

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

\$1 Per Year.

VOL. 9.

GRAND RAPIDS, SEPTEMBER 16, 1891.

NO. 417

"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.

PERKINS & HESS
DEALERS IN

Hides, Furs, Wool & Tallow,

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

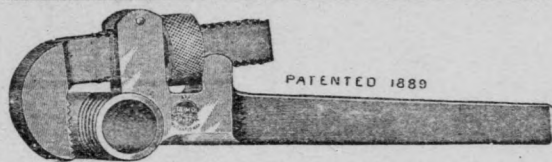
PEACHES AND BANANAS.

WE ARE HEADQUARTERS.

Mail Orders Receive Prompt Attention.

C. N. RAPP & CO.,

9 North Ionia St., Grand Rapids.



TRIMO

Pipe Wrench

PATENTED 1889

Made of Forged Steel and Interchangeable in all its Parts. Sold by

HESTER & FOX, - - - Grand Rapids, Mich.

MUSKEGON CRACKER CO.,

Manufacturers of

Crackers, Biscuits and Sweet Goods.

Finest Quality and Largest Variety in the State.

MUSKEGON, : : : MICHIGAN

SPECIAL ATTENTION PAID TO MAIL ORDERS.

G. S. BROWN & CO.,

— JOBBERS OF —

Domestic Fruits and Vegetables

We carry the largest stock in the city and guarantee satisfaction. We always bill goods at the lowest market prices. SEND FOR QUOTATIONS.

24 and 26 North Division St., GRAND RAPIDS.

PEACHES PEACHES

This will be peach week for everybody, as Crawfords and Barnards have been coming in very slow this last week and we look for lower prices if it only turns warm. We can give everybody all the peaches they want and will bill as low as the lowest. All we ask is for you to send in your orders early enough to select you fancy fruit and our having three large orchards to handle, we can make prices that will suit all. Write for prices or wire us.

TUCKER, COADE & CO.,

56 and 58 South Ionia St.,

GRAND RAPIDS, MICH.

GET THE BEST!

Jennings'
Flavoring Extracts

SEE QUOTATIONS.

TELFER SPICE COMPANY,

MANUFACTURERS OF

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

1 and 3 Pearl Street,

GRAND RAPIDS

PEACHES

This will be the week to order
Crawford and Barnard

unusually fine—recent rains will improve size and quality.

PLUMS We look for large receipts of plums this week. Prices reasonable.

YOUR ORDERS SOLICITED.

WHOLESALE:
Fruits, Seeds, Beans and Produce.

MOSELEY BROS.,

26, 28, 30 and 32 Ottawa St.,

GRAND RAPIDS.

TENNIS SHOES.

MEN'S OXFORDS, 40c YOUTHS' OXFORDS 36c
BOYS' " 38c CHILDS' " 31c

Also a line of Candee Tennis Shoes 50 per cent. off list. A nice line of Men's, Boys', Youths', Women's, Misses' and Child's Shoes in Calf, Grain, Glove Grain, Dongola, etc. Would be pleased to show you styles and prices.

GEO. H. REEDER & CO.,

138 & 160 Fulton St., Grand Rapids, Mich.

THE NEW YORK BISCUIT CO.,

S. A. SEARS, Manager.

Cracker Manufacturers,

37, 39 and 41 Kent St., - Grand Rapids.

W. H. DOWNS,

— JOBBER OF —

Notions & Fancy Goods.

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

I have just received a fresh invoice of Ribbons, on which I am prepared to make unusually close prices.

PEACHES! PEACHES! PEACHES!

Send your orders for PEACHES to

THEO. B. GOOSSEN,

Wholesale Produce and Commission, 33 Ottawa St., Grand Rapids.

STANDARD OIL CO., BALL

GRAND RAPIDS, MICH.

Dealers in Illuminating and Lubricating

- OILS -

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave.

BULK STATIONS AT

Grand Rapids, Big Rapids, Cadillac, Grand Haven, Ludington, Howard City, Muskegon, Reed City, Manistee, Petoskey, Allegan.

Highest Price Paid for Empty Carbon and Gasoline Barrels.

RINDGE, BERTSCH & CO.,

Manufacturers and Jobbers of Boots and Shoes.



Our fall lines are now complete in every department.

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

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

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

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

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

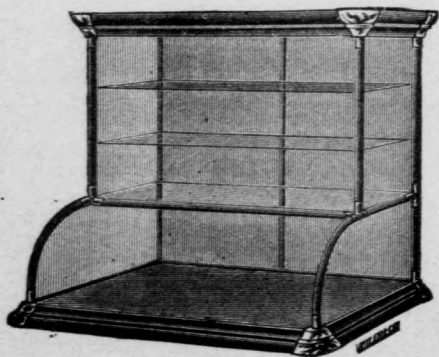
LEMON & WHEELER COMPANY,

IMPORTERS AND

Wholesale Grocers

GRAND RAPIDS.

Heyman & Company,



Manufacturers of

Show Cases

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.

63 and 65 Canal St., - GRAND RAPIDS.

BARNHART

Wholesale

Grocers.

PUTMAN CO.

F. J. DETTENTHALER

— JOBBER OF —



OYSTERS

SALT FISH

POULTRY & GAME

Mail Orders Receive Prompt Attention.

See Quotations in Another Column.

CONSIGNMENTS OF ALL KINDS OF POULTRY AND GAME SOLICITED.

Grand Rapids Storage & Transfer Co., Limited.

Winter St., between Shawmut Ave. and W. Fulton St.,

GRAND RAPIDS, MICH.

General Warehousemen and Transfer Agents.

COLD STORAGE FOR BUTTER, EGGS, CHEESE, FRUITS, AND ALL KINDS OF PERISHABLES.

Dealers and Jobbers in Mowers, Binders Twine, Threshers, Engines, Straw Stackers, Drills, Rakes, Tedders, Cultivators, Plows, Pumps, Carts, Wagons, Buggies, Wind Mills and Machine and Plow repairs, Etc.

Telephone No. 945.

J. Y. F. BLAKE, Sup't.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

Dress Goods, Shawls, Cloaks, Notions, Ribbons, Hosiery, Gloves, Underwear, Woolens, Flannels, Blankets, Gingham, Prints and Domestic Cottons.

We invite the attention of the trade to our complete and well assorted stock at lowest market prices.

Spring & Company.

MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 16, 1891.

NO. 417

PEOPLE'S SAVINGS BANK.

Cor. Monroe and Ionia Sts.,

Capital, \$100,000.

Liability, \$100,000

Depositors' Security, \$200,000.

OFFICERS.

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

DIRECTORS.

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

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

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

THE
Grand Rapids
FIRE
INS.
CO.

PROMPT, CONSERVATIVE, SAFE.

S. F. ASPINWALL, Pres't.

W. FRED MCBAIN, Sec'y

SEEDS

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

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

W. T. LAMOREAUX & CO.,

128, 130, 132 W. Bridge St.,

GRAND RAPIDS, MICH.

ESTABLISHED 1841.

THE MERCANTILE AGENCY

R. G. Dun & Co.

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

Wayne County Savings Bank, Detroit, Mich.

\$500,000 TO INVEST IN BONDS

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

WANTED!

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

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

THOS. E. WYKES,

WHOLESALE WAREHOUSE AND OFFICE:

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

Drug Store for Sale at a Bargain

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

C. L. BRUNDAGE,

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

'STUDLEY & BARCLAY

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:

Sh d Brand Oysters.

Selects..... 28 E. F..... 23
Standards..... 20

Daisy Brand Oysters.

Selects..... 26 Standards..... 18
Favorites..... 16

"Our Favorite Brand."

Mrs. Withey's Home-made Mince-Meat.

Large bbls..... 6 1/2 Half bbls..... 6 1/2
40 lb. pails..... 7 20 lb. pails..... 7 1/2

10 lb. pails..... 7 1/2
2 lb. cans, (usual weight)..... \$1.50 per doz.

5 lb. "..... \$3.75 per doz.

Choice Dairy Butter..... 18
Pure Sweet Cider, in bbls.,..... 15

Pure Cider Vinegar..... 10
Choice 300 and 360 Lemons..... \$4.50

Will pay 40 cents each for Molasses half bbls.

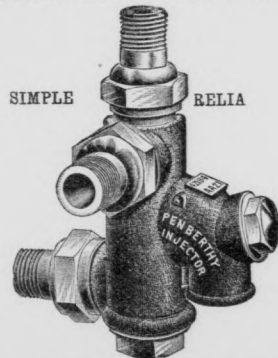
Above prices are made low to bid for trade.

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.

IN THE WOODPATH.

As I trudged along the road with my knapsack on my shoulder—a knapsack that had been a soldier's during the time of war, and which now held all my worldly goods—I was making up my mind what I should do when I got to the great city for which I was bound.

I had left home to seek my fortune—the home where I had no nearer kin than a cranky old second cousin, who, as he loved nobody, could not be expected to make an exception in my favor—and his wife, who thought herself the only worthy person in the world and the only one likely to go to heaven when she was forced to leave the world.

I had arisen at dawn, put on my jacket and knickerbockers, long woolen stockings, thick shoes and a Tam O'Shanter cap; and in my knapsack were a few under-garments, a half-dozen handkerchiefs and a few childish keepsakes. My worldly wealth was five dollars in small change; but the world was "my oyster," which I intended to open with anything that came handy, and I felt happy to be free from the thralldom of doing chores for Cousin Hezekiah and his wife Ann.

I could read, write and cipher; I could play the flute by ear and had learned to dance without the aid of a master. I intended to get a good education, somehow; and I was only eighteen, which is a hopeful and happy age when one is healthy and strong as I was; and I had no such word as "fail" in my lexicon, I am sure, as I turned from the sunny road into a little woodpath that ran in the right direction and saw a stout, well-dressed gentleman on his knees at the foot of a great oak tree, covering a hole that he had just dug with a knife.

My cousin's wife often went into the woods to get plants for her window-boxes, and I fancied this gentleman might have been doing the same thing, and paid little attention to him; when suddenly he sprang to his feet, with the knife in his hand, his face furious, his eyes gleaming.

"You young spy," said he, "what are you watching me for?"

"I'm not watching you," said I. "What have you been doing that you're afraid folks should see?"

Suddenly his face changed; he assumed a smile that was more disagreeable than his scowl.

"You are a boy of spirit," said he. "I like you. I only wanted to frighten you—there's something for you to remember me by."

He offered me a silver half-dollar.

"Keep your money for beggars," said I; "I'll remember you easy enough without it;" and off I marched.

When I got to the turn of the road I looked back—he was pressing the earth down over the hole he had dug, with his feet, and in a moment he walked away and went up the steps that led to a house built on some high ground—a handsome house—a gentleman's residence I supposed, but I noticed that there was crape on the door and an undertaker's wagon before it. I walked on, a little saddened

and a good deal upset. All the world had seemed so bright to me just now; but I had been very angry with the man who had attacked me, and the black wagon, the floating crape, the signs of sorrow in the midst of the blooming garden chilled me.

The sky, which had been blue, was beginning to be cloudy also; the clouds thickened. When I reached the adjacent town a slow drizzle had begun, and in it I entered a poor little tavern, the only sort where I dare seek lodging with my limited means, and made my bargain for the night.

Supper, however, restored me to my usual spirits, and I sat listening to the older men, who were drinking at the bar, until late in the evening. They spoke several times of the death of some old man in the neighborhood, whom they called Rich Tyler, and wondered who would get the money. Though I asked no questions, I fancied that they spoke of the person who had owned the house on the hill, at the door of which I had seen the preparations for the funeral.

The steward was talked of as an artful man, and one that no one liked; and I gathered that he had estranged the old gentleman's relations from him for purposes of his own.

In the morning I left the tavern and proceeded on my way, and finally reached the town which was my destination; and, in my anxiety about practical matters, almost forgot that little incident of my journey with which this story begins.

I got something to do before I had been in the city a week. It was not work that paid well, but it kept me from starving. Later I found a place in a hardware store; not that I knew anything of the business, but that a hardware salesman must have strong arms in order to handle the stock, and mine were very strong. I slept in my master's garret on an old cot, amongst boxes of screws and papers of tacks, piles of wash-boards and barrels of stove-lifters. I ate in my master's kitchen, and was snubbed by the servant, who had a cousin who wanted all the odd pieces of pie and legs of cold chicken for himself; and as my master was one of the early-closing people, I got leave to go to night-school.

The night-school was in a crowded ward and teemed with boys of all ages, from the little bare-footed children of eight to men of any age—licensed vendors, some of them, with all the rough ways of their sort. Though there were many who, like me, honestly wished to learn something, there were others who came for fun—to have a jolly time and create confusion.

The principal was a young man of thirty, who had not a kindly feeling in his heart, I believe, and who was cruel to boys and assistants alike. The boys often deserved it.

Our teacher was a young lady—a pretty girl of about eighteen, with a very mild and ladylike manner. I found out afterward that Mr. Jobson had desired her place for a bold, insolent young woman with whom he had a flirtation.

Stella Lee was a well-educated girl, anxious to teach her scholars; but her class—the noisiest in the school—numbered at least ninety. The boys were large, and many of them bent on doing their very worst. Mr. Jobson, who had a policeman at the door to defend him, punished offenders by the simple process of knocking them down and kicking them afterward. I have since understood that corporal punishment is not allowed in the public schools, but probably this law did not extend to night-schools. If it did, he defied it. Many of the boys were large enough to thresh him, but were afraid of arrest if they did so. Jobson was a man who had received his appointment through political influence.

Everything has altered for the better in the twenty years that have intervened between those days and these, and the public schools are well managed and well governed, and their teachers gentlemen and ladies well qualified for their duties; but then there was much that was rotten in Denmark.

Jobson, promoted from a tavern where it had been his task to hustle drunkards with empty pockets into the streets, retained the manners suitable to that position, but rather unsuitable for the principal of a school of any sort.

In the day-school under his supervision, he maintained a reign of terror, his only way of exacting respect. The boys spoke of him with awe in consequence. But I always hated brutes. When he spoke rudely to pretty, gentle Miss Lee, I fancy that he sometimes saw my face change, and I knew by his glance that he would have endeavored to knock me down also, had I given him the faintest excuse for doing so. However, I knew my own temper. If he had touched me, I should have proven to him the strength of muscles belonging originally to a country boy, and now exercised daily in the duties of a hardware salesman. I was at the age when men make their triumphs in fist-cuffs. And Jobson was experienced in such matters. He was—I think—a little doubtful of flooring me. Miss Lee, however, was, as most women would be, impressed by the breadth of Jobson's shoulders and the size of his limbs. Once when he had said something offensive to her—I think he called her an idiot—she had noticed that I resented it, and asked me to wait a few moments after school.

"I wanted to speak to you, Harris," said she, "and to warn you. I saw that you knew that Mr. Jobson was rude to-day. I knew it very well, but I try to despise him and not to care. I need to earn the money which teaching night-school will add to my salary, for my mother and I have been unexpectedly cast on our own resources. I beg you not to glance at Mr. Jobson again as you did to-day. I was much obliged to you for feeling as you did; I knew I had a friend who understood what I endured. But he is a savage. He would attack you very furiously if you angered him—and—I do not want to see you hurt."

I could not help smiling.

"He could not hurt me, Miss Lee," said I. "You think that, because he is older and larger than I—I know better. I think he does."

She shook her head.

"If you took my part it would do me harm," she said. "That will be sufficient argument, I know."

"Yes, ma'am," I said. "I will never glance at him again in school."

I did not. But shortly after this, Mr. Jobson's manner changed. He became civil to Miss Lee; he was even gallant in his way. He paid her coarse compliments, and made her offerings of fruit and candy. Once he brought her a glass of champagne. I could see that these attentions gave her no pleasure, and they made me furious. I scarcely knew it at the time, but I was in love with my beautiful teacher.

She was younger than I. I knew she was my superior, and had had advantages that I had not; but I intended to make myself worthy of her. She spoke to me very pleasantly, and it seemed to me that if I could only get a chance to visit her now and then in her own home I might keep my footing as a friend until I was justified in telling her all my feelings. You may see that I had advanced rapidly since I left my cousin's house. Then I was a mere boy, now I felt like a man. I worked hard at my studies and at my business. I had conceived one or two good ideas, and had contrived a little mechanical toy which attracted attention to the window. I felt that my master was very good to me when he praised it, and in my innocence felt proud that he should patent it. He raised my wages, and promised to advance me. It never occurred to me until long after that he made a little fortune by my invention, and gave me no public credit for it. Increased wages and a liberal Christmas box fully contented me, but before the Christmas was over something happened.

Mr. Jobson had been more gallant to Miss Lee than I cared to see him for some time, and fell into the way of lingering in her class-room. It was at the end of a long corridor, and when the boys were gone, as lonely a place as any in the building. With my feelings it was unendurable to know that he detained her there, as I felt, against her will; and one night I slipped behind the crowd of boys as they rose to leave the room and hid in the wardrobe closet. Miss Lee left the room a few moments and then returned for her hat and cloak. She was putting them on in haste when Mr. Jobson entered and shut the door behind him.

"I want you to take a glass of wine with me, Miss Lee," he said. "I have some famous sherry here. Do you good before your cold walk."

"Thank you, Mr. Jobson," said Miss Lee, coldly. "I do not care for wine, and I must get home as soon as possible. Mother is not very well, and will be anxious if I am late."

"You are so stiff and offish, Miss Lee," said Jobson. "Not to brag, you know there're very few assistant-teachers would try to bluff a principal like me. The girls usually like me, too. I suppose your back is up because I wanted Tiny Hull instead of you. Well, I'll tell why: Tiny is jolly; doesn't mind a joke; gives a fellow a kiss. You're as prim as a pike-staff; but, look here, you're as pretty as a picture, and cut her out all hollow in that respect. Just be friendly and we'll get on lovely."

"I am sure I am friendly," said Miss Lee. "Will you kindly open the door? I must go home, Mr. Jobson."

"Must you?" said Jobson. "Very well, say good-bye."

He put his arm about her waist, she pushed him away; he caught her again

and kissed her; the next moment he lay upon the floor, experiencing the punishment of his life. The door was closed, the windows shut—his cries brought no aid. I gave him no mercy, and left him at last lying panting and almost senseless upon the boards. Meanwhile Miss Lee had leaned against the wall, trembling with terror.

"I will see you safe home, if you please?" I said, as I resumed my coat. "The rascal will come to himself shortly; I have not killed him."

I walked beside my little teacher for awhile in silence, then she turned so faint that I was obliged to offer her my arm.

The delicious sensation her delicate hand gave me, I can never describe. At her door I said "Good-bye."

"You will never be allowed to enter that school-house again," she said, "but you must come to see me sometimes. Come on Sunday and take tea with mother and me—do not speak of any trouble at school—there will be more I fear."

"Oh, he'll not dare to publish this affair," said I.

However, she was right. I went to the school-door the next evening—Mr. Jobson and a policeman faced me.

"Harris, you are expelled," said Jobson, whose eyes were black and blue and whose mouth was swollen.

"And if you come here again I'll run you in," said the policeman.

I had sense enough not to resist the strong hand of the law, and after that studied at home. But I thought only of Sunday evening, and when it came I made as careful a toilet as possible and presented myself at Miss Lee's door.

Mrs. Lee was a courtly old lady, with very affable manners. She spoke of me as "one of the young gentlemen," and she gave me a little hint of a loss of fortune which compelled them to reside in such poor rooms and hoped I would pardon deficiencies. There were none, as far as I knew, but if the feast had been of the poorest I should have rejoiced in it, for I sat at Stella Lee's right hand. I became a friend from that hour. But the end of my championship of my teacher had not yet come. Jobson's revenge was slow but sure. He had his tools in the school.

One Sunday I found the little home darkened by what was to them a tragic event. Humiliating charges had been made against Miss Lee, and she had been dismissed from her place at the day school as well as from the temporary night-school position.

"We have nothing," she said, at a moment when her mother was absent from the room; "and after such experience I cannot hope to teach again." Then it was that I went upon my knees before her.

"You have me," said I. "I ask no better than to devote my life to your service. I am not highly educated. I am not a gentleman of position, and I am poor; but I mean to improve, and I am already able to keep the wolf from the door. If you can only try to love me enough to be my wife, all things will be possible to me."

Stella smiled through her tears.

"I shan't have to try," she said.

And so we were engaged, and shortly married; and we were very happy. However, we had very little to live on; and when, in the course of a year, a very

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.

FOURTH NATIONAL BANK
Grand Rapids, Mich.

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

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

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

SMITH & SANFORD.

**500 Rolls
Floor Oil Cloth**

Of the best quality,
At a price to close,
In lots to suit
Purchaser.

SMITH & SANFORD.

CUTS for BOOM EDITIONS
—OR—

PAMPHLETS

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

small son lay in his cradle, I began to know what care was, and to fall into debt for sheer necessities, and to lie awake at night wondering when, in the slow progress of events, I should have peace once more.

"The doctor has sent his bill again," said my mother-in-law one night, as she held the baby on her knee. "How hard it is to be poor! And do you know, I never dreamed of such a thing four years ago. Then we were living with my brother at his country-seat. My brother was an eccentric old bachelor, so very wealthy through oil speculations that he was spoken of as 'Rich Tyler.'"

"Rich Tyler?" I repeated.

"Yes, my dear," said my mother-in-law; "I was his only sister. But I married against his counsel, and he made a will in favor of a steward, who did his best to estrange him from everyone else. The will had been made when my husband died; but after I was a widow my brother sent for us to come to him, and was perfectly reconciled to me. He then made a will in my favor, he told me, the property to be first mine and then Stella's; with a good legacy to the steward, to be sure. I know the will was made; but when my brother died suddenly, it was not to be found, and as the first will was still in existence, no one could swear that my brother had not altered his mind and reinstated his favorite. We might have gone to law, but that seemed hopeless to me; so John James has the fortune, and we, as you know, are penniless." And the old lady sighed.

Then suddenly there rushed into my mind a picture of the woodpath, of the man who knelt at the foot of the great oak, and who called me a spy and threatened me on the day of Rich Tyler's funeral. I saw him again treading down the earth at the foot of the tree, and climbing the steps to the grounds above. Again the gloomy picture of the handsome house, with crape floating from its door, arose. Again I trudged through the mist and dampness to the old tavern and heard the men talking of the steward who won his master from all his friends. John James? Yes, they spoke of him and of the dead man as Rich Tyler. How strange it all was! Was the man I saw John James? And what was it that he hid under the oak-tree on the day of his master's funeral? I determined to know.

The next day, I asked for a holiday, and got it; and without telling my wife or her mother where I was going, I stepped into the cars and alighted at the station nearest the place of my adventure. The woodpath was unchanged, and the vicinity of the steps in the green bank marked the particular oak of which I was in search. I had put a little trowel in my pocket, but the grass had grown and moss had gathered about the roots of the tree, so that no one could have guessed that anyone had ever disturbed the earth near them; and, indeed, John James—if it were he—might long ago have taken away his hidden treasure. However, I dug in this direction and in that, finding nothing for a long while; obliged to pause and lie upon the ground to hide my work whenever feet approached.

Once they came down the steps of the old Tyler mansion, and, looking up, I saw the man whom I supposed to be John James—the man who had called me

a spy—descending them. He was now very handsomely dressed, and wore a heavy watch-chain and a diamond pin. I covered the loose earth with my person and pulled my hat over my eyes as he came near. He paused and looked at me. I muttered something unintelligible.

"Some drunken rascal," he said to himself and walked on.

When he was out of sight, I set to work again, and this time I found the outline of a hand with pointing finger, cut into the bark of the tree; and digging below this, soon came upon a tin box, such as lawyers use, long, narrow and well padlocked. Upon it was marked the name—

S. P. TYLER.

Carrying this with me I made the best of my way to the office of a celebrated lawyer, told my story, mentioned my suspicions, and in his presence opened the box. It contained, as I had all along believed, the last will and testament of Rich Tyler, stolen, there could be no doubt, by his steward, John James. Whether the man was superstitious and dared not destroy the will, or had some intention of making restitution on his own death-bed, no one can know. The figure cut in the bark seemed to indicate the latter fact. But at all events, Mrs. Lee declared that she would take no steps to punish the man. The lawyer would declare the discovery of the latest will, which, as the witnesses were all living, could not be disputed.

The legacy his master intended for John James would be his, and no more need be thought of him.

It was condoning a felony, the lawyer declared, but it was none of his affair.

And so one day my mother-in-law took possession of her estate. I left the hardware shop to become her steward, and we all live happily together in the old Tyler mansion, and shall, I hope, for many, many years.

MARY KYLE DALLAS.

The Modern Method.

I'll tell you a tale of a man who went to a general store to spend a cent. He bought the goods he was told to get, but they wouldn't let him have them yet. They sent them first to the entry clerk, a weary man with two men's work. He sent them up to be checked and they sent them back to be entered again. Then came a boy with a braided cap and took them down for a girl to wrap. She wrapped them tight and laid them aside till after lunch, when they were tied. The bundle then was lugged about from pillar to post and in and out, to be entered and checked, examined and then to be entered and checked and examined again, till at last they reached the starting place, and the purchaser met them face to face. He spent the remaining part of the day reaching the cashier's desk to pay, and finally took his goods and went, right glad it was only a penny he spent. "Had I squandered a nickel," he said to his wife, "I would have taken the rest of my natural life."

Safeguard Against Corners.

Referring to the collapse of the rubber corner, the New York Daily Bulletin says:

"Experience teaches that no law, in this or any other country, is effective to prevent such conspiracies against public interest. The only safeguard that the public has, is found in the fact that laws of trade are against every combination to make the necessities of civilized life unnaturally costly, and wherever such an attempt is made all the forces of modern commerce tend to embarrass and finally crush it."

BUILT FOR BUSINESS!

Do you want to do your customers justice?

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

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

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

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

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

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

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

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

Tradesman or Superior Coupons.

COUPON BOOK vs. PASS BOOK.

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

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

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

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

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

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

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

THE TRADESMAN COMPANY,
GRAND RAPIDS.

AMONG THE TRADE.

AROUND THE STATE.

Decatur—Alfred W. Chamberlain, the grain dealer, is dead.

Adrian—John Muffit has sold his meat market to Chas. Eagan.

Otsego—Truesdell & Son have sold their grocery stock to C. F. Strutz.

Shepherd—Morgan & Struble have sold their general stock to Frank Taylor.

Stanton—Hawley & Owen are about to add dry goods to their general stock.

Marquette—M. H. Foard has sold his grocery stock to J. W. & L. M. Budd.

Sunfield—Deatsman & Hutchinson succeeded E. H. Deatsman in general trade.

Dundee—W. J. McDonald, of the grocery firm of Ronig & McDonald, is dead.

Edmore—L. C. Cronkrite has sold his hardware stock to Purple & McDonald.

Rockford—Geo. V. McConnell has sold his furniture stock to Chas. H. Wilson.

Tallman—E. A. Buckhout succeeds Danaher & Buckhout in the grocery business.

Saginaw—Keeler & Hogeboom have sold their drug stock to Parkinson & Parkinson.

Petoskey—C. E. Dean has sold his grocery stock to F. E. Weeks, who will continue the business.

Stanton—A. Levitt is closing out his stock of dry goods and clothing and will retire from business.

Detroit—Don A. Lochbihler succeeds Don A. Lochbiler & Co. in the wholesale hat and cap business.

Muskegon—N. N. Miller, who recently sold his drug stock to A. H. Eckermann, has gone to California.

Lake Odessa—H. Hines & Co. are succeeded by Burger & Loury in the fruit and restaurant business.

Stanton—D. M. Gardner has moved to St. Louis and will engage in the clothing, boot and shoe business.

Manton—M. F. White, who bid in the McFarlan stock at mortgage sale, is closing out same as fast as possible.

Greenville—H. W. Riley has sold his meat market and business to Serviss & Riley, who took possession Sept. 15.

Carson City—F. E. Prestel & Co. have packed up the remainder of the Lane & Hamilton stock and gone with it to Sheridan.

New Era—W. J. Haughey has purchased the building formerly occupied by Alex. Paton and put in a general stock.

Spring Grove—J. S. Marr & Son will erect a new store building, 24x80 feet in dimensions, and consolidate both their stocks under one roof.

Lowell—C. G. Stone & Son have decided to open a branch dry goods store at Freeport, having leased the Yarger store for that purpose.

Kalamazoo—The dry goods firm of Spring, Hodgeman & Co. has been dissolved, and will hereafter be known as B. W. Hodgeman & Co.

Greenville—W. D. Reynolds is closing out his grocery stock, preliminary to his returning to Coopersville, where he was formerly engaged in business.

Manton—It is reported that J. C. Bostick is about to buy the store and drug stock of R. Fuller. If the sale is consummated, the two houses will be consolidated at the Fuller stand.

Clarksville—Geo. E. Marvin, the hardware dealer, is erecting a two-story brick store building, 24x75 feet in dimensions, which he will occupy with his hardware stock about Oct. 1.

Ashley—J. N. Day, manager of the Star drug store, has gone to Detroit for the purpose of taking a six months' medical course. Chas. Harrison, of Sparta, will serve as manager of the store during his absence.

Hart—W. A. Sanford has bought the Rhodes grocery stock of P. L. DeVoist and will occupy the south half of the store with his stock. Mr. DeVoist will occupy the north side of the store and add to his dry goods stock.

Muskegon—David M. Roy, dealer in agricultural implements, has assigned to Edward H. Wagoner. His liabilities are given at \$2,472.29; assets, including stock, store building, etc., \$2,356.20, and good book accounts to raise assets to \$3,200. The largest creditor is W. F. Wood, of this city, who is interested to the tune of \$460.

MANUFACTURING MATTERS.

Eaton Rapids—Geo. W. Minnie has begun the manufacture of cigars.

Champion—Dyer Bros. have ordered an electric light outfit for their new shingle mill.

Saginaw—The Michigan Hoop Co. expects to handle 10,000,000 hoops at Clare the coming year and contemplates erecting a mill at that point.

Muir—N. B. Hayes has rented the cheese and condensed milk factory, and will begin making cheese in a few days and condensing milk as soon as possible.

Cheboygan—Hayes & Monroe, late of Deer Lake, have concluded to remove their shingle mill to this place and will locate same at the lower end of Duncan Bay.

West Branch—The machinery of G. G. Williams' bowl factory has been shipped to Wagner, Ill. For some reason the venture of Mr. Williams did not meet his expectations.

Cheboygan—The new shingle mill of Ellis & Stinchfield, on Mullet lake, is in operation, cutting pine and cedar shingles. A sawmill is being added for manufacturing hardwood lumber.

Ewart—George C. Miller will establish a camp on Butterfield creek, where he will put in 200,000 pieces of cedar and several hundred thousand feet of scattering pine, hemlock and ash logs.

Detroit—The Detroit Cabinet Co. has filed articles of association with \$25,000 capital stock, \$10,000 of which is paid in. The stockholders are J. J. Keenan, F. A. Schulte, J. Roltz and Adolph Jahn.

Marquette—George L. Burtis has laid off the night crew at his saw mill. Some of the logs which he was to saw for others are still in the streams, with little likelihood of their being moved this fall, so that the product of the mill will be reduced.

Clarion—J. H. Milor has sold James Buckley his one-third interest in the sawmill and woodenware business of the Buckley-Milor Co., his retirement being due to failing health. Mr. Buckley now owns two-thirds of the business and Chas. Peterson the remainder.

Ludington—Stitt & Cartier have bought the logging railroad, engines, camp equipments, etc., from the Shores Lumber Co., of Ashland, Wis., and have contracted to log 80,000,000 feet of property across the bay from Ashland, of which amount 20,000,000 feet are to go in the coming winter.

Detroit—The Detroit Smoke Preventer Co., capital stock \$10,000, paid in, has been incorporated by Charles W. Wol-

cott, Walter H. Stowers and Warren H. Woodbury. The company is organized for the manufacture of an apparatus to be placed in fire boxes to prevent the formation of smoke.

Pinconning—Estey & Calkins own 18,000,000 feet of hardwood timber in Bentley, Gladwin county, and from this and settlers they supply stock for their mill here, cutting 30,000 feet daily, employing forty men. In addition to their own timber they have paid to settlers \$15,000 this season for timber.

Tanner—I. Williamson, who has been running his mill steadily up to the present time, will shut down to make some changes in the shingle mill end of his plant. When he starts up again, he will saw what shingle timber he has accumulated while his hemlock and hardwoods were being sawed.

Clare—Davison & Gardner, who have several camps in this county, have had an extension built to their land by the Toledo, Ann Arbor & North Michigan road, having sold 3,000 car loads of pail and tub timber to the St. Louis Woodware Co. They will have about 70,000,000 feet of shingle and other timber scattered over 12,000 acres.

Naubinway—The Arthur Hill Company, of Saginaw, is banking 3,500,000 feet of logs near this place, which will be manufactured by Pelton & Reed, at Cheboygan. The company has also 5,000,000 feet on Pine River, which have been hung up, but it is expected they will get out and reach Cheboygan in time to be manufactured by Pelton & Reed before the season closes.

Alpena—The Ansell spool factory appears to be a success and its capacity is to be enlarged. A new building, 48x48 feet, two-stories high, is being built, and several new machines are to be added, giving capacity for an output of 1,000 gross of spools daily. The machines are the invention of an Alpena citizen, and it is claimed that this factory can successfully compete with any in the United States.

Baraga—The rumor that the Nester estate would build ten miles of logging road from Baraga has received support from the appearance of a corps of engineers who are now locating the line. The proposed line is about the same as that of the proposed Baraga & Watersmeet Railway, work on which was to be begun Sept. 1, but on which nothing has yet been done. It seems probable that this move will expedite the construction of that railway.

Sault Ste. Marie—License has been granted to incorporate the Lake Superior Lumber Co., with a capital stock of \$200,000, to succeed H. B. Nease, Son & Co., who have lately built a planing mill. The following officers have been selected: H. B. Nease, president; D. A. Nease, vice-president; Benjamin Moore, secretary and treasurer. More capital was needed to place the concern in good shape and reorganization was brought about.

Harrison—Wilson, Stone & Wilson have purchased the old mill site of W. H. & F. A. Wilson and will at once begin the erection of a saw and shingle mill, and a shingle mill will also be erected by Lyman Williams to cut the timber in Greenwood township to be reached by the construction of an eight mile branch by the Flint & Pere Marquette. The timber is largely owned by W. H. & F. A. Wilson. It is calculated

that each of the firms has timber enough to stock the new mill five years.

Flint—The Flint P. Smith Lumber Co. is running the Crapo saw mill, recently leased by that company, to its full capacity, cutting special orders for one of the large car manufacturing companies at Detroit. The Flint Cooperage Co. will put a full complement of stave machinery into the old and dismantled mill of the Flint P. Smith Lumber Co. S. C. Randall & Co. are repairing the old Crapo planing mill, and will occupy it with a plant consisting of a planing mill and a sash and door factory. Two tracks will be laid for betterment of shipping facilities.

Hastings—W. D. Hayes has been appointed receiver of the manufacturing business of Bentley Bros. & Wilkins. The firm consists of J. W. Bentley, W. L. Wilkins, and the estate of C. G. Bentley. At the time of the latter's death the firm's affairs were not in shape for settlement, although it was strongly desired. Since then it has been the effort of both Mr. Bentley and Mr. Wilkins to shape its affairs for the step that has now been taken in the appointment of a receiver. The interests represented in the firm are complicated, and it was felt by all concerned that it would be the only safe and just way to have a receiver appointed to settle up the business of the partnership, and award to each his proper share after all had been satisfactorily closed up.

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 LOCATION 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—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—STOCK CLOTHING. GRAND OPPORTUNITY to engage in clothing business in this growing city. Store in best location. G. A. Dibble, Owosso, Mich. 308

TINNERS TAKE NOTICE—A FIRST-CLASS CHANCE for a tinner with small capital. Tools, bench and everything ready to work. Shop doing good paying business. Owner is obliged to give it up on account of ill health. Lease of shop near business center and well established patronage. Also agency of best line of furnaces, samples on floor, which are paid for when sold. This is an A1 chance for man with little money, as present owner must seek another climate. No. 319, care Michigan Tradesman. 310

FOR SALE—DRUG STOCK IN THRIVING SUMMER resort town. Will inventory about \$1,200. Rare opportunity. Address Lock Box 57, Crystal, Mich. 299

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

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, and 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

GRAND RAPIDS GOSSIP.

G. Wiersum has opened a grocery store at 201 Bates street.

Valentine Bromenski has opened a grocery store at the corner of Seventh and McReynolds streets. The Lemon & Wheeler Company furnished the stock.

W. J. Eness has opened a grocery store at 163 Taylor street. The stock was furnished by the Olney & Judson Grocer Co.

Fred McKay, grocer at 670 Cherry street, has purchased the interest of his partner, Mr. Zacharias, and will continue the business under his own name.

Preston S. Fancher, of the drug firm of Steketee & Co., has sold his drug stock at Mt. Pleasant to Wm. F. Taylor, who was formerly engaged in the same business at the same place.

Harry T. Stanton, who has been out of business for about a year, has concluded to embark in the wholesale lumber business. He will make his office with the Grand Rapids Planing Mill Co.

A. M. Fleischauer, who has embarked in the grocery business at 40 West Bridge street, purchased his stock of the Ball-Barnhart-Putman Co., the Lemon & Wheeler Company and the Telfer Spice Co.

O. J. Kraft, grocer at 600 South Division street, and R. H. Boyce, meat dealer at 782 South Division street, have formed a copartnership under the style of Kraft & Boyce and opened a grocery store and meat market at 774 South Division street.

Most of the grocers who closed their stores on "labor day," so called, assert that they will never do so again, should ever another attempt be made to celebrate the event. The inconvenience caused the great majority of the consuming public, which is not in sympathy with the movement, is the reason for this decision.

A local butcher has a number of curiosities which he has picked up in a career of two dozen years. One of them is a pork chop weighing about a pound on which there is not a speck of lean meat. It is solid fat from the bone to the extreme edge. He has it preserved in alcohol and says that one entire side of the hog was in this condition, while the other side was like the ordinary porker. Another curio is the foot of a porker with six toes. He also has a portion of the head of a steer which had three horns. Two of them are in the natural position, while the third, of equal size, protruded from the center of the head just above the eyes. The horns are about a foot long. He also has the head of a pet sheep which was in his family for a number of years. This sheep had four horns, two extending upward in the usual manner and two of the same length growing downward.

Two Points for Merchants.

The person who understands the handling of goods has a great advantage over one who does not. No matter what the dimensions of the store may be, it will be attractive in the same proportion as the right goods are in the right place and shape.

There is no sense in deluding oneself with fictitious values. An inventory should always be taken at rock bottom to be a solid inventory and of good value. Goods should be estimated at actual value regardless of the first cost. There is no satisfaction in invoicing shelf-worn goods at the original cost.

Purely Personal.

W. C. Spreen, the Elmira grocer, is in town during fair week.

A Purchase, general dealer at South Blendon, was in town Monday.

W. R. Mandigo, the Sherwood druggist, is in town for the week.

Chas. H. Wagner, the Big Rapids druggist, was in town one day last week.

Arthur Mulholland, the Ashton general dealer, was in town one day last week.

R. M. Cherrie, President of the Pine Lake Iron Co., Ironton, was in town Monday.

Geo. E. Marvin, the Clarksville hardware dealer, was in town one day last week.

Geo. B. Caulfield has arrived at Sitka, Alaska. He is expected home in about four weeks.

Wm. T. Hess has gone to Stony lake, where he joined a fishing party composed of Chicago hide and leather men.

Frank C. Sampson, formerly engaged in the hardware business at Cadillac, but now engaged in the manufacture of shingles at Boon, has purchased the handsome residence at 47 Charles street, and will remove his family to this city in the spring.

An Easy Going Merchant.

One of the most easy going merchants in the State conducts a general store at Ashton, where he has been located for the past twenty or twenty-five years. He gets up when he feels like it, opens the store whenever the fancy strikes him, and keeps it open or closed, just as he happens to feel. A few days ago he concluded to take a trip to Canada and closed the store during his absence. When a certain Grand Rapids lumber firm failed, eight or nine years ago, he had its checks in his safe to the amount of \$1,200—some of them a year old. He pays his bills when it best suits his convenience and collects his book accounts with equal avidity. Those who know the man and appreciate the opportunities he has failed to improve to their fullest extent assert that Frayer Halliday ought to be worth \$100,000—and would be, if he had been a man of great energy and shrewd foresight.

Go Slow.

In making up your mind that you are the most unfortunate person in the world, go slow in believing discreditable things of others. Hate nobody whom you don't know. Go slow in giving confidence to a new made friend. Don't complain of bad luck, for the world will believe you unlucky, and the world has no use for an unlucky man. Have as many acquaintances as you please, but go slow in adopting friends, and if you find one, cling to him. Go slow in making up your mind, then act.

Go slow in all the indulgences of life. There is a day of reckoning with your body coming if you abuse it. For the loss of health neither riches nor fame will compensate. Go slow in acknowledging that you are wrong; but if you once find that you are wrong, haste to make amends. Go slow in taking offense—an angry man is never a sensible man.

Country Callers.

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

Robt. Johnson, Cadillac.
Alex. Denton, Howard City.
Geo. E. Marvin, Clarksville.
Arthur Mulholland, Ashton.
W. H. Hicks, Morley.
S. C. Sibole, Breedsville.
W. C. Spreen, Elmira.
A. Purchase, South Blendon.

Wait! Look! Buy!

Our travelers are now on the road with a complete line of Jewelry, comprising all the latest novelties in

**Bracelets,
Necklaces,
Hair Ornaments,
Lace Pins, Etc.,**

Including a large variety of sleeve buttons, scarf pins, collar buttons, etc. In addition to the above we show over 200 styles of

Silk Handkerchiefs and Mufflers

of our own importation at astonishingly low prices. It will be to your advantage to see our line before buying.

W. F. & W. M. WURZBURG,

12 Canal St., and 12 & 14 Arcade, - - Grand Rapids, Mich.

Send for Sample Line of our Handkerchiefs and Mufflers.

LION COFFEE.

An article of absolute merit.



This popular brand is composed of MOCHA, JAVA and RIO. Every package contains a handsome picture card. For purity, flavor and strength Lion Coffee excels them all.

Merchants You need one or more of these CABINETS. Besides serving as a convenience, they dress up a store and attract trade.



For sale by wholesale grocers everywhere. Order from your jobber, or address the

WOOLSON SPICE CO., Toledo, O.

PEACHES!

Early Crawford and Barnards

Are fast disappearing, but it is not too late yet if you order promptly. We have four or five splendid orchards that are a little late, and always produce a fine article.

The following varieties will begin to put in an appearance this week.

Prices will be reasonable and probably low if warm weather.

Address

Mixon Free Stone (large white with pink cheek)
Snow's Orange (yellow with red cheek)
Wager (creamy yellow)
Reeves' Favorite (very large and handsome)
Famous Late Crawford.

ALFRED J. BROWN, Grand Rapids, Mich.

Free Waterpower Privilege.

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

H. M. REYNOLDS & SON, Tar and Gravel Roofers,

And dealers in Tarred Felt, Building Paper, Pitch, Coal Tar, Asphaltum, Rosin, Mineral Wool, Etc.

Corner Louis and Campau Sts.,
GRAND RAPIDS.

What Gloves are Made Of.

From the New York Sun.

"Many of the gloves sold in this country under the comprehensive title of 'kid' said a glove manufacturer, 'are really made of goatskin. There is hardly a country in the world that does not supply some sort of materials which are made up into gloves, and many of which pass for kid in the retail stores. The supply of kidskin of the finest quality is naturally limited. The greater part is absorbed in the manufacture of women's gloves. Men's gloves, therefore, are frequently made of fine lambskin, which is better than the second-rate kid. The genuine fine kidskins are mainly of French origin, and those obtained from mountain slopes of Southern France are world-famed for their excellence. All the best conditions of climate, air and diet appear to unite in exactly the degree required to secure perfection in this district. Nowhere else are the conditions equally favorable, although kidskins of great excellence are produced throughout the mountain ranges of Southern Europe. Their production is the principal industry among the mountaineers.

"Great pains must be taken to secure the softness and delicacy of texture and freedom from blemish which form the value of kidskins. The diet is one of the most important factors, and mother's milk is required to keep the kid in perfect condition. If the animal is allowed to eat grass its value declines, as the skin immediately begins to grow harder and coarser in texture. To keep the skin in perfect condition the young kid is kept closely penned and carefully guarded against injury from scratches, bruises, and so on. As soon as the kids have reached the age at which their skins are in the best condition for the glover, they are killed and the skins are sold to traveling peddlers, who bear them to the great centers of the tanning industry at Grenoble, Annanay, Milhan and Paris.

"Fine lambskins are raised in great quantities in Southern Europe and throughout Hungary, Servia, Bulgaria and Romania. The American glovemakers buy most of their lambskins at Vienna or Muhlburg.

"London is the chief market of all the miscellaneous skins. Here may be found the Cape sheepskins, tough and durable from the Cape of Good Hope; colt and calf skins from Buenos Ayres and other cities of South America; hogskins from Mexico and Brazil; antelope from India, Brazil, Colorado and Africa. Of late years many of these skins, having been brought directly to New York, American buyers no longer find it necessary to go to London. While fine lambskins are the staple in men's gloves, coltskins are rapidly coming into favor, and fine calfskins are also extensively used. Each has a grain peculiar to itself, which, while not visible to the ordinary buyer, can be instantly perceived by the expert.

"Calfskins are good looking, soft and pliable, but are apt to crack. This fault is not found in coltskins, which are durable and handsome, and in many respects make model gloves. The wrinkles are objectionable, but these disappear when the glove is on the hand. The 'jacks' of Venezuela contribute the majority of deerskins at present. The castor comes from the antelopes of the West. Heavy leather gloves are obtained from elks. Hogskins are used to a moderate extent. Patnas or Calcutta ox hides are also used.

"Every invoice of heavy skins contain more or less curiosities, and the kind of leather that will be evolved from a stray muskox, llama or kangaroo skins depends upon the skins that accompany it. Dogskins are occasionally made up into gloves, but their use is very uncommon. Everything that goes by the name of dogskin nowadays is likely to be Cape sheep. Ratskin gloves are about as frequent as rat sautes in Chinese laundries."

A Sketch from Life.

The footsteps died away at last, and I was alone. It was at night. A weird and ghostly night, when ghostly fancies troop and memories of the dead awaken all the past; when the wind moans around the house and comes sobbing to the door like a lost soul out in the dark.

I had lost track of time. I only knew that I had striven to catch for hours, it might have been days, a message from a voice afar. At length it seemed to me that I was mad. And yet there seemed a very method in my madness, though my brain throbbed as the hot blood rose to my burning brow. Faintly now, then rising, still the voice called to me. But in a language no man could understand. Then silence fell. I pleaded with it. I called again, and at last the voice came back, half human in its incoherency. Then as I strove to catch the import of the words they died away, then rose again, yet louder still.

This time it seemed as if I partly understood.

I could have danced with joy. I called aloud that I understood, but there was no reply. Again I called, and once again, and still no sound. It seemed as if in that ghastly place even the echoes were dead.

Then as I strove once more, a harsh rattle answered back, and the maddening sound of the ringing wild of bells. Then voices, one, two, ten, a babel of bedlam, called across the night. Afar off, and ringing clear, I seemed to hear thy voice to which at first I listened, and, as the other sounds all died away, I strove to interpret it, those syllables that came from where I knew not. Mystic. Awful.

But now it seemed that the voice mocked, and what I strove to know, the words, whatever they were, were never to reach me. I calmed myself with an effort, and tried again to catch the sound. Again, that harsh, metallic whir that maddened me. Then followed, as before, the babel of discordant tongues, while, amid them, still, half drowned by the fearful clangor, came the voice.

Lights seemed to dance before my eyes. My head swam round and round, and in my anguish I knew not what I did and raved and blasphemed. And then the babel once again, and louder yet and louder yet!

With a wild cry I threw up my hands in the abandonment of despair. D—n a telephone, anyway!

New Pharmacy Law in Portugal.

The Pharmacy Law which was recently presented to the Portuguese Cortes, makes it legal for a qualified pharmacist to associate himself with an unqualified person in the purchase and conduct of a pharmacy. In that case the name of the qualified man shall be the title of the firm, while the unqualified partner or partners may only appear as " & Co." This article is intended to cut short the abuses which have arisen under the present law, a number of spurious pharmacies having sprung up. Another article provides that the heirs of a pharmacist shall be allowed to carry on his business for a year after his death under the management of a qualified man. At the close of the year the heirs, if not qualified, must withdraw from the business. The simultaneous exercise of the profession of medicine or veterinary surgery with that of pharmacy is prohibited, even if the medical man or veterinary surgeon should also be qualified as a pharmacist. It is open to a pharmacist to dispense at the request of a customer, and without incurring any responsibility, a prescription which has already been previously dispensed. Under the present law only one supply of medicine is allowed to be filled from the same recipe. Civil and military hospitals, belonging to the State, and charitable institutions, are allowed to have a private pharmacy, but it must be under the management of a qualified man, and under no pretext may any medicines be sold in it.

Weigh Accurately.

When a grocer sells a pound of any article the customer is entitled to one pound—no more, no less. It is just as inaccurate to weigh out sixteen and one-half ounces as to weigh out fifteen and one-half ounces. In one instance you cheat the customer; in the other you cheat yourself. It is common to give down weight, but the dealer loses money unless his charges are high enough to cover the difference; but such a thing is seldom taken into account.

Dry Goods Price Current.

UNBLEACHED COTTONS.		DEMINS.	
Adriatic	7	Arrow Brand	5 1/2
Argyle	6 1/2	" World Wide	7
Atlanta A.A.	6 1/2	" LL	5
Atlantic A	7	Full Yard Wide	6 1/2
" H	6 1/2	Georgia A	6 1/2
" P	6 1/2	Honest Width	6 1/2
" D	6 1/2	Harford A	5
" LL	5 1/2	Indian Head	7 1/2
Amory	7	King A	6 1/2
Archery Bunting	4	King B C	5
Beaver Dam A	5 1/2	Lawrence L L	5 1/2
Blackstone O	3 1/2	Madras cheese cloth	6 1/2
Black Crow	6 1/2	Newmarket G	6
Black Rock	7	" B	5 1/2
Boot, AL	7 1/2	" N	6 1/2
Capital A	5 1/2	" DD	5 1/2
Cavanat V	5 1/2	" X	7
Chapman cheese cl	3 1/2	Noibe R	5
Clifton C R	5 1/2	Our Level Best	6 1/2
Comet	7	Oxford R	6 1/2
Dwight Star	7 1/2	Pequot	7 1/2
Clifton C C C	6 1/2	Solar	6 1/2
BLEACHED COTTONS.		Top of the Heap	7 1/2
A B C	8 1/2	Geo. Washington	8
Amazon	8	Glen Mills	7
Amsburg	7	Gold Medal	7 1/2
Art Cambric	10	Green Ticket	8 1/2
Blackstone A A	8	Great Falls	6 1/2
Beats All	4 1/2	Hope	7 1/2
Boston	12	Just Out	7 1/2
Cabot	7	King Phillip	7 1/2
Cabot, %	6 1/2	" OP	7 1/2
Charter Oak	5 1/2	Lonsdale Cambric	10 1/2
Conway W	7 1/2	Lonsdale	@ 8 1/2
Cleveland	7	Middlesex	@ 5
Dwight Anchor	8 1/2	No Name	7 1/2
" shorts	8 1/2	Oak View	6
Edwards	6	Our Own	5 1/2
Empire	7	Pride of the West	12
Farwell	7 1/2	Roseland	7 1/2
Fruit of the Loom	8	Sunlight	4 1/2
Fitchville	7	Utica Mills	8 1/2
First Prize	6 1/2	" Nonpareil	11
Fruit of the Loom %	6 1/2	Vinyard	8 1/2
Falmouth	4 1/2	White Horse	6
Full Value	6 1/2	" Rock	8 1/2
HALF BLEACHED COTTONS.		Dwight Anchor	9
Cabot	7 1/2	Middlesex No. 1	10
Farwell	7 1/2	" 2	11
Tremont N	5 1/2	" 3	12
Hamilton N	6 1/2	" 4	13
" L	7	" 5	14
Middlesex AT	8	" 6	15
" X	9	" 7	16
" No. 25	9	" 8	17
BLEACHED CANTON FLANNEL.		" 9	18
Hamilton N	7 1/2	Middlesex A A	11
Middlesex P T	8	" 2	12
" A T	9	" A O	13 1/2
" X A	9	" 4	14 1/2
" X F	10 1/2	" 5	15 1/2
CARPET WARP.		" 6	16 1/2
Peerless, white	18	Integrity, colored	21
colored	20 1/2	White Star	18 1/2
Integrity	18 1/2	" colored	21
DRESS GOODS.		" 20	25
Hamilton	8	Nameless	20
" 9	9	" 25	30
" 10 1/2	10 1/2	" 27 1/2	35
G G Cashmere	21	" 30	35
Nameless	16	" 32 1/2	35
" 18	18	" 35	35
CORSETS.		" 40	50
Coralline	\$9.50	Wonderful	\$4.50
Schilling's	9.00	Brighton	4.75
Davis Waists	9.00	Bortee's	5.00
Grand Rapids	4.50	Abdominal	15.00
CORSET JEANS.		" 15	20
Armory	6 1/2	Naumkeag satteen	7 1/2
Androsoggin	7 1/2	Rockport	6 1/2
Biddeford	6	Conestoga	6 1/2
Brunswick	6 1/2	Walworth	6 1/2
PRINTS.		" 6 1/2	6 1/2
Allen turkey reds	5 1/2	Berwick fancies	5 1/2
" robes	5 1/2	Clyde Robes	5
" pink & purple	6 1/2	Charter Oak fancies	4 1/2
" buffs	6 1/2	DelMarine cashm's	7 1/2
" pink checks	5 1/2	" mourn'g	6
" staples	5 1/2	Eddystone fancy	6
" shirtings	4	" chocolat	6
American fancy	5 1/2	" rober	6
American Indigo	5 1/2	" sateens	6
American shirtings	4	Hamilton fancy	5 1/2
Argentine Grays	6	" staple	5 1/2
Anchor Shirtings	4 1/2	Manchester fancy	6
Arnold	6 1/2	" new era	6
Arnold Merino	6	Merrinack D fancies	4
" long cloth B	10 1/2	Merrim'ck shirtings	4
" " C	8 1/2	" Repp furn	8 1/2
" century cloth	7	Pacific fancy	6
" gold seal	10 1/2	" robes	6 1/2
" green seal TR	10 1/2	Portsmouth robes	6
" yellow seal	10 1/2	Simpson mourning	6
" serge	11 1/2	" greys	6
" Turkey red	10 1/2	" solid black	6
Ballou solid black	5	Washington Indigo	6
" colors	5 1/2	" Turkey robes	7 1/2
Bengal blue, green, red and orange	5 1/2	" India robes	7 1/2
Berlin solids	5 1/2	" plain T'ky X	8 1/2
" oil blue	6 1/2	" " X	10
" green	6 1/2	" Ottoman Tur	6
" Redlands	5 1/2	key red	6
" red	7	Martha Washington	7 1/2
" " 9 1/2	9 1/2	Turkey red	7 1/2
" " 4 1/2	4 1/2	Martha Washington	9 1/2
" " 3-4 XXX	12	Riverpoint robes	9 1/2
Cochecho fancy	6	Windsor fancy	6 1/2
" madders	6	" gold ticket	6 1/2
" XX twills	6 1/2	Indigo blue	10 1/2
" solids	5 1/2	" 10 1/2	10 1/2
TICKINGS.		" 10 1/2	10 1/2
Amoskeag A C A	12 1/2	A C A	12 1/2
Hamilton N	7 1/2	Pemberton AAA	10 1/2
" D	8 1/2	York	18 1/2
" Awaiting	11	Swift River	7 1/2
Farmer	8	Pearl River	12 1/2
First Prize	11 1/2	Warren	14
Lenox Mills	18	" 14	14
COTTON DRILL.		" 14	14
Atlanta, D	6 1/2	Stark A	8
Boot	6 1/2	No Name	7 1/2
Clifton, K	6 1/2	Top of Heap	10
SATINETS.		" 10	10
Simpson	18	Imperial	10 1/2
" 16	16	Black	9 1/2
Cochecho	10 1/2	" CB	10 1/2

DEMINS.		Columbian brown.....12	
Amoskeag.....	12 1/2	Everett, blue.....	12
" 9 oz.....	13 1/2	" brown.....	12
Andover.....	11 1/2	Haymaker blue.....	7 1/2
Beaver Creek A A.....	10	" brown.....	7 1/2
" BB.....	9	Jaffrey.....	11 1/2
" CC.....	9	Lancaster.....	12 1/2
Boston Mfg Co. br.....	7	Lawrence, 9 oz.....	13 1/2
" blue 8 1/2.....	8 1/2	" No. 220.....	13
" d & twist 10 1/2.....	10 1/2	" No. 250.....	11 1/2
Columbian XXX br.....	10	" No. 280.....	10 1/2
" XXX bl.....	19		
GINGHAMS.			
Amoskeag.....	7 1/2	Lancaster, staple.....	6 1/2
" Persian dress 8 1/2.....	8 1/2	" fancies.....	7
" Canton.....	8 1/2	" Normandie.....	8
AFC.....	12 1/2	Lancashire.....	6 1/2
Teazle.....	10 1/2	Manchester.....	5 1/2
Essex.....	4 1/2	Monogram.....	6 1/2
" Angola.....	10 1/2	Normandie.....	7 1/2
" Persian.....	8 1/2	" Persia.....	8 1/2
Arlington staple.....	6 1/2	Renfrew Dress.....	7 1/2
Arasapha fancy.....	4 1/2	Renfrew.....	6 1/2
Bates Warwick dres.....	4 1/2	Rosemont.....	6
" staples.....	6 1/2	Slatersville.....	6
Centennial.....	10 1/2	Somerset.....	7
Criterion.....	10 1/2	Tacoma.....	7 1/2
Cumberland staple.....	5	Toil du Nord.....	10 1/2
Cumberland.....	5	Wabash.....	7 1/2
Essex.....	4 1/2	" seersucker.....	7 1/2
Elfin.....	4 1/2	Warwick.....	8 1/2
Everett classics.....	8 1/2	Whittenden.....	6 1/2
Exposition.....	7 1/2	" heather dr.....	8
Glenarie.....	6 1/2	" indigo blue.....	9
Glenarven.....	6 1/2	Wamsutta staples.....	6 1/2
Glenwood.....	7 1/2	Westbrook.....	8
Hampton.....	6 1/2	" 10.....	10
Johnson Chalou cl.....	5 1/2	Windermeer.....	6
" Indigo blue 9 1/2.....	9 1/2	York.....	6 1/2
" zephyrs.....	10		
GRAIN BAGS.			
Amoskeag.....	17	Valley City.....	16
Stark.....	20	Georgia.....	16
American.....	16 1/2	Pacific.....	15
THREADS.			
Clark's Mile End.....	45	Barbour's.....	88
Coats, J. & P.....	45	Marshall's.....	88
Holyoke.....	22 1/2		
KNITTING COTTON.		White. Colored.	
No. 6.....	33	No. 14.....	37
" 8.....	34	" 16.....	38
" 10.....	35	" 18.....	39
" 12.....	36	" 20.....	40
CAMBRICS.			
Slater.....	33 1/2	Washington.....	34
White Star.....	33 1/2	Red Cross.....	34
Kid Glove.....	33 1/2	Lockwood.....	34
Newmarket.....	33 1/2	Wood's.....	34
Edwards.....	33 1/2	Brunswick.....	34
RED FLANNEL.			
Fireman.....	32 1/2	T W.....	32 1/2
Creedmore.....	27 1/2	F T.....	32 1/2
Talbot XXX.....	30	J R F, XXX.....	35
Nameless.....	27 1/2	Buckeye.....	32 1/2
MIXED FLANNEL.			
Red & Blue, plaid.....	40	Grey S R W.....	17 1/2
Union R.....	23 1/2	Western W.....	18 1/2
Windsor.....	18 1/2	D R P.....	18 1/2
6 oz Western.....	20	Flushing XXX.....	23 1/2
Union B.....	22 1/2	Maritoba.....	23 1/2
DOMEST FLANNEL.			
Nameless.....	8 @ 9 1/2	" 9 @ 10 1/2	12 1/2
" 8 1/2 @ 10	10	" 9 @ 10 1/2	12 1/2
CANTANS AND PADDING.			
Slate.....	9 1/2	Black.....	13
9 1/2.....	9 1/2	Slate.....	13
10 1/2.....	10 1/2	Black.....	15
11 1/2.....	11 1/2	Black.....	17
12 1/2.....	12 1/2	Black.....	20
DUCKS.			
Severin, 8 oz.....	9 1/2	West Point, 8 oz.....	10 1/2
Mayland, 8 oz.....	9 1/2	" 10 oz.....	12 1/2
Greenwood, 7 1/2 oz.....	9 1/2	Raven, 10 oz.....	13 1/2
Greenwood, 8 oz.....	11 1/2	Stark.....	13 1/2
WADDINGS.			
White, doz.....	25	Per bale, 40 doz.....	\$7.50
Colored, doz.....	20		
SILKES.			
Slater, Iron Cross.....	8	Pawtucket.....	10 1/2
" Red Cross.....	9	Dundie.....	9
" Best.....	10 1/2	Bedford.....	10 1/2
" Best AA.....	12 1/2	Valley City.....	10 1/2
L.....	7 1/2	KK.....	10 1/2
G.....	8 1/2		
SEWING SILK.			
Corticelli, doz.....	75	Corticelli knitting,	30
twist, doz.....	37 1/2	per 1/2 doz ball.....	30
50 yd, doz.....	37 1/2		
HOOKS AND EYES—PER GROSS.			
No 1 B'l'k & White.....	10	No 4 B'l'k & White.....	15
" 2.....	12	" 6.....	20
" 3.....	12	" 8.....	25
No 2—20, M C.....	50	No 4—15 F 3 1/2.....	40
" 3—18, M C.....	45		
COTTON TAPE.			
No 2 White & B'l'k.....	12	No 8 White & B'l'k.....	20
" 4.....	15	" 10.....	23
" 6.....	18	" 12.....	26
SAFETY PINS.			
No 2.....	28	No 3.....	28
NEEDLES—PER M.			
A. James.....	1.50	Stemboat.....	40
Crowley's.....	1.35	Gold Eyed.....	1.50
Marshall's.....	1.00		
TABLE OIL CLOTH.			
5—4.....	2.25	6—4.....	3.25
" 2.....	2.10	" 3.....	3.10
COTTON TWINES.			
Cotton Sail Twine.....	28	Nashua.....	18
Crown.....	13	Rising Star 4-ply.....	17
Domestic.....	13	" 3-ply.....	17
Anchor.....	10	North Star.....	17
Bristol.....	13	Wool Standard 4 ply.....	17 1/2
Cherry Valley.....	15	Powhattan.....	18
I X L.....	13		
PLAID ONSABURGS.			
Alabama.....	6 1/2	Mount Pleasant.....	6 1/2
Alamance.....	6 1/2	Oneida.....	5
Augusta.....	6 1/2	Pymont.....	5 1/2
Ar sapha.....	6	Randelman.....	6
Georgia.....	6 1/2	Riversides.....	5 1/2
Granite.....	5 1/2	Sibley A.....	6 1/2
Haw River.....	5	Toledo.....	6

FOSTER STEVENS & CO.

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 16, 1891.

THE NINTH YEAR.

The issue of last week closed the eighth volume of THE TRADESMAN, consequently the present issue marks the beginning of the ninth year of publication.

It has not been customary for THE TRADESMAN to improve this opportunity to boast of its success in the past or to make fulsome promises for the future, and there is no reason why the program should be varied at this time. Suffice to say, the publishers of the paper are satisfied with the patronage accorded the journal, both subscription and advertising, and will undertake to make even a better paper in the future than they have in the past.

LABOR DAY.

The Christian world has insisted since the beginning of time that labor was a curse on the human family in consequence of man's disobedience in the Garden of Eden. Such has been the accepted theory, based on the prediction recorded in the third chapter of Genesis, "In the sweat of thy face shalt thou eat bread, till thou return unto the ground." So long as this injunction was taken literally, people insisted that labor was a curse and that those who were compelled to labor were cursed.

The theory that toil is a misfortune is no longer accepted, however, by the great mass of people. In the light of the present century it has come to be conceded on all sides that the man who labors with his hands, or with his brain, or with both, is blessed, instead of being cursed, and that labor—which is the key which unlocks the doors of progress—is a blessing to the world and not a curse.

In recognition of the majestic mission of labor, a small portion of the toiling masses are attempting to institute a new holiday, which was celebrated in some sections of the country last Monday. In the present form, however, it will never meet the approval of conservative citizens and patriotic people for the reason that it takes but a limited view of the great world of toil and is meant to refer only to manual labor, the small souls who inaugurated the movement being so blinded by prejudice as to be unable to see that the hand is but the servant of the brain, and that in recognizing the hand's labor and ignoring the directing mind they committed an absurdity which should be laughed out of existence. When the time comes that a labor holiday is the dual celebration of both the skilled intellect and the trained hand—of those who plan as well as those who execute—it will then be in line with the progress of the people and the intellect-

ual growth of the age and will receive the cordial co-operation it deserves.

THE TRADESMAN advises its readers to send to the Secretary of the Treasury for a pamphlet, just printed by the department, which will be mailed free to all who apply for it. The intense interest in the financial question will create a great demand for the pamphlet, the conclusion of which will doubtless provoke much criticism, as the circulation *per capita* in 1865 is placed at \$22.16 against \$23.45 as the average for the fiscal year ended June 30, 1891. It has been currently believed that our *per capita* circulation was nearly \$50 in the booming times at the close of the war. If there was no such amount of money in circulation, and if we really have more money *per capita* circulating among the people to-day than at that time, many of the points are false upon which the advocates of free coinage have based their opinion as to the necessity for more money.

A strong effort will now be made to compel Austro-Hungary to repeal her prohibition against American pork products. In fact, she has got to do it or this country will rule out her beet sugar. An effort will also be made to open the Italian market. Even with the markets of Germany, Austria, France and Italy closed against the American product, the United States exported 688,000,000 pounds of bacon, hams and salt pork last year. The total value of American meat products exported to Europe in 1881, the last year that our trade enjoyed unrestricted trade with Germany and France, Europe took \$70,000,000 worth against only \$39,000,000 in 1889. THE TRADESMAN believes these exports will now jump up again to \$50,000,000 in value at least within a year.

A great contest is under way in Germany to force the government to admit cereals and flour free of duty this season, to supply the present crop deficit which has already raised the price of bread to an exorbitant figure. The popular demand bids fair to compel a compliance. The admission of our pork and cereals at the duty imposed on other countries, and lower freights on cereals to all parts of the Empire, show that the Emperor appreciates the gravity of the situation. All this will further stimulate the foreign demand for our stuffs.

It is yet altogether too early to state definitely the chances for an European demand for our potatoes. We can export quite a quantity to the West Indies, but Canada's crop can undersell us in Europe. In 1889 the United States had about the same crop that we shall have this year (rot promises to reduce the yield to 191,000,000 bushels), while in 1888 we had a still bigger crop—202,000,000 bushels. The foreign shortage in cereals will naturally affect the demand far more than was the case in these years.

Sulphuring or bleaching dried fruit is certainly a mistake if not a crime. It is true that evaporated fruit prepared in this way dries quicker, looks better, keeps better and at present also sells better. But fruit prepared in this way is unhealthful in the highest degree. The public is "getting onto" this fact, and evaporators who don't use sulphur will yet scoop the business.

Most of the "labor leaders" are so impressed with the dignity of labor that they usually keep at a respectful distance from it.

Education and energy are like the two parts of a seidlitz-powder—they must be put together in order to do their work.

How the Merchant Can Maintain His Credit.

If he has any claims for shortage or damage, let him send them on the day the goods are checked.

When a monthly statement is rendered, check it, and if wrong write about the error at once.

When he writes let him remember that civility is the pass-word to good treatment, and that business correspondence is an art which, when properly cultivated, brings large returns.

If he cannot remit when asked to, he should drop a line stating when he reasonably expects to be able to do so.

If notified that after a lapse of time, he will be drawn upon, immediate attention should be given to the matter, first to see that the amount and terms are correct, and secondly, that his bill book will permit him to accept the draft. If not, let him write exactly what he wants. Unless there is a prior understanding to the contrary, let it be his ardent ambition never to dishonor a draft.

If he cannot meet a draft at maturity, he should write or telegraph.

Above all things he should make it his firm purpose never to "kick," when kicking is prompted solely by a captious spirit or when he is sure kicking will do no good.

To these suggestions we might add one more thing, and that is in ordering from salesmen or by mail, to order deliberately and with such intelligence that it will be unnecessary to cancel any order ever given, for the worst crank in business is the cancellation crank, and we sometimes speculate as to whether it would not be wiser for a man who has been hasty in sending an order, or has made a mistake in it, to stand the cost and charge it to experience rather than to class himself among the cranks referred to.

Dispensed with an Attorney.

From the Iowa Standard.

Geo. Gundrum returned Wednesday from the Houghton meeting of the State Board of Pharmacy. The Board being now without an attorney, it devolves upon the members to investigate complaints of violations of the pharmacy law. Mr. Gundrum visited Elk Rapids and Ludington on errands of that nature.

Will Open a Fourth Office.

R. G. Dun & Co. announce their intention of opening an office at Marquette about Jan. 1. Like the Grand Rapids and Saginaw offices, it will be a "branch" of the Detroit office, which is the executive headquarters of the agency for this State.

Menominee—Joseph McKosh & Co., a logging firm of this city, has been forced to the wall after a series of misfortunes. Last winter they fell short \$2,600 on a contract with the Detroit Lumber Co., which seized their horses and camp outfit on a chattel mortgage to secure advances. They also came out badly in a contract with the Menominee Hardwood & Cedar Co., and have numerous liabilities.

Marquette—The Cleveland Saw Mill Co has purchased from the Manistique Lumber Co. 10,000,000 feet of logs on the line of its logging road south of Seney. The logs are brought to this city by rail—two train loads daily—which are sawed as fast as they arrive. The most of the logs intended for the Cleveland company's mill are hung up on Dead river, and were it not for this purchase the mill would probably have to lose part of the sawing season.

SENTIMENTAL FINANCE.

I confess to a little satisfaction at the failure of the scheme for forming a syndicate of national banks to purchase \$5,000,000 of the maturing 4½ per cent. Government bonds and, after extending them at 2 per cent., to take out circulation against them. I do not claim that the recent expression of my views on the subject had any influence in bringing about the failure, for the arguments I adduced were such as would naturally present themselves to any intelligent mind. Only, as I said, all measures for inflating the currency, and thereby raising prices, are so popular that I was quite prepared to see a sufficient number of bank presidents carried away by this one, and its defeat was an agreeable surprise to me.

But, as if to prove that my foreboding was not altogether unjustified, the officers of the Fourth National Bank of New York, since the \$5,000,000 syndicate was abandoned, have taken a step which proves either their weakness as financiers or their shrewdness in catering to popular prejudices. For the purpose of stimulating the return to this country of at least a part of the \$75,000,000 in gold which we have exported to Europe since Jan. 1, they have agreed to lend the equivalent of \$1,000,000 of it to its importers, free of interest from the time of its shipment to the time of its arrival here. In other words, they pay a premium on the gold equal to interest upon it for a week or more. As a matter of business, this is throwing away just so much money, as a matter of sentiment, it may be not only justifiable, but good policy.

In fact, the legitimate effect of the presence and the absence of gold in a country is so complicated with the workings of men's imaginations that it is difficult not to yield occasionally to sentimental considerations in dealing with the metal. There is a story of a clergyman who, several times running, borrowed a ten-dollar bill from one of his congregation every Saturday, and returned the identical bill the following Monday. Finally, the lender was curious enough to ask for an explanation of the transaction, and got this: "Oh! I can preach ever so much better with a little money in my pocket." It made no difference that the money was borrowed; it was enough that the borrower had it in his possession for the time being. So, my Fourth National Bank friends are not concerned as to the means adopted to bring gold across the ocean, provided it gets here somehow. Knowing that its coming under normal conditions indicates a flow of capital to this country, and knowing that the public, so long as they see it arriving, will assume that it is sent in the natural course of trade, they set to work to produce the result artificially, with the well-grounded expectation that it will have the same effect as if it had been due to unassisted causes. Their success, indeed, has been greater than they expected. The amount of the shipment they have aided has been doubled by being reported, not only when it was engaged, but also when it was put on board the steamer, and, probably, when it arrives it will be counted a third time. Like the supernumeraries in a play, the same \$1,000,000 will be marched across the stage again and again until it creates to the spectator the illusion of being \$2,000,000 or \$3,000,000, and perhaps more. By the way, how is it that, in these days of labor-saving contrivances, in

finance as in other departments of human activity; with checks and drafts for the settlement of home balances; with gold certificates and silver certificates freely used in the place of coin; and with bank clearing houses at all our great money centers, we still continue to settle international balances by the clumsy, costly and risky transportation of actual gold? It is counted and weighed out, packed in boxes and kegs, carted to steamers, stored away in their holds, then shaken and rolled about on the ocean for a week or more, to its great detriment by wear, and finally unloaded again and carted to its destination, after paying roundly for freight and insurance. All this could be avoided if the great financial institutions of the world would only establish a common gold warehouse, and use the receipts of its custodian, in place of the actual coin or bars. The United States Government performs this function for this country. Its gold certificates pass from bank to bank the same as coin, and, years ago, the banks of this city made the Bank of America their common storehouse for gold and employed its receipts in settling balances between themselves. If, in the same way, the Bank of England, the Bank of France, the Bank of Germany, and the United States Treasury would each agree to accept certificates of gold deposits issued by the others as the gold itself, there would be an end of the expense, risk and delay which now attend the transfer of gold to and from across the ocean. Of course, it would have to be a matter of honor all around not to issue phantom certificates, and it would have to be stipulated that in case of war the actual gold should be delivered, but these are not insuperable obstacles.

To return, however, to this matter of sentiment in finance, and to the power of imagination in financial affairs. Just in the same way that the \$5,000,000 bond syndicate was planned avowedly to influence public opinion and to toll along other purchasers for the maturing 4½s, and just as the Fourth National Bank is artificially stimulating gold imports for the purpose of inspiring confidence in the financial future, so, I see, the Secretary of the Treasury is manipulating his monthly statements to make them look pretty. When the Cleveland Administration came in, the surplus was uncomfortably large, and every expedient was employed to diminish its apparent bulk. First, \$100,000,000 in gold was subtracted from the cash on hand and set aside, without warrant of law, as a fund unavailable for any purpose but the redemption of the greenbacks. Then the fractional coin in the Treasury, amounting to \$30,000,000, was declared to be useless for the payment of the nation's creditors, and, thirdly, but very properly, when a check was given out, the amount of it was deducted from the balance against which it was drawn, without waiting for it to be presented for payment. Now that not only the surplus thus diminished in appearance has vanished, but enough more money has been taken from the Treasury to create an apparent deficiency, a new system has been adopted. The \$100,000,000 greenback reserve and the fractional coin are lumped into one general fund, and checks given out are not charged up until they are actually paid. In addition, the liability of the Treasury for

surrendered national bank circulation, amounting to some \$30,000,000 or \$40,000,000, and for which the banks have deposited greenbacks and gold with the Treasury, is erased from the statement altogether! There is, to my mind, nothing alarming in these changes. The Government is not rendered bankrupt by them any more than it would be made bankrupt by refraining from them, or is made solvent by their adoption. Only, it entertains me to see how the Secretary of the Treasury, being a politician and knowing how people are influenced by appearances, has contrived to show a cash balance in his possession of \$150,000,000 or \$160,000,000, whereas, if he had stuck to the methods of his Democratic predecessors, he would have to acknowledge a large deficit.

How much sentiment controls the stock market, and how prices go up and down, not according to intrinsic values, but according to the temper and whims of the public, I have before this, pointed out. Indeed, when I consider the vagaries of Wall street, I am sometimes puzzled to decide whether I myself am crazy or whether other people are, so radically contrary are my views from those which prevail for the moment with the great majority, and I am inclined to agree with that sect of philosophers which holds that nothing in the world is real, but that everything is imagination and illusion. It is plain that it is not the eye which sees, nor the ear which hears, nor the tongue which tastes, but that it is the mind behind these organs which interprets the impressions made upon them into sensible ideas. Whether, now, ideas produced from within by the imagination are not entitled to be treated as of the same value as those produced from without by external agencies is a question about which two opinions may be reasonably entertained, and I am not going to say, therefore, that sentiment in finance is not a factor which deserves to be taken into account as seriously as any other. We cannot see the wind, but a hurricane is not on that account less destructive; heat cannot be weighed in the hand, but it is a potent element in nature, while, as to that most subtle of all forces, electricity, it baffles all analysis. Judged by its effects, sentiment equally deserves recognition, and the problem for the practical business man is to decide how much importance he shall allow to it. MATTHEW MARSHALL.

Ten Out of Thirteen.

DETROIT, Sept. 12—There were thirteen applicants for registration at the meeting at Houghton, Sept. 1, and ten were granted certificates, as follows:

REGISTERED PHARMACISTS

Frank B. Jones, Bessemer.
Edward Koivupalo, Red Jacket.
Henrik A. Lodegren, Hancock.
Robt. M. Wetzel, Calumet.

ASSISTANTS

John C. Furness, Nashville.
Zach W. Wikander, Red Jacket.
Edwin Wirness, Ironwood.
John Vik, Ishpeming.
J. Wiltse Walker, Powers.
J. H. Urquhart, Ironwood.

JAMES VERNOR, Sec'y.

Business Changes at Aarwood.

AARWOOD, Sept. 12—Moritz Bros. have bought the saw and planing mill property of A. F. Little and will add more machinery, anticipating a larger business when the new extension of the Chicago & West Michigan Railway gets here.

A. Anderson is about moving his store to a point near the new station at the intersection of Kalkaska avenue and High street.

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.

COLORED STATEMENTS

We have a few thousand 5-pound colored statements, size 5½ x 8½, super-fine paper, which we will close out:

Printed and blocked in tabs of 100	500, \$1 65
	1,000, 2 50
	2,000, @ 2 25

We have the following colors, Pink, Blue, Canary, Cherry, Fawn, Amber, Lilac. We cannot break packages—that is, print less than 500 of one color—of these goods.

The Tradesman Company,

Grand Rapids.

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

Order Tycoon Gum and Chocolate Triplets.

A. E. BROOKS & CO.,

No. 46 OTTAWA ST., GRAND RAPIDS

What Our Customers Say.



Mongo, Ind., Aug. 25, 1891.

I take great pleasure in testifying, that I have confined myself to the Hazeltine & Perkins Drug Co. for about five years almost exclusively, and find they are prompt in shipping, the quality of drugs, etc. the best, and fill orders as complete as their competitors.

Very truly yours,
A. Garlets.

DeWITT & RIDEOUT,
DRUGS & MEDICINES.
POSTOFFICE BLOCK.

Spring Lake, Mich., Aug. 26, 1891.

Hazeltine & Perkins Drug Co.,
City,

Gentlemen-- We get our goods from your house in equally as good shape, prices equal to Detroit, Milwaukee or Chicago, and when it takes from two to four days to get goods from places named. We received orders placed through you same day. We know it is to our benefit to place orders through you, and believe it is to the interest of each and every druggist of Western Michigan to do so.

You have our best wishes for continued and increased success.

Yours,
Newcomb & Rideout
Newcomb

OFFICE OF
L. PAULY.
Druggist and Stationer,
State Street, Near Chambers' Dock.

St. Ignace, Mich., August 26, 1891

Hazeltine & Perkins Drug Co.
Grand Rapids.
Gentlemen,

Will you permit me to endorse the sentiments expressed in your issue of August 1st, in a late issue of the Tradesman?

During the 8 years of business relations with your house I have cause to acknowledge the greatest courtesy, prompt filling of orders at lowest prices and generally the kindest and most considerate treatment.

Your representatives from the lamented Convention to the annual Red Bank have been cherished friends, whose visits were and are always looked forward to as days of pleasure and profit.

Yours very truly
L. Pauly



OFFICE OF
LUCIEN FOURNIER,
REGISTERED PHARMACIST
And Dealer in Drugs and Medicines, Books, Stationery, Etc.

Grayling, Mich., Aug. 14, 1891

This is to certify that my dealings with Hazeltine & Perkins Drug Co. date back some 5 years - I take pleasure in saying that during that time I have never had occasion to find fault with the quality of their drugs - The completeness in filling their orders & the promptness in shipping of the same cannot be excelled.

Lucien Fournier

Wholesale Price Current.

Advanced—Arnica flowers, po. jalap, turpentine.
Declined—Benzoic acid, oil cloves, oil erigeron.

ACIDUM.		TINCTURES.	
Aceticum.....	80 10	Aconitum Napellis R.....	60
Benzoleum German.....	50 60	Aloes.....	50
Boricum.....	20 20	Arnica.....	50
Carbolicum.....	20 20	Asafetida.....	50
Citricum.....	30 5	Atropa Belladonna.....	60
Hydrochlor.....	30 5	Benzoin.....	50
Nitrosum.....	10 12	Cantharides.....	50
Oxalicum.....	11 13	Capicum.....	50
Phosphoricum dil.....	20 20	Cassa damon.....	50
Salicylicum.....	1 30 21	Castor.....	1 00
Sulphuricum.....	13 10	Catechu.....	50
Tannicum.....	1 40 21	Cinchona.....	50
Tartaricum.....	40 42	Columba.....	50
AMMONIA.		CONIUM.	
Aqua, 16 deg.....	3 1/2 5	Conium.....	50
" 20 deg.....	5 1/2 7	Cuba.....	50
Carbonas.....	13 14	Digitalis.....	50
Chloridum.....	12 14	Ergot.....	50
ANILINE.		GENTIAN.	
Black.....	2 00 25	Gentiana.....	50
Brown.....	80 21	Guaiac.....	50
Red.....	4 50	Zingiber.....	50
Yellow.....	2 50 3 00	HYOSCYAMUS.	
BACCAR.		Iodine.....	75
Cubae (po. 90).....	90 21 10	" Colorless.....	75
Juniperus.....	80 10	Ferri Chloridum.....	35
Xanthoxylum.....	25 30	Kino.....	50
BALSAMUM.		Lobelia.....	50
Copaiba.....	55 60	Myrrh.....	50
Peru.....	41 50	Nux Vomica.....	50
Terabin, Canada.....	35 40	Opil.....	85
Tolutan.....	35 50	" Camphorated.....	50
CORTEX.		" Deodor.....	2 00
Abies, Canadian.....	18	Aurant Cortex.....	50
Cassia.....	11	Quassia.....	50
Cinchona Flava.....	18	Rhatany.....	50
Cinchona Pauciflora.....	20	Cassia Acutifol.....	50
Euonymus atropurp.....	20	" Co.....	50
Myrica Cerifera, po.....	12	Serpentaria.....	50
Prunus Virg.....	14	Strombulum.....	50
Quillaja, grd.....	14	Tolutan.....	50
Sassafras.....	14	Valerian.....	50
Ulmus Po (Ground 12).....	10	Veratrum Viride.....	50
EXTRACTUM.		MISCELLANEOUS.	
Glycyrrhiza Glabra.....	24 25	Ether, Spts Nit, 3 F.....	20 28
" po.....	33 35	" 4 F.....	30 32
Haematox, 15 lb. box.....	13 14	Alumen.....	24 30
" 18.....	14 15	" ground, (po).....	30 4
" 1/4.....	14 15	Annatto.....	50 60
" 1/2.....	16 17	Antimony.....	50 5
FERRUM.		" 6 Potass T.....	50 60
Carbonate Precip.....	15	Antipyrin.....	21 40
Citrate and Quinia.....	23 50	Antifebrin.....	20 25
Citrate Soluble.....	20	Argent Nitras, ounce.....	68
Ferrocyanidum Sol.....	15	Arsenicum.....	50 7
Solnt Chlorid.....	14 1/2	Balm Gilead Bud.....	38 40
Sulphate, com'l.....	7	Bismuth S. N.....	2 10 20
FLORA.		Calcium Chlor, 1s, 1/4s.....	9
Arnica.....	22 25	" 1/2, 1/4, 1/2.....	9
Anthemid.....	20 25	Cantharides Russian.....	20 20
Matricaria.....	20 30	Capici Fructus, aff.....	20 25
POLIA.		" B po.....	20 20
Barosma.....	20 50	Caryophyllus, (po. 15).....	12 13
Cassia Acutifol, Tin.....	25 28	Caroline, No. 40.....	23 75
" Alx.....	35 50	Cera Alba, S. & F.....	50 55
Salvia officinalis, 1/4s.....	13 15	Cera Flava.....	30 40
Ura Ursi.....	80 10	Coccus.....	20 40
GUMMI.		Cassa Fructus.....	20 20
Acacia, 1st picked.....	20 90	Centaria.....	20 20
" 2d.....	20 90	Cetaceum.....	20 20
" 3d.....	20 90	Chloroform.....	60 63
" sifted sorts.....	20 90	" squibbs.....	21 25
" po.....	60 60	Chloral Hyd Crst.....	1 50 21 70
Aloe, Barb, (po. 60).....	50 60	Chondrus.....	20 25
" Cape, (po. 30).....	60 60	Cinchonidine, P. & W.....	15 20
" Socotri, (po. 60).....	50 60	" German.....	34 12
Catechu, 1s, 1/4s, 1/2s.....	10 1	Corks, list, dis. per.....	60
" 16.....	10 1	cent.....	60
Ammonia.....	30 35	Creosotum.....	20 20
Assafetida, (po. 30).....	22 22	Creta, (tbl. 75).....	50 5
Benzoleum.....	50 55	" prec.....	50 5
Camphora.....	35 35	" prec.....	10 11
Euphorbium po.....	20 20	" Rubra.....	8
Galbanum.....	20 20	Crocus.....	20 30
Gamboge, po.....	80 85	Cudbear.....	20 24
Guaiacum, (po. 30).....	20 25	Cupri Sulph.....	5 6
Kino, (po. 25).....	20 20	Dextrine.....	10 12
Mastic.....	20 20	Ether Sulph.....	60 70
Myrrh, (po. 45).....	20 40	Emery, all numbers.....	20 3
Opil, (po. 3 30).....	2 10 20	Ergota, (po.) 60.....	50 55
Shellac.....	20 30	Flake White.....	12 15
" bleached.....	20 30	Galla.....	20 23
Tragacanth.....	30 75	Gambler.....	7 8
HERBA—In ounce packages.		Gelatin, Cooper.....	40 60
Absinthium.....	25	" French.....	40 60
Eupatorium.....	20	Glue, Brown.....	90 15
Lobelia.....	25	" White.....	13 25
Majoram.....	25	Glycerina.....	17 25
Mentha Piperita.....	25	Grana Paradisi.....	22 22
" Vir.....	20	Humulus.....	20 55
Rue.....	20	Hydrag Chlor Mite.....	20 20
Tanacetum V.....	22	" Cor.....	20 80
Thymus, V.....	25	" Ox Rubrum.....	20 10
MAGNESIA.		" Ammoniat.....	20 10
Calcined, Pat.....	50 60	" Unguentum.....	45 55
Carbonate, K. & M.....	20 22	Hydragrym.....	70
Carbonate, Jennings.....	35 36	Icthyobolla, Am.....	1 25 21 50
OLEUM.		Indigo.....	75 100
Absinthium.....	3 50 24 00	Iodine, Resub.....	3 75 23 85
Amygdalae, Dulce.....	4 50 75	Iodoform.....	24 70
Amygdalae, Amarae.....	8 00 25	Lupulin.....	35 40
Anisi.....	2 00 22 10	Lycopodium.....	40 45
Aurant Cortex.....	3 60 23 75	Macis.....	80 85
Bergamti.....	3 75 24 00	Liquor Arsen et Hy.....	27
Cajuputi.....	70 80	drag lod.....	27
Caryophylli.....	90 95	Liquor Potass Arsenitis.....	10 12
Cedar.....	35 65	Magnesia, Sulph (bbl.....	20 3
Chenopodii.....	20 20	" 1/4.....	50 20
Cinnamonli.....	1 15 21 30	Mannia, S. F.....	50 60
Citronella.....	20 45		
Conium Mac.....	35 65		
Copaiba.....	1 20 21 30		

Morphia, S. P. & W.....	1 95 20 20	Seidlitz Mixture.....	25	Lindseed, boiled.....	43	46
" S. N. Y. Q. &.....	1 95 20 20	Sinapis.....	18	Neat's Foot, winter.....	50	60
C. Co.....	1 95 20 20	" opt.....	30	strained.....	42	46
Moschus Canton.....	40	Snuff, Maccaboy, De.....	35	Spirits Turpentine.....	42	46
Myristica, No. 1.....	70 75	Voes.....	35			
Nux Vomica, (po. 20).....	10	Snuff, Scotch, De. Voes.....	35			
Os. Sepia.....	25 28	" 11 1/2.....	12			
Pepsin Saac, H. & P. D.....	25 28	Soda Boras, (po. 12).....	30 33			
		Soda et Potass Tart.....	30 33			
		Soda Carb.....	1 1/2 2			
		Soda, Bi Carb.....	5			
		Soda, Ash.....	3 1/2 4			
		Soda Sulphas.....	2			
		Spts. Ether Co.....	50 55			
		" Myrcia Dom.....	2 25			
		" Myrcia Imp.....	2 30			
		" Vini Rect. bbl.....	2 27			
		Less 5c gal., cash ten days.....	2 31 22 41			
		Strychnia Crystal.....	21 30			
		Sulphur, Subl.....	3 3 4			
		" Roll.....	23 34			
		Tamarinds.....	20 10			
		Terebenth Venice.....	20 30			
		Theobromae.....	4 50			
		Vanilla.....	9 00 16 00			
		Zinci Sulph.....	7 8			
OILS.		VARNISHES.				
Whale, winter.....	70 70	No. 1 Turp Coach.....	1 10 21 20			
Lard, extra.....	55 60	Extra Turp.....	1 60 21 70			
Lard, No. 1.....	45 50	Coach Body.....	2 75 3 00			
Linseed, pure raw.....	40 43	No. 1 Turp Furn.....	1 00 21 10			
		Eutra Turk Damar.....	1 55 21 60			
		Japan Dryer, No. 1.....	70 75			

Get What You Ask For!

--HINKLEY'S BONE LINIMENT--

FOR THIRTY-FOUR YEARS THE FAVORITE.

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

Drugs & Medicines.

State Board of Pharmacy.
One Year—Stanley E. Parkhill, Owosso.
Two Years—Jacob 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 Dupont, 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. Kohnert; Secretary, J. P. Rheinfrank.

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

A Swindler to be Guarded Against.

The Oil, Paint and Drug Reporter publishes the following regarding a clever variation of the draft scheme which was attempted recently:

A well dressed man about 35 years old called on a well-known sponge dealer in this city, and introducing himself as W. S. Finlay, Jr., of Finlay & Brunswick, New Orleans, proceeded to select an order for sponges, two small cases of which were ordered sent by express at once, the remainder of the purchase to be held until the selection was completed. The putative Mr. Finlay then mentioned that he wished to purchase some diamonds, and was accordingly taken across the street and introduced to a diamond merchant. In due course he returned, showing a receipted bill for some \$200 worth of diamonds, and stated that the diamonds would be sent over from the dealers, and would the sponge firm kindly keep them in their safe until such time as he should leave for home, etc. He incidentally mentioned that, having paid out all his ready cash for the diamonds, it would be necessary for him to draw on the firm and get some one to cash his draft. The sponge dealers not displaying any special eagerness to act as his bankers, the self-styled Mr. Finlay left, after asking a member of the firm to dine with him on the following day—an engagement which, it is scarcely necessary to state, was never fulfilled. Some of the actions of the otherwise prepossessing stranger aroused the suspicions of the sponge men before he was introduced to the jeweler, whom they privately informed of these doubts. Investigation disclosed that the diamonds had been paid for with a check on the Second National Bank of New Orleans, and

Finlay & Brunswick wrote that they knew nothing of the order, nor was there any authorized purchaser in their sponge department by the name of W. S. Finlay, Jr.

How To Loosen Glass Stoppers.

1. Hold the bottle or decanter firmly in the hand or between the knees, and gently tap the stopper on alternate sides, using for the purpose a small piece of wood, and direct the strokes upward.
2. Plunge the neck of the vessel in hot water, taking care that the water is not hot enough to split the glass. If the stopper is still fixed, use the first method.
3. Pass a piece of lint around the neck of the bottle, which must be held fast while two persons draw the lint backwards and forwards.
4. Warm the neck of the bottle before the fire and when it is nearly hot the stopper can be removed.
5. Put a few drops of oil around the stopper where it enters the glass vessel which may then be warmed before the fire. Then apply process No. 1. If the stopper still continues immovable, repeat the above process until it gives way, which it is almost sure to do in the end.
6. Take a steel pin or needle, and run it round the top of the stopper in the angle formed by it and the bottle. Then hold the vessel in your left hand and give it a steady twist toward you with the right, and it will very soon be effectual. If this does not succeed, try process No. 5, which will be facilitated by it.

The Drug Market.

Opium is steady. Morphine is unchanged. Quinine is firm. Borax is advancing. Benzoic acid is lower. Oil cloves has declined. Oil erigeron is lower. Powdered jalap root has advanced. Turpentine is higher.

Circumstances Alter Cases.

In a town not far from Toledo an ex-judge is cashier of a bank. One day recently he refused to cash a check offered by a stranger.

"The check is all right," he said, "but the evidence you offer in identifying yourself as the person to whose order it is drawn is scarcely sufficient."

"I have known you to hang a man on less evidence, Judge," was the stranger's response.

"Quite likely," replied the ex-judge, "but when it comes to letting go of cold cash we have to be careful."

GINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists, GRAND RAPIDS.

Gripsack Brigade

A. D. Baker has been confined to his bed for a week or ten days at Traverse City.

W. F. Wurzburg started out Monday for a fortnight's trip through Southern Michigan and Northern Indiana.

Capt. Frank Conlon has returned from Ontario, where he spent a month in the interest of the Price Baking Powder Co.

Many of the local traveling men are staying in this week to greet those of their customers who come to market to attend the fairs.

Geo. H. Jacobs, city salesman for the Valley City Milling Co., has returned from Macatawa Park, where his family remained nine weeks.

Ezra O. Phillips, traveling representative for W. F. & W. M. Wurzburg, is spending a couple of months in the Upper Peninsula and Northern Wisconsin, Duluth being the objective point.

Wallace S. Bush was married last Thursday to Miss Anna Joy Gordon, of Upper Sandusky, Ohio. They will make their home at that place, and will be "at home" after Oct. 10, at 36 North Eighth street.

Julius Harris, traveling representative for a coffin house in St. Louis, carries perhaps the most unique "sample" in the drumming profession. It is nothing less than a human body, three years old, an example of the efficacy of a certain embalming fluid. For three years this mummy has been transported on the railroads as a sample case would be; and, indeed, there is no outward sign which would indicate the uncanny nature of its contents. In this instance, the longer the body is preserved the more of an advertisement it is for the fluid in the veins of the "stiff." The box is zinc-lined, and does not exceed the limits of the railroad excess baggage rule in weight.

A Detroit traveling man writes THE TRADESMAN as follows in regard to a matter of interest to many members of the fraternity: "Under the management of the now retired General Manager of the F. & P. M. Railway, it was really a pleasure to travel on that road. It was equipped with modern conveniences and attended by competent and attentive employees. Especially so was the drawing room service, having for conductors men who had secured their positions by faithful service in inferior places. Some of these began on the road as newsboys and had by their politeness and attention merited not only this advancement but the good will of the frequent passengers, among which are quite a number of commercial travelers residing in Detroit, who begin their weekly route on Monday, making Saginaw the first stop and returning to Detroit from there on the following Saturday evening and always riding in the drawing room cars. As the old man said, 'Things have changed since Hannah died.' Recently there has been a new Manager put in charge of the passenger service, and it appears that, like all 'smart alecks,' he must do something to let people know that he is boss. On a recent Saturday evening a party of ten or more commercial travelers chanced to meet at the depot to take the same train to Detroit and, as usual, repaired to the drawing room car for seats, but instead of being met by an old, competent, courteous conductor, they were confronted by a swarthy-faced son of Ethiopia. With consterna-

tion depicted on their faces, the passengers returned to the depot platform, held a short consultation and, upon enquiry, they learned that the former conductors had been discharged and these sons of Ham employed to take their places because they would work for less wages and prey upon the passengers for tips and extras and in this way help the rapacious new Manager make a larger dividend for his stockholders. Maybe this will work with some, but it will not with the party of commercial travelers referred to, for in future (at least so long as these bloodsucking, bribe-taking children of Congo are in charge), they will ride in the common everyday coaches."

Special Invitation.

Muskegon Branch of the U. S. Baking Co., beg to call the special attention of all visitors to the West Michigan Fair and Exposition, to their grand display of crackers, biscuits and cakes. It is the largest and finest exhibit ever made in the State, and demonstrates the perfection and high quality of goods made at the Muskegon factory.

Do not fail to see this exhibit, and sample the goods. An attendant will be on hand to receive callers.

UNITED STATES BAKING CO.,
Muskegon Branch.

Harry Fox, Manager.

The Grocery Market.

Sugars are scarce and some grades are hard to get from the refiners, owing to the great demand. Fruit jars are scarce and it is difficult for some of the jobbers to bill orders.

Muskegon—W. L. McKinzie, the grocer, who suffered the rupture of a blood vessel in the head a short time ago, is very ill, but hopes are entertained for his recovery.

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.

A little cough is a small affair, but it sometimes fills a coffin.

Crockery & Glassware**LAMP BURNERS.**

No. 0 Sun	45
No. 1 "	50
No. 2 "	50
Tubular	75

LAMP CHIMNEYS.—Per box.

No. 0 Sun	1 75
No. 1 "	1 88
No. 2 "	2 70
First quality	
No. 0 Sun, crimp top	2 25
No. 1 "	2 40
No. 2 "	3 40

XXX Flint	
No. 0 Sun, crimp top	2 60
No. 1 "	2 89
No. 2 "	3 89

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

La Bette	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 "	1 50
No. 1 crimp, per doz.	1 35
No. 2 "	1 60

FRUIT JARS.

Mason's or Lightning	
Pints	11 50
Quarts	12 00
Half gallons	15 00
Rubbers	50
Caps only	4 50

STONEWARE.—AKRON.

Butter Crocks, 1 and 2 gal.	06
" 3 to 6 gal.	06 1/2
Jugs, 1/2 gal., per doz.	75
" 1 " "	90
" 2 " "	1 80
Milk Pans, 1/2 gal., per doz. (glazed 75c)	60
" 1 " "	72

PRODUCE MARKET.

Apples—Fancy eating command 75¢@95¢ 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¢@19¢, while factory creamery has advanced to 23¢.
Celery—20¢ per doz. bunches.
Cabbages—35¢@40¢ per doz.
Cucumbers—10¢ per doz.
Eggs—Dealers pay 14¢@14 1/2¢ and freight, holding at 15¢@16¢.
Grapes—Warden's command 3¢; Niagaras and Catawbas, 5¢, per lb.
Honey—Dull at 16¢@18 for clean comb.
Onions—75¢ per bu. for good stock.
Muskmelons—50¢ @ \$1 per doz., according to quality and size.
Peaches—The high prices of the past week appear to be at an end, as the demand is not so active as it has been. Late Crawford's are in fair supply at \$1.50; Chillis at \$1.25 and Mixons at \$1.
Pears—Bartlett and Flemish Beauties are in good demand at \$1.50 \$1.75 per bu.; common grades are about out of market.
Plums—Lombards command \$2.25@2.50 per bushel.
Potatoes—Little doing at about 35¢@40¢ per bu.
Tomatoes—The market varies, according to the quantity brought in, ranging from 50¢@90¢ per bu.
Watermelons—The market is flat.

POULTRY.

Local dealers pay as follows for dressed fowls:
Spring chickens.....12 @13
Fall chickens.....@10
Turkeys.....@11
Spring ducks.....@13
Fall ducks.....@11
Geese.....@

PROVISIONS.

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

PORK IN BARRELS.	
Mess, new	11 75
Short cut	13 00
Extra clear pig, short cut	15 00
Extra clear, heavy	
Clear, fat back	15 00
Boston clear, short cut	15 00
Clear back, short cut	15 00
Standard clear, short cut, best	15 00

SAUSAGE—Fresh and Smoked.

Pork Sausage	7
Ham Sausage	9
Tongue Sausage	9
Frankfort Sausage	8
Blood Sausage	5
Bologna, straight	5
Bologna, thick	5
Head Cheese	5

LARD—Kettle Rendered.

Tierces	8 1/2
Tubs	8 1/2
50 lb. Tins	8 1/2

LARD. Family. Com.

Tierces	6 1/2	6 1/2
0 and 50 lb. tubs	6 1/2	6 1/2
3 lb. Pails, 30 in a case	7 1/2	7 1/2
5 lb. Pails, 12 in a case	7 1/2	7 1/2
10 lb. Pails, 6 in a case	7 1/2	7 1/2
30 lb. Pails, 4 in a case	7 1/2	7 1/2
50 lb. Cans	6 1/2	6 1/2

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 30 lbs.	10 1/2
" 10 lbs.	10 1/2
" 12 to 14 lbs.	10 1/2
" picnic	8 1/2
" best boneless	9 1/2
Shoulders	7 1/2
Breakfast Bacon, boneless	10 1/2
Dried beef, ham prices	10
Long Clear, heavy	8
Briskets, medium	8 1/2
" light	8 1/2

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass	4 1/2 @ 6
" hind quarters	6 @ 7
" fore	3 1/2 @ 4
" ribs, No. 3	4 @ 4 1/2
" ribs	7 1/2 @ 8
" rounds	6 @ 7
" tongues	6 @ 7
Bologna	2 @ 5
Pork loins	2 @ 10
" shoulders	2 @ 7 1/2
Sausage, blood r head	2 @ 5
" liver	2 @ 5
" Frank	2 @ 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
Ciscoes	@ 5
Flounders	@ 9
Bluefish	@ 10
Mackerel	@ 25
Cod	@ 12
California salmon	@ 30

OYSTERS—Cans.

Fairhaven Counts	@ 40
F. J. D. Selects	@ 28
Selects	@ 30
F. J. D. Anchor	@ 25
Standards	@ 25
Favorites	@ 25

SHELL GOODS.

Oysters, per 100	1 25
Clams	1 00

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.	
Full Weight.	Bbls. Pails.
Standard, per lb.	6 1/2 7 1/2
" H. H.	6 1/2 7 1/2
" Twist	6 1/2 7 1/2
Boston Cream	7 1/2 8 1/2
Cut Loaf	7 1/2 8 1/2
Extra H. H.	7 1/2 8 1/2

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

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

FANCY—In 5 lb. boxes.	
Per Box.	
Lemon Drops	35
Sour Drops	35
Peppermint Drops	35
Chocolate Drops	70
H. M. Chocolate Drops	90
Gum Drops	40¢@50
Licorice Drops	1 00
A. B. Licorice Drops	80
Lozenges, plain	65
" printed	70
Imperials	65
Motives	75
Cream Bar	55
Molasses Bar	55
Hand Made Creams	85¢@95
Plain Creams	80¢@90
Decorated Creams	1 00
String Rock	70
Burnt Almonds	1 00
Wintergreen Berries	65

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

ORANGES.	
Sorrentos, 200	4 50
Imperials, 100	4 50

LEMONS.	
Messina, choice, 360	65 50
" fancy, 360	65 00
" choice 300	
" fancy 300	

OTHER FOREIGN FRUITS.	
Figs, Smyrna, new, fancy layers	62 1/2
" " choice	62 1/2
" " " "	62 1/2
" Fard, 10-lb. box	62 1/2
" " 50-lb. "	62 1/2
" Persian, 50-lb. box	62 1/2

NUTS.	
Almonds, Tarragona	62 1/2
" Ivaca	62 1/2
" California	62 1/2
Brazils, new	62 1/2
Filberts	62 1/2
Walnuts, Grenoble	62 1/2
" Marbot	62 1/2
" Chill	62 1/2
Table Nuts, No. 1	62 1/2
" No. 2	62 1/2
Pecans, Texas, H. P.	62 1/2
Cocoanuts, full sacks	62 1/2

PEANUTS.	
Fancy, H. P., Suns	62 1/2
" Roasted	7 @ 5 1/2
Fancy, H. P., Flags	62 1/2
" Roasted	7 @ 5 1/2
Choice, H. P., Extras	62 1/2
" Roasted	7 @ 5 1/2

HIDES, PELTS and FURS.

Perkins & Hess pay as follows:

HIDES.	
Green	4 @ 5
Part Cured	4 @ 5
Full	4 @ 5 1/2
Dry	6 @ 5
Kips, green	4 @ 5
" 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 1/2
Special White	@ 8 1/2
Michigan Test	@ 7 1/2
Naptha	@ 8 1/2
Gasoline	@ 8 1/2
Cylinder	27 @ 36
Engine	13 @ 21
Black, Summer	@ 8

APPLE BUTTER.	
Chicago goods.....	7½@8
AXLE GREASE.	
Frazer's.	
Wood boxes, per doz.	80
" " 3 doz. case.	2 40
" " per gross.	3 00
25 lb. pails.	1 00
15 lb.	75
Aurora.	
Wood boxes, per doz.	60
" " 3 doz. case.	1 75
" " per gross.	6 00
Diamond.	
Wood boxes, per doz.	50
" " 3 doz. case.	1 50
" " per gross.	5 50
Pearless.	
25 lb. pails.	90
BAKING POWDER.	
Acme, ½ lb. cans, 3 doz.	45
" 1 lb. " 2 " 100	85
" 1 lb. " 1 " 100	10
Telfer's, ½ lb. cans, doz.	45
" 1 lb. " 100	150
Arctic, ½ lb. cans, doz.	40
" 1 lb. " 100	120
" 5 lb. " 200	9 60
Red Star, ½ lb. cans, doz.	40
" 1 lb. " 100	80
" 1 lb. " 150	1 50
BATH BRICK.	
2 dozen in case.	
English.	90
Bristol.	70
Domestic.	60
Arctic, 4 oz. ovals.	7 00
" 8 oz.	7 00
" pints, round.	10 50
" No. 2, sifting box.	2 75
" No. 3.	4 00
" No. 5.	8 00
" 1 oz ball.	4 50
BROOMS.	
No. 2 Hurl.	1 75
No. 1.	2 00
No. 2 Carpet.	2 25
No. 1.	2 50
Parlor Gem.	2 75
Common Wisk.	2 90
Fancy.	1 20
Mill.	3 25
Warehouse.	2 75
BUCKWHEAT FLOUR.	
Rising Sun.	5 00
York State.	4 50
Self Rising.	4 50
CANDLES.	
Hotel, 40 lb. boxes.	10½
Star, 40.	10½
Paraffine.	12
Wickless.	25
CANNED GOODS.	
FISH.	
Clams.	
Little Neck, 1 lb.	1 10
" 2 lb.	1 90
Standard, 3 lb.	2 30
Cove Oysters.	
Standard, 1 lb.	1 10
" 2 lb.	2 10
Lobsters.	
Star, 1 lb.	2 45
" 2 lb.	3 45
Picnic, 1 lb.	2 45
" 2 lb.	3 00
Mackerel.	
Standard, 1 lb.	1 20
" 2 lb.	2 00
Mustard, 3 lb.	3 00
Tomato Sauce, 3 lb.	3 00
Soused, 3 lb.	3 00
Salmon.	
Columbia River, flat.	1 95
" " tall.	1 75
Alaska, 1 lb.	1 25
" 2 lb.	1 95
Sardines.	
American ½s.	50¢
Imported ½s.	70¢
" 1½s.	11¢12
Mustard ½s.	13¢14
Brook, 3 lb.	2 50
FRUITS.	
Apples.	
York State, gallons.	3 25
Hamburg.	
Santa Cruz.	2 25
Lusk's.	2 50
Overland.	2 35
Blackberries.	
F. & W.	90
Cherries.	
Red.	1 20
Pitted Hamburg.	1 75
White.	1 60
Erie.	1 30
Damsons, Egg Plums and Green.	
Gages.	
Erie.	21 60
Gooseberries.	
Common.	1 10
Peaches.	
Pie.	1 60¢1 75
Maxwell.	2 25
Shepard's.	2 25
California.	2 60¢2 75
Pears.	
Domestic.	1 25
Riverside.	2 25
Pineapples.	
Common.	1 30
Johnson's.	2 60
grated.	2 85
Quinces.	
Common.	1 10
Raspberries.	
Red.	1 30
Black Hamburg.	1 50
Erie, black.	1 40

Strawberries.	
Lawrence.	1
Hamburg.	2 25
Erie.	1 65
Whortleberries.	
Common.	1 40
F. & W.	1 25
Blueberries.	1 30
MEATS.	
Corned beef, Libby's.	2 10
Roast beef, Armour's.	1 75
Potted ham, ½ lb.	1 50
" ¼ lb.	1 00
" tongue, ¼ lb.	1 10
" chicken, ¼ lb.	95
VEGETABLES.	
Hamburg stringless.	1 25
" French style.	2 25
" Lima.	1 40
" Lima, green.	1 30
" soaked.	90
Lewis Boston Baked.	1 35
Bay State Baked.	1 35
World's Fair.	1 35
Corn.	
Hamburg.	1 25
Tiger.	1 10
Purity.	1 10
Erie.	1 15
Peas.	
Hamburg marrowfat.	1 35
" early June.	1 50
" Champion Eng.	1 50
Hamburg petit pois.	1 75
" fancy sifted.	1 90
Soaked.	65
Harris standard.	75
Van Camp's Marrofat.	1 10
" Early June.	1 30
Archer's Early Blossom.	1 35
French.	1 80
Mushrooms.	17¢18
Pumpkin.	90
Squash.	
Hubbard.	1 30
Succotash.	
Hamburg.	1 40
Soaked.	85
Honey Dew.	1 60
Tomatoes.	
Van Camp's.	1 10
No. Collins.	1 10
Hamburg.	1 30
Hancock.	1 35
Gallon.	2 75
CHOCOLATE-BAKERS.	
German Sweet.	22
Premium.	34
Pure.	38
Breakfast Cocoa.	40
CHEESE.	
Norway.	210¢
N. Y. or Lenawee.	210¢
Allegan.	210¢
Skim.	8
Sap Sago.	22
Edam.	21 60
Swiss, imported.	25
" domestic.	213¢
Limburger.	10
Brick.	12½
CHewing GUM.	
Rubber, 100 lumps.	35
" 200.	40
Spruce, 200 pieces.	40
CATSUP.	
Snider's, ½ pint.	1 35
" pint.	2 30
quart.	3 50
CLOTHES PINS.	
5 gross boxes.	40
COCOA SHELLS.	
Bulk.	24
Pound packages.	27
COFFEE.	
GREEN.	
Rio.	
Fair.	20½
Good.	21
Prime.	21½
Golden.	22½
Peaberry.	23
Santos.	
Fair.	20½
Good.	21
Prime.	21½
Peaberry.	22½
Mexican and Guatemala.	
Fair.	22
Good.	23
Fancy.	25
Maracaibo.	22½
Prime.	23½
Milled.	23½
Java.	
Interior.	26
Private Growth.	28
Mandehling.	29
Mocha.	
Imitation.	25
Arabian.	28½
ROASTED.	
To ascertain cost of roasted coffee, add ¼¢ per lb. for roasting and 15¢ per cent. for shrinkage.	
PACKAGE.	
McLaughlin's XXXX.	23½
Durham.	23
Lion, 60 lb. case.	23½
Lion, 100 lb. case.	23½
Cabinets containing 120 one pound packages (similar to accompanying illustration) sold at case price, with an additional charge of 90 cents for cabinet.	
Valley City.	75
Felix.	1 15

Hummel's, foil.	1 50
" tin.	2 50
CHICORY.	
Bulk.	4½
Red.	7
CLOTHES LINES.	
Cotton, 40 ft. per doz.	1 25
" 50 ft.	1 40
" 60 ft.	1 60
" 70 ft.	1 75
" 80 ft.	1 90
" 90 ft.	2 00
" 72 ft.	1 00
CONDENSED MILK.	
Eagle.	7 40
Crown.	6 50
Genuine Swiss.	8 00
American Swiss.	7 00
COUPON BOOKS.	
TRADESMAN'S	
1	
5	
"Tradesman."	
\$1. per hundred.	2 00
\$2.	2 50
\$3.	3 00
\$4.	3 50
\$5.	4 00
\$10.	4 00
\$20.	5 00
"Superior."	
\$1. per hundred.	2 50
\$2.	3 00
\$3.	4 00
\$4.	5 00
\$5.	6 00
\$10.	7 00
\$20.	8 00
"Universal."	
\$1. per hundred.	2 50
\$2.	3 00
\$3.	4 00
\$4.	5 00
\$5.	6 00
\$10.	7 00
\$20.	8 00
Bulk orders for above coupon books are subject to the following discounts:	
200 or over.	5 per cent.
500 " "	10 " "
1000 " "	20 " "
COUPON PASS BOOKS.	
[Can be made to represent any denomination from \$10 down.]	
20 books.	\$1 00
50 " "	2 00
100 " "	3 00
250 " "	6 25
500 " "	10 00
1000 " "	17 50
CRACKERS.	
Kenosha Butter.	7½
Seymour.	6
Butter.	6
" family.	6
" biscuit.	6½
Boston.	7½
City Soda.	7½
Soda.	6
S. Oyster.	6
City Oyster, XXX.	6
" CREAM TARTAR.	30
Strictly pure.	35
Telfer's Absolute.	35
Grocers'.	10¢15
DRIED FRUITS.	
Apples.	
Sundried.	29
Evaporated.	211
California Evaporated.	
Apricots.	14
Blackberries.	13½
Nectarines.	13
Peaches.	12
Pears, sliced.	
Plums.	
Prunes, sweet.	
PRUNES.	
Turkey.	28½
Bosnia.	28
French.	29
PEEL.	
Lemon.	18
Orange.	18
CITRON.	
In drum.	24
In boxes.	24
CURRENTS.	
Zante, in barrels.	54
" in ½ bbls.	54
" in less quantity.	56
RAISINS-California.	
London Layers, 2 cr'n.	1 75
" fancy.	2 00
" 3 " "	2 25
Muscadels, 2 crown.	1 50
" 3 " "	1 60
Foreign.	
Valencias.	6
Ondaras.	6½
Sultanas.	6
FARINACEOUS GOODS.	
Farina.	
100 lb. kegs.	4
Hominy.	
Barrels, 3 doz. in box.	3 75
Grits.	
Lima Beans.	
Dried.	6
Mexican and Vermicelli.	
Domestic, 12 lb. box.	45
Imported.	10
Pearl Barley.	
Kegs.	3½@3¾
Peas.	
Green, bu.	1 10
Split, bbl.	6 00
Sago.	
German.	5
East India.	5

Wheat.	
Cracked.	5
FISH-SALT.	
Bloaters.	
Yarmouth.	
Cod.	
Whole.	26
Bricks.	7½@8
Strips.	7½@8
Smoked.	10½
Herring.	
Scaled.	24
Holland, bbls.	11 00
" kegs.	75
Round shore, ½ bbl.	2 75
" ¼ bbl.	1 50
Mackerel.	
No. 1, ½ bbls, 50 lbs.	9 00
No. 1, kits, 10 lbs.	1 30
Family, ½ bbls, 100 lbs.	3 50
" kits, 10 lbs.	45
Pollock.	
Fancy.	3 50@4 00
Sardines.	
Russian, kegs.	10 00
Trout.	
No. 1, ½ bbls, 100 lbs.	5 00
" Whitefish.	80
No. 1, ½ bbls, 100 lbs.	7 00
No. 1, kits, 10 lbs.	1 00
Family, ½ bbls, 100 lbs.	2 75
" kits, 10 lbs.	50
FLAVORING EXTRACTS.	
Jennings' D. C.	
Lemon, Vanilla.	
2 oz folding box.	75
3 oz.	1 00
6 oz.	2 00
8 oz.	2 00
3 00	4 00
GUN POWDER.	
Kegs.	5 50
Half kegs.	3 00
HERBS.	
Sage.	15
Hops.	25
JELLIES.	
Chicago goods.	4
LAMP WICKS.	
No. 1.	30
No. 2.	50
LICORICE.	
Pure.	30
Calabria.	25
Sicily.	18
Condensed, 2 doz.	1 25
MATCHES.	
No. 9 sulphur.	1 65
Anchor parlor.	1 70
No. 2 home.	1 10
Export parlor.	4 25
MINCE MEAT.	
NEW ENGLAND	
MINCE MEAT	
T. E. DUCHERRY	
CHICAGO, ILL. & PORT BRADLEY, N. H.	
3 or 6 doz. in case per doz.	1 00
Blackstrap.	
Sugar house.	16
Cuba Baking.	16
Ordinary.	19
Porto Rico.	19
Prime.	23
Fancy.	23
New Orleans.	
Fair.	17
Good.	20
Extra good.	26
Choice.	30
Fancy.	36
One-half barrels, 3c extra.	
OATMEAL.	
Barrels 200.	25 50
Half barrels 100.	22 88
ROLLED OATS.	
Half bbls 90.	22 88
Barrels 180.	25 50
PICKLES.	
Medium.	
Barrels, 1,200 count.	85 00
Half barrels, 600 count.	3 00
Small.	
Barrels, 2,400 count.	7 00
Half barrels, 1,200 count.	4 00
PIPES.	
Clay, No. 216.	1 75
T. D. full count.	75
Cob, No. 3.	1 25
RICE.	
Domestic.	
Carolina head.	7
" No. 1.	6
" No. 2.	5
Broken.	
Imported.	
Japan, No. 1.	6½
" No. 2.	5½
Java.	5
Patna.	5
ROOT BEER.	
Williams' Extract.	
25 cent size.	1 75
3 dozen.	5 00
SAPOLIO.	
Kitchen, 3 doz. in box.	2 50
Hand 3 " "	2 50
SOUPS.	
Snider's Tomato.	2 65
SPICES.	
Whole Sifted.	
Allspice.	10
Cassia, China in mats.	7½
Batavia in bund.	35
4 oz. in rolls.	35
Cloves.	22
Amboyana.	22
Zanzibar.	13
Mace Batavia.	80

Nutmegs, fancy.	80
" No. 1.	75
" No. 2.	65
Pepper, Singapore, black.	15
" white.	25
" shot.	19
Pure Ground in Bulk.	
Allspice.	15
Cassia, Batavia.	30
" and Saigon.	25
saigon.	35
Cloves, Amboyana.	30
Zanzibar.	30
Ginger, African.	15
Cochin.	18
Jamaica.	20
Mace Batavia.	20
Mustard, Eng. and Trieste.	80
Trieste.	27
Nutmegs, No. 2.	75
Pepper, Singapore, black.	30
" white.	30
" Cayenne.	25
Sage.	20
"Absolute" in Packages.	48
Allspice.	84 1 55
Cinnamon.	84 1 55
Cloves.	84 1 55
Ginger, Jam.	84 1 55
" Af.	84 1 55
Mustard.	84 1 55
Pepper.	84 1 55
Sage.	84 1 55
SUGAR.	
Cut Loaf.	2 50
Cubes.	2 14
Powdered.	2 5
Granulated.	4 50¢4 55
Confectioners' A.	4 50
Soft A.	4 45
White Extra C.	4 45
Extra C.	4 45
C.	4
Yellow.	3½
Less than 100 lbs. ¼ advance.	
STARCH.	
Corn.	
20-lb boxes.	6½
40-lb.	6¼
Gloss.	
1-lb packages.	6
3-lb.	6
6-lb.	6½
40 and 50 lb. boxes.	43½
Barrels.	43

OLD MAN SLIM.

Troubles and Trials of a Canadian Merchant.

QUEEN'S HOLLOW, Ont., Sept. 8.—The excursion to Detroit last Saturday was taken advantage of by some of our people for the purpose of visiting the exposition and enjoying a boat ride on the beautiful Detroit River. The ride on the river was all that was expected, but the exposition was a full-grown disappointment. The general opinion, freely expressed, is that the present exposition "management," like poor Hogan, has given its last exhibition and that in the future it will be as difficult for one to attract the attention of the public as the other. Izik and Tillie went on the excursion and Tillie has been nervously unstrung ever since. She says that "thud" rings in her ears continuously and that she cannot banish from her mind the sight of poor Hogan (she caught one glimpse only and dared not raise her eyes again) as he was approaching the earth with arms extended in his terrible fall. Fairs may come and fairs may go, but the 25,000 (more or less) who saw Hogan leap from the clouds will never forget the Detroit exposition of 1891. Izik could think of three things only which attracted his attention as being the largest specimens he had ever seen—a plank, a brook trout and a one-year-old German carp. He saw some fine stock, but he says the pomological department would be a disgrace and a dead give away to any township fair in Ontario.

Old Cronk took in the excursion, but he did not return until Tuesday and he has been seen on the street but once since. Cronk never had been in Detroit before and he swears that he will never go there again. He says they are all Yankee cutthroats and that they hoodooed him and shadowed him and conspired together to capture and rob him. He said they acted like a pack of fools. They dared not say anything about him to his face, but would converse behind his back in such a way that he would hear it and know that it was he who was being talked about, and all the time they would keep under cover, so that he could find no good, valid, lawful excuse for knocking them down. He said that some of the best people seemed to be mixed up in this hoo-doo business and they all acted as though they were trying to scare him off the face of the earth. He said that they bore down so hard at the depot when he was leaving that he got so mad that he swore like a trooper and cried like a baby and to make the matter still worse, no one gave him the least cause for mopping the floor with them, which would have been a great relief. Cronk says they played it on him because he is a British tory, but Izik saw a drummer over in Loyaltown last night who knows all about it. The drummer said he met Cronk in the afternoon on Saturday in company with a professional spotter. Cronk was just sober enough to recognize the drummer, who asked him if he had been to the fair. He replied that he had not and, furthermore, he didn't intend to go. He was having a good time and he said that he thought he would stay a few days and take in the town. The drummer asked him where he put up. "Where ever night overtakes me," replied Cronk, "and in the meantime, I have taken a private room in a private house on a private street at fifty cents per day." He said a "friend" gave him the address and recommended the place to him. The drummer said he owed Cronk one on account of a shipment of goods that he sent back to the house, with an explanatory letter stating that he had never ordered the goods, and that their Mr. Blank must have been either drunk or crazy at the time when he supposed that he had taken the order. So the drummer left Cronk with his new-found friends and prophesied a glorious time for him before he got through with it. Drinks that he was not used to put ideas into his head that he was not accustomed to. More drink demanded that these new ideas should be put into execution. Intoxication finally took full and complete possession and drove judgment, discretion and common sense out

of the back door. If he had been a young man, or if he had been an old veteran in the bum business, no one would have noticed him; but, as it was, Cronk carried a very legible sign wherever he went, which covered his face and attracted the attention of every sport in the city. The sign, of course, was developed by whisky on the inside and then displayed on the outside.

Of all the gods in heathendom, Bacchus is the most deceptive. He allures us on with a captivating wink and a most bewitching smile with the double assurance that it is the only pathway which leads up to the enchanted region of perpetual bliss. Fatal delusion! It is a pathway which leads straight down to the bottomless pit of remorse, despair and eternal death! It is a pathway strewn with the bleached bones of once kind and loving parents and pure and affectionate sons and brothers! It is a pathway paved with the wreckage of once happy homes and cemented with the blood of—but, pshaw! I didn't intend to write an essay on temperance. All I wish to say is, that if you listen to the blandishments of this deceptive imp of strong drink, sooner or later, as sure as death and taxes, he will set down on you, turn you inside out and shake you, set all the hounds of the infernal regions after you and drive you up a tree, where he will mock you and induce your friends to perforate your miserable anatomy with poisoned arrows; and, finally, he will tie you up in a little bundle and drop you in the bottomless pit. So he hung a sign out on poor old Cronk's face which was very legible and read as follows: "This old fool imagines he is a gay young sport and can catch on all the clam bakes in the city without any assistance, thank you. He is rural, juley and tender and was never initiated into the soul-roasting mysteries of hoodooism. He is to let at reasonable figures. Occupy and enjoy him."

Now, Cronk is a member in good standing of two or three leading fraternal secret societies and a member of a Christian church besides, and does it not seem rather strange that the great city of Detroit failed to whisper one word of advice into the old man's ears or extend a helping hand to a weak and erring brother during all the time he was led captive by the devil? So goes the world. Who is my brother? Not the poor fellow who stumbled and fell. No, he was run over and crushed; but the man who is abundantly able at all times to paddle his own canoe and keep up with the procession—he is my brother.

Cronk's hired girl told the elder's hired girl and she told Tillie that Cronk told his wife that Hogan's awful death dumfounded his mind to such an extent that he missed the train and that after that it leaked out that he was a British tory and opposed to annexation and then they tried to ruin his reputation by mixing him up with the ladies and they conspired together to take his life, inch by inch, by administering slow poison in the shape of Yankee whisky and that if his constitution had not been like that of an ox, he never would have reached home alive.

Do I hear some reader exclaim: "Good, blamed old fool; served him right!" True, but you look out that it is not your turn next to stumble and fall, for if it should be, you, no doubt, would change your opinion and whistle a different tune.

The gentle breezes have been wafting certain vague rumors over the hills of late to the effect that Goddarn's American goods are smuggled into the country. He certainly has been selling a considerable quantity of cheap, shoddy American goods. It is said that these goods do not reach his store in the original cases, showing that they are repacked somewhere in transit and, as they are all shipped from Canadian points, the most natural inference to be drawn is that the goods are repacked on the American side for the purpose of smuggling them into the Canadian market. This inference is strengthened when we consider the very low prices at which he has been selling these goods. True, his American goods are pretty much all of the cheap shoddy grades, yet they have a certain fixed cost value as do the higher grades,

and when to the cost value is added the cost of transportation and customs duties, we have the cost price laid down, and when we find Goddarn selling these goods under this price, it looks as though these goods were either smuggled into the country or bought at a partial loss to somebody. Goddarn, no doubt, handles these cheap, low-grade goods as an advertising fake, but nobody believes that he does so at a downright loss to himself. There may be some interesting developments in the immediate future.

OLD MAN SLIM.

P. S.—Cronk's hired girl just told Tillie that the next morning after he came home he told his wife that his Salvation Army expenses were so heavy while in Detroit that she would have to go without her new teeth and be compelled to gum it for another year. She said Cronk put his arms around his wife's neck and called her his girl and kissed her for the first time in seventeen years. SLIM.

Use Tradesman Coupon Books.

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, Ginghams, Toile Du Nord, Challies, White and Black Goods, Pereaes, 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.

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.

LIFE BEHIND THE COUNTER.

Written for THE TRADESMAN

In looking through an old book the other day, I came across the following "Good advice to business men," which certainly is as much good solid meat as a nut of that size could possibly contain. This "advice" was published over forty years ago and, as I have referred to it as the meat of a nut, it is, no doubt, owing to its venerable age, a "chestnut," but not one of the kind which gets mouldy with age. It is as applicable to the great army of toilers who are struggling for fortunes behind the counter to-day as it was to their predecessors of forty years ago. Here it is:

"What perturbation of mind! What struggling and scratching, and shifting and lying and cheating is practised every day by mammon worshippers to make money! What a comparison between the successful and unsuccessful! Of the millions who embark in business to make money, how few succeed, and why? Because but few know the secret of success. Most think it chance or good fortune; but they are sadly mistaken; and if such as are now pining to get rich would only strictly mind the following advice and be guided by it, there would be no doubt of their realizing their golden dreams:

"Let the business of everybody else alone, and attend to your own; don't buy what you don't want; use every hour to advantage, and study to make even leisure hours useful; think twice before you throw away a shilling; remember you will have another to make for it; find recreation in looking after your business; buy low; sell fair, and take care of the profits; look over your books regularly, and if you find an error, trace it out; should a stroke of misfortune come upon you in trade, retrench, work harder, but never fly the track; confront difficulties with unflinching perseverance, and they will disappear at last; though you should fail in the struggle, you will be honored; but shrink from the task, and you will be despised."

It would be difficult to improve on this advice or crowd better or more practical council into the same space. "Let the business of everybody else alone and attend to your own" has the ring of genuine metal, but who is able to observe it? Other people's business is so much easier to look after and attend to than our own, that, somehow we leave the more difficult task for some other fellow, and take up the easier one and, consequently, the other fellow wins the plum and we remain with the great majority.

"Don't buy what you don't want" sounds very familiar, indeed. It is a twin sister to "Never bite off more than you can conveniently chew," and although we have been sawed all our lives by these old saws, we go right down the street, trading off our capital for what we don't want, and biting off more than a half dozen such fellows as we are could possibly chew. Still we wonder how it is that we don't get rich.

"Use every hour to advantage and study to make even leisure hours useful" is plain, simple and to the point, but if we never get rich until we observe this rule, I fear we shall never enter the Senate of the United States. Are the hours all used to the best advantage? How ought we to spend the hours to advantage, as business men seeking fortunes of greater or lesser dimensions? Sitting in the theater boxes night after night? No. In the social club? Not until the fortune is made. Playing poker in questionable places and indulging in the cup that first stimulates and then intoxicates? Not exactly. In idle gossiping and profitless and vulgar

conversation? By no means. Yet this is the way the most of us spend our leisure hours and still we wonder why it is that Dame Fortune does not smile upon us as she does upon the man who makes use of every hour to advantage, and even makes his leisure hours practically useful.

"Think twice before you throw away a shilling" is also plain English, yet only one in a thousand realizes its full import and enjoys the reward that awaits all those who strictly observe it. The fact of the business is, the most of us do not stop to think *once* before we squander the shilling, and still we wonder in idiotic, blank amazement why the shillings desert us so freely, while they cling with such tenacity to the fellow who stops to think and who makes use of the brains God has given him.

"Find recreation in looking after your business" was written forty years ago and seems to be altogether out of joint with these modern times. Our rule to-day is, "Find recreation in looking away from your business," which is directly opposite of the old rule. Our way is to pack up and go away for a few weeks to some point where the cost of living is four or five times greater than it is at home, and leave our business in charge of Tom, Dick and Harry during our absence. This is the way we do and if we could only get rich at it, it would be an easy thing to prove that the fellow who wrote the old rule did not know what he was writing about.

"Buy low" is one thing we are all really trying to do and if we should exercise the same judgment and put forth the same effort in the observance of all the points in this "Good Advice" as we do in this one point, our cases would not be so entirely hopeless.

"Sell fair" means that the highway to success is by way of fair dealing and a reasonable profit and not by cutting and slashing, and lying and cheating.

"Take care of the profits" is certainly a self-evident proposition, but a difficult one for us Americans to observe. When we are fortunate enough to realize any profits, we not only spend them but we look upon Old Squeezit, who hoards up his profits, as a member of some family of the swine tribe. But Squeezit gets there all the same and we remain on the outside.

"Never fly the track" is the key, in the writer's mind, which unlocks the secret of success. When misfortune of any kind comes upon us, instead of retrenching and putting forth renewed energies, we become disheartened and fly the track. On account of some trifling local difficulty which causes a temporary lull in business, we lose our patience and "fly the track." We give up, sell out or trade off our life business—the business which we understand and for which we are specially qualified—and rush headlong, with feverish excitement, into a business which is new to us and if we succeed it is more good luck than good management. It is this tendency to "fly the track" which has given the Yankee the reputation of being "Jack of all trades and master of none." The sure and certain way to ultimate success is to "confront difficulties with unflinching perseverance," and they will disappear at last and leave us master of the situation. Every obstacle surmounted, every difficulty overcome and every obstruction removed is a long stride toward the goal of ultimate success and a sure means of winning Dame Fortune's most approving smiles. E. A. OWEN.



Coupon Books

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

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

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

GOOD YEAST IS INDISPENSABLE.

FLEISCHMANN & CO.

UNDER THEIR Yellow Label OFFER THE Best!

CITY OFFICE:
26 Fountain St.

FACTORY DEPOT:
118 Bates St., Detroit, Mich.

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.

Simply a Matter of Business.

Some retailers find the task of establishing a credit where they wish to open an account a disagreeable duty. Experience among wholesale merchants show that many, particularly small dealers established only a year or two, and conscious that their business is as yet small, their capital likewise, though they may be getting along very well, are adverse to making a statement of their affairs. They shun or evade a personal interview with the members of the firm or the credit man, whose business it is to interview new customers and watch those who are "getting slow" in their payments, ask for accommodations, etc. Very often this avoidance of a free and open conversation, this false delicacy, for such it is, proves to be detrimental to the party concerned, the apparent evasion, or even positive refusal to make a statement being looked upon a proof of a weakness. It is argued, "If a man wants to buy goods of us and has nothing to hide, why should he not of his own accord offer to tell us all about his means, business, etc.?"

A retailer two years in business in a small town and fairly successful, came to market this summer to obtain points and information, and also to buy a certain make of goods for which he had had many calls. The travelers of the firm making the goods not visiting small towns, he had no opportunity to buy them. So he called on this firm and was met at the door by a salesman, who inquired his wants.

"I would like to see your———, of which I have heard."

"Certainly," answered the salesman, "step this way."

The samples and prices proved apparently satisfactory.

"What part of the country are you buying for?" inquired the salesman.

"I am doing business in———," answered the merchant, offering his card.

"Oh, yes, I have heard of your town. If you need anything else in our line, I will be glad to show it to you."

"No, thank you; I'm not here to buy a general bill. I will give you an order for the goods I was in search of and if they sell will re-order."

"Very well," and the salesman took down his order and then inquired, "Have you ever bought of us—have you an account with us?"

"No, this is my first bill with you."

"Will you see our Mr.———, the credit man, or have you someone to refer to?" politely inquired the salesman.

"No, I don't care to see your credit man. If you have any doubts as to my responsibility you can go to S. & B. I have bought goods of them, seeming to resent the (as he thought) implied doubt as to his responsibility."

"All right," answered the salesman, and having given shipping directions, the gentleman left.

S. & B., the reference, answered the inquiry thus: "Our traveler sold him a small bill, which was paid when due. We know nothing as to means or responsibility, and should not sell him any amount without a personal statement." Of course this was not very satisfactory. The mercantile agency's report was fair only, nothing definite, and the result was that the goods were not shipped, but a letter was sent asking for a statement, which the buyer declined to give, saying that if they didn't want to sell him they should have told him so while in the store. So he had wasted his time, didn't obtain the goods he wanted, succeeded in having been refused credit, and being placed in a false position besides, merely because he had the mistaken notion they "had no business to cross-examine him like a criminal." The fact that he would have found the credit man a perfect gentleman and he could easily have established his credit by a plain statement of facts, and he would have had the desired merchandise.

This is only one of many similar cases. Many small merchants in remote towns seem to have an idea that, because they are running a store and have their shingles over the door, the whole country knows all about them, and to be asked to make a statement of their affairs, including, perhaps, such private matters as their

living expenses, they consider humiliating and impertinent, and can't seem to understand that it is simply business. In all cases except where no credit is asked, it is advisable to give all the information that may be asked, and it is even better to offer it unasked, as that inspires confidence at once. If a man has for some especial cause been a little behind in his payments; has perhaps been obliged to ask for accommodations, he should at once upon his arrival go to the house, seek an interview with the credit man or the firm and make his statement or explanation, and in nine cases out of ten, if nothing serious has occurred to shake confidence, he will be met half way and receive encouragement and often sound advice, which may help him to get on his feet again.

Had Him Fast.

When Col. Bob Ingersoll was in Europe last he visited Westminster Abbey for the first time. As he was contemplating the tomb of Nelson the guide said:

"That, sir, his the tomb of the greatest navel'ero of Europe or the whole world never knew—Lord Nelson's. This marble sarcophagus weighs forty-two tons. Hinside that his a steel receptacle weighing twelve tons, and hinside that is a leaden casket, 'ermetically sealed, weighing over two tons. Hinside that his a mahogany coffin holding the hashes of the great 'ero."

"Well," said the colonel, after thinking awhile, "I guess you've got him. If he ever gets out of that, cable me at my expense."

Good Words Unsolicited.

Susie McLellan, successor to S. T. McLellan, general dealer, Dennison: "I could not get along without an occasional visit with THE TRADESMAN."

Harvey W. Hawkins, dry goods and boots and shoes, Reed City: "I find THE TRADESMAN indispensable."

J. R. Vance, general dealer, Afton: "We like your paper very much and think no dealer should be without it."



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

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

SEND FOR SAMPLE.

HIRTH & KRAUSE,
Grand Rapids, Mich.

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.

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

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

MICHIGAN CENTRAL
"The Niagara Falls Route."

DEPART. ARRIVE
Detroit Express..... 6:30 a.m. 10:00 p.m.
Mixed..... 6:40 a.m. 4:30 p.m.
Day Express..... 1:30 p.m. 10:00 a.m.
*Atlantic & Pacific Express..... 11:15 p.m. 6:00 a.m.
New York Express..... 5:40 p.m. 12:40 p.m.
*Daily.
All other daily except Sunday.
Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.
Parlor cars run on Day Express and Grand Rapid Express to and from Detroit.
FRED M. BURGESS, Gen'l Agent, 85 Monroe St.
G. S. HAWKINS, Ticket Agent, Union Depot.
GEO. W. MUNSON, Union Ticket Office, 67 Monroe St.
O. W. RUGGLES, G. P. & T. Agent, Chicago.

DETROIT
AND
MILWAUKEE
RAILWAY
TIME TABLE
NOW IN EFFECT.

EASTWARD.				
Trains Leave	*No. 14	+No. 16	+No. 18	*No. 28
G'd Rapids, Lv	6:50am	1:20am	3:45pm	10:55pm
Ironia, Ar	7:45am	11:25am	4:52pm	12:37am
St. Johns, Ar	8:28am	12:17am	5:40pm	1:55am
Owosso, Ar	9:15am	1:30pm	6:40pm	3:15am
E. Saginaw, Ar	11:03am	3:40pm	8:45pm	.....
Bay City, Ar	11:55am	3:45pm	9:35pm	.....
Flint, Ar	11:10am	3:40pm	8:00pm	5:40am
Pt. Huron, Ar	3:05pm	6:00pm	10:30pm	7:35am
Pontiac, Ar	10:57am	3:05pm	8:55pm	5:50am
Detroit, Ar	11:55am	4:05pm	9:50pm	7:00am
WESTWARD.				
Trains Leave	*No. 81	+No. 11	+No. 13	+No. 15
G'd Rapids, Lv	7:05am	1:00pm	5:10pm	10:30pm
G'd Haven, Ar	8:50am	2:15pm	6:15pm	11:30pm
Milwaukee Str	.....	.....	6:45am	6:45am
Chicago Str	.....	.....	6:00am	.....

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

CHICAGO
& WEST MICHIGAN RY.

DEPART FOR	A. M.	P. M.	P. M.	P. M.
Chicago.....	+ 9:00	+1:05	*11:35	.....
Indianapolis.....	+ 9:00	+1:05	*11:35	.....
Benton Harbor.....	+ 9:00	+1:05	*11:35	.....
St. Joseph.....	+ 9:00	+1:05	*11:35	.....
Traverse City.....	+ 7:25	+5:17	.....	.....
Muskegon.....	+ 9:00	+1:05	+ 5:30	+ 8:30
Manistee.....	+ 7:25	+5:17	.....	.....
Ludington.....	+ 7:25	+5:17	.....	.....
Big Rapids.....	+ 7:25	+5:17	.....	.....

+Week Days. *Daily. \$Except Saturday.
A. M. has through chair car to Chicago. No extra charge for seats.
P. M. runs through to Chicago solid with Wagner buffet car; sea \$ 50 cts.
P. M. has through free chair car to Manistee, via M. & N. E. R. R.
P. M. is solid train with Wagner palace sleeping car through to Chicago, and sleeper to Indianapolis via Benton Harbor.

DETROIT,
Lansing & Northern R R

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

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

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

Toledo, Ann Arbor & North Michigan Railway.

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

VIA D., L. & N.
Lv. Grand Rapids at..... 7:25 a. m. and 6:25 p. m.
Ar. Toledo at..... 1:10 p. m. and 11:00 p. m.
VIA D., G. H. & M.
Lv. Grand Rapids at..... 6:50 a. m. and 3:45 p. m.
Ar. Toledo at..... 1:10 p. m. and 11:00 p. m.

Return connections equally as good.

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

Grand Rapids & Indiana.

Schedule in effect September 10, 1891.

TRAINS GOING NORTH.

Arrive from Leave going South. North.
For Saginaw & Traverse City..... 5:15 a.m. 7:05 a.m.
For Traverse City & Mackinaw..... 9:20 a.m. 11:30 a.m.
For Saginaw and Cadillac..... 2:15 p.m. 4:30 p.m.
For Petoskey & Mackinaw..... 8:50 a.m. 10:30 a.m.
Train arriving at 9:20 daily; all other trains daily except Sunday.

TRAINS GOING SOUTH.

Arrive from Leave going North. South.
For Cincinnati..... 6:30 a.m. 7:00 a.m.
For Kalamazoo and Chicago..... 10:30 a.m. 11:30 a.m.
For Port Wayne and the East..... 11:50 a.m. 2:00 p.m.
For Cincinnati..... 5:30 p.m. 6:00 p.m.
For Chicago..... 10:40 p.m. 11:05 p.m.
From Saginaw..... 10:40 p.m.
Trains leaving at 6:00 and 11:05 run daily; all other trains daily except Sunday.

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave. From Muskegon—Arrive.
7:00 a.m. 10:10 a.m.
11:25 p.m. 4:55 p.m.
5:40 p.m. 9:00 p.m.

SLEEPING & PARLOR CAR SERVICE.

NORTH—7:05 a.m. train.—Parlor chair car G'd Rapids to Traverse City.
11:30 a.m. train.—Parlor chair car G'd Rapids to Petoskey and Mackinaw.
10:30 p.m. train.—Sleeping car Grand Rapids to Petoskey and Mackinaw.
SOUTH—7:00 a.m. train.—Parlor chair car Grand Rapids to Cincinnati.
10:30 a.m. train.—Wagner Parlor Car Grand Rapids to Chicago.
6:00 p.m. train.—Wagner Sleeping Car Grand Rapids to Cincinnati.

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

Lv Grand Rapids 10:30 a.m. 2:00 p.m. 11:05 p.m.
Arr Chicago 3:55 p.m. 9:00 p.m. 6:50 a.m.
10:30 a.m. train through Wagner Parlor Car.
11:05 p.m. train daily, through Wagner Sleeping Car.
Lv Chicago 7:05 a.m. 3:10 p.m. 10:10 p.m.
Arr Grand Rapids 2:15 p.m. 8:50 p.m. 5:15 a.m.
3:10 p.m. through Wagner Parlor Car. 10:10 p.m. train daily, through Wagner Sleeping Car.

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

Grand Rapids Electrotype Co.,
ELECTROTYPERS

—AND—
STEREOTYPERS

6 and 8 Erie St., GRAND RAPIDS.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

and Jeweler,

44 CANAL ST.,

Grand Rapids - Mich.

WANTED.

POTATOES, APPLES, DRIED FRUIT, BEANS

and all kinds of Produce.

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

EARL BROS.,

COMMISSION MERCHANTS
157 South Water St., CHICAGO.
Reference: FIRST NATIONAL BANK, Chicago.
MICHIGAN TRADESMAN, Grand Rapids.

ANYTHING

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

TOO LATE

That he has allowed his money to leak away.

-Money- Won't take care of itself.

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

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

Coupon Systems

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

For Samples and Price List, address

THE TRADESMAN COMPANY
GRAND RAPIDS, MICH.

C. A. LAMB,

F. J. LAMB.

C. A. LAMB & CO.,

WHOLESALE AND COMMISSION

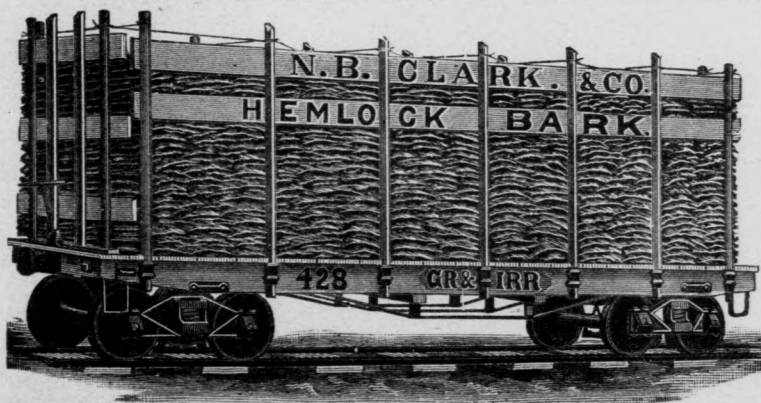
Foreign and Domestic Fruits and Produce.
84 and 86 South Division St.

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.



We are now ready to make contracts for the season of 1891.

Correspondence solicited.

81 SOUTH DIVISION ST., GRAND RAPIDS.

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 28 cuts, with a total of 303 Imps.

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

STRAITON & STORM'S CIGARS.

Having been appointed distributing agents in Grand Rapids for the OWL CIGAR COMPANY (formerly Straiton & Storm), of New York and Florida, we are prepared to supply the trade with the celebrated OWL BRANDS OF HIGH GRADE CIGARS, also their SUPERIOR NICKEL GOODS, and a complete assortment of KEY WEST CIGARS, manufactured by the above well known firm at their factories in New York and Florida. The Owl Cigar Company do not manufacture low grade cigars, and their products are guaranteed free from drugs or adulterations of any kind. We solicit a trial order.

I. M. CLARK GROCERY CO., Grand Rapids.

Yarns, Blankets, Comforts

Overshirts, Dress Goods,
Dress Gingham, Prints, Batts

—ALL WEIGHTS—

And a New Line of Floor Oil Cloth in 5-4, 6-4, 8-4.

P. STEKETEE & SONS

GRAND RAPIDS, MICH.

To the Trade:

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

THE PUTNAM CANDY CO.

H. LEONARD & SONS

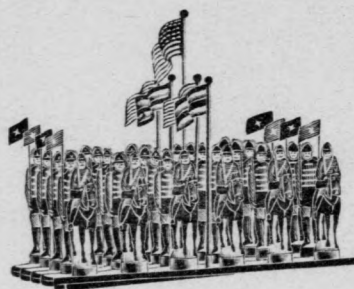
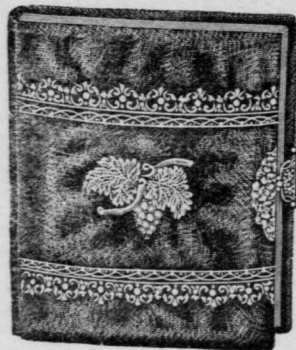
Our Direct Importations from GERMANY, FRANCE and ENGLAND being now Practically Complete

We invite the entire trade handling any department of Holiday Goods to call and examine our display of samples. Remember these goods pay no intermediate profit. We buy them direct of manufacturers abroad and pay all the United States duties and ocean freights in this city, and are prepared to sell them as low as any responsible firm in the country.

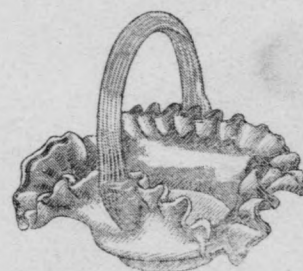
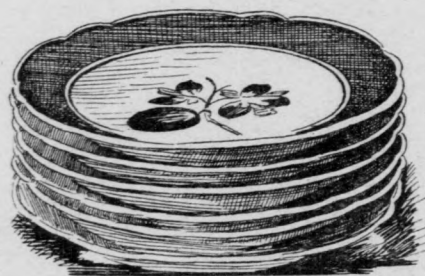
Early buying is the order of the day this season, and by the **Special Terms** we are now offering you have the advantage of a complete assortment and easy terms by making an early selection.



Send for Our Holiday Catalogue, now Ready!



Quick Selling Novelties in Every Department!



Make our store your headquarters during the Fair, September 15-19. Desk room and stationery gladly furnished, and a hearty welcome extended to all visitors.

H. LEONARD & SONS, Grand Rapids.