

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

\$1 Per Year.

VOL. 9.

GRAND RAPIDS, SEPTEMBER 23, 1891.

NO. 418

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.

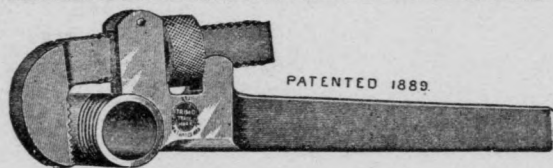
PEACHES AND BANANAS.

WE ARE HEADQUARTERS.

Mail Orders Receive Prompt Attention.

C. N. RAPP & CO.,

9 North Ionia St., Grand Rapids.



TRIMO
Pipe Wrench

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

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

MUSKEGON BRANCH UNITED STATES BAKING CO.,
Successors to

MUSKEGON CRACKER CO.,

HARRY FOX, Manager.

Crackers, Biscuits and Sweet Goods.

MUSKEGON, MICH.

SPECIAL ATTENTION PAID TO MAIL ORDERS.

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

Order Tycoon Gum and Chocolate Triplet.

A. E. BROOKS & CO.,

No. 46 OTTAWA ST., GRAND RAPIDS

Agents Wanted!

SAGINAW, Mich., June 22, 1891.

Albion Milling Co., Albion, Michigan:

GENTS—In connection with our order for "Albion Patent Flour" which you will find enclosed, permit us to say that we have used your Albion Patent for the past fifteen years and it has always given universal satisfaction. We consider it the best brand of flour, for family use, that we handle. Yours very truly,

WELLS STONE MERCANTILE CO.

We wish to place this brand in every city and town in Michigan, and give the exclusive control to responsible dealers. There is money in it for you. Write for particulars. Perfect satisfaction guaranteed in every instance.

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 CAMEL TALLOW FOR MILL USE

TELFER SPICE COMPANY,

MANUFACTURERS OF

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

1 and 3 Pearl Street,

GRAND RAPIDS

PEACHES

This will be the week to order
Crawford and Barnard

Peaches. We look for quality to be
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.,

158 & 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.

GET THE BEST!

Jennings'

Flavoring Extracts

SEE QUOTATIONS.

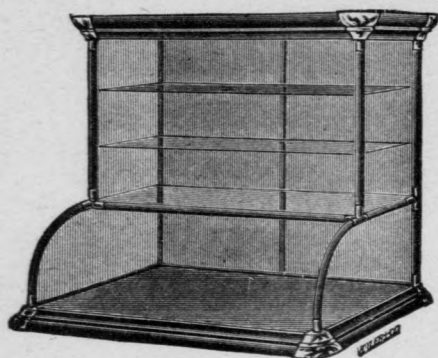
PEACHES! PEACHES! PEACHES!

Send your orders for PEACHES to

THEO. B. GOOSSEN,

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

Heyman & Company.



Manufacturers of

Show Cases

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.

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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.

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.

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.

MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 23, 1891.

NO. 418

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.

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
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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.

OYSTERS

We quote:

Slid 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,

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



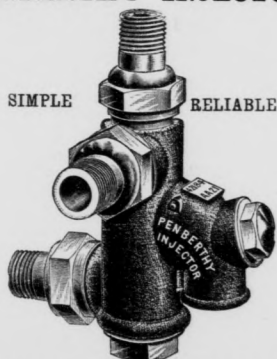
Mill & Fire Department Supplies

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.

PENBERTHY INJECTORS.



The Most Perfect Automatic Injector Made.

42,000 in actual operation. Manufactured by

PENBERTHY INJECTOR CO.,
DETROIT, MICH.

A DISCOVERED LIFE.

Welcome ever both to gods and men are the persevering and the self-helpful; and Elkanah Ramsden, standing one spring morning in his wonderful factory, was not inclined to underrate either his own merits or the reward they had brought him. For the Ramsden factory was a wonderful place; indeed, Elkanah rather considered it as the veritable final cause of iron and cotton. For to feed its craving machines, the Hindoo ryot, the Malabar coolie, the abject Egyptian, the American negro were all at work; and from the four quarters of the world had come the fibers that were twisting and twirling round the metal rods, and darting in between the finely polished meshes.

The dusty daylight was loaded with a thousand subtle odors of oil and cotton and dyes; but the sunshine fell on hundreds of webs, many-colored, bright-tinted, soft and glossy as silk, beautiful with all manner of devices and reliefs and borders. It fell also on hundreds of "hands," some ordinary enough, slipshod both as to mind and body; and others just as evidently set apart by extraordinary qualities, either acquired or natural. Among the best workmen were many women, mostly round, rosy-faced Yorkshire girls, though here and there was the distinctive Lancashire countenance, lit with the bewitching gray eyes, long-fringed and full of intelligence.

Beside such a girl Elkanah stopped, and said, half angrily and half-pityingly: "David's loom is empty again, lass?" "It's dree work, master; bide wi' him a bit."

"Then it's for thy sake, Mary."

She said nothing, but dropped her eyes on her work, and the master walked thoughtfully away.

All the morning the loom stood empty, and Mary watched it with anxious eyes; but when the great iron gates opened to admit the afternoon workers a young man glided up to her side and said penitently:

"Mary, lass, thou's none angered at me. I was belated last night, for I walked so far I couldna win back, and so belike I lost my half-day again."

She turned reproachfully, but the anger all vanished before the sunny face and merry eyes of her companion.

"I'm a foolish woman, David," she answered, "and I'm feared I'll ne'er be a wiser one."

But her folly seemed, at least, to make her happier; the fair oval face held, all afternoon, a rosy color, and the great gray eyes glanced sweet intelligences from her own work to the loom which seemed now to be doing double duty.

Mary's companions called her a prosperous woman. She was a favorite with both her master and the overseer; she was a clever worker, earned thirty shillings a week and saved half of it, and the handsomest lad in the Ramsden Mills was her lover. But there are a prosperity and adversity not witnessed by the world, and whose theater is the heart, and Mary knew that there were elements

of probable disaster gathering round her life which would work her sore trouble unless she could summon strength to control them.

She had allowed herself to be drifted along by circumstances, but she knew that this aimless progress must soon resolve itself into a question of "this road" or "that road." She did not distrust her own judgment, and was a woman very likely, amid many counselors to follow it; but yet, with a very natural feeling, she wanted some one to advise her to do what she had already determined to do. So, one evening, when David, according to custom, came to ask her to "go for a bit walk," she answered, decidedly: "I'm going by myself to-night, lad." He did not ask her "where;" his character was too easy and facile for that. He had full confidence in his own influence over her, and if she was not going with him, why, he must find another companion; and meeting Jack Harkness at the street corner, he readily fell into his proposition "to tak' a glass o' beer."

In the meantime, Mary, dressed with great care and neatness, walked rapidly to a much more respectable part of the city, and stopping before a neat brick house, knocked gently. The door was quickly opened by a delicate little lady, with the kindest face set in a spotless border of fine cambric.

"Mary," she said, "I saw thee coming, dear. Walk in."

"Isn't parson in?"

"Surely. There is nothing wrong, I hope."

"I hope not, ma'am. I want him to tell me; that is all."

"Well, go straight to his study; there is no one there."

The study door was open, and Parson Bradley saw Mary as she came upstairs.

"Good evening, dear," he said, as she advanced; "you were not at your class meeting for two weeks. I was going to send one of the leaders to look after you."

"No need, sir; I ha'e been sorely troubled in my mind, and with troubles maybe a lass wouldna care to speak of in her class-meeting; so I've e'en come to your study, sir."

"Good girl, you're welcome. Now tell me the whole truth. I can't advise on half lights, Mary."

"It's about David, sir. You know I like the lad; hoo well I like him nobody knows but myself. Yet I'm feared to say the word that binds me to him."

"What for?"

"He's gotten no backbone, sir, no purpose; he just needs to be bolstered up a' the time. He means to do well, but everybody says 'go' and 'come' to him, and he's gotten no mind of his own."

"The more, Mary, he needs a wife whose character is likey ours—built upon a rock. Whenever a duty comes in our way there is no getting round about it innocently—that is my opinion."

"But am I David's keeper when I'm no married to him?"

"If you love him and he loves you—if you can keep him from doing

wrong and help him to do right, why then I think you are."

"Thank you, sir. There is something else; the master, Mr. Ramsden, you know him, sir?"

"Yes; what of him?"

"He likes me well, too, sir, and has spoken kindly words to me, and I'm feared he'll be hard on David."

"Do you mean to say that Mr. Ramsden has asked you to be his wife?"

"Surely, sir. I'm a decent lass—he would not have sought my favor otherwise."

"You'd be a rich woman, Mary, and could do a deal of good; but you don't love him, eh?"

"That's where the shoe pinches, sir—I don't love him."

"Then if you are the good girl I take you to be, you'll just marry David, and do your very best for the lad."

"Thank you, sir, I will."

With her minister's advice to strengthen her own desires, Mary ventured to risk her happiness in David's keeping. But the trouble she had feared soon gathered. David gave her almost from the first constant anxiety; he detested his loom, and soon contrived to get dismissed; and yet it was not from any idleness of disposition; he was wonderfully energetic at anything that could be done in the open air; he would walk scores of miles on pretence of seeking work, and come back from his tramp with pockets full of bugs, stones and curious things and his heart as full of content as if he was earning his living.

Unfortunately, in these tramps he met with other men of the same nomadic habits, and far less innocent tastes; disreputable looking characters lounged about the street corner waiting for him, and David ere long began to come home drunk. No one in this gradual falling away could blame Mary; she kept their one room clean and comfortable; she worked steadily; she had twice found him work; she had constantly and patiently encouraged his spasmodic reformations; she had hoped against hope, until even David, when sober, was ashamed to look her in the face.

As long as it was only David and herself, the pinch of poverty, that came soon enough, did not so very much fret her, though her plump, oval cheeks looked wan and thin, and the wonderful gray eyes had a pathetic anxiety in them. Elkanah Ramsden was the first to notice it, and he tried, as far as Mary would let him, to be a friend; she owed to his forbearance the bread of many a week, for with the birth of children, even Mary's steady loom was deserted at intervals, and her heart and her hands were sadly divided. Yet with that God-like sympathy, common to all true women, Mary loved her husband and children continually the better as they seem less worthy of it. She had loved David when he stood before her in all the winsome beauty and hopefulness of his best years, but not as she loved him now, fallen from himself, despised among his fellows; and as for her poor, sickly children, she loved them all the more passionately because their pinched, famine-stricken lives had been defrauded of all pleasant things.

One night, coming home through the rain, cold and hungry and utterly miserable—for she had not seen David for two days—she met her old master. In her pre-occupied sorrow she would have

passed him; but a true love is born for adversity.

"Mary," he said, and said it so kindly and with such sincere sympathy that she burst into tears.

"Oh, sir, I'm in sair sorrow!"

"May I help you—just, Mary, as I would help any other sorrowful woman?"

"The children are most famished, and oh, the fearful cold! And we have had no food or coals for nigh on to two days, sir!" And here she broke into passionate sobbing.

"Poor lass! Go your ways home. I'll see you have fire and food enough in half an hour. Where's David?"

"Oh, master, that's worse than all. I havena seen the lad since Monday."

"Well, perhaps he'll be home when you get there. Run away to the bairns, my lass."

She thanked him with a look and hastened home; but David was not there. Even the unwonted comfort of a blazing fire, and the unwonted delight of seeing her children eat just as much as they wanted, could not soothe her distress. David had stayed away before, but never had such a presentment of trouble haunted her.

As she walked about her room hushing her baby, a neighbor looked in with a troubled face. She had a newspaper in her hand, and she glanced first at Mary and then at it. Mary stopped suddenly and looked wistfully at her.

"There was a listening fear in her regard, As if calamity had but begun."

"Oh, woman, woman! Whaten's the matter? Where's my lad?"

"I'm feared he's in prison, Mary." Mary did not scream or faint; her blood rushed to her face, and then back in a choking tide to her heart. Her husband in prison! Had it come to this? She laid the baby in her neighbor's arms.

"Let me see the paper, woman; I want to read it myself."

There it was:

"Three men of suspicious character, David Yorke, Jack Dickson and Jerry Wilson, were arrested last night on a charge of robbing Mr. Josiah Holderness while walking in his own park. Some of the money in their possession has been identified as drawn by Mr. Holderness that day from the Spinners' Bank."

She read no further; she remembered that David had been discharged only ten days ago from the Holderness Mills, and that he had spoken at the time very bitterly about the author of what he called his "ill-luck." But there was worse in store.

"You'll see, Mr. Holderness is badly hurt, Mary," said the neighbor, with a tone of tears in her voice.

With a dreadful terror tightening on her heart Mary read that the unfortunate gentleman had been felled by a blow from one of his assailants, and had been insensible ever since. It was doubtful yet whether the three culprits would have to be tried for theft or for murder. She threw a shawl over her head, and, unheeding all remonstrance, fled through the rain and wind and darkness, like some hunted creature. Ere long she stopped at the good minister's door; his wife heard the sobbing voice, and, before she had finished her request, came forward with outstretched hands:

"Poor lass! Poor lass!" she said tenderly, "come in."

"Oh, mistress, where is t' parson?"

"He'll be here directly, Mary. Can I do nothing for you?"

"No, nothing. My grief is ayont comforting words."

The good woman took no offense; a great grief is a great consecration. A great silence fell on the two women.

Suddenly Parson Bradley opened the door; he smiled gently when Mary turned her wretched face toward him, and said:

"Don't be miserable above measure, Mary. I have seen David—I am just come from him."

Then she sat down, threw her apron over her head, and rocking herself backward and forward, began to cry bitterly.

"Hush, my woman! Maybe things are better than they look. I don't believe David has done this thing."

Then she suffered herself to be persuaded to eat a bowl of boiled bread and milk and talk rationally over the calamity that had befallen her.

"David says he met Jack Dickson and Jerry Wilson at the little public house where they were all arrested only yesterday afternoon—the attack was on the evening before; he insists that none of the money was found on him—that, indeed, he had not a farthing in his possession, even of his own; and I believe him. David is a very weak lad, but not a wicked one."

"You bid me marry him, parson."

"I am not sorry I did so, Mary."

"Oh, sir, if you had felt the hunger and cold and the sorrow of aye watching and fearing for him."

"Love often demands great sacrifices, Mary. How else should we understand the Divine Love, that never, never wearies? If David has fallen so low with you, dare you guess where he would have been without you? I am not downhearted—not a bit. It is the turning point, lass. When the tide is clear out it begins to flow back again. Go away home to the children; I shall see David does not go to the wall for want of friends and good counsel."

And he kept his word. Fully persuaded in his own mind of the man's innocence, his convictions inspired others with the same belief. Mr. Ramsden was induced to pay a good lawyer to defend him, and others for whom he had worked promised to say in his behalf whatever they conscientiously could. But the trial was long delayed. Mr. Holderness recovered very slowly, and it was early summer before the case came up for examination. The confinement had at first sorely chafed David. He longed will all the passion of a restless, nomadic temperament for freedom, and when resignation came, remorse and repentance came also in all their hardest, blindest form; for he was cut off from all his usual stimulants and there was no fond wife nigh to excuse him and put him on good terms with himself again.

The trial came on at last. David's lawyer had prepared a most convincing defense, and four of his old employers were present to speak for him. But their good words were not needed, after all, for as soon as Mr. Holderness was brought into court to be sworn against the three men, he at once declared there was a mistake. He positively asserted that only two men had attacked him; that he had observed those two attentively as they came toward him, and, without any hesitation, selected the two guilty men. Neither of them were David. Furthermore, he voluntarily affirmed that, though David was an idle, graceless fellow, he believed him incap-

GOLD MEDAL, PARIS, 1878.

W. BAKER & Co.'s
Breakfast
Cocoa



from which the excess of oil has been removed.

Is Absolutely Pure and it is Soluble.

No Chemicals

are used in its preparation. It has more than three times the strength of Cocoa mixed with Starch.

Arrowroot or Sugar, and is therefore far more economical, costing less than one cent a cup. It is delicious, nourishing, strengthening, EASILY DIGESTED, and admirably adapted for invalids as well as for persons in health.

Sold by Grocers everywhere.

W. BAKER & CO., DORCHESTER, MASS.

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.

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

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.

able of taking any man's purse, much less of attacking his life.

Such testimony was conclusive, and David left the court-room a free man. But crime and punishment grow out of the same stem. Now that David longed to work, no one would give it to him; his friends did not care to know him, all his old work-fellows passed him by. He stood in greater danger than before, and Mary saw that she must yet make another effort for his welfare.

This time she went to her old master. She showed him just how David stood with his little world, and begged him to send the lad away where he could have a fair chance to put his good resolutions in practice. Mr. Ramsden had but little hope, but he was not able to resist Mary's pleading face; and so, within a week, David, full of new-born hopes, was on his way to New York. He made plenty of brave promises, and Mary believed in them; for once, too, he believed in them himself, although he had no definite plan as to how they were to be redeemed.

But when nearing the American coast, the key to his character was found. A terrific storm came on; for eight days they were fighting Death hand to hand, and when all hopes seemed over, and most of the crew absolutely refused to obey orders longer, David was the Captain's right hand. Things that seemed impossible to landsmen he did by some natural gift or instinct; his spirits rose with the storm, rose above it; and the man who had always been a coward among wheels and bands and pulleys, knew only a fierce, exulting joy in his strife with winds and waves. When at the last extremity, they met a steamer which took them into port; but the first step on the right road for David had been taken. Before they parted, the Captain spoke out frankly his admiration and respect, and said bluntly:

"That's your trade, young man?"

"Yes, sir," answered David, "and weaver, sir."

That conversation took place ten years ago. Its results may be guessed in this fact, that there is not to-day a safer, bolder and more trusted captain in all the merchant service than Captain David Yorke. He is a saved man; in discovering his proper vocation, he discovered his life. Into this work he put his whole heart; he never wanted to be idle—never wanted to shirk duty, for work was pleasure and duty a delight.

Mary has seen many good days; her faith in her husband's better nature, her honest acceptance of the destiny pointed out by her true woman's heart, met, as it usually does, its full reward; for love trusts where it cannot see, and bespeaks prosperity even by that trust.

AMELIA E. BARR.

Beaten at His Own Game.

An Eastern merchant started in to astonish the trade last week and make thing hum. He put out a sign, "Come in and get a nice ten cent cigar for five cents." That night eight big men walked into the store and asked to look at some good ten cent cigars. They each took one, and laying down a nickel apiece filed out without a word. The sign is down.

SHOVING THE QUEER.

Why Counterfeits Continue so Long in Circulation.

From the Chicago Mail.

"Several persons have expressed great surprise," said one of Uncle Sam's secret service men last night, "that street car conductors make a practice of passing all the counterfeit money they take in. There is nothing very startling in that. And the street car conductor is not alone in such work, either. He does no more than the average citizen does who finds that he has been duped by a shover of the queer. A bogus bill or a spurious coin does not retire from circulation just as soon as its worthlessness is discovered by the holder.

"The innocent party who has paid \$5 for a bit of worthless paper isn't content to lose his investment. He is not a counterfeiter, and even if he were caught in the attempt to pass the bogus bill he could plead ignorance and escape the law's penalty, without doubt, because he himself was victimized, you see, and who can prove that he had discovered the fact before he attempted to get rid of the bill? Thus a good deal of counterfeit money remains in circulation and it seems almost impossible to suppress it. The government's efforts are directed toward the punishment of the makers of the spurious stuff and the professional shovers of it. It is impossible to do more than that.

"Counterfeiting nowadays has reached a point approaching perfection. Very often a bogus bill remains in circulation a long time and performs all the functions of money. Half of the counterfeits that come into our hands in any other way than by a capture of the 'mint,' show actual service. It is pretty difficult for an inexperienced man to pick out a bad bill.

"The other day Captain Porter overhauled a man in Southern Indiana who had been displaying a counterfeit bill. The fellow claimed to be an expert and was selling a 'counterfeit detector' publication. But the bill in his possession was a genuine treasury note and not a counterfeit at all.

"The assistant cashier of one of the biggest banking institutions in Chicago accepted a \$10 bill the other day and after banking hours was surprised to find the word 'counterfeit' stamped upon the back of the bill in red ink, the letters being large enough to be read across the room."

A Wonderful Cracker Exhibit.

One of the handsomest, most admired and best patronized exhibits made at the West Michigan Fair last week was that of the Muskegon branch of the United States Baking Co., which was under the direct personal supervision of Mr. Harry Fox, general manager of the Muskegon factory, assisted by Mr. R. P. Anderson, Cass Bradford and other representatives and attaches of the house. The display included about one hundred different varieties of crackers and sweet goods, the whole being tastily arranged in the form of a pyramid at the intersection of two wings of the main building. Tiers of boxes in the lower portion of the pyramid were kept open and visitors were given an opportunity to sample the goods turned out by this famous factory. Many exclamations of surprise were noted at the great diversity and superior quality of the products exhibited, few people being aware that the factory carried so large a line of made goods. Mr. Fox has certainly baked many new friends for the factory in consequence of this exhibit, as hundreds of people who have never used the goods of the Muskegon branch will hereafter insist upon having the product of this factory.

Iron Mountain—G. Kloeckner & Co.'s grocery, dry goods and clothing store has been closed by chattel mortgage.

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.

Almont—John Ovens succeeds Ovens & Cameron in general trade.

Ypsilanti—Chas. King, of the grocery firm of Chas. King & Co., is dead.

Au Sable—M. Comeau has removed his clothing and hat and cap stock to Bay City.

Addison—Wm. Brown, senior member of the drug firm of Wm. Brown & Son, is dead.

Adrian—Kittie Callihan has removed her stock of ladies' furnishing goods to Toledo.

Owosso—C. G. Stuart, dealer in grain, lime, coal, etc., is about removing to Toledo.

Mancelona—W. A. Davoll, of Harbor Springs, has bought Blosser & Co.'s stock of groceries.

Otsego—Sam Folz, of Kalamazoo, has rented a building here and contemplates opening a clothing store soon.

Woodland—Haight & Weed have bought G. M. Baitinger's furniture stock. Mr. Haight will conduct the business.

New Era—Frank Veldman has removed his general stock to Muskegon and will re-engage in business at Lakeside.

Charlotte—Ira VanValkenburg is closing out his furniture and undertaking stock and will retire from business.

Otsego—M. O. Brockway will resume his grocery business at his old stand next month. Paul Snyder will clerk for him again.

Manton—Rinaldo Fuller has sold his drug stock and building to Dr. J. C. Bostick, who has removed his stock to the Fuller store.

Otsego—Miner & McClelland, of Kellogg, has bought the Truesdell corner and will erect a building suitable for a grocery stock.

Sherwood—W. R. Mandigo is negotiating the sale of his drug and grocery stock, in which case he will probably remove to St. Paul, Minn.

Lake Odessa—H. R. Wagar has sold his real estate interests in Lake Odessa to the Lake Odessa Savings Bank, the consideration being \$12,625.

Ionia—E. T. Merriett has bought a half interest in the agricultural implement business of Hayes & Spaulding, the old firm retaining a half interest.

Charlevoix—George W. Beaman, formerly engaged in business here, has purchased the Alice Cochran drug stock, and will continue the business at the same location.

Sherman—Vincent C. Wall has sold his interest in the firm of Marqueston & Co., dealers in general merchandise, to Edwin B. Stanley, who will continue the business under his own name.

Otsego—M. J. Rogan has sold his clothing stock to Miner S. Keeler and Chas. W. Granger, both of Middleville, who will continue the business, Mr. Granger removing to Otsego to give the store his personal attention.

Charlotte—Russel S. Spencer has purchased the interest of Dr. Frank Merritt in the hardware firm of Barber & Merritt. Mr. Spencer has been clerking in the store for the past two or three years and is well known and popular. The new firm will be known as Barber & Spencer.

Hoytville—J. H. Wasson and D. E. Hallenbeck, both of whom were formerly engaged in trade at this place, were released from the Ionia prison on the 12th, but were immediately taken into custody by an officer from this county on charges

of arson in burning their buildings here several years ago. Both men have been bound over for trial in the Eaton Circuit Court.

MANUFACTURING MATTERS.

Marquette—John C. Broom will take out 6,000,000 feet of logs on the Peshekie River for W. H. Sawyer this season. The logs will probably be railed to this city for manufacture.

Pinconning—Charles Reseck, of Mt. Clemens, is erecting a saw and stave mill near this place, on the site of the Sherman mill, which was destroyed by fire some time ago.

Midland—Haley & Covert, logging contractors, have started two camps on the Molasses, where they will put in 6,000,000 feet for Rust, Eaton & Co. and 3,000,000 feet for other parties.

Farwell—C. S. Chase has started a camp northwest of this place, where he will cut the timber on 160 acres of land. It consists mostly of hardwood, cedar and hemlock, with scattering pine.

Standish—Austin & Co.'s sawmill is cutting 500,000 feet of lumber for the World's Fair buildings in Chicago, and the firm is negotiating contracts to cut 3,000,000 more for the same destination.

Saginaw—The Saginaw Hardwood Lumber Co. has been organized by Sidney S. Wilhelm, Josephine M. Wilhelm and John M. Thompson, to manufacture and deal in lumber. The authorized capital is \$5,000.

Saginaw—Col. A. T. Bliss sent a crew to North Bradley last week, to start a camp. It is also reported that he will cut about 15,000,000 feet on Georgian bay to be rafted here next season. Both of his mills will be fully stocked.

Saginaw—G. B. Wiggins has purchased a tract of land in Gladwin county, and has started two camps. He will cut about 6,000,000 feet, and has enough timber for four or five years' cutting at this rate. The logs will come to his mill here.

Detroit—The Detroit Confectionery and Fruit Tablet Co. has filed articles of association, with a capital stock of \$50,000, of which \$40,000 is paid in. The stockholders are: I. B. Kennedy, Davis M. Clarke, R. J. McLaughlin, Livingston B. Lemon, Thomas K. Putnam and Herbert I. Putnam.

Saginaw—James A. Remick will put in about 20,000,000 feet of logs this winter, which will come to the Whitney & Batchelor mill here. Mr. Batchelor states that his firm will put in only a small quantity, as it has 10,000,000 to 12,000,000 feet of old logs, which, with the Remick logs to be put in, will stock the mill next season.

Saginaw—During 1890 the Flint & Pere Marquette Railroad hauled 123,588,775 feet of logs. This year business has been very light, and the showing at the close of the year will not compare favorably with several preceding years, an indication that available timber on the line of this road is being rapidly exhausted. There are yet large supplies of hardwood and hemlock tributary to the road, which will furnish a good deal of freight in future.

Grayling—A new lumber town called Twin Lakes has been started by the Michelson & Hanson Lumber Co. The new town is thirty miles west of this place and the corporation named is building a large mill there. The Michigan Central Railway is building a road

from Grayling to Twin Lakes. A number of buildings are being constructed, including a \$5,000 hotel. There is said to be about 400,000,000 feet of pine and other timber tributary to the new town.

Saginaw—The Titabawassee Boom Co. estimates the out-put of that corporation for the season at 300,000,000 feet. There are 5,000,000 feet hung up in the Tobacco, 3,000,000 in the Salt, and a few hundred thousand feet in the Little Molasses. The output this year, if it does not exceed the company's estimate, will be the smallest since 1873. In that year it was 268,959,149 feet. The boom company began operations in 1864, and with the close of this season will have delivered to the mills on this river about 9,811,000,000 feet of logs.

West Bay City—Henry W. Sage, whose big sawmill here has cut nearly 700,000,000 feet of lumber in the twenty-six years since it went into commission, adding immensely to the wealth of the owner, has put some of the results of his pine investments to most excellent use. He donated a handsome library to West Bay City, and has expended thousands of dollars for worthy objects. The new library building which he gave to Cornell University at Ithaca, N. Y., where he resides, is practically completed. It has a capacity for 470,000 volumes, and cost \$300,000, and the university will have beside the interest on \$300,000 to invest in more books.

Bay City—S. O. Fisher has let a contract for the putting in of 16,000,000 feet of logs in the Menominee district, and they will be manufactured at Menominee. He expects to put in about 25,000,000 feet in the vicinity of Otsego Lake, on the Mackinaw division of the Michigan Central, and these logs will be railed here. Thomas Toohey is putting in logs for Mr. Fisher in that region. Mr. Fisher will also purchase a number of million feet. He will handle about 50,000,000 feet of lumber this season; shipped 4,000,000 feet last week, and expresses satisfaction with the present conditions and the outlook as to trade.

West Bay City—The hoop manufactory of M. Hagarty & Co., at Kawkawlin, is to be removed to this place. This is about all there is left of Kawkawlin, which twenty years ago was a smart lumbering town. The date of the erection of the mill of D. A. Ballou & Co. at that village is not remembered, but in 1863 it manufactured 5,000,000 feet; in 1867 the cut had doubled, and the quantity manufactured from that date to 1875 ranged from 7,000,000 to 18,000,000 in the latter year. Before 1880 it was one of the by-gones. A few million feet of logs have been rafted annually out of the stream. There are 5,000,000 feet hung up this season in the Kawkawlin, and probably not to exceed 3,000,000 feet came out. In addition to those manufactured at Kawkawlin in former years by Ballou & Co., there have been rafted out a little over 300,000,000 feet since 1872.

The Country Store.

Did you ever glance through a country or suburban "general store?" When the usual economical man, whose taste does not run to the plow, the rather gentle, unambitious gentleman with the pretty, blonde wife, and a new baby every year, looks around in a quiet spot to see what he can bring into the village for a little capital to sell at a moderate profit, he sees the limit of every special article except whisky, and he goes in for every-

thing. Of course he has school books, some of them rather out of date, but still full of questions and answers and figures and facts. Toys he must have, and here and there you will find the transparent slate, the top, the puzzle of last century, the old, old figures that we—if you are old enough to be included—were brought up to consider the height of ingenuity, the acme of entertainment. You will find candies in bottles, made on old principles and healthy to eat if pasty to look at. There may be flies in the bottles, but with ingenious youths they pass for currants, and once in a while the storekeeper comes across a drummer who sells him a lot of old, faded, fancy boxes from dead Christmas times and birthdays of the past, and breaks up the village with the sensation. Then you'll find slate pencils. They have little faith in the comprehension of their customers, these country storekeepers, and so they always tie the pencil to the slate so that there can be no mistake. Stacks of picture-books of a pattern a city kid would turn up his contemptuous nose at, will be found in kind of boxes or managers all bundled up together, and sold, apparently, by their thickness. Balls of twine, Bohemian glass inkstands of cheap price, note paper with fashions in crests and monograms, and things that have passed into limbo, lead pencils that have "job lot" written all over them, motto lozenges with the mottoes half melted away, all sorts of toys and useful things in thin metal and painted wood, and the open-eyed child wanders through the place as if it were in fairy-land.

Good Words Unsolicited.

A. Conklin, general dealer, Carson City: "I take three trade journals, but THE TRADESMAN is the one I watch for most. It reaches me at 11 o'clock every Wednesday morning."

Chas. Stroeb, general dealer, Ferrysburg: "I wish you prosperity. Keep on in the good work."

M. V. Gundrum & Co., general dealers, Leroy: "We enclose postal note of \$1, for which send us THE TRADESMAN for another year. It is a good thing in our business and we must have it. We admire your correspondent, Mr. Owen, as his writings show experience, tact and common sense."

FOR SALE, WANTED, ETC.

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

FOR SALE—CLEAN AND CAREFULLY SELECTED grocery stock, located at a good country trading point. Business well established. Address A. C. Adams, Administrator, Morley, Mich. 313

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. 310, care Michigan Tradesman. 310

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 PHARMACEUT of four years' experience. References furnished. Address No. 307, Michigan Tradesman. 309

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

MISCELLANEOUS.

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

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

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

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

WANTED—AN EXPERIENCED DRY GOODS AND clothing clerk. In writing give age and experience. M. S. Keeler, Middleville, Mich. 314

GRAND RAPIDS GOSSIP.

Amos Packer has opened a grocery store at Rowland. The Ball-Barnhart-Putman Co. furnished the stock.

G. H. Gifford has sold his fruit and confectionery stock at the corner of Cherry and Packard streets to L. M. Benedict.

C. C. Dunham, the Cadillac grocer, has purchased the Hatch & Co. grocery stock, at 321 So. Division street, and will continue the business under his own name.

Sam K. Beecher is negotiating the sale of his grocery stock at the corner of Jefferson and Wealthy avenues to Daniel E. Lozier, formerly bookkeeper for the Grand Rapids Ice and Coal Co.

Geo. W. Hewes denies the report that he proposes to erect a stove factory at Gaston. He says that while there is an abundance of maple timber in that vicinity, the supply of elm is not large enough to warrant the establishment of a separate factory for the manufacture of staves.

B. Jonker and Wm. Burgma, who have conducted drug stores several years at 287 Alpine avenue and 529 West Leonard street under the style of Jonker & Burgma, have dissolved partnership, Mr. Jonker retaining the store on Alpine avenue and Mr. Burgma taking the stock on West Leonard street.

Henry Strobe, the Morley general dealer, has finally gone to the wall. He recently gave the City National Bank of Greenville a chattel mortgage of \$5,000, whereupon Edson, Moore & Co., of Detroit, attached the stock on a claim of \$3,500. Geo. H. Reeder & Co. subsequently placed an execution on the stock for \$140, whereupon Edson, Moore & Co. released their attachment. The failure has long been expected, as Strobe was a careless business man and conducted his business very loosely.

Gripsack Brigade

Clark W. Mills, traveling representative for J. Weaver & Co., wholesale paper dealers at Kalamazoo, has instituted suit against Wm. F. Holmes, a member of the firm, for \$10,000 damages for slander. The nature of the alleged slander is said to be of a private character.

The *Sample Case* advises the following handling of the hotel problem: "Grumbling and growling at poor and inadequate hotel accommodations will not bring about a deserved improvement. Words must be accompanied or followed by actions. Give the go-by to hotels which are hotels in name only and patronize the landlords making an effort to give value. Refuse to drink the deleterious decoctions that mask under the names of tea and coffee. The pure articles are cheap enough and can be served at a reasonable profit. There is no earthly reason why a good cup of tea or coffee should not be obtainable at any hotel in the country. Their absence is sure evidence of either carelessness or cupidity on the part of the proprietor."

Dr. Evans was the hero of the hour up at Cedar Springs one day last week. It appears that a female bear and two cubs straggled into the village and that in a short time about half the male portion of the town was in pursuit. The mother and one cub made their escape, but several daring spirits cornered the other cub and attempted to capture the little

fellow. The cub fought desperately, biting one man in the leg and nearly severing the arm of another, when Evans suddenly adopted the tactics which have worked so admirably with human beings—tickled him under the chin. This act worked like magic with the animal, who thereupon licked his hand and followed him all over the town, although he would not permit anyone else to get within several feet of him. The docility of the animal, under Evans' ministrations, was a matter of continued surprise to the people of Cedar Springs, most of whom were ready to believe the report that he was a lion tamer in the disguise of a traveling man.

Purely Personal.

W. H. Taylor, a shingle manufacturer at Lucas, was in town several days last week.

Geo. Blakeley, of the firm of Blakeley Bros., druggists at Fife Lake, was in town several days last week.

J. J. Heiges, manager of Mrs. F. E. White's general store at Williamsburg, was in town several days last week.

W. H. Peck, who conducts handsome confectionery stores at Lansing and the Soo, was in town a couple of days last week.

Gideon Kellogg, the elephantine belt manufacturer of Chicago, was in town over Sunday. He brought a select bundle of lies along with him and dealt them out in homeopathic doses.

Albert Retan, formerly of this city, but more recently engaged in business at Muir and St. Johns, has concluded to remove to Little Rock, Ark., where he has somewhat extensive landed interests. Mr. Retan is a hustling citizen whose departure from Michigan will be a matter of general regret.

Frank Burns, driver for the Ball-Barnhart-Putman Co., had his pair of six-year-old iron-gray geldings on exhibition at the West Michigan fair last week, and received many encomiums thereon. He captured first prize for best-matched work team, and second prize for fastest walkers with one ton of weight on wagon.

Fred H. Ball went to Detroit last Friday to attend a farewell party at the Detroit Club, given in honor Wm. V. Brace, who will be married on the 30th to Miss Morgan, of Toronto, Ont. Mr. Ball and wife leave Thursday for Henderson, Ky., where they will spend a couple of weeks with the latter's parents. They will be accompanied by John A. Seymour, Paying Teller at the Fourth National Bank.

A Witty Rebuke.

A leading citizen who never allows an opportunity to attack the Hebrew race to pass by, received a deserved rebuke the other evening. He was sitting in front of Sweet's Hotel and somebody turned the subject of conversation to Turkey. The man spoke up and said he sympathized in many ways with the people of that country, particularly with their dislike of asses and Jews, whom they are ready to kill on the slightest provocation.

"My dear fellow," said a Jewish salesman, who sat within hearing distance, "how fortunate for you and me that we do not live in Turkey."

ENGRAVING

It pays to illustrate your business. Portraits, Cuts of Business Blocks, Hotels, Factories, Machinery, etc., made to order from photographs.

THE TRADESMAN COMPANY,
Grand Rapids, Mich.

PEACHES!

This is the week for Cheap Peaches.

The very hot weather during the past week has ripened the crop of Chilli and Late Crawford's and heavy markets are expected daily. Prices are low and quality good.

Please bear in mind that it will not last long. Now is your chance. Get your orders in at once. Address

ALFRED J. BROWN, Grand Rapids, Mich.

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.

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.

HOTEL REGISTERS.

The Worst and the Best Signatures---
Abbreviations---False Names.

If the handwriting on hotel registers is any indication of the education of travelers, the schoolmaster is very far abroad, and the copy book of our fathers has parted with its wonted usefulness. The average of penmanship is positively bad. The hand of the traveler has been cramped by carrying a bag; or he is wet or cold, hungry or dry, or all of these and more. At all events, when the bell boy has taken his valise and umbrella, the wayfarer takes a pen and executes a scrawl that would befog a dozen experts. In many hotel offices a magnifying hand glass is kept to decipher blurred signatures. Sometimes it accomplishes its purpose by showing a stroke that was made when the pen was devoid of ink. In some houses on the European plan an illegible writer is asked to pay in advance; in others he is asked to spell his name, and the name is then written out plainly, in order that he may get his mail and telegrams.

Careless handwriting results in serious and ludicrous mistakes. A man named Temple was shadowed by a detective because his name looked like Wemple. Harris, Morris, and Norris are all one to the heedless penman; at least he makes them so. He does the same with Norton and Morton, and all names of which the foregoing are roots. Brown rarely troubles himself about the rest of his cognomen after he has written Br. The remainder of the name is a dash, a flourish or a scrawl. Meyer generally uses the German M, which he widens in the middle, making it look like Weyer. The Italian G is easily recognized by the long curve to the left, below the line.

Chicago sends the best signatures seen on hotel books. Boston is fairly good. New England is never at home, if the hotel register tells the truth. A peculiar thing about the handwriting of Southern people is that the men write a small, clear signature, while the writing of the women is larger and not so good. Albany sends very good handwriting; Troy is correspondingly bad. The writing of Washington people seems always to slant to the right. Many travelers grow weary after their names are finished. Then they begin to abbreviate. Buffalo gets down to Bfo. Cincinnati becomes Cinti. Wash. stands for Washington; Sp'g'd for Springfield. No one dares to abbreviate Chicago, but St. Louis often becomes St. Lou. Saint Joe is familiar to every hotel clerk. He knows just where it is. Sanfran stands for the leading city of California. Detroit becomes Det. and Grand Rapids is frequently abbreviated to G'd Rap. Many poor writers are aware of their defects in penmanship, and they carry a hand stamp which prints the name and address in full.

It is usually a mistake to write a false name on a hotel register. A country merchant was obliged to decline an invitation to a convention of business men in a city not far from Grand Rapids. While the convention was in session he was suddenly called to the city on pressing business. He arrived at a hotel, and seeing the register covered with the names of his friends at the convention, he signed a false name. The next day he went out to lunch with his lawyer, leaving his overcoat at the latter's office. In the middle of the afternoon he tele-

phoned to have his coat sent to the hotel. The coat was sent, but it took the owner two days to get it, because the lawyer had put the man's own name on the box containing the coat. There was no such name on the register, and the box was put aside to be called for. Meanwhile the falsifier missed a telegram from his wife, received cards from people he didn't know, and found himself an object of suspicion on the part of the hotel people.

Another on the Great American Traveler.

From the Chicago Tribune.

"Poor man," exclaimed the impulsive, warm-hearted lady, "you look as if you had known some great sorrow."
"You are right, mum," answered the battered tramp, gratefully accepting the doughnuts and a bowl of fresh milk. "I have."
"May I ask what it is?"
"Yes, mum," he said, with his mouth full. "I lost both my parents when I was nothin' but a small boy."
"Had you no friends?"
"Yes, mum. I had an uncle. I lived with him till I was a good sized chunk of a boy, and then he died."
"And you had no other friends?"
"Only an aunt, mum; I went to live with her next. I was very happy at my aunt's till--till--"
"Don't speak of it, my poor man, if it awakens painful memories."
"It breaks me all up, mum; but there's worse to come. My aunt--she--"
"Died?"
"No. She was a widow, my aunt was, you know, and she up and married again. Married a mean, stingy, ornery cuss of a man. He drove me out of the house before he had been there three weeks."
"And then?"
"And then, mum," said the dejected traveler, a frightful spasm of pain distorting his face at the recollection, "I had to go to work."

Paper Barrels.

English manufacturers of paper barrels have brought the industry to such a degree of perfection as to rival, in quality and economy of cost, the ordinary wooden article in a great variety of uses, the materials employed in making these barrels being for the most part, waste paper, cardboard, and for the better quality, old sacks. In the use of cardboard, the material is soaked or boiled for six hours, and, after careful sorting, is put into a rag engine or beater, where it is beaten and torn to pieces by a series of knives for about one and one-half hours, being afterward mixed with water until a pulp of uniform consistency is gained; this is rolled, joined, shaped and dried, and the barrel is finally covered with hoops.

Previous to the putting in of the tops and bottoms, the barrels are painted with a water-proof composition made of linseed oil and resin for ordinary purpose barrels, and with a special varnish for those in which food articles are to be placed. The standard size made is sixteen and one-half inches in diameter by twenty-eight inches long, and whereas a barrel made of wood is found to cost thirty-four cents, the paper barrel is produced for about six cents less. The process provides that all waste be beaten up into pulp again.

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.

Dry Goods Price Current.

UNBLEACHED COTTONS.			
Adriatic	7	" Arrow Brand	5 1/2
Argyle	6 1/2	" World Wide	7
Atlanta A.A.	6 1/2	" LL	5
Atlantic A.	7	Full Yard Wide	6 1/2
" H.	6 1/2	Georgia A.	6 1/2
" P.	6	Honest Width	6 1/2
" D.	6 1/2	Hartford A.	5
" LL	5 1/2	Indian Head	7 1/2
Amory	7	King A.	6 1/2
Archery Bunting	4 1/2	King E.C.	5 1/2
Beaver Dam A.A.	5 1/2	Lawrence L.L.	5 1/2
Blackstone O. 32.	5	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	Nolbe R.	5 1/2
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
		Top of the Heap	7 1/2
BLEACHED COTTONS.			
A B C	8 1/2	Geo. Washington	8 1/2
Amazon	8	Glen Mills	7
Amberg	7	Gold Medal	7 1/2
Art Cambric	10	Green Ticket	8 1/2
Blackstone A.A.	8 1/2	Great Falls	6 1/2
Bests All	4 1/2	Hope	7 1/2
Boston	12	Just Out	4 1/2 @ 5
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 1/2	Middlesex	@ 5
Dwight Anchor	8 1/2	No Name	7 1/2
" shorts	8 1/2	Oak View	6
Edwards	6 1/2	Our Own	5 1/2
Empire	6 1/2	Pride of the West	12
Farwell	7 1/2	Rosaland	7 1/2
Fruit of the Loom	8	Sunlight	4 1/2
Fitchville	7 1/2	Utica Mills	8 1/2
First Prize	6 1/2	" Nonpareil	11
Fruit of the Loom %	6 1/2	Vinyard	8 1/2
Fairmount	4 1/2	White Horse	6
Full Value	6 1/2	" Rock	8 1/2
HALF BLEACHED COTTONS.			
Cabot	7 1/2	Dwight Anchor	9
Farwell	8 1/2		
UNBLEACHED CANTON FLANNEL.			
Tremont N.	5 1/2	Middlesex No. 1	10
Hamilton N.	6 1/2	" 2	11
" L	7	" 3	12
Middlesex AT	8	" 4	13
" X	9	" 5	14
" No. 25	9	" 6	15
BLEACHED CANTON FLANNEL.			
Hamilton N.	7 1/2	Middlesex A.A.	11
Middlesex P.T.	8 1/2	" 2	12
" A.T.	9	" A.O.	13 1/2
" X.A.	9	" 4	17 1/2
" X.F.	10 1/2	" 5	16 1/2
CARPET WARP.			
Peerless, white	18	Integrity, colored	21
" colored	20 1/2	White Star	18 1/2
Integrity	18 1/2	" colored	21
DRESS GOODS.			
Hamilton	8	Nameless	20
" "	9	" "	25
" "	10 1/2	" "	27 1/2
G G Cashmere	21	" "	30
Nameless	16	" "	32 1/2
" "	18	" "	35
CORSETS.			
Coralline	\$9.50	Wonderful	\$4.50
Shilling's	9.00	Brighton	4.75
Davis Waists	9.00	Bortree's	5.00
Grand Rapids	4.50	Abdominal	15.00
CORSET JEANS.			
Army	6	Naumkeag satteen	7
Androsoggin	7 1/2	Rockport	6 1/2
Biddeford	6	Conestoga	5 1/2
Brunswick	6 1/2	Walworth	6 1/2
PRINTS.			
Allen turkey reds	5 1/2	Berwick fancies	3 1/2
" robes	5 1/2	Clyde Robes	5 1/2
" pink & purple	6 1/2	Charter Oak fancies	4 1/2
" buffs	6 1/2	DelMarine cashm's	6 1/2
" pink checks	5 1/2	" mourn'g	6 1/2
" staples	5 1/2	Eddystone fancy	6 1/2
" shirtings	5 1/2	" chocolat	6 1/2
American fancy	5 1/2	" robot	6 1/2
American indigo	5 1/2	" satcens	6 1/2
American shirtings	4	Hamilton fancy	6 1/2
Argentine Grays	6	" staple	5 1/2
Anchor Shirtings	4 1/2	Manchester fancy	6 1/2
Arnold	6 1/2	" new era	6 1/2
Arnold Merino	6 1/2	Merrimack D. fancy	6 1/2
" long cloth B.	10 1/2	Merrim'ck shirtings	4 1/2
" C.	8 1/2	Repp furn	8 1/2
" century cloth	10 1/2	Pacific fancy	6 1/2
" gold seal	10 1/2	" robes	6 1/2
" green seal TR	10 1/2	Portsmouth robes	6 1/2
" yellow seal	10 1/2	Simpson mourning	6 1/2
" serge	11 1/2	" greys	6 1/2
" Turkey red	10 1/2	" solid black	6 1/2
Ballou solid black	5	Washington indigo	6 1/2
" colors	5 1/2	" Turkey robes	7 1/2
Bengal blue, green,	5 1/2	" India robes	7 1/2
red and orange	5 1/2	" plain T'ky X	8 1/2
Berlin solids	5 1/2	" X.10	
" blue	6 1/2	" Ottoman Tur	6 1/2
" green	6 1/2	key red	6 1/2
" Foulards	5 1/2	Martha Washington	7 1/2
" red %	7	Turkey red %	7 1/2
" 4.4	10	Martha Washington	9 1/2
" 3.4XXXX	12	Turkey red	9 1/2
Cocheco fancy	6 1/2	Riverpoint robes	5 1/2
" madders	6 1/2	Windsor fancy	6 1/2
" XX twills	6 1/2	" gold ticket	6 1/2
" solids	5 1/2	indigo blue	10 1/2
TICKINGS.			
Amoskeag A.C.A.	12 1/2	A.C.A.	12 1/2
Hamilton N.	7 1/2	Pemberton AAA	16
" D.	8 1/2	" Y	10 1/2
" Awning	11 1/2	Swift River	7 1/2
Farmer	8 1/2	Pearl River	12 1/2
First Prize	11 1/2	Warren	14 1/2
Lenox Mills	18		
COTTON DRILL.			
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
SATINES.			
Simpson	20	Imperial	10 1/2
" "	18	Black	@ 9 1/2
" "	16	" CB	10 1/2
Coecheo	10 1/2		

DEMONS.							
Amoskeag	9 oz	12%	Columbian brown	12			
	"	13%	Everett, blue	12			
	"	13%	" brown	12			
Andover		11%	Haymaker blue	7 1/2			
Beaver Creek A.A.	10		" brown	7 1/2			
"	BB	9	Jaffrey	11 1/2			
"	CC		Lancaster	12 1/2			
Boston Mfg Co. br.	7		Lawrence, 9 oz	13 1/2			
"	d & twist	10	"	No. 220	13		
Columbian XXX	br.10		"	No. 250	11 1/2		
"	XXX bl.19		"	No. 280	10 1/2		
GINGHAMS.							
Amoskeag		7 1/2	Lancaster, staple	6 1/2			
"	Persian dress	8 1/2	"	fancies	7		
"	Canton	12	"	Normandie	8		
"	AFC	8 1/2	Lancashire	6 1/2			
"	Teazle	10 1/2	Manchester	5 1/2			
"	Angola	10 1/2	Monogram	6 1/2			
"	Persian	8 1/2	Normandie	7 1/2			
Arlington staple		6 1/2	Persian	8 1/2			
Arasapha fancy		4 1/2	Renfrew Dress	7 1/2			
Bates Warwick dres		8 1/2	Rosemont	6 1/2			
"	staples	6 1/2	Slaterville	6			
Centennial		10 1/2	Somerset	7			
Criterion		10 1/2	Tacoma	7 1/2			
Cumberland staple		5 1/2	Toil du Nord	10 1/2			
Cumberland		5	Wabash	7 1/2			
Essex		4 1/2	"	seersucker	7 1/2		
Elfin		7 1/2	Warwick	8 1/2			
Everett classics		8 1/2	Whitenden	6 1/2			
Exposition		7 1/2	"	heather dr.	8		
Glenarie		6 1/2	"	indigo blue	9		
Glenwood		6 1/2	Wamsutta staples	6 1/2			
Glenwood		7 1/2	Westbrook	8			
Hampton		6 1/2	"		10		
Johnson chalon cl		9	Windermeer	5			
"	indigo blue	9	York	6 1/2			
"	zephyrs	16					
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.							
No. 6	33	35	No. 14	37	42		
"	8	34	"	16	38	43	
"	10	35	"	18	39	44	
"	12	36	"	20	40	45	
CAMBRICS.							
Slater		3 1/2	Washington	3 1/2			
White Star		3 1/2	Red Cross	3 1/2			
Kid Glove		3 1/2	Lockwood	3 1/2			
Newmarket		3 1/2	Wood's	3 1/2			
Edwards		3 1/2	Brunswick	3 1/2			
RED FLANNEL.							
Fireman		32 1/2	T.W.	22 1/2			
Credmore		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.		22 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	Manitoba	23 1/2			
DOMEST FLANNEL.							
Nameless		8 @ 9 1/2	"	9 @ 10 1/2			
"		8 1/2 @ 10	"	9 @ 12 1/2			
CANVASS AND PADDING.							
Slater	Brown	Black	Slater	Brown	Black		
9 1/2	9 1/2	9 1/2	13	13	13		
10 1/2	10 1/2	10 1/2	15	15	15		
11 1/2	11 1/2	11 1/2	17	17	17		
12 1/2	12 1/2	12 1/2	20	20	20		
DUCKS.							
Severin, 8 oz.		9 1/2	West Point, 8 oz	10 1/2			
Mayland, 8 oz.		10 1/2	"	10 oz	12 1/2		
Greenwood, 7 1/2 oz.		9 1/2	Raven, 10oz	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	10 1/2	Dundie	9			
"	Best	12 1/2	Bedford	10 1/2			
"	Best AA	14	Valley City	10 1/2			
L		7 1/2	KK	10 1/2			
G		8 1/2					
SEWING SILK.							
Corticeil, doz		75	Corticeil knitting,				
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' & White		10	No 4 B'l' & White	15			
"	2	12	"	8	20		
"	3	12	"	10	25		
PINS.							
No 2-20, M.C.		50	No 4-15 F	3 1/2	40		
"	3-18, S.C.	45					
COTTON TAPE.							
No 2 White & B'l' 12			No 8 White & B'l' 20				
"	4	15	"	10	23		
"	6	18	"	12	26		
SAFETY PINS.							
No 2		28	No 3		36		
NEEDLES--PER M.							
A. James		1.50	Steamboat		40		
Crowley's		1.35	Gold Eyed		1.50		
Marshall's		1.00					
TABLE OIL CLOTH.							
5-4	2.25	6-4	3.25	5-4	1.95	6-4	2.95
"	2.10	"	3.10	"		"	
COTTON TWINES.							
Cotton Sall Twine		28	Nashua		18		
Crown		12	Rising Star 4 ply		17		
Domestic		18 1/2	"	3 ply	17		
Anchor		16	North Star		20		
Bristol		13	Wool Standard 4 ply		17 1/2		
Cherry Valley		15	Powhattan		18		
I X L		13					
PLAID OSNABURGS.							
Alabama		6 1/2	Mount Pleasant		6 1/2		
Alamance		6 1/2	Onelda		5		
Augusta		7 1/2	Pymont		6 1/2		
Arasapha		6 1/2	Randelman		6 1/2		
Georgia		6 1/2	Riverside		5 1/2		
Granite		5 1/2	Sibley A.		6 1/2		
Haw River		5	Toledo		6 1/2		
Haw J.		5					

FOSTER STEVENS & CO.

TUCKER, COADE & CO.,
56 and 58 South Ionia St., **GRAND RAPIDS, MICH.**

What Our Customers Say.

R. H. SHOTWELL,

DEALER IN PURE

Drugs & Medicines.

CHEMICALS, TOILET ARTICLES, FANCY GOODS, ETC.

Leslie, Mich., Aug 21 1891

Hazeltine & Perkins
Drug Co.

Having dealt with
Hazeltine and Perkins Drug
Co, for over eight years
I can testify that their
promptness in shipping
goods and also the
quality cannot be excelled
by any competing firm in
Michigan. I for one
shall be their customer as
long as I deal in that
line. Yours Truly

R. H. Shotwell
Leslie
Mich

C. E. BLAKELY,

DEALER IN

Drugs, Medicines, Paints, Oils.

Books Stationery Wall Paper Etc

Mancelona, Mich., Aug 1st 1891

H + P. Drug Co.
Mancelona Mich
Aug 1st 1891

I have been dealing
with the Hazeltine & Perkins Drug
Co, since they started in business
I have found them fair dealers
and prompt shippers
I am still buying goods
from them
C. E. Blakely

Comment is Unnecessary.

OFFICE OF

A. DE KRUIF,
DRUGGIST.

Zeeland, Mich., Aug 25 1891

Hazeltine Perkins Drug Co
Grand Rapids
Mich.

Enclosed find
order, please send the same by
Express at your earliest con-
venience.

Please accept my thanks
for your promptness in filling
my order & I am pleased
to say I find the quality of
your drugs equal to any in
the market

Yours Resp.
A. De Kruij

B. W. LONG & CO.,
DRUGGISTS,
105 WASHINGTON AVENUE.

LANSING, MICH. Aug 26", 1891.

Hazeltine and Perkins,
Grand Rapids,
Michigan.

Gentlemen:

It gives me pleasure
to say, I have at all times
found your house to be
prompt in filling orders
and goods fully up to the
standard. Prices as low

as any reliable Drug House
My past experience with
you has always been very
satisfactory to me.

Respectfully,
B. W. Long

Advanced—Roman chamomile, gum ammoniac, gum shellac, oil sassafras, orris root.
Declined—Oil anise, cinchonidia, linseed oil.

[illegible]

Morphia, S. P. & W.	1	95¢	20	Selditz Mixture	...	...	25	Linseed, boiled	...	41	44
S. N. Y. Q. &				Sinaps	...	...	18	Neat's Foot, winter	...		
C. Co	1	85¢	20	opt.	...	...	30	strained	...	50	60
Moschus Canton	...	...	...	Suif, Macaboy, De	...	...		Spirits Turpentine	...	42	46
Myristina, No. 1	...	70¢	75	V.	...	...	35				
Nux Vomica, (po 20)	...	25¢	28	Snuff Scotch, De. Voes	...	...	12	PAINTS.	bbl.	10	
O. Sepia	...	25¢	28	Soda Boras, (po 12)	...	11¢	12	Red Venetian	...	1½	263
Pepsin Sacc. H. & P. D.	...			Soda et Potass Tart.	...	30¢	33	Ochre, yellow Mars	...	1½	264
Co	...	22	00	Soda Carb.	...	1½¢	2	" Ber.	...	1½	263
Picls Liq. N. C. ½ gal	...	22	00	Soda, Bi-Carb.	...	...	5	Putty, commercial	...	2½	245
doz	...	22	00	Soda, Ash	...	3½¢	4	" strictly pure	...	2½	243
Picls Liq., quarts	...	21	00	Soda, Sulphas	...	...	2	Vermillon Prime Amer-	...		
" plnts	...	85		Spts. Ether Co	...	50¢	55	Ican	...	13¢	16
Pil Hydrarg., (po 80)	...	50		" Myrcia Dom.	...	22	25	Vermillon, English	...	70¢	75
Piper Nigra, (po 22)	...	1		" Myrcia Imp.	...	23	00	Green, Peninsular	...	70¢	75
Piper Alaba, (po 55)	...	2		" Vinl Rect. bbl.	...			Lead, red	...	7	67½
Pix Burgun	...	7		2 27½	...	2 31¢	21	" 67½	...	7	67½
Plumbi Acet	...	14¢	15	Less 5c gal, cash ten days	...	21	30	Whiting, white	...	7	67½
Purvis Ipecac opif. 1	10¢	20	10	Starchina Crystal	...	...		Whiting, Gliders	...	...	...
Pyrethrum boxes H	...			Sulphur, Subl.	...	3	4	White, Paris American	...	1	0
& P. D. Co, doz	...	21	25	" Roll	...	2½¢	3½	Whiting, Paris Eng.	...		
Pyrethrum, pv	...	30¢	35	Tamarinds	...	8¢	10	cliff	...		1 40
Quassia	...	80¢	10	Terebenth Venice	...	28¢	30	Pioneer Prepared Paint	...	20	21
Quinia, S. P. & W.	...	31¢	36	Theobromae	...	45¢	56	Swiss Villa Prepared	...		
" S. German	...	20	30	Vanilla	...	9	00	Paints	...	1 00¢	1 20
Rubia Tinctorum	...	12¢	14	Zinci Sulph.	...	7¢	8				
Saccharum Lactis pv.	...	40	35					VARNISHES.			
Salacin	...	1 80¢	1 35					No. 1 Turp Coach	...	1 10¢	1 20
Sanguis Draconis	...	40	50	oils.				Extra Turp	...	1 60¢	1 70
Santonine	...	4	50	Whale, winter	...	70	70	Coach Body	...	2 75¢	3 00
Sapo, W	...	12¢	14	Lard, extra	...	55	60	No. 1 Turp Furn.	...	1 00¢	1 10
" M	...	10¢	12	Lard, No. 1	...	45	50	Extra Turp Damar	...	1 55¢	1 60
" G	...	15		Linseed, pure raw	...	38	41	Japan Dryer, No. 1	...	70¢	75
								Turp.	...		

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.

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

Michigan State Pharmaceutical Ass'n.
President—D. E. Prall, Saginaw.
First Vice-President—H. G. Coleman, Kalamazoo.
Second Vice-President—Prof. A. B. Prescott, Ann Arbor.
Third Vice-President—Jas. Vernor, Detroit.
Secretary—C. A. Bugbee, Cheboygan.
Treasurer—Wm Dupont, Detroit.
Next Meeting—At Ann Arbor, 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.
resident, E. D. Kinn; Secretary, W. C. Smith.

Detroit Pharmaceutical Society.
President, F. Rohnert; Secretary, J. P. Rheinfank.

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

How He Managed.

A well-known business man walked into a cigar store the other morning and

took out two coins. One was a dollar and the other a half dollar. He laid them both down on the case and pointed to a box of imported cigars, saying: "Give me a dollar's worth of those." The clerk handed them out and the buyer laid the six that he wanted in a row along the case. Then he said to the clerk: "Give me half a dollar's worth of any good five cent cigar." The clerk did as he was bid and the five-centers were laid along in a row also. The gentleman then took the row of imported cigars and cut the ends off of them all. Then he mixed the five-centers and the twenty-centers up together and put them all into his capacious vest pockets. A friend who was standing near, and who had watched the operation with a good deal of curiosity, said: "Wherefore?" "Simply this, my boy," replied the man addressed. "I am in a business where I have to give away a good many cigars. I am a man who likes a good cigar. I cannot afford to give away the kind of cigars that I smoke myself, so I buy a day's supply and cut the ends off. Then I buy some cheap ones. When it is necessary for me to give away a cigar I pull out a handful and offer one to the person, whoever he may be. He thinks that the ones with the ends cut off I have had in my mouth, and takes one of the cheap ones, whereby I save a good many dollars in the course of a year and also keep myself on good terms with the people to whom it is necessary to give cigars."

If you are disposed to find faults in your wife, you will find her largest one to be her choice of a husband.

The fire which destroyed the large storehouse of R. C. Layton, Jr., 63 and 64 South street, New York, September 8, will doubtless produce serious effects in the shellac market in this country and even in the markets of the world. Importers estimate that nearly one-half of the entire supply of shellac in America was destroyed. This occurs at a particularly inopportune time. During the last year numerous droughts have so injured the rosin trees, that there is now only about one third as much shellac in the market as three years ago. There are only 34,000 cases in London warehouses now as compared with 89,000 three years ago. Consequently the price of this commodity has been very high for a year. Further, while the available supplies have been diminishing, the demand has been increasing. Cables from Calcutta say the market is bare there; the London merchants telegraph that no stocks there are available for America. The outlook therefore is that shellac will be high for a few months at least.

It has been decided to dispense with the usual exhibit of pharmaceutical goods from the various manufacturing houses at the Ann Arbor convention of the Michigan State Pharmaceutical Association, and to confine efforts in this line to the display only of such as are made by the retail pharmacists themselves. Druggists of the State are cordially invited to make such exhibits of their manipulative and professional skill.

Gum opium and morphia are steady. Quinine is unchanged. Tonka beans are tending higher. Cinchonidia in large cans is lower. Gum ammoniac has advanced. Gum shellac is higher. Oil anise is lower. Oil sassafras has advanced. Castor oil is tending upward. Orris root has advanced. Borax is advancing. Roman chamomile flowers are higher. Brimstone and sulphur are higher and tending upward. Linseed oil has declined.

"I saw Dibble the other evening, and he's looking first-rate."
 "Still hugging the same delusion?"
 "He was hugging a two hundred pound sweetheart, but she didn't look much like a delusion."

Use Tradesman or Superior Coupons

GROCERIES.

A Uniform Sugar Barrel.

From the Merchants' Review.

Besides the objections to the present system of packing refined sugar in different sized barrels that we have already enumerated, such as the inconvenience of checking off the marked weights on the barrels and adding up the totals, and the impossibility of the retailer forming an accurate idea of how much sugar he will be able to get out of the barrel—because when each barrel varies in size no check can be kept on the clerks in weighing it out—besides these objections and others, there is a very material one from the retailer's standpoint, namely, the possibility of his being shipped some extra large barrels on a declining market and very small barrels at a time when prices are advancing. We have known of such cases happening to retailers. When sugar is ordered in ten barrel lots, and barrels vary as much as 100 pounds in capacity, as they often do vary, there may be a difference of 1,000 pounds between the quantity the person ordering expects to receive. Now, an excess of a thousand pounds on a declining market, when perfectly unexpected by the retailer, is no joke, especially as the staple is generally retailed at an inadequate profit, and the case is no whit better when there is a deficiency of a thousand pounds and the market takes an upward movement by the time the sugar is delivered. The variation in the capacity of sugar barrels is a relic of antiquity that ought to be immediately done away with if there is a spark of enterprise in the sugar refining industry. Flour is sold without tare, why not sugar? Retailers are not bothered by tares on pork, then why should a different method of packing and billing be applied to sugar, which is the chief staple of the grocery trade? Consider the loss of time in the very necessary work of examining the weight marks on sugar barrels, the turning of the barrels on end in order that the figures may be read, and the time spent in comparing the results with the figures on the invoice, all of which could be saved if the refiners would adopt a more modern and businesslike system. The American Sugar Refineries Company has earned the gratitude of the jobbers of this vicinity by allowing them to get a chance to get a profit on the company's product, and we suggest that it go out of its way a trifle to accommodate the retailers by giving them a standard uniform barrel.

Status of the Peddling Law.

CARSON CITY, Sept. 18.—In the last issue of THE MICHIGAN TRADESMAN, I noticed a short sketch on the peddler and huckster nuisance. Please publish in the next issue a full outline on the matter, so that all may understand it, such as the amount of license fee for each peddler—one horse and two horses—whether license shall be conspicuously displayed or carried in the pocket, and what course we can take to suppress this growing evil, for it is nothing else. The peddlers are using up all the small towns in the country, for the farmers will buy of them, even if the cost of their goods averages 25 per cent. more than with the home dealers. Please give us a full history of the matter as soon as possible and you will confer a great favor on your patrons and friends, for there are a good many merchants, like myself, who have been harassed badly by the nuisance for some time, and we all know that if there is any one who can do the subject justice—as he did to the P. of I.—it is the editor of THE MICHIGAN TRADESMAN.

A. CONKLIN.

Earnestness in Business.

Business at the present day is conducted upon sharp competitive requirements. Its margins are narrow; therefore its returns must be made quickly and often. To succeed in trade, not only must those who would strive for her favors have the usual facilities, such as capital, location, knowledge of the markets and wants of customers, but should also be well endowed with a lively diligence and an almost vehement earnestness. These

three must abide, but the greatest of these is earnestness. The will has been highly valued by many in placing an estimate upon business character. It is very good, and so are a number of other qualities that might be mentioned.

But the grand secret of all worldly success lies in earnestness. Where this is wanting nothing else will avail. When present, it is the mainspring coiled within every other qualification and giving them direction and potency. It is a cardinal principle by which all others are more or less effected.

The Grocery Market.

Sugar is a trifle firmer, the price having advanced a fraction. Coffee is weaker and lower, the package manufacturers having declined their quotations ½ cent. The indications are that the market will continue to decline every week for the next three or four months, as the crop of Rio coffee is reported to be the largest ever known.

New figs will be in market in about a week. The crop promises to be of good quality and in ample supply, against a light crop last year. New Brazil nuts are now in and new California walnuts will arrive in a short time.

The Fruit Jar Market.

Prices on fruit jars have been very firm to the trade this week at \$13, \$14 and \$17 per gross for pints, quarts and half-gallons. The demand is greater than at any time during the season and the Late Crawford and Chilis varieties of peaches are still in market.

The retail prices in the city are \$1.25 per dozen for pints, \$1.50 per dozen for quarts and \$1.75 per dozen for half-gallons.

To Grocers.

Orders for pickles booked before Oct. 10 will be received on a basis of \$4.50 for 1,200 mediums. Price guaranteed until Nov. 1. Count and quality guaranteed absolutely.

WALKER & SON,
Box 456, Grand Rapids.

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.

Crockery & Glassware

LAMP BURNERS.

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

LAMP CHIMNEYS.—Per box.

No. 0 Sun	1 75
No. 1 " "	1 88
No. 2 " "	2 70

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

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

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

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

FRUIT JARS.

Mason's or Lightning.

Pints	13 00
Quarts	14 00
Half gallons	17 00
Rubbers	55
Caps only	4 50

STONEWARE.—AKRON.

Butter Crocks, 1 and 2 gal.	06
" " 3 to 6 gal.	06 ½
Jugs, ¼ gal., per doz.	75
" " 1 " "	90
" " 2 " "	1 80

Milk Pans, ¼ gal., per doz. (glazed 75c)	60
" " 1 " " (" 90c)	72

PRODUCE MARKET.

Apples—Fancy eating command \$1.50 per bbl. Cooking are held at \$1 per bbl.
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 24¢.
Celery—20¢ per doz. bunches.
Cabbages—35¢@40¢ per doz.
Cucumbers—Pickling, 15¢@20¢ per 100.
Eggs—Dealers pay 15¢ and freight, holding at 17¢.
Grapes—Warden's command 3¢; Niagaras Delaware and Catawbas, 4¢, per lb.
Honey—Dull at 16¢@18 for clean comb.
Onions—65¢ per bu. for good stock.
Muskmelons—40¢ for common; 65¢ for Osage.
Peaches—The hot weather of the past week has brought in the crop like a flood. Late Crawford command \$1.25, Old Mixon's \$1 and Chillis 75¢.
Pears—Bartlett and Flemish Beauties are in good demand at \$1.50 \$1.75 per bu.; common grades are about out of market.
Peppers—Green \$1 per bushel.
Potatoes—Little doing at about 35¢@40¢ per bu.
Quinces—\$2.25 per bushel.
Tomatoes—The supply is almost unprecedented, dealers pay 20¢ and sell at 25¢.

POULTRY.

Local dealers pay as follows for dressed fowls:

Spring chickens	12 @13
Fall chickens	13 @14
Turkeys	10 @11
Spring ducks	11 @12
Fall ducks	10 @11
Geese	10 @11

PROVISIONS.

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

PORK IN BARRELS.

Mess, new	11 75
Short cut	13 01
Extra clear pig, short cut	15 00
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 ½
Tubs	8 ½
50 lb. Tins	8 ½

LARD.

	Family.	Com.
	per pound.	per pound.
Tierces	6 ¼	6 ¼
0 and 50 lb. Tubs	6 ¼	6 ¼
31 lb. Pails, 20 in a case	7 ¼	7 ¼
5 lb. Pails, 12 in a case	7 ¼	7 ¼
10 lb. Pails, 6 in a case	7 ¼	6 ¼
30 lb. Pails, 4 in a case	6 ¼	6 ¼
50 lb. Cans	6 ¼	6 ¼

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.	9 ¾
" " 12 to 14 lbs.	10 ¼
" picnic	10 ¼
" best boneless	9 ¾
Shoulders	7 ¾
Breakfast Bacon, boneless	10 ½
Dried beef, ham prices	10
Long Cleats, heavy	8
Briskets, medium	8 ¼
" light	8 ¼

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass	4 @ 6
" hind quarters	5 ¼ @ 6 ¼
" fore	3 @ 3 ¼
" loins, No. 3	8 ¼ @ 9
" ribs	7 ¼ @ 8
" tongues	5 ¼ @ 6
Bologna	2 5
Pork loins	2 10
" shoulders	2 7 ½
Sausage, blood or head	2 5
" liver	2 5
" Frankfort	2 7 ½
Mutton	6 @ 7
Veal	6 ¼ @ 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	@ 20
OYSTERS—CANS.	
Fairhaven Counts	@ 40
F. J. D. Selects	@ 28
Selects	@ 30
F. J. D. Anchor	@ 30
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 ½	7 ½
" " H. H.	6 ½	7 ½
" Twist	6 ½	7 ½
Boston Cream	7 ½	8 ½
Cut Loaf	7 ½	8 ½
Extra H. H.	7 ½	8 ½

MIXED CANDY.

Full Weight.	Bbls.	Pails.
Standard	6 ½	7 ½
Leader	6 ½	7 ½
Special	7	8
Royal	7 ½	8 ½
Nobby	7 ½	8 ½
Broken	7 ½	8 ½
English Rock	7 ½	8 ½
Conserves	7	8
Broken Taffy	7 ½	8 ½
Peanut Squares	9	10
Extra	10	10 ½
French Creams	10 ½	11 ½
Valley Creams	13 ½	

FANCY—In bulk.

Full Weight.	Bbls.	Pails.
Lozenges, plain	10 ½	11 ½
" printed	11	12 ½
Chocolate Drops	11	12 ½
Chocolate Monumentals	5	6 ½
Gum Drops	8 ½	9 ½
Moss Drops	10 ½	11 ½
Sour Drops	10 ½	11 ½
Imperial	10 ½	11 ½

FANCY—In 5 lb. boxes.

Lemon Drops	55
Sour Drops	55
Peppermint Drops	65
Chocolate Drops	70
H. M. Chocolate Drops	90
Gum Drops	40¢/50
Licorice Drops	1 00
A. B. Licorice Drops	80
Lozenges, plain	65
" printed	70
Imperials	65
Mottos	75
Cream Bar	60
Molasses Bar	55
Hand Made Creams	85¢/90
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	51
No. 1, " 3 " "	28
No. 2, " 3 " "	28
No. 3, " 3 " "	28
Stand up, 5 lb. boxes	1 10

ORANGES.

Sorrentos, 200	4 50
Imperial, 160	4 50

LEMONS.

Messina, choice, 360	@ 5 00
" fancy, 360	@ 5 00
" choice 300	@ 5 00
" fancy 300	@ 5 50

OTHER FOREIGN FRUITS.

Figs, Smyrna, new, fancy layers	@ 18
" " choice	@ 16
" " " "	@ 12 ½
" " " "	@ 10
" " " "	@ 8
" Persian, 50-lb. box	@

NUTS.

Almonds, Tarragona	@ 17
" Ivaca	@ 16 ½
" California	@ 17
Brazils, new	@ 8
Filberts	@ 11 ½
Walnuts, Grenoble	@ 14 ½
" Marbot	@ 12
" Chili	@ 12
Table Nuts, No. 1	@ 14
" No. 2	@ 10 ½
Pecans, Texas, H. P.	@ 17 ½
Cocoanuts, full sacks	@ 25

PEANUTS.

Fancy, H. P., Suns	@ 5 ½
" " Roasted	@ 7 ½
Fancy, H. P., Flags	@ 5 ½
" " Roasted	@ 7 ½
Choice, H. P., Extras	@ 4 ½
" " Roasted	@ 6 ½

HIDES, PELTS and FURS.

Perkins & Hess pay as follows:

HIDES.	
Green	4 @ 5
Part Cured	@ 5
Full	@ 5 ½
Dry	6 @ 7
Kips, green	4 @ 5
" cured	5 @ 5 ½
Calfskins, green	4 @ 5
" cured	5 @ 6
Deacon skins	10 @ 20
No. 2 hides ½ off.	
PELTS.	
Shearlings	10 @ 25
Lambs	20 @ 30
WOOL.	
Washed	30 @ 30
Unwashed	10 @ 20

MISCELLANEOUS.

Tallow	3 ½ @ 4 ½
Grease butter	1 @ 2
Switches	1 ¼ @ 2
Ginseng	2 5 @ 3 25

OILS.

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

Water White	@ 8 ¼
Special White	@ 8 ½
Michigan Test	@ 7 ¾
Naphtha	@ 7 ¾
Gasoline	@ 8 ¼
Cylinder	@ 27
Engine	@ 31
Black, Summer	@ 8

APPLE BUTTER.	
Chicago goods, 7 1/2 @ 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
Peerless.	
25 lb. pails.	90
BAKING POWDER.	
Acme, 1 lb. cans, 3 doz.	45
" 1 lb. " 2 " 100	
" bulk.	10
Telfer's, 1 lb. cans, doz.	45
" 1 lb. " 100	
" 1 lb. " 1 50	
Arctic, 1 lb. cans.	60
" 1 lb. " 1 20	
" 1 lb. " 2 00	
Red Star, 1 lb. cans.	90
" 1 lb. " 80	
" 1 lb. " 1 50	
BATH BRICK.	
2 dozen in case.	90
English.	70
Bristol.	60
Domestic.	60
BLUING.	
Gross.	4 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 Whisk.	90
Fancy " "	1 20
Mill.	3 25
Warehouse.	2 75
BUCKWHEAT FLOUR.	
Rising Sun.	5 00
York State.	5 00
Self Rising.	4 50
CANDLES.	
Hotel, 40 lb. boxes.	10 1/2
Star, 40 lb.	10 1/2
Paraffin.	12
Wickling.	25
CANNED GOODS.	
FISH.	
Little Neck, 1 lb.	1 10
" 2 lb.	1 90
Clam Chowder.	2 30
Standard, 3 lb.	2 30
Cove Oysters.	2 30
Standard, 1 lb.	1 10
" 2 lb.	2 10
Lobsters.	2 45
Star, 1 lb.	2 45
" 2 lb.	3 45
Picnic, 1 lb.	2 00
" 2 lb.	3 00
Mackerel.	1 20
Standard, 1 lb.	2 00
" 2 lb.	3 00
Mustard, 3 lb.	3 00
Tomato Sauce, 3 lb.	3 00
Soused, 3 lb.	3 00
Salmon.	1 95
Columbia River.	1 75
Alaska, 1 lb.	1 25
" 2 lb.	1 95
Sardines.	5 @ 6
American 1/4s.	7 @ 8
Imported 1/4s.	11 @ 12
Mustard 1/4s.	13 @ 14
Brook, 3 lb.	2 50
FRUITS.	
Apples.	3 25
Hamburg.	3 25
Apricots.	2 25
Santa Cruz.	2 50
Lusk's.	2 50
Overland.	2 35
Blackberries.	90
F. & W.	90
Cherries.	1 20
Pitted Hamburg.	1 75
White.	1 60
Damson.	1 30
Damsons, Egg Plums and Green.	1 30
Gages.	1 60
Gooseberries.	1 10
Common.	1 10
Peaches.	1 60 @ 1 75
Maxwell.	2 25
Shepard's.	2 25
California.	2 60 @ 2 75
Pears.	1 25
Domestic.	2 25
Riverside.	2 25
Pineapples.	1 30
Common.	2 60
Johnson's sliced.	2 85
Quinces.	1 10
Raspberries.	1 30
Black Hamburg.	1 50
Erle, black.	1 40

Strawberries.	1
Lawrence.	2 25
Hamburg.	1 65
Erle.	1 65
Whortleberries.	1 30
Common.	1 30
F. & W.	1 25
Blueberries.	1 30
MEATS.	
Corned beef, Libby's.	2 10
Roast beef, Armour's.	1 75
Potted ham, 1/2 lb.	1 50
" 1/4 lb.	1 00
" tongue, 1/2 lb.	1 10
" 1/4 lb.	95
" chicken, 1/2 lb.	95
" 1/4 lb.	95
VEGETABLES.	
Beans.	1 25
Hamburg stringless.	2 25
" French style.	2 25
" Lima, green.	1 30
" soaked.	90
Lewis Boston Baked.	1 35
Bay State Baked.	1 35
World's Fair.	1 35
Corn.	1 25
Hamburg.	1 25
Tiger.	1 10
Purity.	1 10
Erle.	1 15
Peas.	1 35
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
Erle.	90
Squash.	1 30
Hubbard.	1 30
Succotash.	1 40
Hamburg.	1 40
Soaked.	85
Honey Dew.	1 00
Tomatoes.	1 10
Van Camp's.	1 10
No. Collins.	1 10
Hamburg.	1 10
Hancock.	1 05
Gallon.	2 75
CHOCOLATE-BAKER'S.	
German Sweet.	32
Premium.	34
Pure.	38
Breakfast Cocoa.	40
CHEESE.	
Norway.	@ 10 1/2
N. Y. or Lenawee.	@ 11
Allegan.	@ 10 1/2
Skim.	@ 9
Sap Sago.	@ 22
Edam.	@ 21
Swiss, imported.	@ 25
" domestic.	@ 13 1/2
Limburger.	12 1/2
Brick.	12 1/2
CHEWING GUM.	
Rubber, 100 lumps.	35
" 200 "	40
Spruce, 200 pieces.	40
CATSUP.	
Snider's, 1/2 pint.	1 35
" pint.	2 30
" quart.	3 50
5 gross boxes.	40
COCOA SHEETS.	
Bulk.	@ 4
Pound packages.	@ 7
COFFEE.	
GREEN.	
Rio.	20 1/2
Fair.	21
Good.	21 1/2
Prime.	21 1/2
Golden.	22 1/2
Peaberry.	22 1/2
Santos.	20 1/2
Good.	21
Prime.	21 1/2
Peaberry.	22 1/2
Mexican and Guatemala.	22 1/2
Fair.	22
Good.	23
Fancy.	25
Maracaibo.	22 1/2
Milled.	23 1/2
Java.	26
Interior.	26
Private Growth.	28
Mandehling.	29
Mocha.	25
Imitation.	28 1/2
Arabian.	28 1/2
ROASTED.	
To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15c. per cent. for shrinkage.	
PACKAGE.	
McLaughlin's XXXX.	22 1/2
Durham.	22 1/2
Lion, 60 lb. case.	23 1/2
Lion, 100 lb. case.	23 1/2
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.	4 1/2
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
Jute.	90
60 ft.	1 00
72 ft.	1 00
CONDENSED MILK.	
Eagle.	7 40
Crown.	6 50
Genuine Swiss.	8 10
American Swiss.	7 00
COUPON BOOKS.	
TRADESMAN'S CREDIT COUPON	
TRADESMAN'S CREDIT COUPON	
" Tradesman."	
\$ 1, per hundred.	2 00
\$ 2, " "	2 50
\$ 3, " "	3 00
\$ 4, " "	3 50
\$ 5, " "	4 00
\$ 10, " "	5 00
\$ 20, " "	6 00
" Superior."	
\$ 1 per hundred.	2 50
\$ 2, " "	3 00
\$ 3, " "	3 50
\$ 4, " "	4 00
\$ 5, " "	4 50
\$ 10, " "	5 00
\$ 20, " "	6 00
" Universal."	
\$ 1, per hundred.	2 50
\$ 2, " "	3 00
\$ 3, " "	3 50
\$ 4, " "	4 00
\$ 5, " "	4 50
\$ 10, " "	5 00
\$ 20, " "	6 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
100 " "	2 00
250 " "	3 00
500 " "	4 00
1000 " "	5 00
2500 " "	10 00
5000 " "	17 50
CRACKERS.	
Kenosha Butter.	7 1/2
Seymour.	6
Butter.	6
" family.	6 1/2
" biscuit.	7 1/2
Boston.	7 1/2
City Soda.	7 1/2
Soda.	6
S. Oyster.	6
City Oyster, XXX.	6
CREAM TARTAR.	
Strictly pure.	30
Telfer's Absolute.	35
Grocers.	10 @ 15
DRIED FRUITS.	
Apples.	@ 9
Evaporated.	@ 11
California Evaporated.	14
Apricots.	6 1/2
Blackberries.	13
Nectarines.	12
Pears, sliced.	12
Plums.	@ 6 1/2
Prunes, sweet.	@ 9
Turkey.	@ 6 1/2
Bonina.	@ 8
French.	@ 9
PEEL.	
Lemon.	18
Orange.	18
CITRON.	
In drum.	@ 24
In boxes.	@ 24
CURRENTS.	
Zante, in barrels.	@ 5 1/2
" in 1/4-bbls.	@ 5 1/2
" in less quantity.	@ 5
RAISINS-CALIFORNIA.	
London Layers, 2 cr'n.	1 75
" 3 " "	2 00
" fancy.	2 25
Muscateles, 2 crown.	1 50
" 3 " "	1 60
Foreign.	1 60
Valencias.	@ 6 1/2
Ondaras.	@ 6 1/2
Sultanas.	@ 6 1/2
FARINACEOUS GOODS.	
Farina.	4
100 lb. kegs.	3 75
Barrels.	3 75
Grits.	6
Lima Beans.	6
Dried.	6
Maccaroni and Vermicelli.	45
Domestic, 12 lb. box.	10
Imported.	10
Pearl Barley.	3 1/4 @ 3 1/2
Peas.	1 10
Green, bu.	6 00
Split, bbl.	6 00
Sago.	5
German.	5
East India.	5

Wheat.	
Cracked.	5
FISH-SALT.	
Bloaters.	
Yarmouth.	1 10
Cod.	@ 6
Whole.	7 1/2 @ 8 1/4
Bricks.	7 1/2 @ 8 1/4
Strips.	7 1/2 @ 8 1/4
Halibut.	10 1/2
Smoked.	24
Herring.	11 40
Sardines.	2 75
Sealed.	1 50
Holland, bbls.	1 50
kegs.	2 75
Round shire, 1/2 bbl.	1 50
" 1/4 bbl.	1 50
Mackerel.	9 00
No. 1, 1/2 bbls, 90 lbs.	1 20
No. 1, kits, 10 lbs.	3 50
Family, 1/2 bbls, 100 lbs.	45
kits, 10 lbs.	3 50 @ 4 00
Pollock.	3 50 @ 4 00
Fancy.	3 50 @ 4 00
Sardines.	3 50 @ 4 00
Russian, kegs.	5 00
Trout.	5 00
No. 1, 1/2 bbls, 100 lbs.	7 00
No. 1, kits, 10 lbs.	1 00
Family, 1/2 bbls, 100 lbs.	2 75
kits, 10 lbs.	50
FLAVORING EXTRACTS.	
Jennings' D. C.	
Lemon, Vanilla.	1 25
2 oz folding box.	1 50
3 oz " "	2 00
4 oz " "	2 50
6 oz " "	3 00
8 oz " "	4 00
GUN POWDER.	
Kegs.	5 50
Half kegs.	3 00
HERBS.	
Sage.	15
Hops.	25
JELLIES.	@ 3
Chicago goods.	@ 3
No. 1.	30
No. 2.	40
No. 1.	50
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.	
3 or 6 doz. in case per doz.	1 00
MOLASSES.	
Blackstrap.	16
Sugar house.	19
Cuba Baking.	19
Ordinary.	19
Porto Rico.	19
Prime.	19
Fancy.	19
New Orleans.	17
Good.	25
Extra good.	30
Choice.	36
Fancy.	36
One-half barrels, 3c extra.	
OATMEAL.	
Barrels 200.	@ 5 00
Half barrels 100.	@ 2 75
ROLLED OATS.	
Half bbls 90.	@ 2 75
Barrels 180.	@ 5 00
PICKLES.	
Barrels, 1,200 count.	\$5 00
Half barrels, 600 count.	3 00
Small.	7 00
Barrels, 2,400 count.	4 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.	7
No. 1.	6
No. 2.	5
Broken.	5
Imported.	6 1/2
Japan, No. 1.	6 1/2
No. 2.	5 1/2
Java.	5
Patna.	5
ROOT BEER.	
Williams' Extract.	1 75
25 cent size.	\$5 00
3 dozen.	2 50
SAPOLO.	
Kitchen, 3 doz. in box.	2 50
Hand 3.	2 50
SOUPS.	
Snider's Tomato.	2 65
SPICES.	
Whole Sifted.	10
Allspice.	10
Cassia, China in mats.	7 1/2
Batavia in bund.	15
Saigon in rolls.	15
Cloves.	13
Amoy.	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.	15
Allspice.	15
Cassia, Batavia.	20
" and Saigon.	25
salmon.	35
Cloves.	30
Amoy.	30
Ginger, African.	15
" Cochin.	18
" Jamaica.	20
Mace Batavia.	80
Mustard, Eng. and Trieste.	25
" Trieste.	27
Nutmegs, No. 2.	75
Pepper, Singapore, black.	20
" white.	30
" Cayenne.	25
Sage.	30
" Absolute" in Packages.	1/8 1/8
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
Cut Loaf.	@ 5 1/2
Cubes.	@ 5 1/2
Powdered.	@ 5 1/2
Granulated.	@ 4 1/2
Confectioners' A.	@ 4 1/2
Soft A.	@ 4 1/2
White Extra C.	@ 4 1/2
Extra C.	@ 4 1/2
Yellow.	@ 3 1/2
Less than 100 lbs. 1/4c advance.	
20-lb boxes.	6 1/2

LIFE BEHIND THE COUNTER.

Written for THE TRADESMAN

Probably no one reform which could possibly be brought about for the betterment of life behind the counter would be as effective in producing the desired results as a change from the credit to the cash system. No one innovation would furnish so great a sum of solid satisfaction as this. No other possible reform would lift so many burdens from the shoulders, or remove so much worry and fretting from the minds of those who live behind the counter as the one under discussion. In fact, the retailer, and more especially the grocer, will never be able to completely escape the frightful, nocturnal visitations of that infernal quadruped known as the nightmare; nor will he ever be able to sleep the sound and peaceful sleep of virtue and perfect security until "tick" shall be no more and the "click" of the key, as it closes the business of the day, shall indicate that his capital is all safely locked within and that the day's business did not consist of scattering it to the four winds of heaven, but of keeping it "in hand" and "in sight," and in exchanging one commodity for another—merchandise for cash or its equivalent and cash or its equivalent for merchandise. For further thought in this direction, the reader is referred to an article in this week's TRADESMAN, entitled "Will the credit system always prevail?" If we cannot extricate ourselves from this old maelstrom of credit, what is the next best thing to do? If we must extend credits, is there not some way of systemizing them, whereby the element of uncertainty may be largely removed and the numerous petty annoyances greatly reduced? We think there is, and it is not a new-fangled, visionary scheme either. We refer to the coupon book system, which is being used all over the country, and the writer, in his travels, has not met a single person who has given the coupons a trial who does not speak in terms of the highest praise of the system. Every dealer interviewed by the writer, without one single exception, is doing his level best to advance and enlarge the system in his business. There are, however, a great many difficulties in the way, many of which, seemingly, cannot be overcome, except by an organized, combined effort of some kind. For instance, an occasional dealer reports that he has not succeeded in covering his entire credits with the coupon book system, because some customers are so conservative that they cannot be coaxed out of the old rut and an attempt to coerce them would result in losing their custom. If they cannot have their every whim gratified, they will kick over the traces and go elsewhere and find some dealer who will cater to their own notions of doing business. An organized, combined effort is probably the only remedy that will overcome this difficulty and make it possible for the dealer to confine his credit business exclusively to the coupon book system. Some customers object to the coupons on account of sending small children to the store. They are afraid the children would destroy or lose the books and then they would be out for the unused portion, whatever it might be. Others object because they think it gives the dealer too much of a chance to beat them. They say he can tear off as many coupons as he pleases and they have no itemized account of the purchase,

showing price and quantity, thereby enabling them to know whether the dealer has robbed them or not. Then, again, others object because they are afraid the merchant might fail and the little note which was given for the book might pass over into an assignee's hands before the coupons were traded out. So we might go on, *ad nauseam*, in enumerating one thousand and one little trumped-up, frivolous excuses for not wishing to exchange the hateful old pass book for the coupon book. It is strange, indeed, that any intelligent man or woman could be found on the face of the earth so unreasonable as to coolly and wilfully refuse to grant a favor to the person who supplies them with food and other necessities of life and gives them their own good time, pleasure and convenience to pay for it, especially when the solicited favor costs them nothing in effort or value, but, on the contrary, is actually beneficial to themselves and would put, or at least keep, money in their own pockets.

The cash system is the only true, safe basis upon which to transact business. This proposition is agreed to by business men everywhere and the only persons who take exception are certain consumers who imagine it would be impossible to adopt it and that an attempt to do so would result in hardship and suffering for the masses and, finally, end in failure. The writer does not believe this, for reasons given in the article referred to; but, granting for the purposes of this article that such would be the case and that it would be impossible to conduct the retail business of the country on a strict cash basis, what good, valid reason can any consumer give why the coupon book should not be introduced, adopted and put in universal use wherever credit is solicited and granted? We verily believe that no such reason can be given, and we believe, furthermore, that the most fastidious customer would remove even his trumped-up, frivolous excuse and apologize for having ever made it if he would but seriously look into the matter and weigh up the advantages which would surely recur, not only to the benefit of the dealer but to himself as well. The writer's experience with the credit business has been long and varied and it has left such a strong impression on his mind that, should he again take up with a life behind the counter, not one dollar of credit would he give except on the strength of a coupon book, either sold to a responsible party or payment thereof guaranteed by a responsible person. I would fill out the blank note attached to the book, and I would call it a note, too. I would give my customer his own time for payment, without interest, and he would sign that note, and, if not responsible, some friend who was would endorse it, or the goods would remain on my shelves.

When I think of the fortunes that have been wasted, the hearts that have been broken, the homes that have been blasted and made desolate, the energies that have been crippled and the noble aspirations that have been nipped in the bud by this whirlpool of credit, it makes me long to take my place once more behind the counter, just for the grim satisfaction of frightening into a convulsive fit the first unlucky individual who asked for credit, by screaming NO into his ear with such thunderous force that the cat in the back room would turn itself in-

side out in an effort to turn a back summersault, and die. Talk about the destructive work of intemperance! If you would take a walk with me through the ruins of the dead past and see the farms and mills and factories and strong men and happy families that this accursed credit system has sucked into its capacious maw, you would agree with me that intemperance is not the only demon that ought to be banished from the face of the earth.

E. A. OWEN.

To Polish Window Glass.

Window polishing paste is made of ninety parts prepared chalk, and five parts each of white bole and armenian bole, rubbed together into a smooth paste with fifty parts of water and twenty-five parts of alcohol. This paste is to be rubbed on the window, allowed to dry, and then rubbed off with cloths.

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

Chicago and Detroit Prices Guaranteed.

48, 50 and 52 Ottawa St.

GRAND RAPIDS, - - MICH.

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.

Will the Credit System Always Prevail?

Written for THE TRADESMAN.

Tons of matter have been written and published showing up the evils of the credit system and setting forth the manifold advantages which the adoption of the cash system would make possible. Advocates of the ready-pay or cash system are like the advocates of temperance, inasmuch as they have it all their own way. Their propositions are granted and their arguments are incontrovertible. Credit versus Cash is no longer even a debatable question, for no one can be found who will undertake to challenge the statements made by the advocates of the cash system. Does it not seem strange that a system of doing business should prevail and be adopted and practiced by the entire business community, and yet be so exceedingly unpopular that not a friendly voice can be heard in its behalf or one word vouchsafed in its defense? No business man can be found who will seriously undertake to even apologize for the credit system of doing business, let it be applied ever so lightly or practiced ever so carefully. Still this old system, which has brought grief and ruin to so many homes; this system which breeds idleness, falsehood, trickery, duplicity and disappointments; this hated old system which has not a single friend in the world, is the system by which the business of the community is transacted. Will this system always prevail? It will until the retailers of the country put their shoulders to the wheel and speak out as one man with one voice and declare that "tick" shall be no more and that henceforth "merchandise" and "cash" are the only convertible terms known and recognized by the mercantile fraternity. An "ukase" of this nature would give the credit system a death blow and usher in the long-looked-for commercial millennium, when the grocer and his brother retailer will be able to lie down together and sleep the sleep that knows no waking until the roosters crow in the morning. Then will every man get just what he pays for, and pay for just what he gets and not be compelled to pay for what others get, as is the case under the present unjust system. Then, and not till then, will the grocer be able to manage and control his own business and operate with an intelligent get-at-able idea as to what he is doing. No man on earth doing a credit business knows what his financial standing or condition is. He may have merchandise upon his shelves amounting to \$8,000, and his bank book may show a balance in his favor of \$2,000. If this were all, there would be no difficulty in finding a financial status, because cash (thanks to a wise national financial policy) and merchandise in stock are species of tangible property, possessing intrinsic value and represent so much realizable capital in hand; but a third element of resource presents itself in the shape of personal accounts which call for \$2,000. This resource does not possess intrinsic value, is intangible and is realizable capital only to a certain unknown extent. We know that a certain proportion of it can be converted into intrinsic value on demand; that another certain proportion of it is hazy, doubtful and uncertain; and we know that still another certain proportion of this so-called resource is not worth the paper it is written upon. What it is worth as capital in hand no man knows

—we can only conjecture—and hence we find it impossible to arrive at any definite understanding of the true financial status. Whether the business concern is prosperous, solvent or insolvent, depends altogether upon certain unknown quantities, which are left for time and circumstances to develop. It is a vain question to ask any retail merchant who is doing an extensive credit business whether he is making money or not, because, poor fellow, he does not know. He cannot tell what proportion of his accounts will be fully realized upon and, because he cannot tell what his losses will be, he is, therefore, not in a position to know whether he is making any money or not. I never see a grocer engaged in a credit business but what I think of Josh Billings' advice to the young man who was going to get married, "Shut up both eyes, grab hard and trust in the Lord." The adoption of the cash system would not only benefit the retailer, but it would be a God-send to the customer as well. With the dollar in hand, he would be able to obtain his supplies at a cheaper rate, and at the same time he would not buy so much. All that the working man would have to do, in order to tune himself up to the new order of things, would be to put forth a little extra effort and get ahead two weeks or two months, as the case may be, so that he could settle up for the week or the month for which he is invariably in arrears, and also have the wherewithal to carry him over the next week or month, or until next payday. He would not only buy less, and buy cheaper, but he would no longer be unjustly taxed to help make up losses occasioned by others. He would not only be enabled to feed and clothe his own children for less money, but he would no longer be compelled to help feed and clothe other people's children, as is the case under the credit system. The poor man who has neither the money nor any means of obtaining it, would be benefited, also, for he would be taken care of by the community at large, and the grocer would no longer be wheedled into giving credit by working on his sympathies and taking advantage of the tender side of his manhood.

To donate \$5, freely and spontaneously, is noble, life-sustaining and soul-expanding; but to be beaten out of 5 cents is withering, damnable and unendurable.

Credit and loss are inseparable. There can be no extending of credit, however limited or carefully guarded, but what there will be a corresponding loss to a greater or lesser extent. Will the credit system always prevail or will the retail merchant combine to end it at once and forever? E. A. OWEN.

Two Promising Industries.

GRAND LEDGE, Sept. 18—The Grand Ledge Sewer Pipe Co. is so well satisfied over the custom it has received in the drain tile line that it will introduce the manufacture of sewer pipe another season.

The Grand Ledge Canning Co. has put up large quantities of peas, beans, corn and tomatoes and is still at work on the last two articles. The outlook for the initial season's business is certainly very flattering.

Marquette—John C. Brown, the Saginaw jobber, has begun operations on the Peshekemie river, putting in three camps there last week.

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 **Yellow Label** OFFER **Best!**
THEIR THE

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.

Wall Paper and Window Shades.

House and Store Shades Made to Order.

NELSON BROS. & CO.,

68 MONROE STREET.

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.

FOR THE BABY



TRADE "SOULIETTA" MARK.

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.

THE MICHIGAN TRADESMAN.

ARGENTINE REPUBLIC.

Cause of the Financial Crash in that Country.

BUENOS AYRES, July 23.—The financial troubles of the Argentine Republic have for some time been a topic of leading interest to the financiers of the world, and the fluctuating but always high premium on gold is quoted daily. Seldom indeed has any comparatively new and growing country been in such a desperate plight as this. The curious feature of it is that the distress was not brought about by an exhausting war or by any general national calamity. It all came from the reckless extravagance of a single city—Buenos Ayres—and that extravagance, in turn, was prompted not by mere wantonness, but by a mistaken idea of progress. The city was merely trying to provide for a future growth that was not to come so soon as the rulers imagined. It is the story of a collapsed "boom."

Ten years ago this city had about a quarter of a million inhabitants. It had recovered from the bad times that had followed the revolution of 1874, and was growing steadily and substantially. All its public affairs and private industries were on a sound and healthful basis. Credit was good, business was good. But this admirable state of affairs unfortunately tempted people to try to improve upon it. They were not content to "let well enough alone." Speculation became rife. At first it was successful. Fortunes were made on every hand. Strangers began flocking hither from all parts of the world and thousands of people flocked to Buenos Ayres from other parts of the republic. "Go to Buenos Ayres and get rich," was the cry everywhere. The result was a sort of a mushroom growth of the city. In 1889 there were more than 550,000 people in the city. In seven years its population had more than doubled. And the authorities were foolish enough or careless enough to act as though this was an assured, permanent increase, and they entered upon public works and the spending of public money accordingly.

The prices of real estate rose to fabulous sums. Lots sold for higher prices in Buenos Ayres than they ever brought in New York or Chicago, and estimates were based on these abnormal prices. The municipal government bought land at such figures for new streets and parks. Expenses were based on the supposition that such values would be permanent. More than that, they actually reckoned that the city would keep on indefinitely growing at that pace, doubling its population every six or seven years. So huge debts were contracted. In 1884 there was a loan of \$4,600,000, on which the yearly interest is \$332,700. Two years later there was a loan of \$10,000,000, with \$700,000 yearly interest. In 1888 a third loan of \$10,000,000 was contracted, with yearly interest of \$550,000, and a fourth of \$10,000,000 in 1890, with \$600,000 interest. At the same time a floating debt of about \$13,000,000 has been incurred. Besides all this, there was year after year a deficit, so that about \$2,000,000 more is due for unpaid salaries and other accounts.

A crash had to come. When it came the vast scheme of public improvement was not half executed, and the works today lie in an unfinished state, so that the public gets no benefit from the millions that have been spent. There are splendid avenues only partly opened. The government has no money to buy the rest of the land needed, and the owners will not sell without the ready cash. Other streets are half paved with expensive wood pavements. But there is no money to finish the work, and so the streets are impassable, and the pavement already laid is going to ruin. Moreover, as soon as it was seen that the "boom" was beginning to subside the multitude of fortune-seekers fled like rats from a sinking ship. The population is now 100,000 less than it was a year ago, and at the present rate of diminution it will be decreased more by 50,000 by the end of the year.

All this would have been bad enough had the effects been confined to this city. But they were not. The disaster was felt in every province and every town in

the whole republic. Trade was almost paralyzed. Business came to a standstill. In Rosario, Cordoba, Santa Fe, Mendoza and elsewhere the distress was as great, almost, as in Buenos Ayres itself. They had been doing business on the basis of its business. When its business was brought to a standstill theirs was likewise. Moreover, they had caught the infection of speculation, and had been developing themselves too rapidly. The result was ruin. And to-day in every large provincial town there are rows of empty houses, which were built in the days of speculation for prospective tenants that have never come to them.

A remarkable illustration of the paralysis of business is to be seen on the Uruguay River. There is a fine line of steamers connecting this city with the province of Entre Rios. Two years ago it was doing a splendid business. The boats were crowded with passengers and loaded with freight on every trip. One had to secure his berth a week or two in advance. But now it is unusual for one of the boats to have more than fifteen or twenty passengers, or more than enough freight for ballast. The company has gone into liquidation. It is so everywhere. The provincial banks have gone to smash. The railroads are not paying expenses. Manufacturers are largely at a standstill. The army of men out of work is enormous.

It is to be observed, however, that the farmers are suffering less than any one else. Indeed, the financial depression has been in many respects a good thing for them. The price of land has gone down, so that they have been enabled to enlarge the area of their farms by purchase. Sugar plantations and vineyards, especially, have been greatly extended. Farm labor, too, has become cheaper, because of the many men thrown out of work by the stoppage of government enterprises. Wages are probably lower here now than in any other American or European country. And the farmer has another great advantage. He gets for many of his products—for wool, and hides, and sugar—not the depreciated currency, but gold.

In this latter fact is really the most deplorable feature of the whole situation. For it evidently is now to the farmers' interest to have the present financial condition continue. A lowering of the premium on gold would mean a loss to the farmer. So the abnormal spectacle is presented of the very class who are the bone and sinew of the nation being opposed, through personal interest, to any measure looking to an amelioration of the troubles with which the government is contending. How the problem is to be settled is difficult to imagine. Any sudden and radical stroke would probably do more harm than good. Gradually, if left to themselves, matters will adjust themselves, so far as the internal economy of the nation is concerned. But the trouble is that the claims of foreign creditors will keep on augmenting at a terrible rate, so that it will be impossible for them ever to be met in full. In whatever light one views it, the situation is extremely difficult and menacing.

Use Tradesman Coupon Books.

Send for Sample Leaf and Prices of our New

SINGLE ENTRY LEDGER.

Just the Thing for Retail Business.



GRAND RAPIDS, MICH.

MICHIGAN CENTRAL

"The Niagara Falls Route."

DEPART	ARRIVE
Detroit Express.....	6:30 a.m. 10:00 p.m.
Mixed.....	6:40 a.m. 4:30 p.m.
Day Express.....	1:20 p.m. 10:00 a.m.
*Atlantic & Pacific Express.....	11:15 p.m. 6:00 a.m.
New York Express.....	5:40 p.m. 12:40 p.m.

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



TIME TABLE

NOW IN EFFECT.

EASTWARD.

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

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. 83 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.

SEPT. 6, 1891.

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.
9:00 A. M. has through chair car to Chicago. No extra charge for seats.
1 5 P. M. runs through to Chicago solid with Wagner buffet car; sea s 50 cts.
5:17 P. M. has through free chair car to Manistee, via M. & N. E. R. R.
11:35 P. M. is solid train with Wagner palace sleeping car through to Chicago, and sleeper to Indianapolis via Benton Harbor.

DETROIT, Lansing & Northern R R

JUNE 21, 1891.

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

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

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

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.

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

TRAINS GOING SOUTH.

For	Leave	Arrive
For Cincinnati.....	6:20 a.m.	7:00 a.m.
For Kalamazoo and Chicago.....	10:30 a.m.	10:30 a.m.
For Fort Wayne and the East.....	11:50 a.m.	2:00 p.m.
For Cincinnati.....	5:30 p.m.	6:00 p.m.
For Chicago.....	10:10 p.m.	11:55 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	Leave	From Muskegon—Arrive.
For Muskegon—Leave.	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.
Ar	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.
Ar	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. Almqvist, 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 Electrotpe 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 MEROHANTS

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.

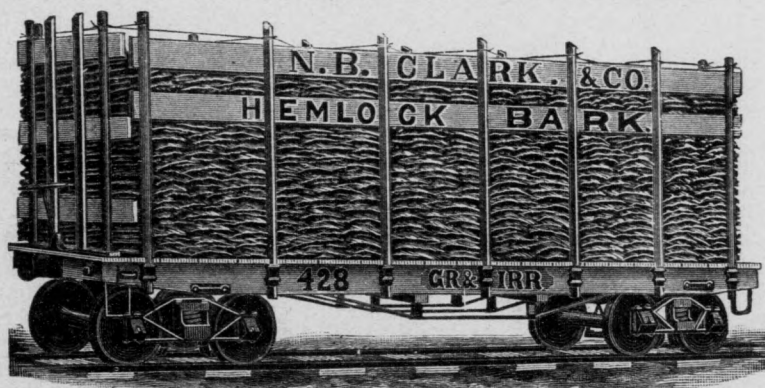
84 and 86 South Division St.

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.

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.



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.

H. LEONARD & SONS, Grand Rapids, Headquarters for HOUSE FURNISHING GOODS.

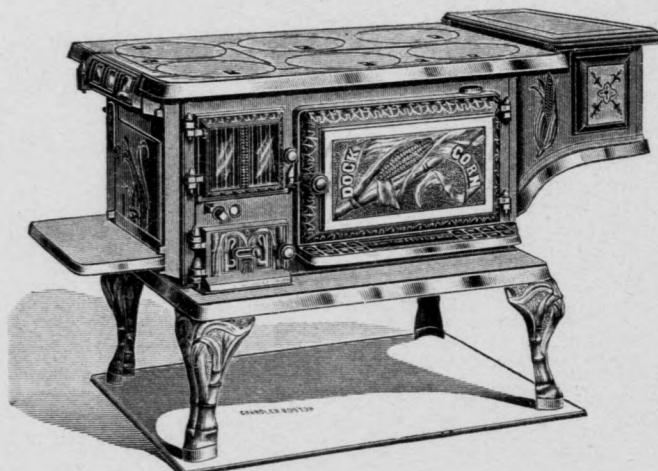
State Agents for Oil Heating Stoves, Gasoline Stoves, Wood and Coal Stoves, Tin and Iron Stove Furniture and the Wonderful Selling Blue and White Enameled Iron Ware.

Our Improved DOCKASH RANGES for coal or wood stand unrivaled in the world. The universal verdict among users being that no amount of money would buy them if they could not be replaced. You can safely recommend them to your customers. For prices and description see our Catalogue No. 10 sent to dealers only on request.



FARMERS' PRIDE.

For Wood. With Nickel Panels.



DOCK CORN RANGE--6 Hole.

See Complete Description of this and our Dockash Ranges in Catalogue.



No. 21 BRISTOL.

Full Nickered Wood Parlor Heating Stove.



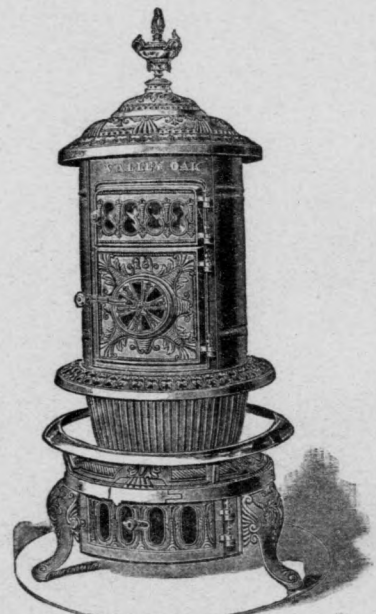
NAY-AUG.

With Ash Pan. Nickel spun Urn and Nickel Foot Rail. With anti-clinker or round Dockash Grate.



DOCKASH PARLOR.

Base Burning Coal Stove. Each stove fitted with round Dockash grate and Double Heater Attachment.



VALLEY OAK.

For Wood. Nickel Urn. Large ash pan, draw-center grate and automatic register.