D.

Headed This Way.

Chas. E. Watson, traveling representative for the Burrows Bros. Company, of Cleveland, writes THE TRADESMAN that he is headed this way and will be at Sweet's Hotel with a full line of goods during the month of October. Mr. Watson will be pleased to meet his old customers on this occasion and as many new ones as can make it convenient to visit him.

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CEMENTS,

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HORSE
BLANKETS
ARE THE STRONGEST

The Cheapest, Strongest and Best Blanket made in the world.

We are Agents for the above blankets.

Brown, Hall & Co.,

20 & 22 Pearl St.,

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THE LITTLE WONDER CASH CARRIER

MADE BY THE LITTLE WONDER MANUFACTURING CO. LIMITED

UTILITY Saginaw, Michigan, U.S.A.

133 Draper Block.

A few thousand of No. 6, low cut colored Envelopes will be closed out, printed.

500	-	-	-	\$1.40
1,000	-	-	-	2.25
2,000	-	-	-	2.00 per M.

Write for prices if you can use a larger quantity. Send for sample, anyway. We have azurine, green and cherry. Assorted if desired.

The Tradesman Company,
Grand Rapids.

THE MICHIGAN TRADESMAN.

OLD MAN SLIM.

Troubles and Trials of a Canadian Merchant.

QUEEN'S HOLLOW, Ont., Aug. 25—Did you people of Michigan ever stop to consider what a wonderful people we Canadians are? I don't think you ever did, or you would surely take off your hats when you meet us. There may not be anything very remarkable in your estimation about the little fellow at Toronto who leads the world in rowing, and you may fail to discover anything to admire about our big Scotchman who can throw a heavier sledge-hammer over the moon than any other man who walks the earth, because you have a penchant (I found this word in Tillie's dictionary and I guess it's French, but I think it's a nice word, don't you) for politics and novelties and therefore these commonplace matters do not interest you very much. I must confess to a great dearth in reverence for these things myself and so must Izik. About all we can see in it is: one man gains more or less notoriety, a few rascals exchange a little wealth and the people at large play the fool. You have plenty of this lower order of fellows who wear belts and paw the earth and challenge the sun, moon and stars to produce bigger fools than they are themselves. Some of these fellows ought to have rings in their noses and their keepers should be provided with some heavy clubs and some benevolent society should be organized for the purpose of caring for their unfortunate wives and children. No, it is not this class of notables that has made Canada great in the world's annals, although we have plenty of them. I do not even claim a laurel for the man who made the big cheese, for it requires a better grade of genius to make a good cheese than it does to make a big cheese, and when we say Canada makes the best cheese in the world, we mean it and we feel proud of it, but when we are told that Canada wears the belt for having made the biggest cheese in the world, it stops my digestion—and so it does Izik's—for it is a humiliating confession that we have given birth to the biggest fool—cheesemaker in the world. But this champion craze possesses one good feature for which a confiding and long-suffering public ought to be truly grateful. These fellows all wear belts and I suppose (and so does Izik) that they are compelled to wear them in order that the innocent people may avoid contamination by being able to identify them at sight.

In the political arena we excel. The greatest political party leader that the world ever produced belongs to Canada. No country in the world ever made and developed a politician that could perform so many artistic political tricks as Canada's Sir John. Look down the ages (and so says Izik) and you will search the political history in all lands and in all climes in vain for a politician who was one-half as proficient as our own Sir John in the practice of political legerdemain. Turn your own Capitol at Washington upside down and shake out every crumb of trickery and every old cobweb of intrigue and put it all together and it would be like comparing a tallow candle with the sun, to compare it with our own brilliant Sir John. While living, no politician on earth was able to take the belt from him. It was reserved for death alone to unloose its knightly clasp and now not one of his disciples is able to wear it and they are making sorry work of it. Sir John is gone but his work will live after him.

So much for politics, and now in the novelty line of champions we have made a recent discovery that will no doubt entitle another Canadian to the championship of the world and enable him to wear the belt for the remainder of his natural life, for surely nothing but the firm embrace of death will ever be able to un-buckle it. This new champion for worldly honors is invested with the belt for being the smallest, meanest and most contemptible cuss that the mysterious forces of nature ever jumbled together in the outward shape of a man. (I forgot to say that Izik thinks so too.) This man's name is Casper Cobham and he lives in Queen's Hollow. He is 50

years of age and weighs 215 pounds. He came to the Hollow two years ago from nobody knows where, with an invalid wife and eight children, two of whom are grown up girls. This man consumes large quantities of vile tobacco and drinks whisky when he can get it. His invalid wife claims to have been a member of the M. E. church some where at one time; was reserved, modest and apparently heartbroken and soon won the sympathy and good will of the community. For the mother's sake, the older girls were given plenty of work and Cobham was offered many a job. But he always seemed to work under protest, was dogged and sullen when sober and abusive when in liquor. It was when in the latter condition that he told his slickest lies upon the strength of which he gained his little credits from the stores and from the farmers all over the neighborhood. Of course, this played out in time and he was forced to perform more manual labor which was contrary to his tastes and made him uglier and more abusive. The wife sank gradually until last week when she died. For some time previous to her death the ladies had been supplying her with what she needed in such a way that Cobham could not get possession of it. The next day after his wife died he came into our store and in a repentant and sorrowful mood ask Izik to loan him five dollars to help pay the funeral expenses. Izik gave him the money, of course, who would not? He went to Goddarn's with the same face on him and obtained a suit of clothes to wear to the funeral. He managed to keep this face on him all day and secured several credits all on the strength of the funeral. That night he slipped into the room where his wife's body lay, drank the liquor that was being used for bathing the face of the corpse, took the bouquet of flowers from the coffin and pinned them on the lapel of his new coat, stole \$2.40 from the pocket of his eldest daughter which sum she had been saving to purchase a lot in the cemetery in which to bury her mother, and was actually in the act of removing the silver handles of the coffin when the Elder's wife entered the room. When discovered, he ceased his devilish vandalism but made a still greater exhibition of his brutality by attempting to kiss the Elder's wife. Her screams frightened the beast from the house. He walked to Royaltown in the night and got beastly drunk and remained so all the next day and was unable to attend the funeral. Queen's Hollow is a small place but no other place on the earth, civilized or barbarous, large or small, can furnish a meaner man than Casper Cobham. He wears the belt and will wear it till it gets around his neck and no man can be produced to take it away from him, and we will bet money on it, (that is I never bet, its against my religious principles, but I am perfectly willing for Izik to do so when we are sure of winning as in this case.) If any town in Michigan feels hurt at our challenge, let it trot out its man and put up the collateral and we will (that is Izik will) cover it two to one on Casper Cobham.

OLD MAN SLIM.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.
D. A. DEETT, Vice President.
H. W. NASH, Cashier

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

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.
Atlantic & Pacific Express.....	1:20 p.m.	10:00 a.m.
Day 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.
Fred M. Burgess, Gen'l Agent, 85 Monroe St.
G. S. HAWKINS, Ticket Agent, Union Depot.
Geo. W. MUNSON, Union Ticket Office, 67 Monroe St.
O. W. RUGGLES, G. P. & T. Agent, Chicago.

DETROIT GRAND RAPIDS AND MILWAUKEE RAILWAY

TIME TABLE

NOW IN EFFECT.

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

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

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

CHICAGO & WEST MICHIGAN RY.

JUNE 21, 1891.

DEPART FOR	A. M.	P. M.	P. M.	P. M.
Chicago	10:00	11:15	11:35	
Indianapolis	10:00	11:15	11:35	
Benton Harbor	10:00	11:15	11:35	\$6:30
St. Joseph	10:00	11:15	11:35	\$6:30
Traverse City	10:00	11:15	11:35	\$6:30
Muskegon	10:00	11:15	11:35	\$6:30
Manistee	10:00	11:15	11:35	\$6:30
Ludington	10:00	11:15	11:35	\$6:30
Big Rapids	10:00	11:15	11:35	\$6:30
Ottawa Beach	10:00	11:15	11:35	\$6:30

+Week Days. *Daily. †Except Saturday.

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

DETROIT, Lansing & Northern R R

JUNE 21, 1891.

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

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

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

CUTS for BOOM EDITIONS PAMPHLETS

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

Grand Rapids & Indiana.

In effect July 19, 1891.

TRAINS GOING NORTH.

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

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

TRAINS GOING SOUTH.

	South.	North.
For Cincinnati.....	6:00 a.m.	7:00 a.m.
For Kalamazoo and Chicago.....	10:20 a.m.	10:30 a.m.
For Big Rapids & Saginaw.....	11:50 a.m.	
For Fort Wayne and the East.....	5:25 p.m.	2:00 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 Grand Rapids to Mackinaw.
10:30 p.m. train.—Sleeping car Grand Rapids to Petoskey. Sleeping car Grand Rapids to Mackinaw City.
SOUTH—7:00 a.m. train.—Parlor chair car Grand Rapids to Cincinnati.
10:30 a.m. train.—Wagner Parlor Car Grand Rapids to Chicago.
10:30 p.m. train.—Sleeping Car Grand Rapids to Chicago. Sleeping car Grand Rapids to Cincinnati.

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

Lv Grand Rapids	10:30 a.m.	2:00 p.m.	10:30 p.m.
Ar Chicago	3:55 p.m.	9:00 p.m.	6:50 a.m.
10:30 a.m. train through Wagner Parlor Car.			
10:30 p.m. train daily, through Wagner Sleeping Car.			
Lv Chicago	7:05 a.m.	3:10 p.m.	10:10 p.m.
Ar Grand Rapids	2:15 p.m.	8:50 p.m.	6:50 a.m.
3:10 p.m. through Wagner Parlor Car.			10:10 p.m.
train daily, through Wagner Sleeping Car.			

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

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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.....	8:50 a. m.	and 3:45 p. m.
Ar. Toledo at.....	1:10 p. m.	and 11:00 p. m.

Return connections equally as good.

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

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Grand Rapids - Mich.

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