

# MICHIGAN TRADESMAN.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 9, 1891.

NO. 416

## PEOPLE'S SAVINGS BANK.

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

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Four per cent interest paid on time deposits and savings deposits. Collections promptly made at lowest rates. Exchange sold on New York, Chicago, Detroit and all foreign countries. Money transferred by mail or telegraph. Municipal and county bonds bought and sold. Accounts of mercantile firms as well as bankers solicited.  
We invite correspondence or personal interview with a view to business relations.

### THE GRAND RAPIDS FIRE INS. CO.

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## SEEDS

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

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

## W. T. LAMOREAUX & CO.,

128, 130, 132 W. Bridge St.,  
GRAND RAPIDS, MICH.

ESTABLISHED 1841.

THE MERCANTILE AGENCY

## R. G. Dun & Co.

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

Wayne County Savings Bank, Detroit, Mich.

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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.  
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### WANTED!

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

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

## THOS. E. WYKES,

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

## 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.  
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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

We quote:

Solid Brand Oysters.  
Selects..... 30 E. F. .... 25  
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Daisy Brand Oysters.  
Selects..... 27 Standards..... 20  
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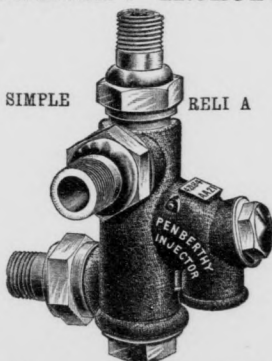
Our Favorite Brand.

Mrs. Withey's Home-made Mince-Meat.  
Large bbbs..... 6½ Half bbbs..... 6¼  
40 lb. pails..... 7 20 lb. pails..... 7¼  
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2 lb. cans, (usual weight)..... \$1.50 per doz.  
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Choice Dairy Butter..... 17  
Pure Sweet Cider, in bbbs..... 15  
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Choice 300 and 360 Lemons..... \$4.50  
Will pay 40 cents each for Molasses half bbbs.

Above prices are made low to bid for trade. Let your orders come.

### EDWIN FALLAS & SON, Valley City Cold Storage,

## PENBERTHY INJECTORS.



The Most Perfect Automatic Injector Made.

42,000 in actual operation. Manufactured by

PENBERTHY INJECTOR CO.,  
DETROIT, MICH.

### THE HERITAGE.

The rich man's son inherits lands,  
And piles of brick, and stone, and gold;  
And he inherits soft white hands,  
And tender flesh that fears the cold,  
Nor dares to wear a garment old;  
A heritage, it seems to me,  
One scarce would wish to hold in fee.

The rich man's son inherits cares;  
The bank may break, the factory burn,  
A breath may burst his bubble shares,  
And soft white hands could hardly earn  
A living that would serve his turn;  
A heritage, it seems to me,  
One scarce would wish to hold in fee.

The rich man's son inherits wants,  
His stomach craves for dainty fare;  
With sated heart he hears the pants  
Of toiling hind with brown arms bare,  
And wearies in his easy chair;  
A heritage, it seems to me,  
One scarce would wish to hold in fee.

What doth the poor man's son inherit?  
Stout muscles and a sinewy heart,  
A hardy frame, and a hardier spirit;  
King of two hands, he does his part  
In every useful toil and art;  
A heritage, it seems to me,  
A king might wish to hold in fee.

What doth the poor man's son inherit?  
Wishes o'erjoy'd with humble things,  
A rank adjudged with toil-won merit,  
Content that from employment springs,  
A heart that in his labor sings;  
A heritage, it seems to me,  
A king might wish to hold in fee.

What doth the poor man's son inherit?  
A patience learn'd of being poor.  
Courage, if sorrow come, to bear it,  
A fellow-felling that is sure  
To make the outcast bless his door;  
A heritage, it seems to me,  
A king might wish to hold in fee.

O rich man's son! there is a toil  
That with all others level stands:  
Large charity doth never soil,  
But only whiten, soft white hands—  
This is the best crop from thy lands;  
A heritage, it seems to me,  
Worth being rich to hold in fee.

O poor man's son! scorn not thy state;  
There is worse weariness than thine—  
In merely being rich and great;  
Toil only gives the soul to shine,  
And makes rest fragrant and benign—  
A heritage, it seems to me,  
Worth being poor to hold in fee.

Both, heirs to some six feet of sod,  
Are equal in the earth at last;  
Both, children of the same dear God,  
Prove title to your heirship vast  
By record of a well-fill'd past;  
A heritage, it seems to me,  
Well worth a life to hold in fee.

JAMES RUSSELL LOWELL.

### A LITTLE COWARD.

"Such a little coward!"

The words come floating up to me from a group of children playing under my window and carry me back two years, to the summer I spent in Westonville and the "little coward" I met there.

I had been in practice as a physician for several years, when Aunt Jane, the rich aunt of the Hutchinson family, wrote to invite me to spend a few weeks with her. I was rather amazed at the invitation, as Aunt Jane had never had the slightest affection for me; but the letter was cordial enough to tempt me:

"I have three young ladies visiting me," she wrote, "and you may fall in love with any of them, with my consent. They are all well-born and well-bred, which is more than can be said of most girls nowadays. Serena Maybury is just the woman for a physician's wife, self-possessed, calm, courageous and yet perfectly womanly. She is very handsome, too. Julia Strong is a literary woman and writes for the newspapers. She is pretty, but abstracted, lives in a poetic region above my reach. Susy Markham is scarcely more than a child, eighteen years old, and small as a girl of twelve, fair-haired, blue-eyed, gentle and loving; but will not attract you, as she is the worst little coward I ever saw—screams at a spider, faints at a mouse, clings to the boat when on the water and

gets as white as a ghost if a horse prances. But come and see me and the girls, and stop poisoning patients, sawing bones and prancing about sick-rooms for a month at least."

So I went. I had been at Aunt Jane's in my boyish days, and the large, beautiful house, with its wide, high-ceilinged rooms, its wide porches and airy halls, was quite familiar to me. Lying near a river and in the shadow of a mountain, Westonville was a most charming summer residence, and Aunt Jane had visitors from the first warm day to the last one, so that I was not surprised to find others beside those mentioned in my letter of invitation.

Pleasant days were the rule in that sunny July weather, and we boated, rode, drove, clambered up the mountain for picnic parties, played lawn-tennis and croquet, and enjoyed life as youth only can enjoy it in summer days free from toil or care.

Aunt Jane gave me a most cordial welcome, and the first time she was alone with me, said:

"It is time you were married, Harry. I have thought it all over, and I mean to give you a house well furnished as soon as you introduce me to Mrs. Hutchinson. No! You needn't gush about it. I can afford it, and you deserve it! But don't imagine from my letter that the girls know of my match-making intentions. They would pack up and leave at five minutes' notice, if they suspected it. And they are all popular in society, making a sacrifice of other pleasant invitations to come to Westonville. Serena is the wife for you, if you can win her."

And I cordially admired Serena. Certainly she was the most queenly, self-sustained, beautiful girl I ever met. Nothing fluttered her, or moved her from a calm composure. It was impossible to imagine Serena in hysterics, and her health was absolutely perfect.

I devoted myself to Serena and found her mind as attractive as her face. She was well-read, and had a keen interest in the current topics of the day. I never met any one who so thoroughly read and understood a newspaper, and she could converse well on all the political, foreign and domestic affairs.

Julia was in agonies of composition, gathering scenes and incidents for her first novel, and going about as if asleep with her eyes open.

And Susy. The first time I saw Susy she was in the orchard, dressed in something blue and thin, all ruffles and bows. She was standing under an apple-tree absolutely paralyzed with terror, and gazing at a huge caterpillar creeping up her arm. Hearing my step, she raised a colorless face, with stained blue eyes and quivering lips, to say:

"Oh, take it off! Oh, please take it off!"

Another minute found her sobbing hysterically, and with a choking word of thanks she ran away.

It all passed so quickly that she was gone before I saw how pretty she was, leaving behind a half-picture of short

golden curls and frightened baby blue eyes. The next time I saw those eyes they were full of tearful gratitude for my heroic handling of caterpillars.

It was odd how they haunted me. Quite resolved to win Serena, if persistent wooing would accomplish it, I sought her on all occasions, but, being a united party of friends, we were not often *tete-a-tete*. And it was to me always that Susy turned, in hours of peril, when a toad sat upon her white dress, when the boat tipped a hair's-breadth more than usual, when horrible crawling things crossed our paths, and cows lifted up their heads to contemplate us. On all such occasions, two tiny hands, white as milk, soft as satin, suddenly clasped my arm, and "oh! oh!" called my attention to the terror.

And it was not done for effect. You cannot deceive a physician to that extent, and my professional eyes noted how the pretty face blanched, the pulse quickened and the whole little figure trembled. She really was the worst little coward I ever saw.

And yet, although I chided myself for it, I could not share Serena's openly expressed contempt, or sufficiently admire her own scornful indifference to toads and grass-hoppers, boat-tipping or fractious horses. She rode well, a magnificent figure on horseback, while Susy trembled and shivered, and clung to the gentle animal she rode with desperate energy.

It was late in the season and all of my Aunt Jane's guests had departed excepting Serena, Susy and myself, when one morning we were seated in the sitting-room, discussing an important matter. A far-away cousin of Aunt Jane's had been a collector of rare jewelry and plate, and had left his valuable treasures, the result of years of purchase and selection, to her.

"And the whole lot has been sent here," said Aunt Jane. "I am not a coward, but I have let it be well understood in Westonville that I never keep money in the house, and very little plate and few jewels. There is nothing discourages a burglar more than a certainty that there is nothing to steal."

"Does any one know?" I asked.

"The editor of the Westonville *Gazette* published the whole story on Saturday. He must have seen some of the servants who heard us talking over the lawyer's letter."

"I'll run up to the city and arrange to send the boxes to a safe-deposit company," I said.

"Do! Go now! You can come back on the five-thirty," said Susy. "I shall not sleep a wink if they stay here. Oh!" and her very lips were white, "if I saw a burglar, I believe I should die!"

And looking into her white, terrified face, I believed so, too, although Serena said, loftily:

"What nonsense you do talk, Susy."

But, Aunt Jane consenting, I went upon my proposed errand, arranged to have the boxes sent for the following day, and was on my way to the depot, when I met an old friend and patient. The ten minutes' chat that followed cost me the loss of the 5:30 train. Not another one stopped at Westonville, excepting the midnight express, until the next day.

Fretting, reproaching myself, I passed the time as best I could until midnight, my heart sinking at the thought of the

three lonely ladies at Westonville. There was but one man on the place, and he slept in a room over the stable. What if any thief attempted to obtain the valuable boxes piled in the hall? Serena could be trusted to be cool and collected; Aunt Jane was not timid; but Susy—poor little Susy!—she would die, she said; and I feared she would. As the train sped on, this thought of Susy's terror became almost maddening; and when, at last, I was at the little wayside station, quarter of a mile from Aunt Jane's, I started on a run for the house.

The hall-door stood open, and I heard a sound in the sitting-room that seemed to chill the blood in my veins. Throwing open the door, I saw Susy—little Susy!—clinging at the throat of a man roughly dressed, who held Aunt Jane in a chair, while he tried to shake off Susy's arms, at the same time keeping Aunt Jane down. Serena lay in a dead faint on the floor.

"You shall not hurt her!" Susy cried, her slender arms strained to choke the sufferer. "Let go, you wretch! I'll kill you!"

One blow on the top of his head from my heavy walking-stick brought the fellow down insensible. Susy dropped her arms and stood white as death, but perfectly calm, facing me.

"Can you find me a rope to tie this fellow?" I asked.

She nodded, sped away, and returned with a coil of clothes-line.

"Listen!" she said speaking quickly. "There is another one in the china closet, locked in. He is trying to kick the door down. Do you see, this is James!"

James was the one man-servant Aunt Jane employed. Tying him firmly, I gave my next attention to Aunt Jane, whose whole face was covered with blood from a wound in the head. Knowing how the sight of blood always sickened Susy, I tried to keep her back, but she said, quietly:

"Tell me, please, what you want and how to help you."

I sent her for water, rags and laudanum, and while we bound up Aunt Jane's head and restored her to consciousness, Serena came to her senses and sat up, white and shaking.

"Oh, Susy, that man will kick the closet door down!" she cried, as the blows from the next room became more violent.

It seemed as if he would, and I started to quiet him, when Susy grasped my arm.

"Don't open the door!" she said. "There may be more than one man there."

You see, we were all sitting up here, hoping you would come on the midnight train, but Aunt Jane had not told James to go to the station because she thought you had rather walk up than have us alone. So I suppose James thought you were gone for all night, and he came in at some time in the evening, we do not know when, and hid in that china closet. I went to the dining-room in the dark for some water just as he crept out. I could just see him, and that other man was creeping after him, but not out of the closet. I slammed the door, locked it, and ran in here just as James struck dear Aunt Jane on the head and tried to push her down in her chair. Then I flew at him and you came in. But there may be more than one man in the closet. The door is strong, and I will run down to the police station while you take care of Aunt Jane and Serena."

Before I could stop her she was running across the hall, out of the door and down the road, while James suddenly revived and begun to struggle and curse.

My hands were full, for Aunt Jane was severely hurt, and Serena was so terrified that she could not stir, sobbing and half fainting in sheer terror.

I cannot tell how long it was before Susy came speeding back with three strong policemen behind her, but in the meantime some of the maids were roused and had come to my assistance.

There proved to be but one burglar in the closet, a Westonville man and crony of James', and the two were marched off, securely bound. Aunt Jane was put to bed and made as comfortable as possible; Serena had gone to her own room; the house was locked up when I turned to bid Susy good night.

She was standing at the foot of Aunt Jane's bed, holding fast to a chair, her face perfectly colorless, and her limbs trembling. I mixed her a dose of composing medicine and put it to her lips.

"Don't mind me," she said, smiling faintly. "I always was a coward."

"Nobody shall ever call you so where I am," I said, and then—well, I will not add all I said, but then and there I won my darling's confession of love for me, and gave my life's allegiance to the woman I loved.

Aunt Jane was delighted. She understood perfectly the love that prompted the child to attempt to divert the attack of the ruffian James to herself, and it was a delight to her to make ready the pretty house for us. Serena comes often to visit us, calm and self-poised as ever, and quite as contemptuous when Mrs. Hutchinson flies to my arms in an agony of terror if a mouse runs across the floor or a spider crawls up the wall.

For, although she has proved herself a heroine, Susy is still, in such matters as mice and spiders, a little coward.

ANNA SHIELDS.

#### Tact is the Thing.

J. H. Gray, in American Storekeeper.

Tact is one of the first qualifications of a business man, and the following little incident in the history of one of the most successful merchants shows a development of this trait early in his business career.

Coming to New York from the country, friendless, and with very little money, he found his way to "lower Wall street," and walking into the store of W. & Co., passed back into the counting-room and waited modestly and patiently until he should divert the attention of Mr. W., who was at the moment busily engaged with some friend. At last the frank, open face of the boy attracted his notice, and he addressed him with:

"What can I do for you, sonny?"

"I want a place, sir."

"Well, what can you do?"

The boy answered eagerly:

"Most anything, sir."

Mr. W., partly for a joke and partly to rid himself of the almost too confident boy, said:

"Ah, ah! Well, just go out and borrow me a couple of thousand dollars."

The lad placed his hat on his head, walked out of the store, then passed slowly down Front street until he came to another large store in the same line of business, our friends of the past, Messrs. S. C. & C., then with a bold but honest look he walked up to the head of the house and said:

"Mr. W., of W. & Co., sent me down to borrow \$2,000."

"He did, my son? How is business up at your place?"

The boy, having seen the appearance of large shipments, answered quickly:

"Very good, sir."

"Two thousand dollars did you say? Will that be enough?"

"Well, \$2,000 is all he told me, but if you have plenty I think he would like it if you sent him \$3,000."

"Just give this boy a check for \$3,000 for W. & Co.," remarked Mr. S. to his cashier.

The boy took the check, and with it returned to Mr. W., walking back into the office with an air of successful pride, and said:

"Here it is, sir."

Mr. W., taking one look at the check and then at the boy, said:

"Young man, come in here; you are just the one I have been looking for."

And giving him a desk he set him to work.

#### Quick Eyes and a Clear Head.

When a railroad company, says the Philadelphia *Record*, handles as many million tons of coal annually as the Reading does, the question of weighing it becomes a matter of some importance. Skill and long experience have solved the problem, however, and the bulk of the vast coal tonnage of the leading coal-carrying road in the country is weighed on four scales, and then they are not crowded.

The weight of the empty car is marked in chalk on the outside. As the car approaches, a clerk takes the number of the car and its weight, the weigher calls out the gross weight, and the difference is the weight of the coal. The cars run as fast as ten miles an hour across the scale, and it is very seldom that one has to be stopped and brought back for re-weighing, although that is done when the weigher is at all uncertain about his figures.

The men at the scales can generally tell within a hundred pounds or so what a car contains. As soon as they see the class of car coming, they know the number of tons it contains, and have the scale so prepared that only the hundredweights need be adjusted while the car is moving over it. Expert officials of the company can tell at a glance what each class of car should contain, and if, in looking over the weight sheet, any car appears either too heavy or too light, it is brought back and reweighed.

#### CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists, GRAND RAPIDS

Our Complete Fall Line of

Holiday and

Fancy Goods

Will be ready September 10th. It will pay every merchant handling this line of goods to examine our samples.

EATON, LYON & CO.,

20 & 22 Monroe St.,

GRAND RAPIDS, - - MICH.

A. D. SPANGLER & CO.,

GENERAL

Commission Merchants

And Wholesale Dealers in

Fruits and Produce.

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

SAGINAW, E. Side, MICH.

**BUSINESS LAW.**

**Summarized Decisions from Courts of Last Resort.**

**PASSENGER—EJECTION—DAMAGES.**

The Supreme Court of Mississippi held, in the recent case of Kansas City Railroad Company vs. Riley, that where the conductor of a railroad train returned to a passenger the wrong portion of a return trip ticket and another conductor on the return trip refused to accept it after the mistake was explained to him, and ejected the passenger from the train, the railroad company was liable.

**ASSOCIATION—SUBSCRIPTION—CREDITORS.**

In the appeal of the Philadelphia Butchers' Hide and Tallow Association, decided recently by the Supreme Court of Pennsylvania, it appeared that an unincorporated association, having need of certain real estate for the purposes of its business, purchased it and had the title placed in trustees. The money was raised by means of subscriptions by the members, or some of them, in such amounts as they saw fit to contribute, for which they received certificates bearing interest. The property largely increased in value. The court held that the *cestui que trust* was the association; that the holders of certificates were simply creditors with an equitable lien upon the property, and that the money derived from its sale should be first applied to the payment of the outstanding certificates, with accrued interest, and the balance paid into the treasury of the association.

**CORPORATION—FORGED CERTIFICATES.**

Where the by-laws of a corporation provided that all certificates should be signed by the president and the treasurer, and the president, who was allowed by the other directors to have possession of the corporate seal and certificate book after they had known him to break his promise of pledging certain shares to them, issued fraudulent certificates to himself, forging the treasurer's signature, and pledged the certificates to secure his individual debt, the Supreme Judicial Court of Massachusetts held (*Hill vs. Jewett Publishing Company*) that the corporation had not been guilty of such negligence as would make it liable for the certificates, saying: "The president of the defendant corporation was not the proper officer to issue certificates, and the certificates which the plaintiffs received did not come from the office of the defendant in regular course of business, but they were received by the plaintiffs under private and personal transactions between themselves and Jewett, the president. The plaintiffs, however, contend that the previous and known misconduct of Jewett had been such that it distinguished the present case from others, and that by reason thereof the defendant should be held responsible for his acts. \* \* \* On the whole, we find nothing to show that the corporation or its other members had reason to suppose from what Jewett had done that he would be likely to issue forged certificates of shares, if allowed access to the certificate book and seal of the corporation, and accordingly it is not to be held responsible for his criminal fraud, as for an act made possible by its negligence. In the cases heretofore determined by this court, where a corporation was held responsible for the fraudulent issue of shares, the certificates were in fact signed by the proper officers, whose signatures were required, and there was carelessness on the part of the president in leaving certificates signed in blank by himself with the treasurer, and also carelessness on the part of other officers of the company."

**New Savings Bank.**

A woman in Cleveland went to a chiropodist and told him she was afflicted with an ingrowing toe nail. He diagnosed the boot she wore and found a roll of bills worn to fragments in the toe. She paid him his fee and sent the money to Washington to be redeemed. She declares she must have hidden it there in her sleep.

**Prices Up or Down.**

Shall a merchant advance or reduce prices on goods in stock as their market value may change? This is an interesting question, particularly for merchants in the smaller towns, where they have one or more competitors. Jobbers advance or reduce prices on goods as the market or the price on raw material changes. Jobbers and manufacturers as a class are successful in business, so the rule would appear to be a good one for retail merchants to follow. But to return to our question: If, for instance, I bought a line of goods at prices that are unusually low, and by the time they were delivered the price had advanced 25 per cent., would it be better to make the selling price conform to present cost, or to make a leader of the goods and rush them off, ignoring the rise in the market?

If the goods were rushed off in a hurry it would no doubt attract temporary custom, but when the supply was exhausted the same goods could not be placed except at an advance. As long as the goods lasted the low prices would, no doubt, worry my competitor, but my object is to build up my business, not to break down his. If, on the other hand, the goods in question had declined after mine had been bought, and my competitor had bought at a lower price, I should have had to lower my price to meet his. The fact that a merchant often has to follow the downward tendency of the market is an argument in favor of his taking advantage of the upward tendency and realizing large profits. If he is obliged to drop his price to meet competition let it be done quickly, and to all customers alike. Do not fear your competitors, but if there is money to be lost lose it in a week rather than in ten weeks. Prompt action on your part will show that you intend to meet any price that is necessary to hold your trade, and it may be that one lesson of this kind will be all that will be required. I should advise a close and continuous scrutiny of the tendency of the market and a revision of prices of goods in stock to conform to such changes. A. F. G.

**The Value of Ready Money.**

The large majority of failures in business are caused chiefly by insufficient capital. The man who gets founded in Wall street, and on all other exchanges, is the man whose ventures are beyond his capital. He spreads too much sale and suddenly goes under. This is not only true of the speculator, but it is equally true in legitimate business. If one has \$5,000 in cash, how many goods should he buy? Some will stock up with \$25,000. A more prudent fellow will keep a good reserve, a surplus in cash. He is always afraid that a drought or a frost will destroy the corn, and what then?—the farmer can't buy his goods. They get out of style, and so he loses at both ends when he has stocked up wildly. Cash in hand, although drawing no interest, generally pays compound interest when the sheriff comes in, for instance, and slaughters goods for cash. Hosts of traders are ruined by straining their credit. How welcome to the pressed manufacturer is the merchant with plenty of money! He buys almost at his own price when bankers are not discounting commercial paper. And so it is at every turn of life; the man with ready money gets the best of everything.

**Loss Limited to \$100.**

A case has lately been decided in a Chicago court which is of interest to those who travel by rail. A lady in the course of her travels lost her trunk, which together with its contents she valued at \$350, and she entered suit against the railroad for the recovery of that amount. It was shown that one of the conditions on the back of the ticket held by her especially stated that the road should not be held responsible for loss to baggage to the amount of more than \$100. It was held by the court that she having signed the ticket was bound to the conditions provided therein, and could only recover the amount mentioned, viz.: \$100, and the court ordered a verdict accordingly.

**LION COFFEE** is a selection of Mocha, Java and Rio, properly blended and is conceded by all to make the nicest cup of Coffee in the land. A Beautiful Picture Card in every package For Sale everywhere. Ask your Grocer for it.

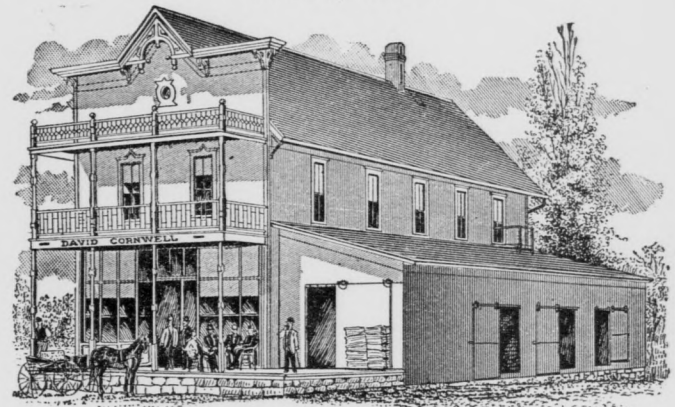
**DRINK LION COFFEE**  
A TRUE COMBINATION OF MOCHA, JAVA & RIO.  
WOOLSON SPICE CO., KANSAS CITY, MO. TOLEDO, O.

**MERCHANTS**  
Write your Jobber for quotations.  
You want this Coffee Cabinet; its the best fixture you ever put into your store. Holds 120 One lb. packages.

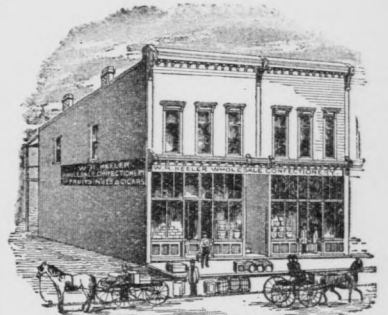


**Do You want a Cut OF YOUR STORE BUILDING**

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

## AMONG THE TRADE.

## AROUND THE STATE.

Saginaw—F. Koch succeeds Koch & Bock in the grocery business.

Detroit—Chas. E. Hollister has sold his drug stock to John G. Wiesinger.

Bay City—R. S. Chudzinski has sold his drug stock to Oliver Densham.

White Cloud—J. C. Townsend has removed his general stock to Charlevoix.

Detroit—Otto L. Fluegel succeeds Wiesinger & Fluegel in the drug business.

Bay City—Edward W. Funnell succeeds Funnell & Boes in the wheat business.

Petoskey—C. A. Gay has purchased the fruit and confectionery stock of H. C. Bain.

Shepherd—Wellington & Waterman are succeeded by H. D. Waterman in general trade.

Wayland—D. T. Hersey is closing out his grocery stock and will retire from business.

Cass City—Wm. Fairweather is succeeded by D. McIntyre in the grocery and baking business.

Greenville—A. T. Bliss is "putting on airs" these days, having introduced electric lights in his grocery store.

Lansing—H. S. Robinson & Co., of Detroit, have attached the G. T. Fisher boot and shoe stock on a claim of \$1,900.

Fife Lake—A postoffice has been established at Hodges, four miles west of this place, with B. P. Mills as postmaster.

Lansing—The hardware stock of L. Anderson has been attached by the Michigan Buggy Co., of Kalamazoo, to satisfy a claim of \$450.

Tustin—Lovene & Stevenson have purchased the Luick building and will fit it up for a dry goods and clothing department in connection with their other store.

South Haven—Hon. J. C. Monroe has begun work on a new brick store building on Center street just north of the postoffice. It will be 50 feet front by 70 feet deep and two stories.

Sherwood—L. P. Wilcox has sold his interest in the firm of Wilcox Bros., dealers in groceries, meats and boots and shoes, to his brother, who will continue the business under the style of B. C. Wilcox.

## MANUFACTURING MATTERS.

Bell—The sawmill of W. A. French has cut 4,000,000 feet of lumber thus far this season.

Gladwin—Sailor & Co., of Ohio, will erect a hoop mill here and intend to have it running in six weeks.

Saginaw—E. O. & S. L. Eastman & Co. will lumber on the Tittabawassee and Tobacco rivers the coming winter, putting in hemlock and hardwood logs, with some scattering pine.

Marquette—R. M. Bradley's shingle mill is nearly completed. The boilers, engine and machinery are in place, and it is expected the mill will be in shape to start next Monday.

Muskegon—N. N. Miller & Co. have sold their drug stock at the corner of Terrace and Walton streets to A. A. H. Eckermann, who will continue the business at the same location.

Marquette—The Hagar & Johnson Manufacturing Co. is receiving lumber from Powell & DeHaas' mill on Huron bay. The company bought a run of logs from them which were cut to order.

Detroit—The Grand Upholstering and Furniture Co., capital stock \$15,000, has been incorporated by Frank Cohnen, Charles F. Walter and William J. Streng. Two-thirds of the capital stock has been paid in.

West Bay City—Harrison Miller has retired from the Standard Hoop Co. I. M. & E. J. Kelton will continue the business. The last named gentleman was many years connected with the Keystone Salt & Lumber Co.

East Tawas—J. B. Tuttle expresses the opinion that the preferred creditors of the J. E. Potts Salt & Lumber Co. will ultimately receive about 30 cents on the dollar, and that those not preferred will get a large slice of nothing.

Hudson—The Bean & Chamberlain Manufacturing Co. has been organized with a capital stock of \$100,000, of which \$65,000 is paid in. A factory building 40x100 feet in dimensions and two stories high, will be erected at once.

Manistee—The State Lumber Co. has built a large addition to its salt block, which will give more storage room, and obviate the necessity of piling the salt barrels outside, exposed to the weather, which has been done for some time.

Cheboygan—The sawmill of Pelton & Reed is cutting 700,000 feet of logs for the Arthur Hill Company, of Saginaw. The drive on the Black river still hangs fire, and it is expected that a number of Cheboygan mills will be forced to shut down.

Harrison—Cory Bros. & Ehrenkrook, who are operating a shingle mill in Hamilton township, Clare county, will finish the timber in that locality in about sixty

days, when the firm will dissolve. John Cory and Mr. Ehrenkrook will move west.

Marquette—James Lucks, who has for a number of years conducted a grocery store on Main street, has discontinued business in this city and removed his stock to the National mine location, where he will in future conduct a grocery store.

Midland—Beach & Smith, of Brockville, Ont., have purchased a tract of elm timber in this county, and will build a mill, having secured contracts to cut timber for Chicago furniture concerns. They will also buy all the elm logs offered in the vicinity.

Bay City—William Crampton, of this city, has been awarded the contract to build a branch road from the Michigan Central between Grayling and Twin Lakes, a distance of 27½ miles. He expects to complete the work by the beginning of next year.

Au Sable—The H. M. Loud & Sons Lumber Co. has extended the Potts railroad ten miles to reach timber owned by the company and other concerns, and is hauling logs to Oscoda. There is about 35,000,000 feet to be put in and hauled by the road to the mills.

West Bay City—Capt. James Davidson, the shipbuilder, has in his yard from \$50,000 to \$60,000 worth of timber taken from the Saginaw River, where it has been soaking for years in the refuse of the salt blocks along its banks. He says it is as good as if vat-soaked.

Manistee—White & Friant's sawmill, which had been idle for the better part of a month from lack of logs, started up last week, and as the water is now better in the river than it has been, and they are getting to a point which contains more of their logs, they are in hopes that for the balance of the season they will be able to run full time.

Detroit—The Merchants and Manufacturers' Exchange is so delighted with the information received from Gen. Poe to the effect that a 21-foot channel from end to end of the lakes will cost no more than \$3,330,568, that it will try to have a convention of similar organizations in all the lake cities with a view to having the scheme pushed in Congress.

Saginaw—Henry Moiles, Jr., of this city, has purchased a small circular sawmill in Wise township, Isabella county, owned by Wells, Stone & Co., and will remove it to Mecosta county, at some point on the Detroit, Lansing & Northern Railroad. The mill was formerly owned and operated by J. H. Freaney, who

failed, and the mill fell into the hands of Wells, Stone & Co., who were creditors.

## Money and Brains.

From the New York Sun.

The highest intellectual ability of this country, the greatest and most unmistakable genius, are chiefly occupied in the world of affairs. Usually the rich men are rich because of the greater force of their brains.

## Barbed Wire Advanced.

Barbed wire has been advanced to \$3.45 for galvanized and \$2.95 for painted.

## 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—GROCERY AND BAKERY. GOOD LOCALITY on corner. Will invoice about \$1,500. Would sell one-half interest. 3 and 4 Tower Block, 309

FOR SALE—HARDWOOD LUMBER MILL, SIX miles from railroad, with plenty of timber for several years' cut. Shingle machine in running order if desired. Saw mill ready to set up. Teams, trucks, sleighs, shop and building all in order to begin work at once. Address J. J. Robbins, Stanton, Mich., or C. H. Hunter, 122 Monroe street, Grand Rapids. 312

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—A COMPLETE GROCERY STOCK AND fixtures. Trade well established; will average \$1,100 to \$1,200 per month. Poor health, reason for selling. Address H., 213 East Walnut street, Kalamazoo, Mich. 307

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. 29

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

## SITUATIONS WANTED.

WANTED—POSITION BY REGISTERED PHARMACIST of four years' experience. References furnished. Address No. 307, Michigan Tradesman. 309

WANTED—SITUATION AS BOOK-KEEPER BY A married man who can give the best of references. Address No. 305, care Michigan Tradesman, Grand Rapids. 305

## MISCELLANEOUS.

HORSES FOR SALE—ONE SEVEN-YEAR-OLD FILLY, one three-year-old filly, and one six-year-old gelding—all sired by Louis Napoleon, dam by Wisconsin Banner (Morgan). All fine, handsome, and speedy; never been tracked. Address J. J. Robbins, Stanton, Mich. 311

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

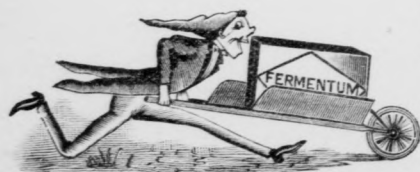
THE MORTGAGE ON BLANCHARD & PRINGLE'S stock, at Sand Lake, has been paid and discharged, leaving their stock of about \$3,500 free and clear, and the firm is now in good circumstances. 297

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

WANTED—A GOOD LOCATION FOR SAWMILL. Address No. 306, care of Tradesman, Grand Rapids, Mich. 306

# FERMENTUM,

THE ONLY RELIABLE COMPRESSED YEAST.



Just returned from Europe.

"FERMENTUM" always has been, is now, and will continue to be the *leading* and *only reliable* compressed yeast. A trial mail order will satisfy you on this point



L. WINTERNITZ, Agent, 106 Kent St., Grand Rapids.

**GRAND RAPIDS GOSSIP.**

Townsend & Frink have opened a grocery store at Hubbardson. The Olney & Judson Grocer Co. furnished the stock.

The Grand Rapids Stave Co. has sold its cooper shop at Allegan to J. G. Ellinger, who will continue the business under his own name.

R. A. McWilliams, druggist at 42 West Bridge street, will shortly remove his stock two doors east, to the vacant store at the corner of West Bridge and Mt. Vernon streets.

G. T. Haan & Co. have removed their drug stock from 126 Canal street to the store formerly occupied by the Lustig Cigar Co., corner of Canal and East Bridge streets.

Barney Teunis and Ralph Teunis have formed a copartnership under the style of Teunis Bros. and engaged in the new and second-hand stove and hardware business at 122 Ellsworth avenue.

A. D. Fisher, formerly of the grocery firm of Flanders & Fisher, has opened a grocery store at 443 Lyon street under the style of A. D. Fisher & Co. The stock was purchased in this market.

Steele & Co. have removed their drug and grocery stock from Ionia to this city, locating at the double store at 97 and 99 Canal street. The Ball-Barnhart-Putman Co. replenished the grocery stock.

Wm. H. Tibbs has arranged to open another drug store at 911 Wealthy avenue. Mr. Tibbs had five drug stores on his hands at one time at Buffalo, several years ago, but has never equalled that record in this city.

C. D. Spalding has effected a settlement with the creditors of the former firm of Spalding & Co. on the basis of 25 cents on the dollar, and has gone to Baltimore to take the local agency of a life insurance company.

Another compressed yeast agency—the "Red Star," of Milwaukee—has been established here. This makes ten wagons visiting the trade daily, whereas three wagons would be enough to serve the trade.

Myer Lightstone has formed a copartnership with his cousin—Samuel Lightstone, late of Mecosta—under the style of Lightstone & Co. and embarked in the grocery business at Sparta. The Olney & Judson Grocer Co. furnished the stock.

A. M. Fleischauer has leased the store at 40 West Bridge street and will shortly open a new grocery stock. Mr. Fleischauer has been identified with his father, the Reed City grocer, for the past fifteen years and will undoubtedly score a success in his new enterprise.

E. E. Miller and Arthur Davenport have formed a copartnership under the style of Miller & Davenport for the purpose of engaging in general trade at a point five miles west of Paris, where they expect to have a postoffice established. They have already put in a grocery stock, which was furnished by the Olney & Judson Grocer Co.

There are eleven tobacco manufactories in Hungary, and a twelfth will shortly be started. Cigars and cigarettes are the principal articles produced. During 1890 there were 500,000,000 cigars and 300,000,000 cigarettes turned out.

**Purely Personal.**

B. P. Mills, grocer at Hodges, is in town for a few days.

P. W. Kane, the Holland City druggist, was in town Saturday.

Arthur Haight has taken the management of L. M. Mills' drug store at Sand Lake.

A. DeKruif, the Zeeland druggist, has six horses in training on the race track at Holland.

D. D. Harris, the Shelbyville general dealer and cheese manufacturer, was in town Monday.

A. J. Elliott, the Monroe street grocer, is delighted over the advent of a daughter, who put in an appearance last Saturday.

A. H. Finney, Secretary of the Perrinton Novelty Works, Perrinton, was in town last week on his way home from an extended trip through the West.

Jas. A. Hunt, Secretary of the Grand Rapids Stave Co., has gone to Three Rivers for the purpose of opening a branch cooper shop under the management of Chas. A. Noble.

Harry Fox, the versatile manager of the Muskegon Cracker Co.—beg pardon, Muskegon branch of the United States Baking Co.—was in town one day last week.

L. Winternitz has returned from Europe, after an absence of nine weeks. He spent most of the time at his old home in Prague, Bohemia, but improved the opportunity to visit familiar scenes in Hungary, Prussia and Germany, also. He is looking finely, the trip having apparently restored him to the best of health.

**Gripsack Brigade**

W. C. Glines, State agent for Fleischmann & Co., was in town Monday for a few hours.

Byron S. Davenport is jubilant over his last week's record—two new stocks and 75 chests of tea.

O. C. Clock has resigned his position as traveling representative for the Chase Bros. Piano Co. to take the Western agency of the Braumuller Co., of New York.

O. M. Benedict, traveling representative for Wm. P. Roome & Co., New York, read a paper on the subject of "The Bible in the Hands of the Teacher" at the recent Sunday school convention of the Church of Christ at Detroit.

**Pertinent Suggestions from Secretary Bugbee.**

CHEBOYGAN, Sept. 4.—A member of the M. S. P. A., in remitting his dues, says: "This should have been sent long ago and my not having done so is purely neglect." I think that is the case with many of our members who have not yet sent in their dues for 1891-2, and also for 1890-91. It is simply thoughtlessness on their part. I also want to suggest to those who are in arrears for two or three years that it is not the right way to sever their membership, but to pay up to July, 1891, and resign if they do not intend to remain. It looks much better to read in the proceedings "resigned," than "dropped for non-payment of dues." It is a debt, and they have had the proceedings and benefits of the Association, without bearing their fair proportion of the expenses. To those who ask the question, "What good is the Association and what benefit am I receiving from it?" let me ask, What are you doing to help make it of benefit to the drug fraternity of Michigan? To be a success, and to be a power in the advancement of our interests in trade, etc., it needs and should have the hearty good will and support of every pharmacist, whether he be proprietor or clerk. Yours truly, C. A. BUGBEE, Sec'y.

**"For Ten Long Years!"**

ALBION, New York, June 23, 1891.

Albion Milling Co., Albion, Michigan.

GENTS—I very gladly recommend to the public your "Albion Patent Flour." I have used it in my family for ten years, and in all that time I have "never found its equal."

Yours respectfully,

W. S. TODD.

**REMEMBER** Goods are not genuine unless our guarantee card is found on every package. If your grocer does not keep our "Albion Patent," send your order direct to us. Satisfaction guaranteed.

ALBION MILLING COMPANY, Albion, Mich.

*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.*

**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.

Keep Your Store Fresh.

J. M. Batchelor, in Dry Goods Bulletin. The late A. T. Stewart, of New York, had the habit of looking after all the details of his business.

"How much are you selling these for?" "Forty cents, Mr. Stewart." "Do they go well?" "Not very well, sir."

"Put them down to twenty-five cents. How much are these?" taking up another article. "Seventy-five cents, sir."

"Are they going well?" "Slowly, sir." "Make them fifty cents, and these?" "Sixty cents."

"How do they sell at that?" "Very well, sir." "Let them remain there." And he went through the entire stock of that counter.

Turning to a gentleman who stood by watching these proceedings, Mr. Stewart said: "It is no use to keep goods up so high that customers will not buy them, and the worst of all mistakes in a merchant, after he has made the mistake of buying things which are slow of sale, is to hold them for a market. The best way is to clean them out at any sacrifice, and lay in a better selected stock."

It matters little whether Mr. Stewart uttered these words or not, although we have no good reason to question their genuineness, the idea they convey is undoubtedly sound, and they would not be less so if uttered by a way-back country storekeeper. Too little importance is attached to keeping a stock of goods fresh and up with the times, although too frequently goods are shelved and slowly sold during a course of years, under the impression that they must be worked off at profitable rates before other goods can be bought in their place, and this regardless of any change in the market that meanwhile may have taken place.

The most successful retail confectioner in New York City has built up a fortune of hundreds of thousands of dollars within a comparatively few years by observing the rule of keeping his stock fresh and of prime quality, even if variety was lacking. He started with four or five styles of bon-bons, and a small quantity of each, which to the customer looked lost in the big store on Broadway. But their quality and freshness at once made the place famous, although the price was not low, and to-day, in the afternoons, it is hard to get waited on, so great is the crowd of customers.

The idea of this remarkably successful confectioner, who is now known all over the country, was the same as that expressed by Mr. Stewart, in the advisability of keeping a stock moving. Stale goods are in rare demand. If these goods are turned over to the bargain counter, even at a sacrifice, it keeps up a store's reputation for being wide-awake.

The Country Merchant.

The sphere in which the country merchant lives, moves and sells his goods is quite different from that of the city storekeeper. He deals with a different class of people, or different habits, customs and wants. As a matter of fact, the task with which the average country storekeeper is confronted is quite as difficult as any which puzzles his city brother. At best his constituency is limited, and it is hard to increase it. Trade there is not naturally of a floating character. Everybody has a preference or an antipathy. Everybody being acquainted, thinks he must be given credit. It is hard to collect, hard to work off odds and ends, hard to satisfy the people who are all the time getting posted on city styles and bargain day prices. To please and stimulate one's customers, to get new ones, to keep close enough to popular demand, yet to avoid accumulation of unsalables, to turn one's capital fast enough to make it earn a living profit—these are some of the conundrums the successful solution of which mark the merchant and should enlist for him the admiring appreciation of the mercantile community everywhere.

Dry Goods Price Current.

Table of Dry Goods Price Current. Columns include categories like UNBLEACHED COTTONS, BLEACHED COTTONS, UNBLEACHED CANTON FLANNEL, BLEACHED CANTON FLANNEL, CARPET WARP, DRESS GOODS, CORSETS, CORSET JEANS, PRINTS, DUCKS, WADDINGS, SILKESIAS, SEWING SILK, HOODS AND EYES, COTTON TAPE, SAFETY PINS, NEEDLES, TABLE OIL CLOTH, COTTON TWINES, PLAID OSNABURGS, and various grades of goods with their respective prices.

Table of DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, CANVASS AND PADDING, DUCKS, WADDINGS, SILKESIAS, SEWING SILK, HOODS AND EYES, COTTON TAPE, SAFETY PINS, NEEDLES, TABLE OIL CLOTH, COTTON TWINES, PLAID OSNABURGS, and various grades of goods with their respective prices.

Voigt, Herpolsheimer & Co., Importers and Jobbers of Staple and Fancy

DRY GOODS, NOTIONS, CARPETS, CURTAINS. Manufacturers of

Shirts, Pants, Overalls, Etc.

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

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

Carpets, Rugs, Curtains.

Write for our Prices on Floor Oil Cloths

Oil Cloth Bindings.

SMITH & SANFORD.

FOR THE BABY



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

Grand Rapids Electrotype Co., ELECTROTYPERS

AND STEREOTYPERS 6 and 8 Erie St., GRAND RAPIDS.

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.



## 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 9, 1891.

### AMERICAN PORK IN GERMANY.

As the result of several years' active agitation on the part of this country, Germany has at length rescinded the prohibition placed upon the importation of American pork. The decree rescinding the prohibition was signed last Thursday, and the Secretary of Agriculture received official notice of the action taken on the same day. The official government journal has published an order to the effect that the prohibition of the importation of swine, pork and sausages of American origin shall no longer be enforced when such hogs or hog products are furnished with official certificates stating that they have been examined in accordance with American regulations and found free from qualities dangerous to health, and instructions have been sent to the proper officials that immediate effect be given to the order. The agreement on which this action was based was signed ten or twelve days ago, but the fact was withheld from the public press at the request of the German government until official action could be taken by it. The agreement, in addition to securing the admittance of American pork into Germany, gives the United States the same schedule with reference to farm products as that enjoyed by Russia. On the other hand, Germany has, by agreeing to rescind the prohibition of our hog products, secured the free admission of its beet sugar after January 1st next, a concession which would not have been granted on any other condition.

Postmaster General Wanamaker has set on foot an inquiry into the condition of the postoffices of the country, which is to be used as a basis for rating the postmasters, as well as a help towards the improvement of the postal service. He has sent a personally signed letter to the postmaster at each county seat throughout the United States, asking him to make a personal visit to each postoffice in his county, and make a detailed report upon its condition. The Postmaster General explains that, without this help from the postmasters, the department cannot make any general examination of the business of offices. Among the points in reference to which information is requested, and which are to enter into the ratings, are the convenience of the location of the office, cleanliness, order, keeping of accounts, personal attention of the postmaster, improvements in the service made during the last year and growth of the business during the same time. The postmasters who rate the highest are to be reported to the President at the end of each fiscal year for such honorable mention as he may choose to make. One good result should follow

the putting in force of the Postmaster General's plan. It would become more and more difficult to remove postmasters who are rated as perfect or excellent, or what amounts to the same thing, to refuse to reappoint them from for purely political reasons.

It really begins to look as though all the world was agreed on one thing, and that is that the farmer is coming in first under the wire in the race for prosperity. An article in a recent number of the *North American Review* prophesies that an era of great prosperity is about to dawn for the American farmer, and says that all "the signs are in favor of dollar wheat at the farm, and, if anything, more than that sum; and that while wheat does not comprise the total output of the farmer, the price is the key to the entire agricultural situation." He further says that "with an ability to buy twice or thrice the quantity of goods hitherto absorbed, with a desire to possess himself of every comfort, and to deny his children nothing that they need and can enjoy, the absorption of manufactured goods will be enormously increased. The excess in production of articles of necessity and luxury, now apparent on every hand, will be absorbed."

The man who thinks he is going to receive something for nothing is not a safe leader. When he tells you he can print paper "dollars" and keep them at par with gold and silver after giving every man, woman and child all they can carry, for the mere asking, it is about time to shake him and set yourself up for a leader.

Last year we paid Canada \$8,000,000 for barley. If we would raise more barley and less wheat we should get better prices for wheat and none the less for barley.

### Monthly Report of the State Salt Inspector.

SAGINAW, Sept. 5—The following is the report of salt inspected by M. Casey, State Inspector, during August:

	Barrels.
Manistee county.....	133,649
Saginaw county.....	100,576
Bay county.....	90,438
Mason county.....	50,933
St. Clair county.....	31,629
Iosco county.....	31,478
Huron county.....	6,690
Midland county.....	3,669
Total.....	448,953

The report is a very favorable one from the fact that it shows 27,106 more barrels inspected last month than during the month of July. This increase brings the total inspection for the year up to Sept. 1 ahead of the inspection last year during the same period.

During August, 1890, 405,656 barrels were inspected; 1889, 474,040 barrels; and in 1888, 462,516 barrels. The total numbers of barrels inspected during the present year up to Sept. 1 was 2,676,379; during the year 1890, 2,671,961 barrels; 1889, 2,691,768; 1888, 2,671,505 barrels.

### Open to an Offer.

MARSHALL, Sept. 5—A delegation of Battle Creek business men was here Wednesday for the purpose of investigating the business of the Page Bros. Wagon Co., with a view to the removal of the works to Battle Creek. The owners of the factory feel the necessity of moving from the present limited quarters and it is to be hoped that our own citizens may take the initiative in the matter.

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.

### THE RISING STOCK MARKET.

How completely the stock-gambling public is denominated by sentiment, and how remotely its conduct is affected by the sober consideration of facts, is shown by the recent rise in the stock market and by the increase of the volume of its transactions. Nothing has come to light which was not known a month ago, and nothing has happened during the interval to make any security intrinsically worth a fraction more than it was then, but the stampede has been started, and men are tumbling over one another to buy things which until it began they would not look at. How long the movement will last and how high it will carry prices I do not pretend to foretell. Probably it will continue for weeks, and, perhaps for months, and buyers at present will, if they have the nerve to let go in season, make a profit, but there is no certainty about the matter one way or the other.

As usual, too, when the current of speculation sets the way it is setting now, it carries with it, sympathetically, many people who have no pecuniary interest in aiding it, but who feel that they ought to aid it for the public good. The vast majority of men are naturally bulls—that is, their only idea of a successful transaction is to sell a thing for more than they pay for it. Hence, a falling market almost always kills business and a rising market stimulates it, and, as it seems to be for the common benefit that the market should always rise, everything which tends to produce that result is popular, while all which works against it is unpopular. Even warnings of a possible fall are received with disfavor, and those who utter them are suspected of sinister, or, at least, interested motives.

The main factor in the prevailing upward movement is, of course, our abundant crops, and the assurance that we shall sell them at high prices in consequence of the failure of the crops in Europe. Added to this are minor elements which in special cases tend to remove apprehension and to inspire confidence in the future. The Union Pacific Railway Company, for example, has been saved from imminent danger of a receivership, the Sugar Trust is working harmoniously with its rivals, the Lead Trust has been successfully reorganized, and the open bankruptcy of many smaller concerns has been averted by the generous and, at the same time, prudent forbearance of their creditors. Every impulse to a downward movement being thus removed, the natural desire of human nature to be active in doing something finds opportunity for gratification only in the other alternative, with the result that we see.

An illustration of the way in which the minds even of superior men are affected by a popular craze is found in the proposed syndicate of national banks to purchase \$5,000,000 or more of the maturing Government 4½ per cent. bonds, extend them at two per cent. and take out circulating notes against them. The sensible purpose of the scheme is to aid the Government by lending it the principal of the bonds purchased, and to accommodate the public with the additional currency needed just at this moment to assist in moving the crops to market, but I can see plainly enough that its managers are, perhaps unconsciously, more influenced by a desire to avert a possible chill which might be

thrown upon the growing enthusiasm of buyers either by an unfavorable showing of the national Treasury or by a depletion of the bank reserve. As a matter of business in other respects the scheme will not be profitable to the banks which engage in it. This is admitted on all sides. Nor will the assistance rendered to the Government and the accommodation furnished to the people amount to anything worth mentioning. The Secretary of the Treasury has publicly declared that he has ample means with which to pay off all the bonds which are likely to be presented for payment, and the addition of \$5,000,000 or thereabouts to our present stock of currency will be only a drop in the bucket compared with that already in existence, and with the \$54,000,000 annually which the act of July, 1890, is adding to it in monthly installments. We have \$346,000,000 of old legal tenders, \$400,000,000 of silver dollars, \$60,000,000 of the new bullion notes of July, 1890, which are increasing at the rate of \$4,500,000 per month, over \$170,000,000 of national bank notes, and an indefinite quantity of gold coin and gold bullion, estimated by the Director of the Mint at \$700,000,000, and which cannot be less than \$300,000,000, because that amount is in sight in the Treasury and in the vaults of the national and State banks. The banks which propose to add \$5,000,000 to this vast mass may flatter themselves that they are going to do a great thing, but to me they seem like the fly on the cart wheel, boasting of the dust which he kicked up.

It will be said, I know, that extraordinary emergencies require extraordinary measures, and that the addition of \$5,000,000 to the country's currency just now, though a small amount in itself, will be of the greatest service in averting a threatened stringency of money and in facilitating the operations of shippers of grain and cotton. In the first place, an emergency which occurs regularly, year by year, cannot be called extraordinary, and if it is in the province of the national banks to meet it at all, they should do so with the ordinary resources at their disposal, and not by a new and special issue of currency. In any event, the relief now proposed will be only temporary. After the new \$5,000,000 has once gone into circulation it will stay there, and next year there will be a call for another \$5,000,000, or even more, to effect the same result over again.

Still, like buying stocks for a rise and for the same reason, every device which increases the volume of the currency and thereby raises prices, or, at least, prevents them from falling, is popular, while everything which has a contrary tendency is unpopular. Hence I am quite prepared for the success of the \$5,000,000 syndicate and for the general praise of those who got it up. They will be sustained, too, not only by those who wish to see a continued rise in stocks, but by every one in the country who has property to sell and debts to pay. In principle, though not in form, they will be in line with the advocates of the unlimited or, as it is called, the free coinage of silver. The effect of this measure, it is openly claimed, will be to enable debtors to get higher prices for what they own or what they produce than they get now, and thus to pay debts with less real value than is now required of them. The proposed addition of \$5,000,000 to



the national bank circulation is inspired by a similar idea, though I am far from intending to impute to its promoters a conscious dishonesty of purpose. Only, when it is once admitted that the assuring of high prices is a legitimate object of Government action, it is impossible to resist unlimited silver.

The debasement of the currency, either by diminishing the weight of coin or by diluting it with a flood of paper promises, has been repeatedly proved to be only a delusive remedy for financial stringency. It was tried in England by successive reductions of the weight of the pound sterling in the middle ages, and by the suspension of specie payments during the Napoleonic wars. France went through the experience with John Law's paper money at the beginning of the last century, and, again with the issue, by the first republic, of the *assignats*, or notes secured by the pledge of Government bonds. We had the lesson with our Continental currency and with that of the State banks, soon after the close of the Revolutionary war. In the face of all this, we issued our legal tenders to provide means for carrying on the war for the Union, rather than raise money by taxation, and we saw them depreciate to 40 cents of their nominal value. A show of prosperity, indeed, accompanied the operation. Property rose immensely in price, more money was paid for wages, rent and the products of the soil, and, for a while, everybody, except those who had fixed incomes dependent upon old contracts, was happy in spite of the destruction caused by the war. Then came the crash of 1873 to prove that no augmentation of prices could, by itself, prevent the evil consequences of imprudent investments nor insure success to foolish schemes, and it was only with the resumption of specie payments in 1879 that business resumed a healthy course.

In all these cases it was a deceptive promise to immediate relief at the risk of future ruin which carried away the community, and I presume it will continue to be so to the end of time. The generation which is taught by one hard experience passes away, and a new one succeeds it to be taught over again. Mark Twain relates that he did not believe that two locomotives could not pass each other upon the same track until he saw the experiment tried. Then he was satisfied that the thing was impossible. In the same way, I suppose, this generation will have to go through the experiment of cheap money until, like its predecessors, it has seen the folly of it, but I should think that our bank presidents might dispense with this kind of instruction.

MATTHEW MARSHALL.

#### Origin of Slang Phrases.

The present age has a tendency toward sacrificing elegance for aptness in its daily conversation, and this gives rise to many popular expressions not in accordance with the rules or books of the wise men, which are known as slang. The word slang is of obscure origin, probably coming to us from the gypsies. A "slang-whanger" is a noisy, turbulent fellow whose language is not of the best, and slang itself is generally considered disreputable. But there are qualities, classes, distinctions and differences even in slang. There is the low, vulgar slang whose origin is in obscurity and whose use is among the vicious and degraded. Above this is the dictionary slang of known pedigree and traced descent, often classical.

"High-toned" is an expressive term

which precise people generally walk around. It means "nobly elevated," especially in character, and was coined by Sir Walter Scott. Similar to it are "upper ten" and "upper crust," meaning the higher class of society, which are said in the dictionary to be Americanisms, colloquial and low, the former being contracted from "upper ten thousand," and the latter carrying with it the suggestive superiority of the fancy top crust of a pie. The "brick" is a merry citizen, rarely one of the "upper ten" and usually a grade or two below the "upper crust" in social standing, but bears his mediocrity lightly and laughs his cherry way through the world, often enjoying more than his stiff-starched superiors. He is a jolly good fellow and never lacks friends. W. M. Thackeray first used the word in the sentence, "He's a dear little brick." "A brick in his hat" is an expression applied to an intoxicated person, probably from the fact that in this condition his head feels as heavy and useless as a brick would be if worn in the hat.

"The dickens!" does not come from the name of the genial novelist, but is a contraction of devilkins, diminutive of devil, and therefore a polite Sunday-school sort of a way of saying "the devil." Webster calls it a vulgar interjection. "To play the devil" means to interfere in a ruinous way or to imitate the evil one, and this expression is given in solemn seriousness by the staid old dictionary without any signs of disapprobation, from which it may be concluded it is good English, although it would not add to the elegance of the drawing-room conversation.

John Russell Bartlett, in his dictionary of Americanisms, is authority for the statement that "on his own hook" means by himself or on his own responsibility, and John Milton, stately and ponderous, is accused of having originated the phrase, "by hook or crook," which means in any way or by any method, and it is in this way that Americans are accused of obtaining the "almighty dollar," this last being an expression fathered by Washington Irving, which is so apt that it has had large use.

The modern use of the word "rats" as an interjection, can hardly be explained. Sometimes it expresses incredulosity and is uttered disdainfully just after the climax of an exaggerated statement. Some times it is used to express disgust, and if rightly pronounced is effective. Its use as a noun has a place in the dictionary of slang as one who deserts his party or associates; among printers one who works at less than established rates. Lord Stanhope, also known as Lord Mahon, an English statesman and historian, who died in 1875, gives this interesting history concerning it: "It chanced that not long after the accession of the house of Hanover, some of the brown, German or Norway rats, were first brought over to this country (in some timber it is said); and being much stronger than the black, or till then the common rat, they in many places quite exterminated the latter. The word (both the noun and the verb to rat) was first, as we have seen, leveled at the converts to the government of George the First, but has by degrees obtained a wider meaning and come to be applied to any sudden and mercenary change in politics."

In the book of Job, the eldest literature extant, and, according to John J. Ingalls; "the highest production of human intellect," appears the sentence "I am escaped with the skin of my teeth" and gives the idea of a narrow escape, one so close as to be just by the thickness of the skin on the teeth, which is so thin that no microscopist has yet been able to find it. "To cast in the teeth" means to throw defiant reproaches or insults spitefully, as one would cast a stone at the exposed teeth of a snarling dog. "Tooth and nail" denotes the manner of an action full of frenzied fury, typified by biting and scratching, as when two beligerent cats make the fur fly.

P. Steketee & Son's traveling men will be in the city fair week to attend to the wants of the outside trade.

Use Tradesman or Superior Coupons.

## 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 2:10 $\frac{3}{4}$ . 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, Sept. 17 and 18, 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.

JAS. G. JOHNSON,  
DISPENSING DRUGGIST

Traverse City, Mich., Aug. 22, 1891.

Hazeltine & Perkins Drug Co.,

Grand Rapids.

Gentlemen-- I am well satisfied with the manner in which shipments of drugs are made by your house. We can have a bill of drugs in Traverse City, by freight, within twenty four hours from the time of the mailing of the order, which shows that an order does not rest until after the goods are up and shipped.

Altogether your house is a good place to order drugs.

*Yours respectfully*  
Jas. G. Johnson

P. H. HOONAN,  
Drugs and Medicines

*Recd. City Aug 13 1891*

*Hazeltine & Perkins Drug Co*  
*Grand Rapids*

*This is to certify*  
*that I have bought Drugs from*  
*your house for the last ten years*  
*& in promptness of shipping goods*  
*& in filling orders complete, & also*  
*the quality of the Drugs bought of you*  
*during this time has always given*  
*the best of satisfaction. I have*  
*bought Drugs of every wholesale Druggist*  
*in the State & in no instance*  
*have I done better in the way of prices*  
*quick delivery of goods & fair*  
*dealing. than I received from your*  
*house*  
*Yours Respectfully*  
P. H. Hoonan

Comment is Unnecessary.



S. E. WAIT,  
Pioneer + Drug + Store.

Traverse City, Mich., Aug 22 1891

*Dear Hazeltine & Perkins Drug Co*  
*Grand Rapids Mich*

*Gentlemen*  
*Your promptness in shipping goods*  
*has often been a surprise to me. I have*  
*always found the Drugs and Chemicals of*  
*uniform good quality, - bearing the brand*  
*of the best Manufacturing Chemists of the country.*  
*Orders are usually completely filled and*  
*I find your bills so reasonable, for your*  
*service that I hardly deem it necessary to*  
*bother them over. It gives me great*  
*pleasure to recommend your house for*  
*promptness and reliability.*

*Very Truly yours*

*S. E. Wait*

CENTRAL DRUG STORE.

Patent Medicines, Books, Stationery, Wall Paper, Paints, Oils, Etc.

GEO. D. LUNN, "The Druggist Prop'r"

ALSO DEALER IN

CLOTHING, HATS, CAPS AND GENTS' FURNISHING GOODS.

Edmore, Mich., Aug. 17, 1891.

To the drug trade and others.

I would say I have traded with the Hazeltine & Perkins Drug Co. for the past five years and have always had my orders filled very promptly and only with the best drugs and I believe them to be filled as near complete as they could have been by any drug house in the State.

I have received only the best treatment from them, always finding them willing to oblige and accommodate in many ways.

I have always found their prices as low as any, and believe them to be a wide awake firm ready to look after the interest of their customers, and I think that any house that employes representatives like Mr L. M. Mills, are among the best and could receive no better praise.

Truly yours,

*Geo. D. Lunn*

Wholesale Price Current.

Advanced—Po. jalap, turpentine. Declined—Acid citric, long buchu, oil pennyroyal, celery seed, lycopodium.

Table of Wholesale Price Current listing various goods such as ACIDUM, ANILINE, BACCAR, BALSAMUM, COCTEX, EXTRACTUM, FERRUM, FLOREA, FOLIA, GUMMI, HERBA, MAGNESIA, OLEUM, and STRUPS with their respective prices.

Table listing various medicinal products and chemicals including Morphia, S. P. & W., S. N. Y. Q. & C. Co., Moschus Canton, Myristica, Nux Vomica, Os. Sepia, Pepsin Sacch, H. & P. D. Co., Pielis Liq., N. C., 1/2 gal, Pielis Liq., quarts, Pili Hydrarg., Piper Nigra, Piper Alba, Pix Burgum, Plumbi Acet., Pulvis Ipecac et opii, Pyrethrum, S. P. & W., Rubia Tinctorum, Saccharum Lactis pv., Salacin, Sanguis Draconis, Santonine, Sapo, Whale, winter, Lard, extra, Lard, No. 1, Linseed, pure raw, Seidlitz Mixture, Sinapis, Snuff, Maccaboy, De Voos, Snuff, Scotch, De Voos, Soda Borax, Soda et Potass Tart., Soda Carb., Soda, Bi-Carb., Soda, Ash, Soda, Sulphas, Spts. Ether Co., Myrcia Dom., Myrcia Imp., Vini Rect. bbl., Less 5c gal., cash ten days, Strychnia Crystal, Sulphur, Subl., Roll, Tamarinds, Quassia, Terenbith Venice, Theobromae, Vanilla, Zinc Sulph., Oils, Bbl. Gal, Whale, winter, Lard, extra, Lard, No. 1, Linseed, pure raw.

Get What You Ask For! HINKLEY'S BONE LINIMENT FOR THIRTY-FOUR YEARS THE FAVORITE. Enclosed in White Wrappers and made by D. F. FOSTER, Saginaw, Mich.

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

Michigan State Pharmaceutical Ass'n. President—D. E. Prall, Saginaw. First Vice-President—H. G. Coleman, Kalamazoo. Second Vice-President—Prof. A. B. Prescott, Ann Arbor. Third Vice-President—Jas. Vernon, Detroit. Secretary—C. A. Bugbee, Cheboygan. Treasurer—Wm Duport, Detroit. Next Meeting—At Ann Arbor, Oct. 20, 21 and 22, 1891.

Grand Rapids Pharmaceutical Society. President, W. R. Jewett, Secretary, Frank H. Escott, Regular Meetings—First Wednesday evening of March, June, September and December. Grand Rapids Drug Clerks' Association. President, F. D. Kipp; Secretary, W. C. Smith. Detroit Pharmaceutical Society. President, F. Rohnert; Secretary, J. P. Rheinfrank. Muskegon Drug Clerks' Association. President, N. Miller; Secretary, A. T. Wheeler.

THE COMING CONVENTION. The Dates Selected for the Ann Arbor Meeting. CHEBOYGAN, Sept. 2.—The ninth annual meeting of our Association will be held at Ann Arbor, Oct. 20th, 21st and 22th.

Perfumery Manufacture for Women. From the Boston Herald. A practical chemist says that within the last twelve months he has taught perfumery-making to several women, some of whom learn it only for amusement while others mean to apply it to the purpose of money-making. Women, he says, are becoming much interested in this subject, and are better equipped in every respect than men to make successful perfumers. One of the most important requisites is a nice sense of smell which is possessed by the majority of women, as their olfactories have not been dulled by smoking. Women, as a rule, love flowers, and are fitted for the delicate manipulations required in the work, five-sixteenths of a drop too much or too little often materially changing the odor. The field is a wide one, for pure cooking extracts are difficult to obtain, and the making of them also offers a chance for the enterprising woman. A point on which the chemist dwells particularly is that the work can be carried on in a parlor as easily as in a laboratory, as it requires little space and is exquisitely clean. The Drug Market. Gum opium is firm at the recent advance. Morphia is unchanged. Quinine is dull, but unchanged. A reaction is looked for soon. Bromide potash is tending lower. Acid citric is lower. Long buchu leaves are lower. Lycopodium has declined. Oil pennyroyal is lower. Powdered jalap root has advanced. Celery seed is easier. Turpentine is higher.

The communication from Mr. Haynes, to which Secretary Bugbee refers, is as follows:

DETROIT, Aug. 26.—Your esteemed favor of the 25th was duly received; and, replying, would say that I have been communicating with the Secretary of the Railway Association of Michigan, and quote his reply as follows:

"In reply to your favor of the 24th inst., with reference to reduced rates for the State Pharmaceutical Association, to be held in Ann Arbor in October, I have to advise that the following rates will be granted: For parties of ten or more, and less than fifty, originating at the same point, and ticketed to the same destination, two cents per mile in each direction for the round trip. For parties of fifty or more, under the same conditions, one and one-half cents per mile or one fare for the round trip. Tickets good going only on date of sale and return within five days. Also one way party rates of two cents per mile per capita for parties of ten or more traveling together on the same ticket, good going on the date of sale."

Trusting that this information will serve you, with kind regards, I beg to remain, Very truly yours, D. O. HAYNES.

GROCERIES.

Care in the Handling of Eggs.

From the Merchants' Review. We have good reasons to believe that the egg trade of a great many retail grocers in the cities is about on a par with their sugar department, so far as profit is concerned, the small margin between the cost and selling price barely paying for the trouble of handling the staple. There is something decidedly "rotten in Denmark" when retail profits on an article or series of articles have sunk so low that their sale is unremunerative and persisted in only because it is a convenience to customers. In this case, we believe the usual explanation will hold good, i. e., that quality has been sacrificed for some reason, probably in an effort to catch trade by holding out low prices as an inducement. We think this is a serious mistake with any food product like eggs and butter, which, if not good, must be actually worthless. There are many descriptions of groceries which, in point of quality, cover a wide range, yet the most inferior grades possess their merits and a positive intrinsic value. It is different with eggs. A stale egg is an abomination, and there is but little leeway between the finest fresh-laid and the grade below which no prudent, experienced retailer cares to pass in selecting eggs. We believe it will pay grocers to give special attention to the quality of the eggs which they handle, and to take pains to secure a grade that will invariably give satisfaction, even though the price has to be marked up correspondingly. In other words, we believe that fine eggs at a good profit will sell more freely than poor or irregular stock at just about cost. The neglect to "candle" eggs often leads to a loss of custom. A bad one will be found occasionally in packages of really good stock, and, if left with the rest, may disgust a good customer and provoke her to the point of transferring her trade to another store. "Candling" takes time and is perhaps unnecessary when absolutely fresh eggs are procured from a quarter beyond suspicion, but when the quality of an invoice is in the least doubtful, it should be rigorously practiced, and the stale eggs removed.

Try It on the Other Foot.

"There are few people who know how to try on a shoe," remarked a well-known salesman, "for, if you will notice, they almost invariably try on the right shoe. Now this is exactly wrong, if a good fit is desired, for the left foot is nearly always the larger—that is, wider. This is true of both women and men. Here, for instance, is a pair of shoes on which I have just moved the buttons up to give a greater width. The buttons on the left shoe, you notice, are moved up about twice as much as those on the right. This difference in the size of the feet is due, in my opinion, to the general habit of bearing nearly the whole weight of the body on one foot. If you have to stand a good deal you will be quite sure to throw the weight of your body on the left foot, and if you lean up against anything you will almost invariably rest your weight on the left foot. This presses down the foot and naturally widens it, so in trying on shoes always try on the left foot for an easy fit."

The Fennville Peach Harvest.

FENNVILLE, Sept. 5—The fruit growers in this vicinity are almost crazy with joy over the immensity of the peach crop. Fourteen carloads of peaches were shipped from this point on Thursday, besides what was forwarded by express. One of the best markets the growers have found is Minneapolis and St. Paul, which is reached by refrigerator cars. Taken as a whole, the merchants here have every reason to look forward to a prosperous winter's business.

John Ferguson, grocer at 133 South Division street, recently entertained his customers with the antics of a live mouse which became entangled in the drips under his molasses barrel. The little animal lived in the sweetness several days, being unable to extricate himself.

Status of the Peddling Law.

LAMONT, Sept. 5—Your paper has contained many items of interest to me and I must say it is a welcome caller, but we have thus far failed to see one thing discussed, which would be of interest to me and also our fellow merchants, that is, in regard to the peddler and huckster. We find that there is a law on the statute books of this great State which says that a peddler or huckster shall have a license, but we also find the peddler defies that law and says he doesn't need any license, as the law has been repealed.

Now, Mr. Editor, will you kindly enlighten us in regard to this matter and tell us through your valuable paper how this matter stands? Yours truly, JOHN GUNSTRA.

The law providing that peddlers shall pay a license fee has not been repealed, nor is it likely to be; but it is nearly obsolete, owing to the laxity of its enforcement. As the law now stands, no officer specially charged with its enforcement is provided for, so that persons violating the law are practically unmolested. THE TRADESMAN has never known prosecuting attorneys to refuse to issue warrants for offenders against the law when the proper complaints were filed, and herein lies the value of the statute. Merchants whose business is undermined by unlicensed hawkers should not be backward in swearing out complaints against the offenders, to the end that legitimate business may be protected and justice dealt out to law-breakers. Many merchants shirk this duty, for fear of making enemies, but it is a duty they owe themselves and their brother traders, and if the reputable business men of the State would join hands in a crusade against the tramp merchants who through the highways of both city and country, they would be able to relieve themselves of most of the incubus of illegitimate competition which they are now compelled to endure.

The Scientific American gives the following recipe for taking grease out of white marble: Apply a little pile of whiting or fuller's earth saturated with benzine, and allow it to stand some time. Or apply a mixture of two parts washing soda, one part pumice stone and one part chalk, all first finely powdered and made into a paste with water; rub well over the marble, and finally wash off with soap and water.

Crockery & Glassware

Table listing various items under categories: LAMP BURNERS, LAMP CHIMNEYS, FRUIT JARS, STONEWARE-AERON, and SHELL GOODS. Includes items like No. 0 Sun, No. 1 Sun, and various glassware types.

PRODUCE MARKET.

Apples—Fancy eating command 75@95c per bu. Cooking are held at 50@60. 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—30c per doz. bunches. Cabbages—35@40c per doz. Corn—Green, 67@8c per doz. Cucumbers—10@15c per doz. Eggs—Dealers pay 14c and freight, holding at 15c@16c. Grapes—Concord and Worden's command 4c per lb. Honey—Dull at 16@18 for clean comb. Onions—75c per bu. for good stock. Muskmelons—50c @ \$1 per doz., according to quality and size. Peaches—Early Crawford are about played out. Barnards and Chilis command \$1.25@1.50, and Red Crawford are in good demand at \$1.50 @ \$1.75. Lake Crawford will not be in for a week or ten days yet. Pears—Bartlett and Flemish Beauties are in good demand at \$1.50 @ \$1.75 per bu.; common grades command \$1 upwards. Plums—Lombards command \$2.25@2.50 per bushel. Potatoes—Little doing at about 40@45c per bu. Tomatoes—The market varies, according to the quantity brought in, ranging from 50c@90c 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 dressed fowls: Spring chickens.....12 @13 Fall chickens.....@10 Turkeys.....@11 Spring ducks.....@13 Fall ducks.....@10 Geese.....@

PROVISIONS.

The Grand Rapids Packing and Provision Co. quotes as follows: PORK IN BARRELS. Mess, new.....11 75 Short cut.....12 50 Extra clear pig, short cut.....14 00 Extra clear, heavy.....13 75 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 Frankfurt Sausage.....8 Blood Sausage.....5 Bologna, straight.....5 Bologna, thick.....5 Head Cheese.....5 LARD—Kettle Rendered. Tierces.....8 1/4 Tubs.....8 1/4 50 lb. Tins.....8 1/2 LARD. Family. Compound. Tierces.....6 1/4 0 and 50 lb. Tubs.....6 1/4 3 lb. Pails, 20 in a case.....7 1/4 5 lb. Pails, 12 in a case.....7 1/4 10 lb. Pails, 6 in a case.....6 20 lb. Pails, 4 in a case.....6 50 lb. Cans.....6 1/4 BEEF IN BARRELS. Extra Mess, warranted 200 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.....10 1/2 " picnic.....8 1/2 " best boneless.....9 1/2 Shoulders.....7 Breakfast Bacon, boneless.....9 1/4 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.....5 @ 7 " fore.....3 1/2 @ 4 " loins, No. 3.....7 1/2 @ 8 " ribs.....7 1/2 @ 8 " rounds.....6 @ 7 " tongues.....@ Pork loins.....@ 10 1/4 " shoulders.....@ 7 1/2 Sausage, blood head.....@ 5 " liver.....@ 5 " Frank.....@ 7 1/2 Mutton.....6 @ 7 Veal.....6 1/2 @ 7

FISH AND OYSTERS.

F. J. Dettenthaler quotes as follows: FRESH FISH. Whitefish.....@ 8 Trout.....@ 8 Halibut.....@ 15 Cliscoes.....@ 9 Flounders.....@ 9 Bluefish.....@ 10 Mackerel.....@ 25 Cod.....@ 12 California salmon.....@ 20 OYSTERS—Cans. Fairhaven Counts.....@ 40 F. J. D. Selects.....@ 35 Selects.....@ 30 F. J. D. Anchor.....@ 25 Standards.....@ 25 Favorites.....@ 25 SHELL GOODS. Oysters, per 100.....1 50 Clams.....1 00

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows: STICK CANDY. Full Weight. Bbls. Pails. Standard, per lb.....6 1/2 7 1/2 " H. H.....6 1/2 7 1/2 " Twist.....6 1/2 7 1/2 Boston Cream.....9 1/2 Cut Loaf.....7 1/2 8 1/2 Extra H. H.....7 1/2 8 1/2 MIXED CANDY. Full Weight. Bbls. Pails. Standard.....6 1/2 7 1/2 Leader.....7 1/2 8 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 Conserve.....7 8 1/2 Broken Taffy.....7 1/2 8 1/2 Peanut Squares.....10 Extra.....10 1/2 French Creams.....13 1/2 Valley Creams.....13 1/2 FANCY—In bulk. Full Weight. Bbls. Pails. Lozenges, plain.....11 1/2 printed.....11 13 1/2 Chocolate Drops.....13 1/2 Chocolate Monumentals.....5 6 1/2 Gum Drops.....8 9 Moss Drops.....8 9 Sour Drops.....8 1/2 9 1/2 Imperials.....10 11 1/2 FANCY—In 5 lb. boxes. Per Box. Lemon Drops......55 Sour Drops......55 Peppermint Drops......55 Chocolate Drops......50 H. M. Chocolate Drops......50 Gum Drops......40 50 Licorice Drops......1.00 A. B. Licorice Drops......30 Lozenges, plain......65 " printed......70 Imperials......65 Mottos......75 Cream Bar......60 Molasses Bar......55 Hand Made Creams......85 @ 95 Plain Creams......80 @ 90 Decorated Creams......1.00 String Rocks......70 Burnt Almonds......1.00 Wintergreen Berries......65 CARAMELS. No. 1, wrapped, 2 lb. boxes.....34 No. 1, " 3 " ".....51 No. 2, " 2 " ".....28 No. 3, " 3 " ".....42 Stand up, 5 lb. boxes.....1.10 ORANGES. Sorrentos, 200.....4 50 Imperials, 160.....4 50 LEMONS. Messina, choice, 360.....@ 5 50 " fancy, 360.....@ 6 00 " choice 300.....@ 6 00 " fancy 300.....7 00 OTHER FOREIGN FRUITS. Figs, Smyrna, new, fancy layers.....@ 18 " " " choice ".....@ 16 " " " " ".....@ 12 1/2 " Fard, 10-lb. box.....@ 10 " 50-lb. box.....@ 8 " Persian, 50-lb. box.....@ 4 6 NUTS. Almonds, Tarragona.....@ 17 " Ivaca.....@ 16 1/2 " California.....@ 17 Brazil, new.....@ 8 Filberts.....@ 11 1/2 Walnuts, Grenoble.....@ 14 1/2 Marbot.....@ 12 " Chill.....@ 10 Table Nuts, No. 1.....@ 14 " No. 2.....@ 11 Pecans, Texas, H. P., large.....@ 17 1/2 Cocoanuts, full sacks.....@ 4 50 PEANUTS. Fancy, H. P., Suns.....@ 5 1/2 " Roasted.....7 @ 7 1/2 Fancy, H. P., Flags.....@ 5 1/2 " Roasted.....7 @ 7 1/2 Choice, H. P., Extras.....@ 4 1/2 " Roasted.....@ 6 1/2 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HIDES. Green.....4 @ 5 Part Cured.....@ 5 Full ".....@ 5 1/2 Dry.....6 @ 7 Kips, green.....4 @ 4 1/2 " cured.....5 @ 5 1/2 Calfskins, green.....4 @ 5 " cured.....5 @ 6 1/2 Deacon skins.....10 @ 30 No. 2 hides 1/2 off. PELTS. Shearlings.....10 @ 25 Lambs.....20 @ 60 WOOL. Washed.....20 @ 30 Unwashed.....10 @ 20 MISCELLANEOUS. Tallow.....3 1/2 @ 4 1/2 Grease butter.....1 @ 2 Switches.....1 1/2 @ 2 Ginseng.....2 50 @ 3 25 OILS. The Standard Oil Co. quotes as follows, 1 barrels, f. o. b. Grand Rapids: Water White.....@ 8 1/4 Special White.....@ 8 1/2 Michigan Test.....@ 7 1/2 Naptha.....@ 7 1/2 Gasoline.....@ 8 1/2 Cylinder.....@ 26 Engine.....@ 21 Black, Summer.....@ 8

Table listing various goods such as Chicago goods, axle grease, wood boxes, and flour, with prices and quantities.

Table listing produce items including strawberries, blueberries, corned beef, and various vegetables, with prices.

Table listing oils, fats, and other commodities like cod liver oil, mackerel, and various oils, with prices.

Table listing grains, cereals, and other foodstuffs like wheat, corn, and various flours, with prices.

Table listing various oils, vinegars, and other liquid products like olive oil, vinegar, and mustard, with prices.

Table listing tobacco products, cigars, and other goods like cigars, pipes, and various tobacco items, with prices.



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



Text describing the 'ONE CENT COUPON' system, including terms and conditions for use.



Text describing the 'LIAM' brand coffee, including details about the product and its quality.

**Don't Do Things By Halves.**

From the National Grocer.

The most successful men that we have seen either in our time or in history have been those who have not done things by halves. There have been hundreds of men who would have proved themselves successful beyond question, if they had had the capacity to put their entire soul, body and energy into the work in which they were engaged. Truly speaking it is the man who does not do things by halves that succeeds. He succeeds in a most emphatic manner, or if perchance he does not succeed he fails with a promptitude that would put an astronomical calculation into disgrace. There never was in the history of the world a successful general who went into battle with a half-heartedness, or a disposition to suspect defeat. It is exactly the same in business as in war. The individual who enters into any undertaking with doubt, cannot possibly expect to succeed. The will power has a great deal to do with success; so also has conviction. There have been many arguments successfully contended simply because one of the contestants has really believed in the absolute superiority of his position and the views he had undertaken to defend. Business is unquestionably built on the same lines, and the business man who really enters into the competition of life with a determination to force matters is bound to succeed. It is the half-hearted, unappreciative individual, who does not desire to defend his judgment, or to rely upon his own conviction, who ultimately fails.

There is not at the present time a single general of note who will dispute the fact that many battles have been won simply from the inherent conviction of their superiority, not only physically, but also from a strictly strategical standpoint. We might almost say that faith not in superstition, but faith in one's own ability conquers where merit sometimes fails.

Napoleon the great, and he is justly designated, is the authority for the expression, "There is no such word as can't." He did not believe that the vocabulary of the world contained such a word. And Iron Duke, who was his only real competitor and ultimate conqueror, was unquestionably of the same opinion. Any one who came to him with the apology that he "could not do what was set him to do" was unworthy the profession he followed and the sooner he was hanged the better. It is surprising what a man can do if he only has the capacity not to "do things by halves." Suppose that you had some great undertaking and that you had decided to go into this undertaking with the object of making money. It would be perfectly ridiculous if you were to go into it feeling that there was a great possibility that you would not succeed. This is doing things by halves, and you cannot possibly conduct a successful business upon these lines.

Energy many times counts for more than discretion. How many men in battle have succeeded in obtaining recognition and advancement not because they had displayed a large amount of discretion, but because they have displayed an utter contempt for conventionalities. It was not the observance of cautiousness or hesitancy that caused Napoleon to make Ney Marshal of the French army. On the contrary, it was his absolute recklessness, putting it in a mild form, that caused his promotion. Timidity is by no means a very valuable friend. It may be of value amongst a lot of men who do not aspire more than the brain of mediocrity, but where genius is wanted it utterly fails.

Don't do things by halves, whether it is the sweeping of your store or the purchase of a million dollars' worth of goods. Don't do things by halves, whether it is the collection of outstanding accounts or the full attention to a small fad that a customer may desire to have shown him. Don't do things by halves, whether it is writing a letter to a disagreeable customer or acknowledging the receipt fully by a member of the firm of a small item which may be remitted. Don't do things by halves, whether the engagement of an office boy at \$2 a week

or a salesman at \$10,000 a year. Life is made up of those who regard it as a reality. They are those who unquestionably get the most out of it. They do not live the longest, but they "get there just the same." There never was nor never will be a confirmed success of those who do things by halves. The improvements in machinery and in the methods of conducting business are such that those who refuse to come into the circle will realize that it is the patient, energetic individual who insists upon everything being done in its completeness who will succeed.

We commenced by saying, "Don't do things by halves," and we are absolutely convinced that those who follow the old cautiousness of the past will get miserably left. Our advice to the young and to the old is explicit and emphatic: "Don't do things by halves," particularly with regard to those who cannot pay their bills when they are due. In short, the man who does set out in this life to do things by halves and to thoroughly succeed will find himself unquestionably "in the soup." We would say to all our readers, big and little, of great experience and small experience, and of every other degree of mercantile pursuits, "Don't do things by halves." You will then be much happier and infinitely more contented with this world's gifts.

**"Who Was de Odder Gemman?"**

The sleeping car porter faithfully gathers his gleaming quarters, but as faithfully carries out his orders when the money is in sight.

The president of one of our large furniture companies, just returned from a western trip, relates the following good story: "On the train going from Chicago to Dubuque, Ia., was a passenger in one of the sleeping cars who had been drinking heavily, but realized the fact that he was intoxicated. As he was about to retire without disrobing he called a porter to him and, handing out a dollar, requested to be waked up at Rockford, Ill., and said he: 'Be sure and put me off, whether I want to go or not. I know I'm pretty full, and when I'm in this condition I'm likely to fight, but don't mind that, just put me off and it will be all right.'

"The colored porter promised to do so, and the man was soon asleep in his berth.

"Early next morning as the train was nearing Dubuque, and the passengers were hurriedly dressing, the colored porter was attending to his duties with his head bandaged, one eye closed and his face showing hard usage.

"Just then the Rockford passenger crawled out of his berth, looked out to get his bearings and then went for the porter: 'Look here, you—, what does this mean? Didn't I tell you to put me off at Rockford, you—?'

"The darky looked at him a moment and said: 'Is you da gemman what wanted to be put off?'

"Yes I'm the one, you—, and I gave you \$1 to see to it!

"Well, if you's de gemman what give me dat dollar, what I want know is dis yer, who was de gemman dat I put off at Rockford?'"

**Have No Secrets.**

The good advice, "Have no secrets from your husband," is only equaled by that other, "Have no confidences with your friends." Nothing is more vulgar than the habit which many people have of pouring their grievances, real or imaginary, into the ears of their friends. Such a habit is productive of untold evil. It not only ministers to a weakness in the character of the person addicted to it, but it diminishes his self respect, adds to his egotism in that he strives to make himself and his affairs of the first importance and renders him in thought and word habitually unjust. The man who can discuss his wife's faults or a woman who can make her husband's failings a subject of conversation, are subjects of pity and contempt to right thinking people. They are not only vulgar, but they are faithless. Parents who make the faults of their children subjects of comment with friends are hardly less objectionable, and a certain reticence upon all personal matters is a mark of refined sensibility and evenly balanced character.

**MORSE'S DEPARTMENT STORE****Siegel's Cloak Department.**

Manufacturers and Importers of

**Ladies', Misses and Children's Cloaks.**

Send for our Catalogue to

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


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

**\$100 GIVEN AWAY**

To the Smokers of the  
**PRINCE RUDOLPH CIGARS.**

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

MANUFACTURED BY  
**ALEX. GORDON, Detroit, Mich.**

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

**Bolts Wanted!**

I want 500 to 1,000 cords of Poplar Excelsior Bolts, 18, 36 and 54 inches long.

I also want Basswood Bolts, same lengths as above. For particulars address

**J. W. FOX, Grand Rapids, Mich.****PERKINS & HESS**  
DEALERS IN  
**Hides, Furs, Wool & Tallow,**

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

**TELFER SPICE COMPANY,**

MANUFACTURERS OF

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

1 and 3 Pearl Street,

**GRAND RAPIDS****Coupon Books**

Buy of the Largest Manufacturers in the Country and Save Money.

The Tradesman Company, Grand Rapids

Where a Distinction Should be Made.

In Boston, which is headquarters of what is known as the "Nationalist" movement, they have adopted what must be conceded to be rather a clever plan of campaign for bringing about the condition of society depicted in Edward Bellamy's famous, clever, but rather dull book. The plan consists in selecting some one line of business, and attempting to show that everybody would be much better off if that particular line of business were taken out of the hands of private individuals and managed by society. They now propose that municipal coal yards shall be established, at which coal shall be furnished far below its present cost to the people. Coal is a prime necessity in Boston, and as its price delivered to consumers is well known to be much higher than it ought to be, the proposition of the Nationalists will be apt to attract some attention and support. We think, however, that this is commencing at the wrong end of the difficulty and that much more could be accomplished by so amending the laws that there would be less opportunity for monopolistic control of the mines and of the means of transportation from them. If it were made impossible, or, what is the same thing, unprofitable, for mining companies to hold mineral lands out of use for the sake of preventing competition, and equitable rates were fixed and enforced for its transportation over railroads, private individuals would probably sell coal in Boston at rates that no municipal coal yards could possibly meet.

There are certain branches of business which must in the nature of things be monopolies, for the reason that not more than one company can with any advantage engage in them in any one locality. Among these are gasworks, waterworks, street and other railways, ordinary roads and bridges. Competition cannot be open and free in any of these things, and in order to carry them on, special rights must be granted from the people or their representatives. From the first, it has been recognized that ordinary roads and bridges should be built, owned and controlled by communities, and, with a few exceptions, they are so controlled. With regard to the other things named, there is not so much unanimity of practice or of opinion, but it is very noticeable that, when the matter of the ownership or control of any of these is discussed, the idea of governmental control is received with favor by very many people who are not at all in sympathy with the Nationalist movement, or at least do not believe in its practicability. Country roads owned and controlled by private corporations, and known as toll roads, have proved very unpopular, and have for the most part been put under the control of the communities in which they are located. Municipal ownership of waterworks systems is almost universally recognized as the best way of serving the best interests of the people in respect to water supply, while there is a considerable, and perhaps an increasing number of people who believe that the same advantages would result from governmental control of telegraphs, railways, etc., and in such things as will not, from their nature, allow of open and free competition.

In all such matters many people will support the idea who are not socialists, and yet will not be deterred from advocating what they believe to be right for fear some one will call them socialists. But when the Nationalists (a modern name for socialists) advocate the assumption by the government of a function which can be carried on by private enterprise, and in which competition can be free to all, as it can be in the coal business, with unnatural restrictions removed, they are advocating something for which they will, in our opinion, find very little support from people who are in the habit of looking at things from a practical standpoint. It is our belief that America is the country of the world in which socialism stands the least chance of success. Individual ambition is too strong here, and there are too many people who see that individual ambition is a good thing, only that our laws have favored its unnatural development in some instances, especially in regard to the ac-

cumulation of wealth for its own sake merely. When this has been corrected, the more ambition and competition we have between individuals, the better for all concerned. It would be better, we think, if the difference in principles which we have indicated were more generally recognized, so that the different propositions might be discussed upon their merits. Municipal ownership of waterworks, gas or electric light plants, ought not to be prejudiced because some people advocate municipal coal yards. The principles involved are essentially different.

American Aristocracy.

It is very difficult for the thinking people of America to define just what is, and who are, the American aristocracy. Our famous declaration of independence holds that all men are equal before the law, but many are apt to read this to mean that all men are equal physically and in importance.

Our orators and writers from the first have vehemently disclaimed our possession of any aristocracy at all, but it is evident from all our surroundings, and from what we read in the daily press, that we do possess an aristocracy, and it is the make up of this aristocracy, now that we are sure we have it, that we are puzzled to define. To the superficial observer it would seem to be a small aggregation of people who possess money, and who are fashionable and who place an inferior regard upon those qualities of intellect and character which are supposed to typify real aristocracy.

Foreign critics justly lay much stress on the import Americans place upon the almighty dollar; a "successful" man, according to the American definition, is one who has made money. We have a large class of these, who, having made money, have not the education or the ability to know how to use it. They are prone to spend it in ostentatious display. Our aristocracy is, perhaps, too largely made up of this class.

It should matter not to anyone that one does not possess any pedigree except that of a long line of honest and healthy ancestors—no matter how humble, such a pedigree is one to be proud of.

And, while money is very important to enable one to attain culture and refinement, it should be made their servant and not their master. Young men and young women should remember this—that there are many rich men who have struggled with signal ability to secure fortune, and having attained it would gladly sacrifice one-half for an education.

The time is coming when it will be true of American aristocracy that it will not be composed of mere getters of money—culture will be a requirement. Then the question will be: What is he? not, How much has he?

One Way to Save a Postage Stamp.

From the Chicago News.

"I'll wager \$5 that I can address a letter and have it stamped and mailed for me without touching it after I write the address, or without speaking to anybody," remarked a commercial man at the Grand Pacific, addressing a traveler friend.

"Can't play any of your tricks on me," responded the companion.

"No tricks. I want to teach you a point about hotel life. Watch me."

Bigelow hurried up to the counter, seized a hotel envelope, and addressed it in a bold, symmetrical hand, to a friend in St. Louis. Then he suddenly left the counter, leaving the envelope ready to be mailed near the register.

Soon along came Clerk Shaeffer. He eyed the missive, sized up the penmanship, said something about the guest trying to play the house for a postage stamp, placed one of those necessary little pasters upon the envelope and mailed it.

"See," said Mr. Bigelow, "I told you the 'gag' would work in a large hotel. That is an old trick played by a great many chair warmers. The clerks find the unstamped envelopes, and, fearing that a guest has forgotten to mail an important letter, they send it. That is one way of saving postage, but let us hope it will not spread."

Straight Talk from a Kansas Farmer.

A Kansas farmer, where the times are as hard as they are anywhere in the United States, writes as follows to the local paper at Garnet: "What's the matter with times, anyway. A farmer loads up fifty bushels of wheat on a wagon and starts to Garnet, his son follows with a load of corn, while the hired man follows with a load of hay. He gets from 90 cents to \$1 for his wheat, 60 cents for his corn, and \$10 for hay. He takes the checks he gets for his grain and hay to the bank and asks for and obtains gold coin. He puts it down in his jeans, goes to George and Joe's and buys twenty pounds of granulated sugar for \$1. He buys muslin for five cents a yard, calico the same. He goes to the hardware store and buys barbed wire for 3 and 3/2 cents per pound, and other things in proportion, including tin cups. He goes to Wagstaff's and buys a suit of clothes, all wool, for \$10, good enough for a president of a township alliance to wear. There has never been a time from the foundation of the government to the present, when a bushel of wheat or corn would buy as much as it does to-day, and yet some people will get up at night and burn their shirt to make a light to see to damn the way things are all going to pot."

What Flies Weigh.

A Southern Michigan grocer, being greatly annoyed by flies, distributed twenty-one sheets of sticky fly-paper about his store. In the evening he gathered them up, and noticing how much heavier they were, concluded to weigh them. He accordingly placed the twenty-one sheets with their loads of dead flies upon the scales. They tipped the beam at exactly seven pounds. Then he placed twenty-one fresh sheets on the scales and found they weighed but four pounds and four ounces. Thus the flies were found to weigh two pounds and twelve ounces. He next commenced to figure and found there were twenty flies to each square inch of the fly-paper; each sheet had 336 square inches and 6,720 flies, the twenty-one sheets containing in all 141,120 flies. Thus it is plain that one can easily ascertain the exact weight of a single fly, for if 141,120 flies weigh two pounds and twelve ounces, it is easy to calculate what one would weigh.

This Gong for Business.

From the Washington Post.

In the office of the captain of the watch at the Treasury Department is a large gong connected with a series of wires. That bell has never been rung save when it is tested to see if it is in working order, and the officials trust that it never will be sounded. When it does, business of the most serious kind is meant.

At some time or other some crank or cranks might get into the cash room or banking office of the Treasury, and by the bold use of arms attempt to make a raid. This gong is connected with the cash room by a number of wires, and the pressure of a button at convenient places will sound the alarm. The watchmen have orders when that bell rings to drop all other work and come to the cash room thoroughly armed and ready to deal with whatever may present itself.

A Family Heirloom.

He was a young man. He had studied law in his father's office and his father finally retired and gave the business to him. One day, less than a week after the old gentleman had retired, the young man came home and proudly said:

"Father, you know that old Gilpin estate case that you have been trying for years and years to settle?"

"Yes," answered the father with a suggestion of a smile.

"Well, it didn't take me two days to settle it after I got at it."

"What!" shouted the old lawyer.

"You have settled the Gilpin estate?"

"Yes; and it was just as easy as rolling off a log."

"Well, you infernal idiot, you! Why, that estate has paid the living expenses of our family for four generations and might have paid them for four more, if I hadn't left the business to a ninny."

GOLD MEDAL, PARIS, 1878.

W. BAKER & Co.'s

Breakfast Cocoa



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

No Chemicals

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

Sold by Grocers everywhere.

W. BAKER & CO., DORCHESTER, MASS.



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

5/A HORSE BLANKETS ARE THE STRONGEST

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

We are Agents for the above blankets.

Brown, Hall & Co.,

20 & 22 Pearl St.,

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S. A. Morman

WHOLESALE

Petoskey, Marblehead and Ohio

LIME,

Akron, Buffalo and Louisville

CEMENTS,

Stucco and Hair, Sewer Pipe,

FIRE BRICK AND CLAY.

Write for Prices.

20 LYON ST., - GRAND RAPIDS.

Corporations in Business.

From the Boot and Shoe Recorder. There is a disposition in some quarters to take an alarmist view of the great increase in the number of corporations engaged in business operations.

The complaints are made, however, to the effect that corporations are not only covering what might be called their legitimate field, but are extending themselves into the various minor operations of manufacturing and general business.

The bad features of the corporations are the result, mainly, of the perversity of human nature. They afford an excellent means for stealing and swindling to those lacking in moral principle.

come in and buy the stock, while the organizers get out with big profits.

We have had so many examples of this kind of corporation management that it is not strange to find a strong feeling against all corporations. This feeling, while perfectly natural, is really no more just than it would be to condemn all business firms of every kind because many concerns are managed dishonestly and swindle both customers and creditors.

The Great Sugar Refiners.

The Brooklyn Eagle quotes W. P. Willett, of Willett & Gray, as saying: "It is impossible to ascertain what the exact relation between Spreckels and the American Sugar Refining Company really is, but there is no question that a working arrangement between the two companies exists, and that Mr. Spreckels actually controls the buying and selling of sugar for the Spreckels Company, though it is probable that the American Company find the money with which to do the business."

Cigarettes were first manufactured in France in 1843, the factory being situated at Gros Caillon. This was equal to supplying the demand which then existed, but now seven factories are kept hard at work, employing between them over 2,000 women, who turn out 400,000,000 cigarettes every year.

FOURTH NATIONAL BANK

Grand Rapids, Mich. A. J. BOWNE, President. D. A. ... Vice-President. H. W. NASH, Cashier. CAPITAL, - - - \$300,000. Transacts a general banking business.

E. J. SAVAGE, HOUSE MOVER, Bridge Building and Pile Driving. Safes Moved and Smoke Stacks Raised. 271 First St., GRAND RAPIDS.

MICHIGAN CENTRAL "The Niagara Falls Route."

Table with columns for DEPART and ARRIVE times for various routes including Detroit Express, Mixed, Day Express, etc.

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

Table with columns for EASTWARD and WESTWARD, listing Trains Leave and Arrive times for various stations like G'd Rapids, Ionia, St. Johns, etc.

Chicago via G. R. & I. R. R. Lv Grand Rapids 10:30 a. m. 2:00 p. m. 10:30 p. m. Arr Chicago 3:55 p. m. 9:00 p. m. 6:50 a. m.

CHICAGO & WEST MICHIGAN RY. JUNE 21, 1891.

Table with columns for DEPART FOR, A. M., P. M., P. M., P. M. listing destinations like Chicago, Indianapolis, Benton Harbor, etc.

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 s 50 cts.

DETROIT, Lansing & Northern R R

Table with columns for DEPART FOR, A. M., P. M., P. M. listing destinations like Detroit, Lansing, Howell, etc.

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.

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

Grand Rapids & Indiana. In effect July 19, 1891.

Table with columns for TRAINS GOING NORTH and SOUTH, listing destinations like Saginaw & Big Rapids, Traverse City & Mackinaw, etc.

Muskegon, Grand Rapids & Indiana. For Muskegon—Leave. 7:30 a. m. 12:45 p. m. 6:30 p. m.

SLEEPING & PARLOR CAR SERVICE. NORTH--7:30 a. m. train—Sleeping and parlor chair car, Grand Rapids to Mackinaw City.

Chicago via G. R. & I. R. R. Lv Grand Rapids 10:30 a. m. 2:00 p. m. 10:30 p. m. Arr Chicago 3:55 p. m. 9:00 p. m. 6:50 a. m.

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

EDMUND B. DIKEMAN THE GREAT Watch Maker and Jeweler, 44 CANAL ST., Grand Rapids - Mich.

WANTED. POTATOES, APPLES, DRIED FRUIT, BEANS and all kinds of Produce. EARL BROS., COMMISSION MERCHANTS